

IMPLEMENTING THE PMI VISION *By: Fred Luedke, PMI President*



Fred Luedke

Whenever a President begins his term of office in an organization that has been in existence for some time, the challenge usually is to identify some new initiatives or goals for the organization. At this point in PMI's history the challenge is not in identifying what needs to be done; that is clear. The challenge is in making it happen.

It might be helpful to briefly review exactly where we are at this time and how we arrived here, because it is useful in clarifying what we need to do as we move forward. Just a little

over a year ago we were abruptly confronted with the need to select new association management. To the credit of the PMI Board, we did not panic. The path of least resistance would have been to simply go out and hire another association management firm.

Rather the Board correctly recognized that the situation we found ourselves in was an opportunity to completely rethink our concept of PMI. The Board convened a group of CEOs including those of all the major faucet manufacturers and asked them a straightforward question: What should PMI be like in order for your company to be an active member and willing to assume a leadership role? We received complete and enthusiastic cooperation from these CEOs, and they told us what they expected from PMI. Their input became the basis for the restructuring of the "new PMI". The Board was so pleased with the input it received from the Strategic Advisory Committee (SAC), as it was called, that we decided to institutionalize the SAC. The Strategic Advisory Committee will henceforth meet annually and report its recommendations on strategic direction to the PMI Board of Directors.

The Board concluded that the fundamental purpose of PMI, or any trade association for that matter, should be to improve the business environment in which our industry operates by addressing those issues and concerns that are beyond the scope of any individual company, no matter how large and influential. Secondly, we concluded that PMI in its pursuit of this fundamental purpose should focus its efforts and resources at any given time on a small number of high priority issues on which measurable progress can be made. The SAC even recommended what key issues PMI should focus on at this time; these have come to be known as the "Focus Five". Finally, we concluded that to properly implement our plan, it would be necessary to have our own staff.

Over the past year, under Bill O'Keeffe's able leadership, we have laid the foundation. We have a new Executive Director, a new Technical Director, a revitalized and competent staff, a new office, a new logo; in fact, even the newsletter you are reading is new. Now that we have laid the foundation, the challenge for the upcoming year – my challenge, your challenge – is to build the house.

The pressure I am feeling as a result of our more focused agenda is to make the most of the two general membership meetings that

we have each year. It is absolutely clear to me that if we expect to make substantial progress toward fulfilling our fundamental purpose of substantially influencing our business environment, we cannot afford the luxury of waiting until we convene to begin defining what needs to be done. Our precious meeting time must be used for exchange of information on project status and significant decision making so that we leave the meeting with the feeling that substantial progress has been made and with a clear idea of what we have to do next.

In the past we have taken the view that we have hired a professional manager to sort out all these industry issues for us. Many of us showed up at PMI meetings, notepad in hand, to dutifully record the latest industry crisis so that we could go back and plot our individual company's response to minimize the damage or gain a competitive edge.

In the global economy in which we now operate, we can no longer afford the costs associated with fragmented trade shows, duplicitous conformity assessment, unevenly applied national standards and intrusive government regulations. These issues transcend the ability of any individual company to cope or adapt. We have to change the environment, and to do this we need the full engagement and participation of the entire membership.

In order to encourage the engagement of our members, we are going to start actively working on the Spring Meeting well in advance of the meeting date. You have already seen the first issues survey designed to get you thinking about what has to be done. The Committee Chairs will be asked to start planning their meeting agendas well in advance. These and other contacts will hopefully precipitate small group meetings and/or conference calls to discuss items of concern. The staff, of course, will be working hard to gather information, frame the issues and offer any support they can.

Most of all, we need contributions from individual members at all levels. The Focus Issues need to be continually reviewed in the light of changing circumstances. Once the projects are defined, implementation tasks need to be assigned and carried out. We must to keep each other informed about industry developments that impact the progress of our projects.

The Product Groups offer an ideal forum for companies to seek help with problems they are experiencing that may also affect others in the industry. I hope we can encourage companies to think of PMI as a resource to which they can turn when faced with a seemingly intractable problem. The Product Groups are also fertile soil for the identification and development of emerging issues that will become the Focus Issues of the future.

In summary, I hope I am communicating a sense of a new, more activist PMI that we can become if we put our minds to it. If we can deliver on the promise to favorably impact the business environment, we will not have to spend time worrying about the viability of PMI; the future of the organization will take care of itself.

This year promises to be an exciting one, and I look forward to working with you. We need your ideas and your active participation. I hope you will join with me and the Board to build the new PMI house.



Barb Higgins

**Conformity Assessment,
Fair Trade,
Leachates,
Trade Show Consolidation,
Water Conservation**

Planning and focus are critical to success.

Sounds rather obvious, but this point is often overlooked in the enthusiasm to rush into projects. Without a definite road map and a plan for achieving each objective, distractions can easily derail the effort. Without a

strategy, tasks can seem overwhelming, causing unproductive wheel spinning and procrastination.

Based upon input from the Renaissance Survey, we have big ideas for the "new" PMI. That was only step #1. Our success is not in the collection of ideas but in delivering on the requests of those providing the data.

Sadly, a common mistake is to conduct exhaustive customer (member) satisfaction surveys, and stop there. It is AFTER the results are in that the work truly begins. There must be a plan and a sense of focus—priorities. Without a plan, the tasks may seem overwhelming and impossible. Without a plan, the dreaded "random good idea" can provide the distraction that shifts the focus away from the priority issues. ("Hey...what about doing this?" "H'mmmm interesting idea. It's not on our priority list and it will take time and resources away from pursuing our strategic goals, but it sounds fun...so...okay!")

And so the distraction begins. The focus is lost and the strategic goals remain unfulfilled.

In addition to not moving the organization forward in response to members' requests, losing focus causes members to lose confidence that their comments are indeed valued and taken

seriously. There is a risk in that the next time input is requested, members will not take the time to respond—feeling that their input doesn't matter anyway.

Although there are virtually limitless new services and value-added areas we could explore as the "new" PMI, we are committed to focussing on the Focus Five as our major initiative. In addition, we have developed other on-going objectives to supplement the Focus Five. We will continue to look for new issues to add to the list and will make procedure changes too. But we will not lose sight of the Focus Five as identified by you, our members.

OBJECTIVES:

- Pursue Focus Five CRITICAL TO PMI's SUCCESS;
- Firmly establish PMI as a respected professional, proactive, results-oriented organization, responsive to the needs of its membership;
- Add value to member companies in traditional and new ways, and communicate the organization's value to members and prospects;
- Increase visibility, credibility and importance of the organization as the Voice of the Industry among members, prospective members, related businesses and trade journals;
- Build membership; and
- Focus on continuous improvement with an eye toward customer input and customer service.

We will continue to look for new issues to add to the list and make procedure changes where necessary. But we will not lose sight of the Focus Five as identified by you. On-going dialog is key to our mutual success. When you speak, we listen and respond promptly. Keep those ideas coming, but understand that we won't be able to tackle the whole list all at once. Know that we, the PMI staff, are working exclusively to promote YOUR interests. **We are focused!**

The key to accomplishing these objectives is breaking them down into manageable tasks. We'll talk more about this in the March issue of PMI News.

WORKSHOP ON CONFORMITY ASSESSMENT

On February 9, the American Council of Independent Laboratories (ACIL), the National Institute of Standards and Technology (NIST) and the American National Standards Institute (ANSI) are sponsoring an all-day workshop to respond to a recommendation generated from a September summit meeting on international standards issues. Audits, testing requirements, and other conformity assessment practices specific to regions and nations have emerged as important trade issues. At the September summit, the participants stressed the need to simplify conformity assessment procedures and eliminate duplicative requirements in an effort to remove technical barriers to trade.

NIST's director, Mr. Ray Kammer will be the keynote speaker. During the Workshop's morning session, a series of expert panels will describe ongoing conformity assessment activities underway in the United States and in trading-partner nations. The afternoon session will be devoted to identifying priority issues and to propose follow-up actions. The meeting will be held at the Wyndham Hotel in Washington, D.C. and the registration fee is \$160. If you would like more information, phone PMI headquarters. If you would like to register, phone Sheila Way of ACIL at (202) 887-5872 or visit the ACIL website at www.acil.org.

SHINGO PRIZE FOR EXCELLENCE IN MANUFACTURING

Established in 1988, the Shingo Prize for Excellence in Manufacturing is open to participation from manufacturers in the United States, Canada, and Mexico. It is awarded annually to recognize facilities that demonstrate excellence in manufacturing which leads to superior customer satisfaction and business performance. The Shingo Prize achievement criteria is organized into five principle categories: 1) Management Culture and Infrastructure; 2) Manufacturing, Strategy and System Integration; 3) Business Function and Process Integration; 4) Measured Quality, Productivity and Customer Service; and 5) Measured Outcome Results. Applicants must prepare an Achievement Report which details key activities and results associated with each section of the achievement criteria based on relevant facts and data spanning a period of three years or longer. Previous recipients of the award include Milwaukee Electric Tool Corporation of Brookfield, Wisconsin; Johnson Controls, Inc. of Lexington Tennessee and MascoTech-Braun of Detroit, Michigan. If you would like more information about applying for the Shingo Prize, phone PMI headquarters.

A much abbreviated View from the Hill this month as official Washington talks of only one thing while the rest of the country talks of anything but. The congressional leadership will bring articles of impeachment to the full House this week with the added pressure of necessarily quick action. Any delays would make it difficult to wrap up the matter before the 105th Congress concludes on January 3.

- It appears more and more likely that Congressman Joe Knollenberg will introduce his bill proposing repeal of the plumbing efficiency standards in EPACKT early in the 106th Congress, which will convene on January 6.

During the past few weeks, the umbrella coalition opposing Knollenberg's efforts have been busily sketching possible scenarios and devising alternative strategies to combat the congressman's efforts. We have also been meeting with newly appointed committee staff and have visited the congressional offices of those members who co-sponsored the bill during the last Congress.

- It appears likely that Representative Joe Barton (R-TX) will replace retiring Dan Shaefer (R-CO) as the House Energy and Power Subcommittee Chairman. This is a pivotal decision with great impact for PMI as Congressman Barton supported and co-sponsored Representative Joe Knollenberg's federal flow rate and flush volume repeal efforts last session. Barton has a

background in industrial engineering and prior to entering Congress in 1982, he was a White House fellow at the Department of Energy (DOE).

- Under the guidance of Bill Ficken of Gerber, we are trying to temper the National Association of Home Builders' support of the Knollenberg bill through the Homebuilder's NCHI. Any PMI members holding membership in NAHB and willing to assist us in our efforts, please contact Government Affairs. NAHB is the only trade association supporting the legislation.
- Kate Hollander, the newly appointed International Trade Specialist in the Building Materials Program at the Department of Commerce's International Trade Administration, has an impressive background in trade issues – especially in the Far East. Kate is a dynamic addition to the Administration.

Kate has expressed a strong interest in our industry and our individual members. To meet this request, PMI has informally issued an invitation for Kate to consider joining us this March at our Spring Meeting in Marco Island, Florida. In the meantime, if any of our members have questions regarding specific trade issues please contact Government Affairs.

- PMI Government Affairs will be meeting in January with the U.S. Customs Bureau.

FIRST Y2K SUIT DOESN'T STICK BY: ANDREW P. SODERNA AND WILLIAM C. IVES, MICHAEL BEST & FRIEDRICH (ILLINOIS)

The Y2K matter is undoubtedly one of the most widely discussed problems in the history of modern business. It also might be the most expensive. The cost to fix computers and computer chips that may recognize 00 as the year 1900 instead of the year 2000 is projected to cost U.S. businesses \$1 trillion. If doomsayers are correct, enough computers could fail that the nation's infrastructure could collapse. Others predict that the Y2K bug will only cause minor systems to be temporarily disabled. The reality is that no one is sure exactly what will happen as we move into the 21st century. Further, the legal impact of the Year 2000 problem is equally unclear. While a number of Year 2000 lawsuits have been filed, the first decision was recently rendered by a Pennsylvania federal court.

The lawsuit was brought by INCO Alloys International, Inc. against ASE, Ltd., a software company. INCO is a manufacturer of nickel and other metal alloys for various industries. ASE provided software to INCO which was unable to properly handle dates in the year 2000. INCO claimed that because some of the software would not be installed until after December 31, 1999, ASE had to make sure that the software was Y2K compliant, despite the fact that Y2K compliance was not required by their existing contracts. A court-appointed arbitrator rejected INCO's claim for \$3.9 million in damages, writing that no evidence existed that "year 2000 [compliance] was ever added to the contract" and that Year 2000 compliance "was not clearly called for in the contract documents...". INCO is therefore forced to pay for software that doesn't work and pay for new software that can properly handle dates in the Year 2000.

The INCO decision may have serious ramifications for future Y2K-related liability and the overall "cost of doing business". Computers and computer software regulate every level of modern

manufacturing and distribution. Therefore, if companies are forced to repair or replace any defective software themselves, the costs may have to be passed on to their customers. Ford Motor Company is spending millions to upgrade their computers and manufacturing robots, which unexpectedly shut down when Ford rolled their clocks forward to January 1, 2000. While a company like Ford may be able to absorb the additional expenses related to Y2K, smaller companies will be hard pressed to find additional capital for these operating expenses. Further, litigation costs may increase those operating expenses exponentially if a company is held responsible for any losses related to Y2K non-compliance.

Year 2000 problems will also have a different impact on a business' bottom line. A Y2K failure may severely limit a company's ability to meet a large customer's orders, or a Y2K error may reduce or eliminate a customer's demand for a product. As such, Y2K failures impact the entire supply chain. Imagine if a single trucking company were unable to make timely deliveries of certain parts due to a Year 2000 problem, or if the supplier couldn't manufacture the part at all?

Most companies have already evaluated their Year 2000 compliance internally, and many have also evaluated the compliance of their vendors, suppliers and distributors. Forward-thinking companies have developed contingency plans to deal with unanticipated errors.

As the Year 2000 approaches, only litigation will clarify the legal liability of computer hardware and software manufacturers. However, careful Y2K review and planning can minimize the risks and, hopefully, keep you out of the courts before and after the millennium.

1998
1999
2000
2001
2002

FOR YOUR EYES ONLY

The **Members-Only** section of the website is now open and ready for use. Each member company will have a password. In addition, each individual user also will have a user name of their choosing. Passwords and User Names will be changed if and when a change in membership status occurs.

If you have not done so already, please call Barb Higgins at PMI headquarters to select your user name. 847-884-9PMI (9764)

The **Members-Only** section is accessible by clicking the appropriate button on the PMI home page: www.pmihome.org. As the name implies, this section will feature information available ONLY to members. *TechTalk*, the bi-weekly publication from PMI featuring technical information, is among the information posted on the password-protected site. We are investigating the possibility of also including quarterly shipment data currently being mailed.

One final note: we need YOUR help in keeping the **Members-Only** site secure. Please do not share your Password or User Name with anyone else. Should you forget your password, call PMI and a new one will be assigned. We appreciated your cooperation

Be sure to check out the **Members-Only** section. It is another benefit of your PMI membership!

1999 PMI LEADERSHIP

Officers

President: Fred Luedke, NEOPERL, Inc.

1st Vice President: Bruce Smith, Jay R. Smith Mfg. Co.

2nd Vice President: Linda Mayer, Moen Incorporated

Treasurer: Frank Evans, Zin-Plas Corporation

Immediate Past Chair: Bill O'Keefe, Symmons Industries Inc.

Directors at Large

Mario Bortoli, Quality Metal Finishing Co.

Ron Cooper, Price Pfister

Ken Martin, Delta Faucet Company

Todd Talbot, Alsons Corporation

Al Walcutt, MPC Plastics, Inc.

Jim Westdorp, Kohler Company

PMI Staff

Barbara C. Higgins, Executive Director

David W. Viola, Technical Director

Sharon Sroka, Association Manager

Yvonne Thomson, Administrative Assistant

Legal Counsel

Bill Ives

Robin Grover

Government Affairs

CeCe Kremer

PMI Headquarters is located at:

1340 Remington Road, Suite A

Schaumburg, IL 60173

Phone: 847-884-9PMI (9764)

Fax: 847-884-9775

e-mail: www.pmihome.org

DEPARTMENT OF COMMERCE SEEKS PARTICIPANTS

Secretary of Commerce William M. Daley is scheduled to lead two business missions during the Spring of 1999.

The Department of Commerce is seeking private sector participants for a business development mission to South Korea, March 25-27 and for a business development infrastructure mission to China and Hong Kong, March 28-April 2.

The China/Hong Kong mission will visit Beijing, Hong Kong and two other cities to be determined. The Beijing itinerary will consist of bilateral policy meetings with Chinese senior economic officials, forums on trade initiatives and issues, and meetings for U.S. participating firms with key decision-makers in relevant ministries and organizations. Outside of Beijing, plans include site visits to key infrastructure projects and to joint ventures between U.S. firms and locals, round table discussions with senior economic development officials and matchmaking business appointments for mission participants.

The mission to Korea will bring U.S. companies to this market at a time when it is poised for recovery and is making unprecedented changes in the way business is done. In Korea, the focus will be on commercial opportunities, including those presented by the continuing IMF mandated economic reform program. The Secretary will meet with government officials to discuss bilateral concerns, advocate for U.S. commercial interests, and advance other relevant policy initiatives. Briefings and matchmaking business appointments will be made for members of the business delegation. Individual country briefings will include local public and private sector officials to discuss developments in the country that affect the commercial environment.

Mission goals and objectives are aimed at:

- a. Maintaining visibility for U.S. companies wishing to gain or maintain a foothold in the Korean market once recovery begins;
- b. Expanding U.S. Exports to China's and Hong Kong's priority infrastructure development sectors and projects underscoring the need to reduce our growing trade deficit with China;
- c. Implementing commercial initiatives agreed to during the June Summit and the 12th session of the U.S.-China Joint Commission on Commerce and Trade;
- d. Advocating on behalf of U.S. firms already active in China, Hong Kong, and Korea;
- e. Resolving market access issues for U.S. companies and demonstrating U.S. support for continued enterprise, financial and corporate reforms in all locations.

Companies will be selected for participation on the basis of:

- a. Level of seniority of designated companies representatives and its appropriateness to the mission objectives;
- b. Relevance of a company's business and product line to the plan and objective of the mission;
- c. Past, present and prospective business activity in Asia, particular in China, Hong Kong and Korea;
- d. Diversity of company size, type, location demographics and traditional under-representation in business.

Applications are due February 1, 1999. The mission will depart Washington, D.C. on March 10. One group will visit Korea March 25-27 and a second group will visit China/Hong Kong March 28-April 2. If you would like more information, phone PMI headquarters at 847-884-9PMI (9764).

PROPER CARE AND MAINTENANCE OF FAUCETS, SHOWERHEADS AND BATHROOM ACCESSORY FINISHES

Feedback Requested

We have recently been contacted about concerns over the possible adverse effects of daily shower cleaners on faucets, showerheads and bathroom accessory finishes. As you know, this type of cleaner is rapidly gaining popularity. We are interested in determining the existence of a potential problem associated with their use, and would appreciate your feedback regarding this matter. If you are aware of any damage resulting from the use of these chemicals, please contact PMI staff.

In addition, we thought it would be appropriate to re-print a PMI white paper approved in the fall of 1996 regarding the proper care of plumbing fixture fitting and accessory finishes. The following information has also been included on the PMI website.

Important Maintenance Information from Leading Plumbing Manufacturers.

Many of the bathroom cleaners used today contain aggressive chemicals and abrasives for the purpose of removing soap scum and stains from porcelain, enamel and ceramic tile surfaces. Often these cleaners are also used to clean the chrome, polished brass, or other finishes on faucets, showerheads and bathroom accessories. Depending on the particular abrasive or chemical, application to these products may result in either immediate or long-term damage or even removal of the finish.

Manufacturers recommend cleaning by wiping with a soft, damp cloth or towel.

If bathroom cleaners are to be used on or near these products, test them on an unseen surface of the product. Be aware that unintentional splashing or over-spray of cleaners can be as harmful as deliberate application. Over-spray or splashed chemicals should be immediately and thoroughly rinsed off.

Proper training of housekeeping or maintenance personnel can significantly reduce damage to finishes that may result in costly replacement of products. General comments on the potential effects of different types of cleaners are noted below:



Foaming Cleaners — may cause crazing or cracking of acrylic handles and plastic parts. Repeated use may cause softening of protective organic overcoats on polished brass finishes.

Bleach — (active ingredient — sodium hypochlorite) causes long term corrosion damage to finishes.

Solvent Stain and Spot Removers — (active ingredients — xylene, toluene) cause cracking of plastic parts, damage to finishes.

Cleaners with Alcohol — may cause cracking in acrylic handles and other plastic parts.

Heavy Grout Tile Cleaners — (active ingredients — hydrochloric acid, muriatic, hydrofluoric, or phosphoric acids) these will remove finishes.

Lime Removers — typically contain either phosphoric or hydrofluoric acids, which remove finishes.

Abrasive Cleansers — any abrasive cleanser, even mild ones, will remove chrome, brass, or any other finish. At first the finish will become dull and scratched.

GOT YOUR PMI GOODIES

We welcome our new PMI members with a packet of goodies, which, in addition to their membership plaque includes a mug, pen and mouse pad all imprinted with the PMI logo. Current members interested in receiving any or all of these items are encouraged to contact PMI by calling 847-884-9PMI (9764).

Help us spread the word on PMI!!

CHICAGO FAUCETS COMPANY LAUNCHES NEW WEB SITE — <http://www.chicagofaucets.com>

Guests to the new site are provided with an overview of the Chicago Faucets Company product offerings and the name of their nearest distributor or sales representative.

In early 1999, the site will provide the same detailed product overview and specification information found on Chicago Faucets Pro-file Electronic Specification System.

PEOPLE ON THE MOVE

Congratulations to **John Helistedt** who has been promoted to Executive Vice President of Sales and Marketing for Elkay Manufacturing of Oak Brook, IL.

Newly promoted by Fortune Brands, Inc. is Moen, Inc. Chairman/CEO **Bruce A. Carbonari**, to President/CEO of Fortune's newly created Kitchen & Bath Group (which includes all Moen units and MasterBrand Cabinets) while retaining his Moen titles, and **Jeffery A. Svoboda**, from Moen Executive Vice-President/Operations & International to President/CEO of Moen, Inc.

Members Only!

Be sure to check *Tech Talk* for up-to-the-minute information on technical news.



Dave Viola

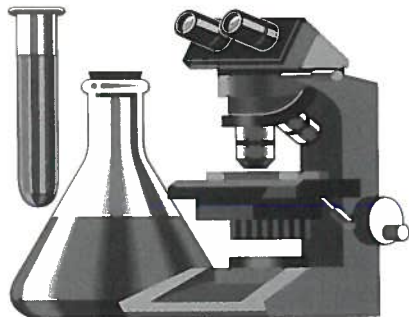
International One- and Two-Family Dwelling Code.

The 1998 International (ICC) One and Two Family Dwelling Code (OTFDC) is now available. It should be noted that the Council of American Building Officials (CABO), formerly the secretariat of the OTFDC, was incorporated into the International Code Council (ICC) in November of 1997. To purchase the new code, contact either BOCA at (708) 799-2300, ICBO at (562) 699-0541 or SBCCI at (205) 591-1853.

ASME A112.19.2M-1998. ASME A112.19.2M-1998 – Vitreous China Plumbing Fixtures is now available through the American Society of Mechanical Engineers (ASME) Order Department at (800) 843-2763 for \$47. The document was approved by the American National Standards Institute (ANSI) on September 8, 1998.

Supplements Addressing Slip Resistance Are Now Available. Supplements to ASME A112.19.1M-1994 *Enameled Cast Iron Plumbing Fixtures*, and ASME A112.19.4M-1994 *Porcelain Enameled Forged Steel Plumbing Fixtures* addressing slip resistance treatment to bathing surfaces was approved on September 9, 1998 and are now available. To obtain a copy, contact PMI staff.

Wisconsin Plumbing Code Proposals. Several proposed rules addressing temperature control in health care facilities, wall hydrant backflow prevention requirements, fixture fittings requiring compliance with NSF 61, Section 9 and the inclusion of several CSA standards such as B125 and B64 are currently being considered. Dave Viola of PMI Staff is currently serving on the Wisconsin Plumbing Advisory Code Council. For more information on these proposals as well as all other being considered, contact PMI staff at 847-884-9PMI (9764).



COMING SOON...

1999 Edition of the PMI Membership Directory

The 1999 edition of the PMI Membership Directory is in production and will be available by the end of January. The new edition includes updated information, company logos, an acronym guide, PMI position statements and a list of past presidents/chairmen.

If you have not received your copy, contact Yvonne Thomson at PMI Headquarters 847-884-9PMI (9764). The Directory is published annually and **is available to PMI members only.**



Wanted: Alive Only! A Few Good Chairs

Believe it or not, there are a couple of vacancies in PMI chairperson and vice chair positions. If you would like to become an industry leader and fill one of these vacancies, please peruse the following to determine which one would be a nice fit for you to showcase and develop your leadership skills. Then, just call PMI staff!

We will be keeping the lines open and hope to hear from you.

Universal Conformity Assessment Issue Committee

Wanted: One leadership-type individual with a finger on the pulse of product certification to co-chair this important group with Mr. Don Glover of Brass Craft Manufacturing Company.

Shower/Tub-Shower Fittings Product Group

Wanted: One manufacturing vice chair to work with Mr. Jim Galvin of Symmons Industries Inc. and guide the members through issues that are specific to the group.



Sharon Sroka

FEDERAL REGULATIONS

Efforts are Underway to Seek Manufacturers Compliance with Federal Regulations for Plumbing Products

There are federal regulations governing the manufacture and sale of plumbing products in the United States. Plumbing product manufacturers that produce products in compliance with national consensus standards and federal regulations are often faced with unfair competition from non-complying products because of the extra costs associated with meeting the mandatory regulations. Sometimes, non-compliant products unfairly end up for sale on the very same shelf as the compliant manufacturers' products. At the 1998 PMI Fall Meeting, the Fair Trade Issue Committee with the Board's approval directed PMI to provide information to plumbing product manufacturers whose products do not meet the requirements contained in the Safe Drinking Water Act (SDWA) Amendments of 1996 and the Energy Policy Act (EPA 92). At this time, PMI has been provided with samples of products which do not comply with:

- a. The flow rates established by the Department of Energy (DOE) rule for plumbing products under the Energy Policy Act of 1992.
- b. The Federal Trade Commission (FTC) marking and labeling rule for plumbing products under the Energy Policy Act of 1992.

In addition to forwarding to PMI any non-compliant products that you may identify, it is important to also send the original packaging, a receipt noting the date and place of purchase, and documentation demonstrating the violation(s). PMI will then make compliance information available to non-complying manufacturer(s) or sellers.

Metric Q and A:

The construction industry is primarily a domestic industry. Why should it convert? It must convert to stay competitive. Although we don't export buildings and highways and bridges, we can't ignore global competition for construction services and products. Some basic products like brick, block, concrete, asphalt, and stone aggregates are produced and used locally but almost everything else can be and often is traded internationally, including glass, coatings, finishes, fasteners, structural steel, wood, wood composites, and electrical, mechanical, plumbing and conveying equipment. U.S. architect/engineer/contractor services, which have been exported worldwide for decades, also represent an important part of the industry's revenues. Like it or not, we are all part of the global construction market.

If construction converts to the metric system, won't that eliminate one more barrier to imported products? Yes, but the alternative is restricting more of our products and services to within our own borders while the rest of the world goes about its business.

What has been the construction industry's response to metrication? On the whole, it's positive. Everyone reads the newspapers and knows we have to stay competitive. So the message from the industry largely is, "We understand the need to change – just don't drag it out."

How about the trades? Trades organizations have been very supportive, saying "Tell us what you want and we'll build it!" Many are including metric measures in their educational programs or are offering special metric training.

Do building professionals like using the metric system? People who gain a working knowledge of the metric system come to prefer it. Gone are dimension strings made up of fractions, inches, and feet – with the metric system it's all millimeters. And gone are a multitude of other conversions. For example, which has the greater thermal capacity, a 22 million Btu/hour boiler or a 1000 ton chiller? Using metric units, you can tell instantly: the boiler is 6.4 MW and the chiller is 3.5 MW.

What about product conversion? Except for a handful of modular products, very few products change size. Instead, they simply are relabeled in metric units. A 2-3/4 x 4-1/2 inch wall switch face plate might be relabeled 70 x 115 mm and a 10 horsepower motor, 7500 W. The products themselves don't change in any way.

But how about modular products? Most change size to fit into a 100 millimeter module. Drywall, plywood, and rigid insulation widths change slightly, from 48 inches to 1200 mm, although their thicknesses remain the same. Concrete block, suspended ceiling systems, and raised flooring systems also change size, but that's about it.

What happens to the traditional 2-by-4? As we all know, "2-by-4" is a name, not a finished size. Neither wood nor light gage steel framing change size in cross-section, but they are spaced at 400 mm intervals instead of 16 inches – about 1/4 inch closer together.

Are there other products in the same category? Yes. A 2-inch pipe has neither an inside nor an outside diameter of 2 inches. A 1/2 inch sprinkler head contains no actual 1/2 inch dimension. A 24-inch structural steel section contains no actual 24-inch dimension. Since these products are not really produced in rounded inch-pound dimensions, there is no reason to change their sizes to rounded metric dimensions. Instead, they are just relabeled in metric units as, for example, 50 mm pipe, 13 mm sprinkler heads, and 610 mm beams. As mentioned, almost all construction products fall within this "relabeling" category.

Celsius temperature rhyme:

30 is hot (86 %F)
 20 is nice (68 %F)
 10 is cool (50 %F)
 0 is ice (32 %F)

Commonly Used Units on the Job Site:

Unit prefixes: milli (m) = 1/1000; kilo (k) = 1000;
 mega (M) = 1,000,000

Quantity	Unit	Symbol
length	meter, millimeter	m, mm
area	square meter	m ²
volume	liter, cubic meter	L, m ³
mass (weight)	kilogram megagram, metric ton	kg Mg, t
slope	percent vertical:horizontal ratio	% mm:m, mm:mm, m:m
pressure	pascal, kilopascal megapascal	Pa, kPa MPa
power	watt, kilowatt, megawatt	W, kW, MW

Metric Rules-of-Thumb:

If you can remember these first four rules-of-thumb, you will be able to read metric drawings. The rest are for specifications...

- 1 mm = about 1/25 inch = thickness of a dime
- 25 mm = about 1 inch (1" = 25.4 mm)
- 300 mm = about 1 foot (12" = 304.8 mm)
- 1000 mm = 1 m = about 3 feet + 10% more (very roughly, a yard)
- 1 m² = roughly 10 square feet (1 m² = 10.76 ft²)
- 1 L = about 1 quart (1L = 1.06 qt)
- 1 m³ = about 35 cubic feet (about 30% more than a cubic yard)
- 1 kg = about 2.2 pounds
- 1000 kg = 1Mg = 1 metric ton = about 2200 pounds
- 100 kPa = about 15 psi; 1 MPa = about 150 psi

Metric facts:

- The metric system is the international system of measurement – 94 percent of the people on earth use it all the time.
- The rest of us buy cola in liters, video tape in millimeters, light bulbs in watts, and aspirin in milligrams. We use metric tools on our cars, trucks, and power equipment.
- Our largest trading partners and closest neighbors, Canada and Mexico, are metric countries.
- Most major U.S. industries – including the automobile, construction equipment, machine tool, electronics, soft drink, liquor, pharmaceutical, and health care industries – are primarily or completely metricated.
- The metric system is based on decimal arithmetic, just like dollars and cents. Once learned, it's simpler to use and less prone to error.
- In 1988, Congress made the metric system the preferred system of measurement in the United States.
- Since 1994, billions of dollars of federal, state, and local construction projects of all kinds have been built using the metric system with no cost or schedule problems.
- Metric construction is performed in the same way as conventional construction by the same people with the same skills and the same experience and with almost all of the same tools, products, and equipment. Little changes but the measurement units.
- Sometimes it's hard for experienced construction personnel to gain the kind of "feel" for metric units that they have for inches and feet, but with on-the-job practice, thousands have made the change successfully.
- Adopting the metric system is a good deal for the construction industry. Metrication increases both efficiency and quality and will help American workers stay technologically competitive with their foreign counterparts.
- Construction metrication brings a large and important part of our economy into the world standard of measurement to benefit all Americans.
- We only need to make the change once. The benefits are perpetual.



Yvonne Thomson

Come to the Islands!

Marco Island that is, from March 7-10th, to join fellow PMI members in what promises to be an exciting meeting. You'll want to participate in the PMI "Focus Five" issues and network your ideas and suggestions. Come and listen to an economic forecast by renowned speaker William C. Dunkelberg, attend PMI's Sunday evening reception/dinner, and perhaps join in a foursome for an enjoyable round of golf!

By now you should have received the "Save The Date" postcard for marking that great, big, red X for the PMI meeting dates. That was just to give you a peek of what's to come! Look for registration materials to arrive shortly, giving you a somewhat more detailed description of this enlightening meeting. **Take special note of the registration and hotel deadline, FEBRUARY 5th.**

The dress code is casual, casual, casual. Leave those holiday ties at home and bring your golf shirts instead. You will enjoy the balmy breezes and glittering sun when you're not attending the informative meetings listed on the schedule. (Come to all the sessions, be *totally* PMI wise!)

We hope to see all of you in Marco Island in March. Keep those registrations coming!

WIT AND WISDOM

Economic Forecasts and Entertainment

Economist William C. Dunkelberg will speak to the PMI audience about the U.S. economy with topics ranging from interest rates to housing statistics. He is known for his light-hearted and witty style. Dr. Dunkelberg recently left his position as the Dean of the School of Business and Management and is currently Professor of Economics at Temple University.

Along with his academic duties at Temple, he is the Chief Economist for the National Federation of Independent Business and has served often as a consultant to public and private entities, including President Reagan's Transition Team in 1980 and the Consumer Advisory Council of the Board of Governors of the Federal Reserve System in 1989. Because of his reputation as a leading national authority on consumer credit and small business, the news media often calls on Dr. Dunkelberg for his expertise. He has appeared on a variety of programs including the *Nightly Business Report* and *Good Morning America*, and has been frequently quoted in publications such as the *Wall Street Journal*, the *New York Times*, *Newsweek*, and *U.S. News and World Report*. He has his own radio show on WPHT 1210 AM Philadelphia every Sunday for two years and his editorials have been carried by KYW News Radio for eight years.

Dr. Dunkelberg received his Ph.D. in economics from the University of Michigan. He serves on the boards of ADVANTA Corp., JVC Technologies, Penn Tackle Mfg., The Commonwealth Foundation, the International Visitors Council, The Ben Franklin Innovation Investment Advisory Committee and the Pennsylvania Council on Economic Education.

Get your questions ready for the question and answer session. It will be an interesting evening!

Promoting Members' Interests Spring Meeting Schedule of Activities

Saturday, March 6

8:00 a.m. - 5:00 p.m. Ad Hoc Committee Meetings

Sunday, March 7

7:30 a.m. - 12:30 p.m. Golf Tournament
1:00 p.m. - 5:00 p.m. Registration
1:30 p.m. - 5:00 p.m. First Board of Directors Meeting
5:00 p.m. - 5:30 p.m. Committee and Product Group Chair Briefing
6:30 p.m. Kick Off Reception/Dinner

Monday, March 8

7:00 a.m. - 9:00 a.m. Registration Continues
7:00 a.m. - 7:30 a.m. General Membership
7:45 a.m. - 8:45 a.m. Networking Breakfast Buffet
Technical Director Code Comparison Presentation
9:00 a.m. - 10:45 a.m. ISSUE COMMITTEE MEETINGS:
Universal Conformity Assessment
11:00 a.m. - 12:45 p.m. Trade Show Consolidation
1:00 p.m. - 1:45 p.m. Networking Luncheon
2:00 p.m. - 3:45 p.m. ISSUE COMMITTEE MEETINGS:
Water Conservation
4:00 p.m. - 5:45 p.m. Fair Trade
(Dinner on your own)

Tuesday, March 9

7:00 a.m. - 7:30 a.m. General Membership
Networking Breakfast Buffet
7:30 a.m. - 9:15 a.m. ISSUE COMMITTEE MEETINGS:
Leachates
9:30 a.m. - 10:15 a.m. Technical Committee Meeting
10:15 a.m. - 11:15 a.m. Government Affairs
11:30 a.m. - 12:30 p.m. General Membership Luncheon Program:
Dr. William C. Dunkelberg, economist/comic
12:45 p.m. - 1:15 p.m. PRODUCT GROUP MEETINGS:
a) Faucet Product Group and Shower/Tub-Shower Fittings Product Group Combination Meeting
b) Drainage Product Group
1:30 p.m. - 2:15 p.m. a) Flushing Devices/Fixture Product Groups
b) Specialty Finishing Product Group
2:30 p.m. - 5:30 p.m. AD HOC COMMITTEE MEETINGS
6:00 p.m. - 7:00 p.m. Reception
7:00 p.m. - 9:00 p.m. Awards Dinner

Wednesday, March 10

7:00 a.m. - 7:30 a.m. General Membership
Networking Breakfast Buffet
7:30 a.m. - 8:30 a.m. Marketing Committee
8:45 a.m. - 10:00 a.m. General Membership Meeting
10:15 a.m. - Noon Final Board of Directors Meeting

DEADLINES PLEASE MAKE A NOTE!

The hotel reservation deadline is February 5, 1999.
The PMI meeting registration deadline is February 5, 1999
Call the PMI Office at 847-884-9PMI (9764)
or fax 847-884-9775 if you have any questions
regarding the PMI 1999 Spring Meeting.