I want to wish everyone a Happy New Year! I hope you had a wonderful holiday season with time to relax and be with your family and friends.

PMI had another great year in 2015. Our voice is becoming stronger as we continue to grow and build on our foundation as the “go-to source” for industry input. Since my involvement on PMI’s Board of Directors, I have watched the board come together and develop into a strong team, providing thoughtful leadership and making continuous improvements in PMI.

Looking back at our history, 40 years ago we changed our name from Plumbing Brass Institute to Plumbing Manufacturers Institute. As we continued to expand our global reach, we made a slight change to our name in 2010 from “Institute” to “International,” reflecting what we had become as an organization. In 2016, we will begin our 41st year as PMI.

As I started to think about my vision for 2016, involvement and member value kept coming to mind. Early in my career in the plumbing industry, I worked for a wise and highly respected person who built a successful business. He always said to me, “Remember the name on the building outside is only a name; the people who work there truly make the company what it is.” At PMI, we are very fortunate to have an outstanding staff and consultants who make PMI a great organization. However, PMI is an organization of members, and their involvement is critical to PMI’s success.

During our board meeting in October 2015, we met with the chairs of our committees in a brainstorming session to explore ideas to improve and strengthen member involvement. The group’s comments and suggestions include the following:

- Attract more participants at all levels of management within member companies
- Include a representative from each member company on calls and at the conference
- Encourage committees to meet face-to-face at PMI headquarters at least once per year
- Set 12- and 18-month objectives for each committee
- Enhance the value of committees
- Identify and communicate the benefits of participation

This was an eye-opening session, and a key takeaway for me was to look for ways to drive more involvement in the organization—not only from committee chairs but also from members.

Another goal I have for 2016 is to build and strengthen our message about the value that PMI brings to its members. I am interested in learning what your company values in PMI and hearing your suggestions for ways that we can better communicate the value to our membership.

I want to thank our current board, previous members and past presidents. You have been instrumental in shaping our future, and you have taught me a great deal. As we begin 2016, we know there will be challenges. I am confident that as a team—the one voice of the industry—we will be able to tackle any obstacles and continue to build a great organization.

By Paul Patton, PMI President and Senior R&D/Regulatory Manager, Delta Faucet Company
Are you energized, coming off of the holiday break? Ready to take the world by storm? Keeping fresh and motivated on-the-job is a challenge that affects most of us at some point or another during our careers. For me, routine in a job is the kiss of death. No “same old, same old” for me! I’m always on the lookout for a new challenge on the horizon, a new partnership to form, a new way to enhance and highlight PMI’s successes and in turn, the value to members. Working with PMI’s talented team of staff, consultants and members is also a rich source of energy for me. While the personality profile of our organization and the landscape around us have changed dramatically over the years, the constant has been PMI’s presence in the center ring as the Voice of the Industry.

And we’re getting better all the time! PMI continues to be increasingly more proactive and, in turn, more effective. Participation by our members increases our bandwidth and success rate. You’ll hear more about that from our 2016 President Paul Patton who has made as his mission, the goal to grow member engagement.

Though perhaps an overused term, the notion of “continuous improvement” is key to staying relevant. For example, our organization has gone through a number of name changes to reflect changes in the industry. Plumbing Brass Institute (PBI) gave way to Plumbing Manufacturers Institute (PMI) in 1975. In 2010, we tweaked the acronym to become Plumbing Manufacturers International. The PMI of today, bears little resemblance to PMI prior to 1998. The organization is vastly different from the days prior to the “Renaissance.” The focus today is solidly on member value and efficient information exchange.

Throughout the post-Renaissance era, we have added many enhancements. We keep what works and improve what doesn’t. Some of the constants are the dedication and work ethic of staff, the speed at which we respond to member requests, the rich content of our publications and conferences. Today we use a variety of communication vehicles to keep members in the loop: conference calls, emailed bulletins, and the mobile app, to name a few. While still an important part of PMI, face-to-face conferences are no longer the sole source of data exchange. There is simply too much going on out there to wait six months for a meeting! And there is another plus. Much of the November/December issue of Ripple Effect focused on the dramatic increase in PMI staff productivity gained by moving to a single annual conference. (See articles on pages 2 and 10 of the 2015 Nov/Dec issue at: https://goo.gl/IZOzFg) While some of our members are still “getting used to the idea,” the results speak for themselves. (See article on page 5 of this issue.)

The notion of re-inventing oneself or an organization is key to survival. We have all heard those not-so-gentle admonitions: “rest and rust,” “adapt or die” and “if you hate change, you’re really going to hate obsolescence.” My mission when I was brought to PMI so many years ago, was to reinvent the organization; to breathe life into an organization that had evolved away from business value to a social club boasting exotic destinations and conferences dominated by golf tournaments. Thankfully, those days are long gone and far behind us. It is important to remember though that the transition was not easy. Change can be painful and is often met with vigorous resistance. One of our key members back then resigned when the traditional ballroom dancing element of PMI was abandoned. Others balked when the golf tournaments were discontinued, despite the fact that toward the end, participation had waned to a steady group of seven golfers. Change is healthy and necessary. It requires a long-term look and 30,000 foot, objective view of where we are, how we got here and where we need to go.

Hearing phrases like “we’ve always done it this way” are like fingernails on the chalkboard to me (anybody out there remember chalkboards?) We need to continue to look for new ways to add member value to PMI—to push the envelope of innovation and change. Keep those comments, suggestions and ideas coming. We’re listening!

You’re Invited to the 16th Annual Crystal Vision Awards Breakfast

The team at World Vision invites you to join them as they salute the manufacturers and builders who have generously donated to the World Vision Storehouse.

This year’s complimentary, breakfast event will be held Wednesday, January 20, 2016 in beautiful Las Vegas, Nevada on day two of the Design and Construction Week, a massive industry collaboration of the International Builders’ Show (IBS) and the Kitchen and Bath Industry Show (KBIS).

Register here: http://goo.gl/87sWk8
Dear Barbara,

Welcome to the US Water Alliance and the Value of Water Coalition!

You are joining a diverse network of water providers, public officials, the private sector, environmental organizations, community leaders, and researchers who are driving a paradigm shift in the way the nation views, values, and manages water.

As a member, we hope you will take advantage of the various opportunities to advance this collective goal. In addition to standing programs such as the One Water Leadership Summit and US Water Prize, in 2016 we will be initiating a number of new one water program offerings for our members.

As a supporter of the Value of Water Coalition, you join an unprecedented collaboration of water leaders who are educating and inspiring the nation with one voice about the importance of clean, safe, and reliable water. I look forward to partnering with you as we implement our three year strategic roadmap for the Coalition.

Thank you for your partnership. We know that with Plumbing Manufacturers International on board, we will accomplish even greater things as we move toward a one water future.

Sincerely,

Radhika Fox
CEO, US Water Alliance
Director, The Value of Water Coalition

PMI Joins U.S. Water Alliance and Value of Water Coalition

By Dawn Robinson, PMI Communications Manager

PMI is pleased to announce our membership in the U.S. Water Alliance and the Value of Water Coalition. Developing such partnerships is essential to maintaining our position as a proactive leader in industry. “PMI is very much looking forward to being part of the U.S. Water Alliance and the Value of Water Coalition. Our continued success is directly linked to our ability to partner with other organizations. These relationships enable us to extend our reach and amplify our voice in support of the thoughtful use of water,” noted PMI CEO/Executive Director, Barbara C. Higgens.

These partnerships will be more important than ever in the coming year; 2015 was a record breaking year for water-focused bills in congress calling for WaterSense authorization (see article on page 4) due in part to the devastating droughts affecting states all across the country, and 2016 is on track to maintain that focus. Our industry is facing new and worsening challenges from water supply, the rising cost of water, and the need to maintain health and safety in this changing landscape.

To learn more about PMI’s partnerships and alliances please visit safeplumbing.org/pmi/about/alliances.

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Sincerely,

Radhika Fox
CEO, US Water Alliance
Director, The Value of Water Coalition

The Alliance for Water Efficiency (AWE) president and CEO, Mary Ann Dickinson, recently sent PMI CEO/Executive Director, Barbara C. Higgens, a note of thanks for PMI’s support of their recent Annual Membership Meeting and Reception. PMI is happy to support AWE and the work they do, as both organizations have a long history of partnering together on numerous industry incentives. PMI and AWE also signed a formal Memorandum of Understanding (MoU) to solidify their working relationship at the 2014 PMI Spring Conference in Charleston, North Carolina.

Dear Ms. Higgens,

Thank you for your generous contribution to help sponsor the Alliance for Water Efficiency’s (AWE) Annual Membership Meeting and Reception on October 6 [2015]. We could not have held this wonderful event without your support. Nearly 100 people attended the meeting, where International Water Expert and Author, Brian Richter, was the informative keynote speaker and where there was great food and fabulous networking of water efficiency professionals from all over North America.

We greatly appreciate your continued support of AWE. Thank you again for helping to make this event a success.

Kind Words of Thanks From Alliance for Water Efficiency
PMI efforts advocating the authorization of the Environmental Protection Agency’s WaterSense program reached a new plateau with the passing of the North American Energy Security and Infrastructure Act (H.R. 8) by the U.S. House of Representatives just before the end of 2015.

The act includes a bipartisan, PMI-supported amendment officially authorizing WaterSense. Achieving authorization will help ensure the voluntary program’s continuance. PMI worked closely with the sponsors of the amendment, Representatives Bob Latta (R-Ohio) and Jerry McNerney (D-California), to gain support. “Plumbing Manufacturers International applauds Representatives Latta and McNerney for their leadership to include WaterSense authorization in H.R. 8,” said Barbara C. Higgins, PMI CEO/Executive Director. “The successful private-public WaterSense program has helped consumers save billions of gallons of water since its inception in 2006. Authorization will strengthen the program and assure even more significant savings in the future.”

More than 13,000 different models of products and services have earned the WaterSense label. Many of the products are manufactured by PMI member companies, including showerheads, toilets, urinals, faucets, faucet accessories, and commercial pre-rinse sprays. Products earning the WaterSense label have been certified as meeting performance standards while being at least 20 percent more water efficient than other products meeting federal standards in the same category.

What’s next?
The U.S. Senate is expected to vote on a bipartisan energy reform bill sponsored by Senate Energy Committee Chair Senator Lisa Murkowski (R-Alaska) in the new year. The Senate would then reconcile its energy overhaul package with H.R. 8. PMI will continue to work to ensure that WaterSense authorization remains intact in a final energy package.

2015 was a record breaking year for Congressional bills advocating for WaterSense authorization. Sponsors and support for the bills came with bipartisan support and started in both the House of Representatives and the Senate including:

- Water Advanced Technologies for Efficient Resource (WATER) Use Act of 2015 (H.R. 3720) proposed by Rep. Matt Cartwright (D-Pa). It calls for WaterSense authorization and directs the federal government to purchase the most water-efficient products on the market and to provide assistance to state and local governments facing water shortages and other water-related issues.


- American Energy Innovation Act (S. 2089), sponsored by Sen. Maria Cantwell (D-Wash.)

- California Emergency Drought Relief Act (S. 1894), sponsored by Sen. Dianne Feinstein (D-Calif.)

Listen to the Latest Legislative Updates Online

PMI’s Advocacy/Government Affairs consultants post monthly audio summaries tracking the latest legislative updates in the members-only section of our website at: https://goo.gl/oCVDrd. Members are encouraged to log on and listen to stay up-to-date on the latest news.
PMI highlights the work the association has accomplished in a CEO Quarterly Report posted on our website and distributed to members. It is a snapshot of the work being done and offers a glimpse into the many projects in which we are active. Highlights from each quarter are then pulled into a final Year-End report. The final report for 2015 is posted below; to see the full report and its preceding quarterly reports please visit: https://goo.gl/QwN9SP

- **Member engagement:** 33 members renewed dues (27 Manufacturing; six Allied); three new Manufacturing members were added: Franke, Similor AG and Viega LLC; staff conducted 11 member visits; PMI also instituted a Member Satisfaction Scorecard system to track engagement with PMI and policymakers.

- **PMI leadership:** Created an Allied Member Committee and named a chair to serve as a liaison between Allied Members and PMI Board of Directors (BoD); held strategy sessions between BoD and committee chairs during PMI Conference regarding 2016 engagement and best practices.

- **PMI governance:** PMI’s BoD completed a comprehensive overhaul of association policies.

- **Executive engagement:** Hosted two Executive Fly-Ins: the inaugural California Fly-In (May 6) and D.C. Fly-In (Sep 15-16).

  Held a Congressional Briefing in Washington, D.C. (April 13) during Water Week.

  Created an Executive Audio Summary of Advocacy/Government Affairs Committee Meetings.

- **Strengthening bonds:** PMI joined the U.S. Water Alliance and the Value of Water Coalition and continued developing alliances with other organizations throughout the year.

- **Enhancing our visibility as an authoritative voice:** Released a PMI video telling how PMI members’ products save water while meeting high safety and performance standards, narrated by celebrity spokesperson Bill Kurtis.

- **Research:** PMI commissioned two studies: WaterSense Market Penetration Study and a report confirming the total number of member company employees and percentage of U.S. plumbing manufacturing workforce to enhance advocacy efforts. https://goo.gl/bwV2p5

- **Legislative efforts:** Proactively engaged with policymakers in California including the implementation of the timeline for increased regulations and provisions for sell-through of existing product and issued five press releases during 2015 dedicated to support of legislative efforts including the Water Use Act (H.R.3720) and North American Energy Security and Infrastructure Act (H.R.8).

- **Success in technical arena:** Development of a Product Category Rules (PCR) document for kitchen and bath vessels and submitted comments on an additional seven standards.

  Testified at code hearings to support PMI member initiatives and preferences with an average of 88% success rating at IPC Code Hearings; attended ten events in total.

**By the Numbers**

- 2015 PMI Conferences: record setting event with 128 registered attendees including: 85 attendees from member companies, 18 first-timers, nine prospects and a sell-out for exhibiting sponsors. The event was covered by local KSAT News and shown on the evening news. http://goo.gl/OZkb0X

- Completed letter campaign to governors of drought states with 25 letters sent to date.

- PMI crafted articles in print= 32; Articles mentioning PMI= 25; PMI advertisements= 5; Press releases= 18 and dedicated #WhyPlumbingMatters social campaign.

- Completed surveys including: 2015 Member Satisfaction Survey and both attendee and sponsor conference surveys.

- Attended seven industry/partner conferences; PMI presented at six events as a featured/guest speaker.

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**PMI Executives: Save-the-Date!**

**January 20, 2016:**
Strategic Advisory Council Meeting, Las Vegas, NV during the KBIS/IBS Tradeshow
11:00am-1:30pm (lunch provided)
Las Vegas Convention Center, Room N101
Note: Conference credentials are required to gain access to this room

**April 27-28, 2016:**
PMI Executive Fly-In, Washington, D.C.
Getting to Know PMI’s Newest Staff Member: Ann Geier

By Dawn Robinson, PMI Communications Manager

As we start out a new year, PMI is pleased to officially welcome a new face to our team—Ann Geier, PMI Administrative Assistant. Attendees of the 2015 PMI Conference, held late October in San Antonio, Texas, had a chance to meet Ann in person and see the hard work and dedication she brings to the PMI team. As a lean staff of five, PMI employees are a close-knit group; by necessity we stay in constant contact to ensure that we are as productive as possible and Ann has fit seamlessly into the mix.

A highly motivated, detail-oriented individual, Ann brings a warm energy to the office. She notes, “Working with PMI has been great. Getting the chance to meet members face-to-face and see the organization in action at the conference was a definite bonus.”

A former Motorola employee with a background in human resources and legal assistant work, Ann started working with PMI as a part-time contractor in July last year and became a PMI employee in September. Prior to joining PMI, Ann was focused full-time on raising her two daughters, Taylor (14) and Alivia (13), with her husband of 17 years, Tim.

Originally from Madison, Wisconsin, Ann and her family now live in the suburbs of Chicago. With both daughters active in gymnastics and cheerleading, the family appreciates downtime whenever they can get it—taking trips to their favorite beaches in Florida and Michigan or downhill skiing and snow tubing in the winter. Ann also enjoys reading and getting out for a run, and hopes to one day make it back to Hawaii.

With a personal credo focused on honesty, integrity and the golden rule of “do unto others as you would have them do unto you,” Ann is a wonderful addition to the PMI team and we are excited to continue working with her in the years to come!

PMI Staff, Consultants and Guests Celebrate the Holidays

PMI extends sincere thanks to its team of consultants, staff, and guests who joined us at Cooper’s Hawk Winery and Restaurant outside Chicago, Illinois to celebrate the holidays. Pictured here are PMI’s accountants, public relations expert, graphic/web designer, press, legal counsel, mobile application developers, executive consultant, industry leaders and officers from the Board of Directors.

(front row) Mary Zeh, CL Graphics; Cindy Lipka, Tepfer; Lisa Buchanan, Paquette & Co.; (back row) Marc Paquette, Paquette & Co.; Mike Comm, Manning Silverman & Co.; Bill Gladstone, Paquette & Co.; Wayne Silverman, Manning Silverman & Co.; Crisy Jones, AAG; Rick Schildgen, CL Graphics; Kevin Lesniewski, custodial services; Steve Smith, BNP Media; Sandy Lesniewski, spouse of Kevin Lesniewski; Dan Pietrosoke, AAG; Sally LeMay and Ken Chalmers, Geiger Co.

(front row) Paul Patton, Delta Faucet Co.; Mary Ann Dickinson, Alliance for Water Efficiency; Barbara C. Higgens, PMI; Fernando Fernandez, TOTO USA; (back row) Dawn Robinson, PMI; Matt Sigler, PMI; Mike Thompson, Executive Service Corps.; Pete Jahrling, Sloan Valve; Erin Shencopp, Jones Day; Ray Valek, Valek & Co.; Jodi Stahrberg, PMI; Mike Sennett, Jones Day; Ann Geier, PMI; Maureen Baird, MBGD; Tim Geier, spouse of Ann Geier; Trey Higgens, PMI regulatory/legislative watchdog
PMI would like to extend a warm welcome to our incoming 2016 leadership and thank them for their dedicated support. Our leadership consists of volunteers who contribute their time and energy to PMI’s committees and efforts to achieve our vision of “Safe, responsible plumbing. Always.” Your talents, insights and efforts are greatly appreciated!

**Board of Directors:**
President, **Paul Patton**, Senior R&S/Regulatory Manager, Delta Faucet Co.

Vice President, **Peter Jahrling**, Director, Design Engineering, Sloan Valve Co.

Secretary-Treasurer, **Scott McDonald**, Vice President, Marketing, Fluidmaster, Inc.

Immediate Past President, **Fernando Fernandez**, Director Codes and Standards, TOTO USA

**Rick Reles**, Vice President Leadership and Professional Development, Kohler Co.

**Nate Kogler**, Director, Product Management, Bradley Corp.

**Michael Miller**, Director of Product Partnerships, LSP Products

**Todd Teter**, Vice President and General Manager-US Wholesale, Moen, Inc.

**Strategic Advisory Council (SAC):**
President, **Hugh Ekberg**, President, Kitchen and Bath Americas Division, Kohler, Co.

**Ray Fisher, Jr.*** President, Fisher Manufacturing Co.

**Todd Talbot**, President, Fluidmaster, Inc.

**Jai Shah**, President, Delta Faucet Co.

**Claude Theisen**, President/CEO, T&S Brass and Bronze Works

**Bill Strang**, President, TOTO USA

**Graham Allen**, President and CEO, Sloan Valve Co.

**Immediate Past SAC Members include:**
**David Lingafelter**, President, Moen

**Tim Ferry**, President, InSinkErator

**Tim O’Keefe**, CEO, Symmons Industries, Inc.

**Technical Committee Co-Chairs:**
**Michael Martinez**, Product Compliance Manager, Delta Faucet Co. (returning)

**John Finch**, Principal Engineer, Delta Faucet Co. (returning)

**Outreach/Communications Committee Co-Chairs:**
**Kris Alderson**, Senior Marketing Manager, Bradley Corp. (returning)

**Lenora Campos**, Ph.D., Senior Manager Public Relations, TOTO USA

**Advocacy/Government Affairs Committee Co-Chairs:**
**Joel Smith**, Director New Product Engineering, Kohler Co. (returning)

**Jay Burnett**, Vice President, Engineering, Delta Faucet Co.

**Fair Trade Committee Co-Chairs:**
**Chip Way**, Director OEM Sales, Lavelle Industries (returning)

**Misty Guard**, Product Compliance Analyst, Bradley Corp.

**Water Efficiency and Sustainability Committee Co-Chairs:**
**Daniel Gleiberman**, Manager-Product Compliance and Government Affairs, Sloan Valve Co. (returning)

**Jeff Zeman**, Principal Engineer-Environmental Group Lead, Kohler Co. (returning)

**Allied Member Committee Chair:**
**Shahin Moinian**, President, ICC-Evaluation Services

Plaques are on their way to outgoing chairs in thanks for their service to PMI. Ending their terms in 2015 were: Gary Cole, T&S Brass; Ece Cokyasar-Potter, VitrA USA; David Marbry, Fluidmaster; Rick Reles, Kohler Co.

Best Wishes for the New Year!
By Dawn Robinson, PMI Communications Manager

Following the close of our annual conference, PMI conducted two surveys to gauge the satisfaction of both attendees and sponsors. Feedback from these surveys is a valuable source of information as we make continuous improvements to ensure the best value possible at our events. Highlights from the results include:

- 98% of registered attendees say they would recommend the PMI conference and be back next year.
- 100% said the conference was worth the time and money they invested.
- Keynote speaker, Ross Shafer, received the highest scores with 100% rating as above average, closely followed by Dr. Marc Edwards, Professor of Civil Engineering, Virginia Tech with 97%.
- Thursday’s presentations from San Antonio Water Systems Conservation Director Karen Guz and The Future of Water panel discussion also ranked in the 90th percentile with high praise in the write-in comments.
- Rankings for the dual track sessions also received high marks with the attendance numbers for the Technical Committee versus Outreach/Communications Committee becoming more equally balanced.
- Panel sessions continue to be among the most popular segments of the conference.

Written comments:

“The PMI Conference is one of the best venues to interact with key people who influence our plumbing industry.”

“Sponsors bring added value because it provides some good one-on-one time between members and sponsor companies.”

“I am new, but really enjoyed the thoughtful planning of the event, the professionalism of the attendees, and learning—both from the speakers, as well as from folks on the side.”

Additional feedback from the survey’s written comments has already led to several brainstorming sessions among staff and will continue to be discussed as we continue planning this year’s event (already underway). Thanks again to everyone who responded to the survey. To see the complete results please visit: https://goo.gl/pGtrM3

Keep Tabs on Developing Issues

Did you know you can keep tabs on the latest developments affecting the plumbing industry through the PMI mobile app and the Join the Discussion section of our website at: https://www.safeplumbing.org/discussion

Read the latest PMI news and more via our free mobile app. Download by searching “PMI plumbing” in Apple or Google Play stores.