

PMI 2006
 SPRING MEETING
 DETAILS: PAGES 6-7
 JOIN US THERE!



NEWS

Volume 9, Issue 2

The Newsletter for PMI Members — by PMI Members

March/April 2006



Claude Theisen
 T&S Brass and Bronze
 Works, Inc.

PMI Membership Provides Strength In Numbers

By: Claude Theisen, President of the Plumbing Manufacturers Institute and President of T&S Brass and Bronze Works, Inc.

As the Spring Meeting approaches, we are seeing increased pressure on the industry to reduce lead in

plumbing products as well as growing pressure on manufacturers to produce ultra water conserving plumbing products. Public health/safety and conservation of natural resources are important tenets of our PMI mission statement as well as our individual corporate philosophies. It is important to note that reality and truth also matter!

PMI and the industry are again on the receiving end of allegations based upon anecdotes. It is in times like these when the value of the Plumbing Manufacturers Institute becomes clear.

With our combined resources and expertise, we are able to effectively defend ourselves against what, in many cases, amounts to a “witch hunt.” The technical experts from our respective member companies are able to put together comprehensive reports on product performance, to counter unfair claims. With the strength and connections of our lobbyists both on the national and state levels, we are able to deliver “our side” of the story, supported by these documents. Our strategic networking throughout the industry help

those who oppose us through misunderstanding, come to know us and appreciate our integrity.

While we as individual companies could execute these actions on our own, there is tremendous value in presenting these positions as an industry through a single clear voice. There are venues in fact (the U.S. Department of Commerce being just one example) in which the voice **MUST** be that of the industry. Comments submitted to the Commerce Department – especially those involving requests for change or action – must represent the collective view of the industry, not the voice of only one.

Quite often during recruitment efforts to attract new PMI members, the issue of “dues” and the “value equation” come up. The question of “what do we get for our money” is a legitimate one and is one that should be asked prior to every business expense decision, *including* the decision to join PMI.

There are tangible benefits to membership – access to tough-to-get information, unique educational opportunities and services, members-only publications, and discounts on meetings. The overwhelming advantage to being on the “inside track” with PMI is, however, intangible. It is the benefit of being part of the policy-making process, to have early warning of critical industry issues, to be represented in codes/standards forums here and in coalitions around the world, and to have

the ear of the powers-that-be in Washington, DC.

It may be said that PMI offers you and your company the protection of an insurance plan.

There is indeed strength in numbers. As PMI staff will attest, building consensus is no easy task. Once accomplished though, speaking as a single, solid industry voice carries substantially more weight than a lone, self-serving voice in the cold. As a PMI member, you will never be the mouse at the elephant parade.

Throughout its history, and especially since the restructuring and the emergence of the “new” organization in 1998, PMI has established itself as a force to be reckoned with. We have become the “go-to” entity for conservation groups, government bodies, international counterparts, and the press. Our strength rests with representing the consensus view—not one that is self-serving or marketing driven. Our opinions reflect what is right and true—and are based in science not anecdotes. PMI has worked hard to earn the credibility and trust it now deserves. PMI continues to work hard to earn the dues dollars of its members. If you are not already 100% convinced, you will see in the coming months the unique and tremendous value of your membership in the Plumbing Manufacturers Institute!

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Legislation, Lobbyists, Research, Websites, And Credit Cards

By: Barbara C. Higgins, Executive Director



Barbara Higgins

As you read in **President Theisen's** article on the front page of this issue of *PMI News*, we have quite a bit happening at PMI these days and through-

out the industry. Most notably is the effort in California to drastically reduce the lead in plumbing products. Similar to last year's Jeffords bill, the rationale for the movement is not based in science and appears to be politically motivated.

We received a heads up that issues surrounding lead in plumbing products were brewing in California. Thanks to our broad-based and loyal networking resources, within only a few days, I was able to identify, then interview a number of California lobbyist candidates, make a selection and receive unanimous approval from the PMI Board of Directors to fund this non-budgeted expense. The very day after the PMI California lobbyist was hired, the bill—known as AB 1953—was introduced by Assembly Member **Wilma Chan**.

Work began immediately to construct a summary of the industry position based upon input from our membership in the form of succinct talking points. Many of you met **Jerry Desmond, Jr.** who was featured as a guest speaker at our Spring Meeting two years ago in Sonoma (see page 11). Jerry's credentials, a winning track record, glowing endorsements from his other clients and a working relationship with **Christian Richter** (our DC lobbyist), won him the PMI contract over the other candidates. We are in good hands. You will have the opportunity to meet Jerry at our Spring Meeting.

As this initiative moves forward, so does a PMI-sponsored project to gather

published literature and research on lead, from both U.S. and EU sources. PMI and its membership take pride in the truth. We have built a reputation for credibility. We are a resource on which others can rely for accurate information. This precious asset can be lost in an instant with one exaggerated or inaccurate statement. By having all available research at our fingertips we will be prepared for any questions coming our way. A draft of this comprehensive research gathering and commentary will be presented at the Spring Meeting by noted toxicologist and leader of the research team, **Dr. Barbara Beck** of Gradient Corp.

In the midst of all of this activity, we welcomed **Bradley Corporation** as our newest PMI member. (See page 4.) The Board unanimously approved their application for membership in January and we look forward to seeing **Klaus Fromme, Tom Eberhardy, Jon Dommissie** and other Bradley folks in New Mexico!

The PMI website redesign is well underway. Thank you to all who completed the User Survey to suggest improvements to our site! Our aggressive target unveiling date is scheduled for the end of the first quarter — just in time for the Spring Meeting. Enhancements to the new site will include a clean layout for easier navigation, a "Press Room" with postings of our latest press releases, an "interactive" industry calendar, and a more robust "Member's Only" section. In addition to serving the informational needs of PMI members and addressing the membership inquiries of prospects, our site will be used to communicate our mission statement and our industry positions on such topics as Water Conservation and Lead in Plumbing Products, as well as to promote the economic importance of U.S. manufacturing and Careers in Plumbing. A unique "Find a Manufacturer" search feature exclusive to our membership, will assist consumers and others. We'll let you

know when to check out the new and improved www.pmihome.org!

By popular request, PMI now accepts meeting registration payment by credit card! While seemingly simple on face value, this was no easy (or inexpensive) task. I have become the resident "expert" on Merchant Accounts, Gateways and SSL certificates. With the website now secure and as we go to press, work is frantically being done to enable online meeting registration. For now, registration forms must be printed and sent with the credit card number to PMI (via fax or snail mail). One crafty PMI member company actually created a PDF document of the form and emailed it in. Very clever, Carol!

For now, PMI can only accept Visa and MasterCard. While we recognize that American Express is a popular company credit card, the processing fees are significantly higher than those of the other two cards. As this is new territory for PMI, (and as I am, shall we say, fiscally conservative) we decided to walk before we run. Once we evaluate the economic impact of the new system, the plan is to expand the capability to accept American Express and perhaps the Discover card as well. Please bear with us during this time. We appreciate your understanding.

So that's what we are up to these days at PMI. If you haven't done so already, be sure to sign up for the Spring Meeting. The hotel will sell out and you don't want to miss the information packed event we have planned for you this spring. In addition to the varied roster of speakers and events, we have worked in some fun and local culture. I hope you will join us at Santa Ana Pueblo, New Mexico next month. See you there!

Remember!
The PMI Spring Meeting Deadline Is March 9th!

Does The Future Hold One Accessibility Standard For The U.S.?

By David Viola, Technical Director

Is a single accessibility standard for the U.S. achievable in the foreseeable future? That is the question accessibility experts are asking as efforts get underway to review and update the 2003 edition of the International Code Council (ICC) A117.1 Standard for Accessible and Usable Buildings and Facilities. More importantly, members of the ICC A117.1 committee and Access Board staff are starting to believe it is likely to happen. A single accessibility standard will make it easier for the industry to keep it up-to-date, will prevent conflicting requirements that create trade barriers, and puts significant pressure on states like California and Texas, to stop developing their own state-written accessibility standards.

Currently, the Americans with Disabilities Act Accessibility Guidelines (ADAAG) serve as the basis of federal accessibility laws, while ADAAG and ICC A117.1 are used by most states as the basis for their own accessibility provisions; California and Texas being notable exceptions. The latest editions of the ADAAG and ICC A117.1 have been available for a little over a year now and have triggered activity to update state and federal accessibility laws.

The bulk of the changes made to the

latest editions of ADAAG and ICC A117.1 were intended to create uniformity between the two documents. This was a massive effort that took five years to complete. With the two main U.S. accessibility standards largely harmonized and most of us still exhausted from the endeavor, the discussion has shifted to “why do we need both documents?” Aside from the monumental task of maintaining two accessibility documents, it is a significant duplication of effort with no guarantees that conflicts won’t re-emerge.

The Access Board (AB) staff has stated that they are eager to get to a point where they no longer have to maintain ADAAG. This is critical. Without buy-in from AB staff, getting to a single U.S. accessibility standard would be very difficult. The AB is an independent federal agency charged with promoting accessibility, and developing and maintaining accessible design criteria. The goal of at least some AB staff is to reference the ICC A117.1 for accessible design criteria and devote more resources to providing training, and sponsoring and promoting research on various aspects of accessibility.

If the motivations of committee members and AB staff aren’t enough, the National Technology Transfer and

Advancement Act (NTTA) should be helpful in encouraging the use of ICC A117.1 standard at the federal level.

The NTTA was enacted in 1995 and

directs all federal agencies to use voluntary consensus standards in lieu of unique government standards, except where inconsistent with law, impractical or where no voluntary consensus standard exists. The ICC A117.1 has always been a voluntary consensus standard and is now consistent with federal law and a practical alternative. This leaves little or no justification for the Access Board to continue developing accessible design criteria.

The biggest hurdle is the fact that the ICC A117.1 is not a direct replacement for ADAAG. ADAAG contains scoping requirements (when and where) as well as technical requirements (how), while ICC A117.1 only contains technical requirements. State and local building and plumbing codes contain scoping provisions. This no longer seems insurmountable considering the potential benefits.



David Viola

PMI’s Technical Director Receives ASSE Fellowship Award

Dave Viola has received the American Society of Sanitary Engineering Fellowship Award given



David Viola receiving ASSE Fellowship Award from Gunnar Collins

to worthy members whose name is known only to the Fellow Award committee and the Board of Directors

until the Awards Banquet at the annual meeting. **Gunnar Collins**, ASSE’s Immediate Past President, presented the Fellow Award to David Viola this past January in Palatine, IL. The inscription of the “FASSE” award reads:

“David Viola is bestowed the honor of the Fellow Award.

You have contributed unselfishly of your time, talent, energy, and finances to the betterment of this Society. You have distinguished your Chapter and earned the respect of your peers. Your

participation has caused this Society to continue to flourish. You have strengthened and perpetuated a noble ideal, ‘Prevention Rather Than Cure.’

Those who give of themselves will in many diverse ways be the ultimate beneficiaries of their charity. From this day forward, the rights, privileges and high honor of Fellowship status in the American Society of Sanitary Engineering shall be yours. This award is an expression of the wholehearted gratitude of your fellow members.”

Congratulations, Dave!

Welcome To Our Newest PMI Member: Bradley Corporation

By: Lori Palcheck, Office Assistant



Lori Palcheck

We are pleased to announce the newest member to the PMI family, Bradley Corporation. Our Primary Contacts at Bradley will be **Klaus**

Fromme, Director, Corporate Manufacturing Services; **Jon Dommissie**, Director, Corporate Marketing; **Kathleen Larsen**, Corporate IT/MIS; **Tom Eberhardy**, Manufacturing Engineer Codes and Standards; and **Jim Heimler**, Manager, Design Engineering. We look forward to their active involvement in the Plumbing Manufacturers Institute!

Company loyalty and longevity seem to be the hallmarks of Bradley employees and in particular, PMI's five primary Bradley contacts, each of who



Presenting four of Bradley's primary PMI contacts: (l-r) Klaus Fromme, Jon Dommissie, Kathy Larsen, and Tom Eberhardy

have more than 10 years with the company with Klaus and Tom leading the pack with 27 years on the job! According to Klaus, Bradley has joined PMI after considering membership for several years. Asked what finally secured the decision to join, Klaus chuckles, "**Barbara Higgens** (PMI Executive Director) wore us down with her recruiting. We finally just gave up!" On a serious note, Klaus says that it is PMI's position in the industry and

the value of strength in numbers working together on shared industry initiatives that solidified the decision to apply for membership. Klaus attended the PMI Fall Meeting in 2004 as a non-member. Klaus and Tom plan to join us at the 2006 Spring Meeting in New Mexico.

In addition to codes and standards work, Jon adds that Bradley is interested in working with PMI on industry benchmarking studies. Bradley is also very involved in Green Building and is interested in PMI's work in the

conservation area. Jon has attended PMI forums in the past (as a non-member) and is looking forward to participating in more in 2006. Kathy says she looks forward to doing the same, but now as a full fledged member!

The history of Bradley goes back 85 years to 1921 when the company invented the washfountain. Today Bradley is the only manufacturer to provide a full selection of commercial plumbing fixtures, washroom accessories, partitions and emergency fixtures from one source. **Donald Mullett**, Bradley CEO states that for five generations the goal of his family has been to make it easy for customers to get the products they need from one source. It happens every day at Bradley.

Bradley has been headquartered in Menomonee Falls, Wisconsin, just outside of Milwaukee since 1964.

Bradley's importance to Menomonee Falls was shown when the city named the road leading to the new building "Fountain Boulevard." Their headquarters is the site of all emergency fixture, washfountain, solid surface, faucet, patient care, security, and shower product lines and a state of the art auditorium and showroom. Other Bradley facilities include a distribution center and sales office located in Ontario, California and manufacturing plants in Milwaukee,

Wisconsin, Upper Sandusky, Ohio; and Marion, Ohio.

Bradley serves a diverse customer base ranging from small local facilities to international corporations such as Wal Mart, General Motors, U.S. Postal Service, W.W. Grainger, and AMC Theaters Corp. Their extensive product line includes Washfountains, Security Plumbing Fixtures, Lavatory Systems, Terreon® Solid Surface Products,



Emergency Eyewash Fixtures and Drench Showers, Patient Care Lavatory Units, Commercial Faucets, Commercial Showers, Washroom Accessories, Solid Plastic Locker Systems and Washroom Partitions.

Bradley's vision statement combines a concern for developing and motivating employees with focus on growth in existing markets, quality and customer care.

Concern for the environment is also important to Bradley. While manufacturing quality commercial washroom fixtures, they are dedicated to conserving resources and preventing pollution. Bradley is a member of the U.S. Green Building Council and produces products that support LEED credits. Last May, Bradley's NDite technology, a light-powered lavatory system was approved by Building



Trendy Bradley bathroom

Green and listed in the GreenSpec directory.

Please join us in welcoming our newest member to PMI!

Consulting-Specifying Engineer Magazine Calls For Papers

By: Carol Platz, Director of Marketing - Reed Business Information

Would your company like to publish a feature story, case study or technical paper to an audience of consulting, specifying and Professional Engineers?

In September 2006, *Consulting-Specifying Engineer* magazine will publish a special report on **Plumbing Systems for Restoration and Renovation Projects**. And in an exclusive offer extended to PMI member companies, you have the opportunity to provide articles — which will be mailed to 47,152 consulting, specifying and Professional Engineers in *Consulting-Specifying Engineer's* September issue.

For this special report, editors are looking for article submissions that help engineers address new code requirements as well as answer the

increasing demands on them to design, specify and purchase plumbing systems and products that help them meet the needs of building owners, and special tenant demands, while at the same time increasing a building's value, in the renovation of commercial, industrial, institutional and governmental buildings.

If you have a feature story, case study or technical paper that you would like to have considered for publication, complete the form enclosed with this issue of *PMI News* and by **May 19** fax it to (630) 288-8781. Be sure to submit a title, brief summary and a few highlights of your proposed article. **All submissions received by the editors will be considered for publication in this supplement.**

Purpose: To advance professionalism and knowledge within the plumbing industry.

Length: Papers are normally 1,500 to 2,500 words.

Possible topics for feature articles: Risks and Solutions Associated with Thermal Shock; Low-Flow Product Applications; Balancing Functional Design with Aesthetics; The Challenges Faced with Changing Codes; Legislation; Lead Piping; Solutions for Pipe Corrosion or Pipe Leakage; Plumbing Solutions for Buildings Types Such As Schools or Hotels; Labor and Installation Considerations; Copper vs. Plastic Piping; Water Conservation Solutions.

Join The "Members Only" Club

By: Maria Bazan, Association Manager

One of the many benefits to membership in the Plumbing Manufacturers Institute is the "Members Only" section of the PMI website, www.pmihome.org. The information contained in this section is locked from the public and can only be accessed by entering a password received from PMI, protecting information produced specifically for PMI members.

As indicated by **Barbara Higgens** (see her article on page two of this issue of *PMI News*) the PMI website is currently undergoing a redesign, which will include an *enhanced* "Members Only" section. The information available to you in this section currently, includes PMI Semi-Annual meeting minutes and

handouts, Conformity Assessment information, Fixture Rebate Programs, Tech Talk issues (past and present) and a variety of downloads. We will continue to update the content of the section.



Maria Bazan

To receive your password to the "Members Only" section, please contact **Maria Bazan** at the PMI office by phone at 847-884-9764 or email, mbazan@pmihome.org. We look forward to hearing from you.

Words Of Thanks

I would like to thank **Dave [Viola]** and PMI for spending the afternoon at HAWS Corporation last week. The Codes and Standards [training] meeting was a huge success for our team. The group ranged from the Chairman of the Board to inside sales people. I have gotten nothing but positive feedback from all who attended.

Thanks again, and we will see you in New Mexico.

Casey Hayes
Engineering Manager
HAWS Corporation

I, too, would like to add my two cents. Dave did a great job of taking a complicated and intertwined topic and make it "clear" for us sales types who are weak on the details.

Dave is a true professional and is visibly passionate about the association, the industry, and the members of PMI.

Thanks again from all of us at HAWS Corporation.

Scot McLean
VP Sales
HAWS Corporation

Welcome To The World, Baby Hansen



Congratulations and best wishes to **Kevin Hansen**, Quality Services Manager at Elkay Manufacturing, and his wife on the birth of their son, Matthew Robert born November 17, 2005 and weighing a healthy 8lbs 15ozs.



2006 PMI Spring Meeting Highlights: Back To The Future

This year's Spring Meeting theme, "Back To The Future," takes us back to the basics - to the issues and principles that form the basis of PMI and to the roots of our country as seen through the eyes of its original inhabitants: Native Americans. The meeting will focus on important re-emerging issues: lead in plumbing products and water conservation. We will also explore new areas such as the "Changing Face of the Customer" and the use of Rich Media on websites.

Check the meeting agenda on the facing page for newly added features including a presentation by **Katherine Yuhas**, Albuquerque Water Conservation Officer, and a new research report by Reed Business Publishing.

The program kicks off Sunday evening with the Welcome Reception and Dinner, and the General Membership Meeting. The session will include a review of the 2005 PMI audit.

On Monday morning during the Water Conservation Issue Committee, **Mary Ann Dickinson** of the California Urban Water Conservation Council (CUWCC) will present updated details of the new organization, Alliance for Water Efficiency (AWE). **Yvonne Orgill** of the Bathroom Manufacturers Institute (BMA) will address the membership on U.K. initiatives, including water conservation. Following lunch, the Member Services Committee is pleased to welcome back **Carl Cullotta** of Frank Lynn and Associates, who will make a presentation on "The Changing Face of the Customer."

Don't miss Monday's optional dinner excursion to Santa Fe. The \$85 fee includes transportation, admission

to the **Georgia O'Keeffe** Museum for a wine reception and a private tour. We will then have dinner at the nearby La Casa Sena restaurant, arriving back at the Hyatt Tamaya at approximately 11:00 p.m. Please note: There is no alternate activity planned for Monday night. If you choose not to join us, you'll have dinner on your own.



Ted Fishman

to the **Georgia O'Keeffe** Museum for a wine reception and a private tour. We will then have dinner at the nearby La Casa Sena restaurant, arriving back at the Hyatt Tamaya at approximately 11:00 p.m. Please note: There is no alternate activity planned for Monday night. If you choose not to join us, you'll have dinner on your own.

Tuesday morning's Fair Trade Issue Committee meeting will feature **Ted Fishman**, best-selling author of *China Inc.: How the Rise of the Next Superpower Challenges America and the World*. Mr. Fishman will describe the effects of China's recent emergence as a world power on the lives and businesses of people across the globe, and will be available to answer questions.

The Lead Team Report on Tuesday will include a presentation on recent lead research by **Dr. Barbara Beck** of Gradient Corporation, Cambridge, MA.

Tuesday evening will wrap up with dinner and keynote speaker **Howard Putnam**, former CEO of Southwest and Braniff Airlines and Group VP of Marketing for United



Howard Putnam

Airlines, on: Leadership, Customer Service, Change, Trans-formation and Ethics. Mr. Putnam is a business and motivational speaker, author, consultant, commentator, and online mentor.

The evening will close with a cultural presentation by a Native American storyteller around the campfire, complete with "S'mores."

A special Technical Working Session will convene Wednesday, April 12 following the meeting, at the Hyatt Tamaya to fulfill an action item from the 2005 PMI Fall Meeting. The location was selected for the convenience of the many interested members already onsite for the 2006 PMI Spring Meeting.

This strategy meeting, closed to non-members and the press, will identify potential changes to the model plumbing codes, review the ANSI U.S. Standards Strategy and identify possible implementation strategies for the plumbing sector, discuss the role of supplementary mandatory criteria developed by product certifiers, and discuss on-going efforts to harmonize U.S. and Canadian product standards.

Note: The PMI golf outing is scheduled on Sunday morning at the nearby Sandia Golf Club. The Club features a 7,772 yard course designed by Scott Miller. Transportation and a box lunch will be provided. The tournament fee is \$115 and is not included in the meeting registration fee. Please note: The Club requires collared shirts and prohibits denim clothing and metal spikes. Golf club rentals are available.



2006 Spring Meeting Registration Deadline: March 9, 2006

Contact the Hyatt Regency Tamaya to make your room reservations at 505-867-1234 and ask for the PMI rate.

Return your meeting registration form(s) by fax to PMI at 847-884-9775, with your payment information.

2006 PMI Spring Meeting Schedule Of Events

SUNDAY, APRIL 9

8:00 a.m. Golf Outing at the Sandia Golf Club
3:00 p.m. - 6:00 p.m. Board of Directors Meeting (Restricted attendance)
3:30 p.m. - 5:30 p.m. Meeting Registration
6:15 p.m. - 7:30 p.m. Welcome Reception
7:30 p.m. - 10:00 p.m. Welcome Dinner and General Membership Meeting

MONDAY, APRIL 10

7:00 a.m. - 8:30 a.m. Breakfast Buffet
8:00 a.m. - 9:15 a.m. Showerhead/Hand Shower, Faucet and Shower/Tub-Shower Product Group
9:30 a.m. - 10:30 a.m. Flushing Devices/Fixtures Product Group
10:45 a.m. - 12:00 p.m. **ISSUE COMMITTEE:** Water Conservation with **Mary Ann Dickinson** of CUWCC on the Alliance for Water Efficiency; **Yvonne Orgill**, BMA
12:15 p.m. - 1:15 p.m. Lunch Buffet
1:30 p.m. - 2:45 p.m. Member Services Standing Committee with **Carl Cullotta** of Frank Lynn and Associates
3:00 p.m. - 4:15 p.m. Technical Standing Committee
4:45 p.m. - 5:00 p.m. Depart for optional dinner excursion to Santa Fe, NM (Reservations Required)

Dinner and Evening On Your Own OR PMI's Special Event

6:00 p.m. - 7:00 p.m. Reception and Tour of the **Georgia O'Keeffe** Museum
7:30 p.m. - 9:30 p.m. Dinner at La Casa Sena
11:00 p.m. Arrive back at The Hyatt Regency Tamaya, Santa Ana Pueblo, NM

TUESDAY, APRIL 11

7:00 a.m. - 8:30 a.m. Board Breakfast- if needed (Restricted Attendance)
7:00 a.m. - 8:30 a.m. Breakfast Buffet
8:00 a.m. - 9:30 a.m. Lead Team Report with **Dr. Barbara Beck**, Gradient Corp. on recent lead research
9:45 a.m. - 10:45 a.m. E-Business Issues and Opportunities Standing Committee with **Joe Cullinane**, on using Rich Media on the web
11:00 a.m. - 12:15 p.m. **ISSUE COMMITTEE:** Fair Trade with **Ted Fishman**, author of *China Inc.*
12:15 p.m. - 1:30 p.m. Lunch Buffet
1:45 p.m. - 2:45 p.m. Government Affairs Standing Committee
3:00 p.m. - 4:00 p.m. Presentation by **Katherine Yuhas**, Albuquerque Water Conservation Officer
4:15 p.m. - 5:15 p.m. Reed Publishing Research Report by **Jim Crockett**
6:00 p.m. - 7:15 p.m. Networking Reception
7:15 p.m. - 9:30 p.m. Dinner/Keynote by **Howard Putnam**, former CEO of Southwest Airlines on Dynamic Leadership and Managing Change
9:30 p.m. - 10:15 p.m. A Cultural Presentation by a Native American storyteller around the campfire (S'mores included!)

WEDNESDAY, APRIL 12

7:30 a.m. - 9:00 a.m. Continental Breakfast Buffet
8:30 a.m. - 11:00 a.m. Technical Working Session
(Attendance Restricted to PMI Members)



PMI Member Companies In The Industry News

(From Supply House Times Jan'06)

Ferguson Enterprises, Newport News, VA and **Kohler Co.** co-hosted a nationwide competition to find the fastest plumber in the U.S. Contestants installed a Kohler Cimarron Comfort Height™ two-piece toilet featuring the DryLock™ installation system, a Kohler Forte® centerset lavatory faucet, and a multi-piece Sterling ensemble in 65 qualifying events across the country. Eight regional finalists and their Ferguson representative won all-expense paid trips to the final contest in Green Bay, WI, this past November, where they stayed for two nights at Kohler's American Club and attended a Green Bay Packers football game.

(From Contractor Jan'06)

Higher prices for metals and other raw material, continuing consolidation of suppliers and more green building initiatives are some of the trends that will affect the plumbing industry this year. Overall manufacturers are optimistic. Home building will help the plumbing industry. Members commented on the outlook for 2006.

"We see some builders, especially regional ones, who are very optimistic," said **David Lingafelter**, vice president and general manager for Moen's wholesale division. "Overall, though most builders are 'cautiously optimistic,' which is the same term we used last year." According to Lingafelter, he sees a slowing of new home growth in 2006, but thinks that activity would remain at a high level. Moen's wholesale division and the company overall experienced double digit growth in 2005, said Lingafelter. Moen had expected the market to soften in 2005 but it didn't. He added, "The coastal and warmer states tended to drive the growth, while the central states had to push harder for growth."

"The residential remodeling market could help to pick up any slack in home building," said **Vasken Altounian**, Delta Faucet's executive

vice president/sales and marketing. He said he is very optimistic about 2006. "We will finish the year strong, both on the retail and trade sides of the business."

Chicago Faucet, a Geberit Company, also sees a growing market for renovation as well as a strengthening nonresidential sector. "The company saw a slowdown in the residential side of its business in 2005," said **Richard O'Reagan**, senior vice president/sales and marketing. "However, we benefited by the pickup in the commercial marketplace, which is the primary driver of our company," he said. "There is continued price pressure from consolidation of suppliers and distributors in the plumbing industry but it forces inefficiencies out of the value chain," according to O'Reagan.

The cost of metals and other raw materials will have an impact on pricing too, Delta's Altounian said. "While we expect a strong 2006, what might hurt us are commodity costs," he said. "It is not as easy as it once was to pass price increases along."

(From The Wholesaler Jan'06)

Delta Faucet Company awarded \$5,000 to Jennifer Doby, the winner of the Company's "Bathroom of Your Dreams" Sweepstakes. She was the lucky winner out of 20,000.

(From The Wholesaler Jan'06)

Sloan Valve Co.'s two new chrome-plated brass hand-washing electronic pedestal faucets automatically deliver either tempered or hot/cold water. The two models are SF-2100 and the SF-2150. Both operate by means of an infrared sensor.

(From The Wholesaler Jan'06)

Bradley's lavatory system powered by NDite Technology T is one of the innovative technologies Wal-Mart is evaluating in the restrooms and throughout its Aurora experimental supercenter. The experimental Wal-

Mart in Texas also has Bradley's light-activated lavatory systems in the restrooms. Wal-Mart chose the Bradley Express® Lavatory System for its sustainable and efficient design. The fixtures are powered by DNite technology which converts restroom lighting into energy. "Our products make handwashing easier and our new ndite technology makes restrooms greener, too. As a longtime partner with Wal-Mart, we are extremely pleased to be part of the company's effort to promote and use sustainable building practices" said **Jon Domnisse**, director of marketing and product development for Bradley Corp.

(From Plumbing Engineer Feb '06)

Bradley Corp., has enhanced its line of commercial faucets with the introduction of the Aerada Faucet family. With seven different series of products in the Aerada line, many electronic and mechanical faucet options are available for education, retail, industrial and health care applications.

Sloan Valve Company's QuickTop™ QT-series Manual Faucets are designed for fast installation and removal in kitchen and lavatory application.

The Maxwell line from **Gerber** features elegantly styled two-piece toilets enhanced with a slim line tank. Styles included are round front, elongated and 17" high elongated. All models are 1.6 gpf, gravity-fed with siphon jet action and a reverse trap.

The Model HWBFA8.VRC from **Haws** is a vandal-resistant, barrier-free, wall-mounted, self-contained, 7.7 GPH, electric water cooler. It is perfect for high traffic playground, locker room and restroom applications.

Kohler's stylish, wall-mounted drinking fountains are made to order in a variety of colors. Lead-time is six weeks and they will comply with the ADA when installed per requirements

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of the Accessibility Guidelines, Section 4.15 Drinking Fountains and Water Coolers, of the Act.

(From PM Engineer Jan'06)

Delta Faucet Co. has named Jay Harris of 1-Earth/Positioning By Design the grand-prize winner of the Michael Graves Make Us Say Wow! Contest. Delta Faucet also recognized Dave and Sue Ogle of Goshen, IN, as first-prize winners in the Single Family Home/Remodel category.

(From PM Engineer Jan'06)

Haws Corporation's, patent-pending EnviroGard™ shielded bubbler head is the centerpiece of the Model 5054EG Deck Mounted Sanitary Drinking Faucet. It provides a cover that encases the bubbler head, protecting it from outside exposure and contamination. Water line pressure forces the shield up when the actuator button is pressed, exposing the bubbler head and clearing the water flow. When the button is released, the absence of water pressure results in the shield lowering, once again encasing the bubbler. It is ideal in applications where environmental contamination can affect the sanitary operation of drinking fountains.

(From Reeves Journal Jan'06)

Moen's new Felicity collection of kitchen and bath faucets, created exclusively for ShowHouse by Moen includes sleek, single-mount, one-handle kitchen and prep faucets as well as two-handle center set and widespread bath faucets, Roman tub faucets and a full range of showering options. The collection is not limited to only faucets. It also includes an entire line of coordinating accessories.

(From The Wholesaler Feb'06)

Winners of a sales contest for Bradley's line of Navigator thermostatic mixing valves were recently rewarded with a luxury fishing vacation to Wollaston Lake Lodge in

Saskatoon, Canada. Accompanying winners on the trip were **Jon Domnisse, Don Mullett, Tim Schoenecker, Tom Tan, Bryan Mullett, John Egloff, Dave Maliszewski, and Steve Zingsheim** all of Bradley Corporation.

(From The Wholesaler Feb'06)

Creative Specialties International, a division of Moen Inc., named **Gary Pember** director-marketing and product development. He held key marketing positions with Moen since joining the company in 1999, serving most recently as director-wholesale marketing [and was a co-chair of the PMI Member Services Committee].

The Haws Corporation announced plans to expand its field sales force: The new Eastern regional sales manager is **Sam Sarver**, who has an extensive sales background. **Joseph Rabanus** was named Central regional sales manager. Heading up the Western region will be long-time Haws executive **Bob Bowles**. In addition, Bowles will retain sales responsibility for Haws Engineered Solutions™ products, as well as overall sales responsibilities for Haws' Canadian operations. Bowles has been with Haws 15 years.

(From Reeves Journal Feb'06)

For the past three seasons **Hansgrohe-North America** has had kitchen and bath products featured on NBC's popular reality television series, "The Apprentice with Donald Trump." This year Hansgrohe's bath products are also featured in the new reality television series, "The Apprentice: Martha Stewart."

(From Reeves Journal Feb'06)

Bradley Corporation has introduced the Bradstone Classic Wash fountain, designed to be versatile enough to fit in a school classroom or an industrial manufacturing facility as well as to withstand heavy-duty abuse.

(News from Symmons)

Dominic Solis has been named Vice-President of Sales and Marketing at Symmons Industries. Dominic started in the plumbing industry in 1986. He began at Paul Supply, a plumbing wholesaler, and worked his way up in several different positions such as warehouseman, counterman, inside sales, quotations, and then purchasing. Dominic then worked in outside sales



Dominic Solis

for major manufacturers and rep firms before joining Symmons Industries in 2001. In 2004, Dominic relocated his wife, Judy, and three sons to the Boston area from Chicago and

became the Director of Marketing at Symmons' headquarters in Braintree, MA. His hard work and determination led him to his new role as Vice-President of Sales and Marketing effective February 1, 2006.

(From Plumbing and Mechanical Jan '06)

Fluidmaster Inc. announced that **James Sanford** has joined its national sales team as Sales Manager, Plumbing Wholesale. His experience includes the creation of a National Field Service Program that placed regional service technicians throughout the United States. Fluidmaster also named **Sharon Vessels** as Product Manager, Connector Products. In her new position, Vessels will focus on new product development, sales promotion and planning for this product line.

(From The Wholesaler Feb '06)

Mike Bauer was promoted to senior director-wholesale marketing at Moen Inc. He will oversee product R&D, product life cycle management and specific target market initiatives, along with brand Management for the ShowHouse™ brand and Cleveland Faucet Group®.

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Farewell Wishes And A Thank You From Jim Galvin

Editor's note: Executive Director **Barb Higgins** was invited to attend **Jim Galvin's** retirement party January 27. Barb wrote and delivered an ode to Jim (reprinted here) and on behalf of the PMI Board of Directors presented a cash gift. We wish Jim all the best in his well-deserved retirement.

*First Class, respected
Intelligent too—
That's what your peers
Think about you!*

*An industry leader,
Who's clearly adored,
A past PMI chair
Who's also served on the Board.*

*A real Paul Revere,
Jim's known for his talk
About the dangerous threat
Of shower thermal shock.*

*On behalf of the team,
We wish you the best.
After all your hard work
You've earned your well-deserved rest!*

*More time for the grandkids,
Golf and relaxing.
Hope the pressure of free time
Won't be too taxing!*

*You'll be missed by us all
And we've now realized
What an honor it is
To have been "Galvin"-ized.*



Jim Galvin

*Barb,
Thanks so much for
coming to our party.
Everyone loved the poem.
Extend my thanks to the
Board as well. It is very
gratifying to be recognized
by my peers.
Jim Galvin*

NAM Report: U.S. Manufacturing Innovation Leadership At Risk

(Editor's note:

PMI helped to fund this study.)

WASHINGTON, D.C., Feb. 1, 2006. Downward trends in U.S. manufacturing innovation pose a serious threat to America's long-term economic growth and living standards, according to a new report released today by the Council of Manufacturing Associations (CMA) and The Manufacturing Institute of the National Association of Manufacturers (NAM).

The report's author, economist **Joel Popkin**, stated: "Though the U.S. accounts for 40 percent of all R&D spending in the industrial world, we can not become complacent about this leadership position. The rapid growth in overseas manufacturing is creating new global centers with the critical mass necessary to build their own innovation machines," Popkin continued.

According to the new report, "five clear warning signs" show that America's innovation process is at risk:

* **Manufacturing output** since the last recession lags that of earlier economic recoveries – its 15% growth is only half the pace averaged in recoveries of the past half-century.

* **Manufacturing capacity** remains underutilized, slowing investment in new plants and equipment. Since the last recession, total plant and equipment investment has risen at half the pace averaged in recoveries of the past half-century. Manufacturing capacity has grown at less than 1 percent annually (compared with 5% in the 1990s).

* The U.S. share of **global trade** in manufactured products has shrunk, falling from 13 percent in the 1990s to 10 percent in 2004. The U.S. now runs a trade deficit in Advanced Technology Products, and the U.S. share of global trade in some of the highest value-added export industries such as machinery and equipment is falling.

U.S. manufacturing offers rewarding and desirable careers for highly skilled workers. Yet the widespread perception that manufacturing employment is unstable and lacks job opportunities discourages new worker entry. While manufacturing continues to pay better than other industries, the sector is experiencing a broadening **shortage of skilled workers**.

* America's long-standing **leadership in R&D** is being challenged.

While the U.S. continues to spend more than any other country on R&D investment, U.S. growth in R&D has averaged only about 1% per year in real terms since 2000.

"If the innovation process goes offshore, America will lose much of its capacity to generate wealth and a decline in long-term economic growth is assured," Dr. Popkin said.

"Developing human capital for a high performance workforce must be a top national priority if America is to remain the world's leader in innovation and productivity," says **Jerry Jasinowski**, president of The Manufacturing Institute (the research and education arm of the NAM). "The broadening shortage of skilled workers threatens our nation's ability to compete in today's fast-paced and increasingly demanding global economy and will only worsen as the baby boomers retire.

"We need a bold action agenda to develop human capital, revitalize fundamental research and encourage productivity-enhancing investments in order to maintain a critical mass of production and a viable innovation process in this country," he concluded.

Lead Issues Back In The Spotlight

By: Christian Richter, PMI Lobbyist

“Just when you thought it was safe to go out again...” That ever-reliable phrase from horror flick trailers comes close to describing how PMI members are greeting the news of California’s pending “lead ban” legislation. After a few successes in pushing back federal legislation to unjustifiably restrict lead content in plumbing products, here we go again at the state level.

Connect the dots between the proponents of these initiatives from Washington to Berkeley (where the California measure originates) and it’s clear the same individuals and groups are behind them. It’s also clear for the foreseeable future that they’ll try to force a problematic solution on a non-problem in whatever venue might yield some success. The industry is taking the issue very seriously, as noted by PMI Executive Director **Barbara Higgins** in this issue of *PMI News*.

In a related development that serves as a backdrop to the California debate, the U.S. Government Accountability Office (GAO) just issued in January its second of two commissioned reports on the status of the nation’s drinking water since the DC lead “crisis” nearly two years ago. The GAO, an independent research arm of Congress, was asked by **Senator Jeffords** (I-VT), Representative **John Dingell** (D-MI) and Representative **Hilda Solis** (D-CA) to review the effectiveness of the nation’s drinking water regulatory framework.

The study’s conclusions, which can be found on the GAO’s website at www.gao.gov/new.items/d06148.pdf, cover several areas, including:

EPA drinking water data gaps – gaps exist in the Agency’s national database on local water systems that raise questions about the effectiveness of the federal Lead and Copper Rule;

Improvements to the Lead and Copper Rule – EPA needs to strengthen existing requirements of the rule as well as oversight at the local level;

Schools and child care facilities’

safety – it’s unclear whether sufficient protection is in place to prevent higher lead exposures to children.

On the plumbing products front, the report covers some already familiar ground on the NSF standard-setting, testing and certification process for plumbing products and the California Prop 65 settlements in recent years. It also raises general questions about whether more needs to be done to tighten existing standards for endpoint and in-line devices. Finally, it describes the progress the industry has made in recent years and summarizes NSF data that PMI and others discussed at EPA’s workshop on lead in plumbing products last summer.

PMI has continued a solid dialogue

with EPA on its upcoming proposal to revise the Lead and Copper Rule, and it’s important to reaffirm the fact that the Agency at this point has not seen fit to change the current NSF framework for plumbing products. As the debate continues in Washington, California, Massachusetts and other locales, it will be important for the PMI community to stay up to date on the latest developments.



Christian Richter

Jerry Desmond, Jr. - Welcome To The PMI Lobbying Team

By: Lori Palcheck, Office Assistant



Jerry Desmond, Jr.

PMI is pleased to welcome **Jerry Desmond Jr.** of the Law Offices of Desmond and Desmond, as our California lobbyist. Along with an educational background in history and law, Jerry brings to us 22 years of experience as a legislative advocate and lawyer representing trade associations, businesses and public entities throughout California.

He represents his clients in hearings and meetings with the Governor’s

Office, Legislators and their staff, state agencies, boards, commissions and legislative bodies. In addition to lobbying, he has expertise in political and nonprofit law and he has addressed numerous professional associations and public entities on California politics, laws and legislation.

Besides PMI, Jerry’s client list includes the Metal Finishing Association of Southern California, California Coalition of Travel Organizations, California Association of Licensed Investigators, Cemetery and Mortuary Association of California, and Recreational Boaters of California. We look forward to working with Jerry and are glad to have him on board.

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(From Supply House Times Jan’06)
Price Pfister launched two new kitchen faucets-Treviso, offered in polished chrome and stainless steel, and the Amherst, available in polished chrome stainless steel and oil-rubbed bronze. The Amherst faucet has a high

arc spout and is available with three-hole installation for a matching spray and soap dispenser. Also, two new finishes are available for the company’s Marielle Series of faucets: rustic bronze and rustic pewter.

Industry Losses; PMI Offers Sympathy



Ray T. Fisher, Sr.

Ray T. Fisher, Sr., Chairman of Fisher Manufacturing Company passed away peacefully at Saint Agnes Hospital in Fresno, California, from comp-

lications of cancer on February 9, 2006, at the age of 69.

A native of California, Ray was born in Walnut Park on March 10, 1936. He completed his business education by graduating from the University of Southern California in 1964 and always remained a devoted and loyal Trojan. In 1958, Ray married his lovely wife Kaye and later had three children; Karen, Kathleen and **Ray Jr.** who serves on the PMI Board of Directors.

Ray's formal career began in 1958 when he joined his father, Ralph, in the family business, Fisher Manufacturing Company. As a teenager, he spent numerous summers working in various departments as an assembler, foundry man and shipping clerk. Founded in 1936, Fisher Manufacturing produces high quality commercial plumbing components and fixtures primarily for the foodservice industry.

In 2001, Ray retired and his son Ray Fisher Jr. was promoted to President and has continued the company's history of sound business practices and strong commitment to customer satisfaction.

Ray Sr. will be greatly missed by family, friends and the industry. He is survived by his wife, Kaye; daughters, Karen Lauterbach and Kathleen Sebahar; son, Ray Fisher, Jr.; and nine grandchildren: Casey Sebahar, Allison Sebahar, Daniel Sebahar, Kirk

Lauterbach, Kari Lauterbach, Leslie Lauterbach, Kevin Lauterbach, Isabelle Fisher and Mitchell Fisher.

In lieu of flowers, memorial gifts may be made in Ray's name to The St. Agnes Foundation, PO Box 27350, Fresno, CA 93729, The Salvation Army or a charity of your choice.

PMI has made a donation on behalf of the Board of Directors and membership.

Alan J. Campbell, 56, former Naperville, IL resident, died of a heart attack Friday, February 3, 2006, in Tallahassee, FL. Alan was the new president/CEO of the Florida Society of Association Executives.

Previously he was president of the Window and Door Manufacturers Association for several years in Des Plaines, IL. He served with PMI Executive



Alan J. Campbell

Director **Barbara Higgins** as a member of both the NAM Council of Manufacturing Associations and the Association Forum of Chicago.

He is survived by his wife of 34 years, Patricia and three daughters, Meghan, Maureen, and Emily Webster, grandson Ryan, and son-in-law Curtis Webster. He is also survived by sisters, Cathy Mila and Laurie Carnal and brother, Bruce. Alan was the son of Charles (deceased) and Roseann Campbell.

In lieu of flowers, donation contributions can be made to the charity of donor's choice.

PMI has made a donation on behalf of the Board of Directors and membership.

2006 PMI LEADERSHIP

Executive Committee

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(1/06-12/08)

Herb Barnhart, Tempress Ltd.
(1/05-12/07)

Peter DeMarco, American Standard, Inc.
(1/04-12/06)

Ray Fisher, Jr., Fisher Manufacturing Co.
(1/06-12/07)

Walt Strader, Price Pfister
(1/06-12/08)

Tom White, Haws Corporation
(1/04-12/06)

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The PMI office will be closed for Good Friday, April 14, 2006.