



# NEWS

Volume 5, Issue 3

The Newsletter for PMI Members — by PMI Members

May/June 2002

## PMI Reviews Strategy To Enhance Membership Value

by: **Todd Talbot, PMI President**

During the course of May, we have taken some of the direction inspired from our spring meeting and have gotten the ball rolling, putting inspiration into plans of action. In our efforts to enhance the value of your PMI membership, we are dedicated to improving the overall “value equation” of the organization. In doing so, as I noted in our last newsletter, there are three specific factors within the equation we are exploring: meeting effectiveness, dues structures and an overall strategic review.

It is the goal of our board to work diligently in these areas to improve our PMI and its future. Allow me to use this edition of our newsletter to update you on our progress, as we aim to report to you substantial enhancements in these areas during the 2002 Fall Meeting.



While details are still being developed by **Barb Higgins** and the PMI team, plans for our fall and spring 2003 meetings are underway with exciting guest speakers and new formats to better meet your

expectations. While it is important not to lose sight of the concepts that have long driven the success of these meetings, we do believe change is due to properly address each of our needs. Top caliber speakers are committing to our fall meeting which are sure to catch the eye of our industry’s most senior executives; for next spring, the PMI team has found an all new location to expand your mind, rejuvenate your soul, and keep your controllers off your back! — Details coming soon!

It is also appropriate as we review our value equation to assess our dues structure and see if it is also time to make a change in this element of our organization, to fit the PMI of today and tomorrow. An ad-hoc team existing of PMI’s treasurer **John Lauer, Barb Higgins and Mike Majewski** (from Selden Fox, our third party dues collector), and I are working through formulas and meeting on options to ensure we are achieving the needs of current and prospective members, while balancing the long-term financial stability of our PMI. While change is not imminent in this area, it is important we answer our own questions as to the effectiveness of the current dues structure that has been in place for a number of years.

Our third direction has been to embark upon a strategic review process to develop specific initiatives to provide the highest level of service possible for our members and our

industry. In late May, the PMI Board of Directors will be spending two days together in Schaumburg, Ill., reviewing the state of our present business



**Todd Talbot**

(strengths, weaknesses, opportunities and threats) for the purpose of identifying the driving forces behind PMI, the key issues we face and the initiatives we intend to *focus* on in order to meet the growing needs of our diverse membership.

While each of our continued participation in PMI supports the strategies we have successfully developed from our past, the board’s intent through this session is to use this process to continually improve PMI in unique ways, by beginning to focus on select new initiatives.

Together, these three processes can begin to drive success in enhancing our value equation, expand your involvement in PMI, and in the end enrich our industry.

Again, as promised to you, our membership, we are driving these issues to be a part of our fall meeting in Washington, D.C. I look forward to your participation at this event to see first hand what more PMI can do for you.

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# Perception and Reality: PMI Continues Strategic Growth

by: Barbara C. Higgins, PMI Executive Director



Barb Higgins

Have you noticed that as we age we feel like our kids on the inside, but look like our parents on the outside?

We wear jeans, listen to rock music and drive too fast.

So what's the deal with the turkey neck, random gray hairs and swinging arm flab? And how did our favorite performers and TV stars get so old? Carole King is 60! (I actually saw her "Tapestry" album in an antique store!) And did you catch the recent "Mary Tyler Moore Show" reunion? Wow! How is it that *they* aged and *we* didn't?

While change sometimes occurs in a flash, most often it sneaks up on us gradually — over time. Reality checks must be performed routinely to make sure that our perceptions track with reality. My perception is that I am much more hip and in tune with the kids than my parents were with me. I wonder what THEIR perceptions are?

In late May, the PMI board of directors is scheduled to convene in Schaumburg to perform such a reality check. The goal of our organization is to be "member-driven", to be the Voice of the Plumbing Industry, to be proactive and ahead of the power curve. Are we?

Todd Talbot asked each member of the Board (and me) to consider and list PMI's strengths, weaknesses, opportunities and threats, and to share them at the Strategic meeting...Why do members join PMI? Why do they stay? Why do they leave? What will it take to reel in those non-PMI members?



As of this writing the results are not in (as the meeting hasn't happened yet)...but you can be sure we'll keep you posted. The important point is that we are determined to continue to build on the momentum we've got going, to stay fresh and relevant, to promote our wins, to communicate to others our value and effectiveness — always working to enhance the dues value equation.

Through your membership, you've learned that PMI works as an extension of your organization. It's like having additional employees without the additional expense of salaries and benefits. We're your insurance against unpleasant surprises, a resource for information, your representative in a variety of venues (federal, state and local jurisdictions) and an "early warning" system for trouble spots.

PMI is a bit like public television. We depend on members' dues support to keep up the good works we do. We work very hard to

restrict the bi-annual meetings and other benefits of membership to members! You can help in this effort by not sharing data (shipment reports, meeting minutes, *Tech Talk*, *Washington Wire*, etc.) with outsiders!

Realistically though, it's important to recognize that while most of PMI's benefits are limited to members, one of the tough issues for us is that some of PMI's good works (lobbying, advocating, codes and standards, consensus building) benefit the entire industry — members and non-members alike. Sadly, some of these victories are not always

identified with PMI — though we strive to put our stamp on everything we do and publicize our successes!

You can help in this effort by spreading the word to non-members about the value YOU derive from your PMI membership. As we have seen... there is nothing like a testimonial to drive prospects to our meetings and ultimately to membership in PMI.

An even worse scenario than not recognizing PMI's influence, is the case of non-members who DO see the value of PMI but do not step up to the plate and share in the financial support of our efforts. You know the type — they pirate cable TV, don't yield properly at four-way stops, use a dictionary to do crossword puzzles, under-tip at restaurants and steal grapes from the grocery store.

Again...you can help! A little guilt is a powerful motivator. Make these non-members know that PMI is dedicated to the betterment of the industry but we cannot do all the heavy lifting without financial support. We are reviewing the dues structure to make sure it is equitable. In like manner, we hope that those companies benefiting from our efforts recognize this and help support the cause. PMI is here for the long haul. We've made great progress in a variety of areas — building alliances along the way. With the untimely and unfortunate passing of the legendary Pat Higgins, our services as an advocate in the codes and standards arena are even more in

demand. Help us spread the good word and PMI's influence throughout the industry.

Let's continue to grow stronger together!



# PMI Model Plumbing Code Initiatives Successful

by: David Viola, PMI Technical Director

Recently, the two major model plumbing code organizations, the International Association of Plumbing and Mechanical Officials (IAPMO) and the International Code Council (ICC), held hearings to update their plumbing codes in preparation for the publication of the 2003 editions. These important meetings were the last opportunities to introduce new code provisions and revise existing language before the 2003 editions are published. At these meetings, PMI was successful in its efforts to move forward key initiatives and oppose problematic proposals attempting to undermine past PMI initiatives. The following are highlights from each of these meetings.

## Uniform Plumbing Code (UPC) Hearing

**ASME A112.18.3 Approved Without Limitations** — At the IAPMO hearings in Reno, Nev., PMI and **Sally Remedios** of Delta Faucet Company teamed up to convince the UPC Technical Committee to delete the current requirement that all faucets and fixture fittings with pullout spouts be protected by an atmospheric vacuum breaker or a vent to atmosphere to protect the water supply. The action paves the way for manufacturers to incorporate durable check valves by themselves in faucets and fixture fittings with hose-attached outlets as the primary means of providing backflow protection. The check valves would have to comply with the rigorous requirements contained in the American Society of Mechanical Engineers (ASME) A112.18.3 *Standard for Performance Requirements for Backflow Protection Devices and Systems in Plumbing Fixture Fittings*. The committee agreed to PMI's request after PMI offered a compromise to limit the use of check valves complying with ASME A112.18.3 to kitchen, lavatory and shower fixture fittings with hose-attached outlets.

**Third Party Certification** — The UPC Technical Committee also approved PMI's proposal to require all products to be certified by an accredited third party certification agency. The new language requires all certification agencies to be accredited by an independent and authoritative conformity assessment body, such as ANSI. This is a win/win for all parties involved. Plumbing inspectors benefit



because it provides additional clarification on what is acceptable evidence in determining code compliance. Also, it increases the minimum level of performance for third party certification

agencies, which ultimately leads to an increase in confidence that products comply with code. IAPMO benefits because the new provisions are consistent with international conformity assessment activities and prepares the UPC for greater national and international acceptance. For manufacturers, it levels the playing field by establishing clear and uniform product approval requirements.

**Next Steps** — There are still individuals opposed to the use of check valves for backflow protection. These individuals will have a final opportunity to challenge the committee action at the IAPMO Annual Conference September 22-26 in Denver, Colo. PMI will be in attendance at the meeting to ensure that the meeting participants fully understand that these proposals maintain and exceed the minimum health and safety standards established by the Uniform Plumbing Code.

## International Plumbing Code (IPC) Hearing

**Water Temperature Control and Limitation** — PMI successfully defeated problematic water

temperature control and limitation proposals at the IPC committee meeting in Pittsburgh, Pa., on April 17-18. PMI pointed out that each of the proposals had serious flaws, including the improper use of temperature control devices, unnecessary restrictions on the use of appropriate temperature control and limitation methods, mandatory temperature markings for all fixture fittings and reductions to the current level of safety in showers and combination bathtub and showers.

PMI also convinced the committee that an ad hoc committee on water temperature control and limitation needed to be formed. The goal of the ad hoc committee would be to recommend measures for inclusion in the 2006 edition of the IPC that address the appropriate use of all acceptable technologies, while preserving the current safety requirements that PMI has fought so hard for over the years.

**Next Steps** — The public will have an opportunity to submit a comment on any committee action until July 3, 2002. If a comment is submitted on a water temperature-related proposal, it will be reconsidered at the final code hearings during the ICC Annual Conference September 29 through October 3 in Ft. Worth, Texas.



Dave Viola

## We've Got Your Number!

Do you have a question about NFTA Compliance? Call Shawn Ricks at  
ITA (202) 482-5564  
Shawn\_Ricks@ita.doc.gov

Intellectual Property Rights  
and China?

Call Susan Hamrock at  
ITA (202) 482-5341  
Susan\_Hamrock@ita.doc.gov

# Geberit Manufacturing: A Global Focus on Product Innovation

## Company's U.S. Branch Brings New Solutions to Existing Plumbing Technology

by: Lori Smelser, PMI Association Manager

My, how times change. The official permit to open a first workshop cost Geberit's founder, Caspar Melchior Albert Gebert-Domeisen, all of seven Swiss francs in 1874. Today, building on the foundation laid 125 years ago, the company has grown to a billion-dollar international conglomerate of advanced plumbing products for public and residential use. The company that was family-run until the 1990s now boasts more than 4,000 employees in 20 countries, quite a progression from a one-man show in the late 1800s!

### The Early Years

In the early years of his business, Gebert-Domeisen concentrated on building up his plumbing business. But as early as 1905 he laid the foundation for future growth with the manufacture of wooden cisterns lined with lead and equipped with brass fittings. Patented in 1912, the cisterns were soon being supplied to customers throughout Switzerland and in neighboring countries.

In 1921, after World War I, all the workshops were centralized in one factory building. In 1935 the company entered into a completely new technology: for the first time, plastic was used to produce non-corroding pipes and cistern fittings. In 1952 the process of plastic compression molding was adapted to manufacture complete cisterns, which led to a striking upturn for the company.

### Geberit Goes Global

One year later, in 1953, the brand name "Geberit" was registered as a trademark, and the third generation of the founding family took over the company management. It began to systematically develop the European markets. Accordingly, in 1955 the subsidiary in Pfullendorf in

Southern Germany was founded, and additional branches in Austria and France soon followed. As a logical result of Geberit's market success with plastic cisterns, in 1956 it entered the drainage technology field. Here, too, the company settled on plastic, producing odor traps and other molded fittings from polyethylene.

In 1962 Geberit opened a new plant in Rapperswil-Jona, Switzerland, which is now where the company headquarters is located. A further rapid expansion of the product range into the areas of drainage technology, in-wall concealed installations and a line of hygiene products led to successive expansion of the plants in Pfullendorf, Jona and Pottenbrunn (near Vienna). Today, Geberit is also active outside Europe, with its own companies in the U.S., Canada, China and Singapore.

With the founding of a wholly owned subsidiary in the U.S. in 1976, Geberit made its move overseas. Geberit Manufacturing, Inc. is the U.S. branch of Geberit International AG. In the year 2000, Geberit U.S. introduced Tessaera, a unique in-wall concealed tank wall-mounted toilet. In addition, the company offers a line of hands-

free, infrared faucets, infrared flush valves for toilets and urinals, a variety of cable actuated bath waste and overflow products, and a range of kitchen strainers and accessories.

In 1998 sales for the Geberit conglomerate rose above the one billion Swiss franc level for the first time. The company began to systematically prepare itself for an initial public offering (IPO), and in 1999 — the year of its 125th anniversary — Geberit went public.

### Focus on Quality and Innovation

Over Geberit's 125-year global history (and its 25-year U.S. history), one thing has remained the same: quality and innovative design. This year, U.S. Geberit received two design awards for its new pressure assist concealed tank and carrier toilet system: the Design Journal's prestigious gold ADEX award for design excellence and an "Editor's Choice Award for Best New Product". This newest member of Geberit's product offering takes the pressure assist technology and moves it behind the wall for a "quieter flush cycle" than most other floor-mounted pressure-assist toilets.

According to Product Manager and PMI representative **Gene Carpenter**, "We took a known technology and created a unique product for the North American market." This revolutionary product, according to Carpenter, "provides excellent flushing, space savings (due to the wall-hung toilet bowl), and improved hygiene (because it does not touch the floor and has no exposed tank)." The product, he says, saves up to nine inches of space in a bathroom. The company's infrared, hands-free faucets have also been a



**Keith Kramer, Geberit President, shows PMI Executive Director Barb Higgins the in-wall, concealed toilet system during a recent visit.**

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# Geberit Manufacturing: A Global Focus on Product Innovation

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“fixture” in many commercial installations throughout the U.S.

## A Look to the Future

With all of the elements of growth firmly in place, Geberit Manufacturing solidified its U.S. leadership structure last year with the appointment of **Keith D. Kramer** as president and CEO. Kramer has come aboard and continues to develop Geberit’s market in the U.S. and Canada.

In the nine years that Geberit has been a member of PMI, Kramer says, three key benefits have been important to the company: codes and standards, legislative monitoring, and networking.

“One of the most important benefits Geberit derives from its membership in PMI is assistance in the codes and standards arena. When you’re faced with the reality that product technology moves much quicker than the codes and standards processes, Geberit is grateful for the help PMI provides in working to alter codes and



Team PMI at Geberit: (l-r) Gene Carpenter, Manfred Wolpert, Keith Kramer and Scott Farrissee

standards to accept the newer technologies we’re introducing in our products.”

During a recent visit to Geberit, PMI Executive Director **Barb Higgins** and Kramer discussed an area that, according to Kramer, “hit a nerve” — involving PMI in the training of company personnel. “The concept of PMI helping train our folks really hit home for us. As a successful company, we need to develop a succession plan to educate our younger individuals who will be dealing with, for example, codes and standards issues in the future.” The notion of PMI providing this kind of training,

especially through such venues as Technical Director **Dave Viola’s** codes and standards primer (which is scheduled for PMI’s fall meeting) is of enormous appeal to Geberit.

Kramer adds that PMI’s benefit is not limited to codes and standards. “As an industry, it is critical that we monitor legislative

and regulatory developments in Washington and interpret how those may affect our industry.” Similarly, he says, the “social” aspects of PMI are vitally important to Geberit. “Providing a venue where we can get to know others in the industry and understand that many of our concerns are the same as many other member companies is of enormous help to me as I lead Geberit into the 21st century.” Kramer says the company, with PMI’s help, will continue its quest for product innovation by “bringing new solutions to existing plumbing technology.” We have no doubt they’ll be successful!

## Commerce Department’s “Export Alert!” Offers Free Web-Based Service To Track Changes In Foreign Technical Regulations

At the May 15 meeting of ISAC/9, at the Department of Commerce, Jennifer Stradtman of the Trade Compliance Center announced that U.S. Industry has the opportunity under the World Trade Organization (WTO) Agreement on Technical Barriers to Trade (TBT Agreement) to review and comment on proposed foreign technical regulations that may affect their business. **Over 140 WTO Members are required to notify any trade-significant proposed drafts or changes to technical regulations to the WTO Secretariat, who in turn makes this information available to all WTO Members.** By registering for this service, PMI Members will

receive automatic e-mails of WTO notifications of the proposed technical regulations. If interested in reviewing and commenting on a regulation, you can request a copy of the full text of the proposed regulation from NIST.

*Export Alert!* features a free web-based service designed to disseminate WTO TBT notifications via e-mail to U.S. industry; subscribers register online at <http://ts.nist.gov/ncsci> and select their areas of interest by industry sector and/or country. The service provides subscribers with automatic notification of proposed technical regulations in global markets and allows subscribers to request full text

of the draft regulatory document and to comment on the proposed regulation.

Who should register for *Export Alert!*? U.S. manufacturers who export products, conformity assessment organizations that provide testing and other services to exporters, trade policy officials in federal and state governments, engineers involved in product development, consultants and lawyers working with exporters, and quality management and environment management professionals.

For more information on *Export Alert!* contact PMI Executive Director **Barbara Higgins** via e-mail at [bhiggins@pmihome.org](mailto:bhiggins@pmihome.org).

## PMI: United We Stand — The 2002 Fall Meeting At A Glance!

WE'RE STARTING ON SATURDAY — MAKE A NOTE OF IT!!

Saturday, October 5, – Tuesday, October 8



### What Can You Expect this Fall?

- ★ SATURDAY START -- Welcome festivities Saturday evening!
- ★ Saturday morning technical ad hocs
- ★ Leadership briefing Saturday
- ★ Special "Supplier Forum/Expo" Sunday afternoon
- ★ Full slate of speakers from the EPA, Build.Com, Ducker Worldwide, Department of Commerce and more!
- ★ NO Congressional visits (fall recess)
- ★ Workshops planned for Tuesday morning, including Dave Viola's much-in-demand "Codes and Standards"
- ★ Briefing with EPA Administrator Christie Todd Whitman (tentative)
- ★ Industry VIP Events

Make your plans to attend PMI's meeting with the Saturday start in mind.  
Watch for more details coming soon!

Questions??? Call PMI at (847) 884-9PMI (9764).  
Don't miss the excitement! Mark your calendars now!

## New PMI Leadership Initiative Underway This Fall in Washington, D.C.

Be There — Saturday, October 5, 4 p.m. to 5 p.m.

Attention all leaders — PMI has its eye on you to help you maximize your effectiveness in your volunteer position! Each member of the board and each committee chair will receive "Leadership Training Notebooks" during part of an important function at the 2002 Fall Meeting — a **"Leadership Briefing" from 4 p.m. to 5 p.m. on Saturday, October 5** (immediately following the PMI Board of Directors meeting and before the Welcome Reception and Dinner). If you serve PMI in a leadership capacity, it is vital that you attend this meeting.

The briefing will cover the many important functions of volunteer leadership in PMI. Topics will include the importance of minutes, when and

how to take a motion during a meeting, sign-in sheets, agenda development and other meeting-related responsibilities PMI leaders face.

The new board and chair books have been designed as a "daily supplement" for PMI leaders to carry with them and use when representing PMI in a leadership capacity. All books will contain PMI bylaws and policies, PMI's current strategic plan, and position statements developed by PMI and approved by the board. Board books will contain detailed information on both officer and at large responsibilities, as well as articles on effective board leadership. Chair notebooks will contain sections on responsibilities during meetings and

keys to success, and a place to put individual committee minutes. The books will replace the chairman folders previously issued at PMI meetings. The chair registration packets will contain the minutes from the last committee meeting, for insertion by the chair into his/her book.

The three-ring binder format will enable PMI to issue updates to existing sections on an as-needed basis as well as to develop new sections to address other issues as they arise.

Please be sure to mark your calendar for **Saturday, October 5** and make your plans to attend the leadership briefing! Contact PMI with questions regarding the briefing or the leadership notebooks.

# Potential Changes In Corporate Responsibility Post-Enron

By: Fred Eames, Balch and Bingham, LLP



Fred Eames

In the wake of Enron's collapse and allegations of laxity or complicity by its accounting firm Arthur Andersen, corporations will be required to change the way they do business as a result of proposals by the Securities and Exchange Commission (SEC), and possibly as a result of legislation passed by the House and being considered by the Senate.

Potential changes fall into four main categories: "boardroom" and corporate governance changes; pension management reforms; accounting overhauls; and (one that affects companies significantly but indirectly) changes in how Wall Street analysts review and report on corporations' financial outlook.

Some of these changes are going to take place regardless of whether Congress acts. The SEC is moving forward with changes that can be made by regulation, which would require a public comment period, and with others that can be done even without public comment. Others will be addressed through legislation like H.R. 3763, the Corporate and Auditing Accountability, Responsibility, and Transparency Act (CAARTA), which passed the House overwhelmingly on April 24; and H.R. 3762, the Pension Security Act (PSA), which passed by a strong margin on April 11. The Senate is developing proposals to address similar issues.

Here is a summary of some of the changes that may be in store:

**Corporate Management and Governance** — CAARTA requires companies to more quickly disclose information about their financial health

and to do so in plain English. It prohibits company officials from fraudulently misleading auditors and requires the SEC to study current corporate governance standards and whether they adequately serve and protect investors. Stock sales by corporate insiders would have to be disclosed to the SEC within a day and the public within two days.

**Pensions** — The PSA requires more freedom for employees to diversify investments, requires advance notice before blackout periods for pension plans, clarifies that employers have a fiduciary responsibility for the security of workers' investments during such periods, and bars executives from selling their own stock during such blackouts. It also provides for better employee access to high quality investment advice.

**Accounting and Auditing** — CAARTA would require full public disclosure of off-balance sheet transactions, such as those used by Enron. CAARTA creates a new public organization under direct authority of the SEC to enforce compliance by accountants with accounting industry standards and to apply penalties. It would bar auditors from providing certain non-auditing services to their clients. It requires accountants that audit public financial statements to be certified, and requires companies to ensure that their accountants are in good standing with the public organization or to risk their financial statements being deemed unacceptable. It makes unlawful interference by company officials with audits.

**Analyst Rules** — The SEC

approved in early May new rules of the National Association of Securities Dealers and the New York Stock Exchange

addressing analyst conflicts of interest. The new rules prohibit offering or threatening favorable research to induce investment banking business from companies; prohibit analysts from sharing draft research reports with target companies (except to check facts); and require ratings firms to disclose investment banking business from rated companies, and analysts to disclose stock held in rated companies. CAARTA requires the SEC to conduct studies to determine if additional regulation is needed.

These amount to very significant changes for corporate America. Their only impediment to enactment is pressure from Democrats to go further and apply requirements like forcing corporations to change auditors every few years; holding executives personally responsible for the accuracy of a company's financial statements; enabling the SEC to seek disgorgement of officers' bonuses and stock option profits; and providing corporate auditing committees authority over the full scope of the relationship with the corporation's auditors.

Please contact me directly or through PMI staff if you have questions or concerns. I can be reached by phone at (202) 347-6000, fax (202) 347-6001 or email at feames@balch.com.

## PMI in the Trade Press

"PMI Questions Annual Format of ISH-North America"; Contractor, April 2002.

"Consolidation or Proliferation?"; Plumbing Engineer, April 2002.

"Trade Show Consolidation: We're For It"; Plumbing Engineer, April 2002.

"PMI Continues to Push For Trade Show Consolidation"; Plumbing & Mechanical, April 2002.

"Trade Show Consolidation Update"; Supply House Times, April 2002.

"Manufacturer Association Sees Yearly ISH as Adding to Glut of Shows"; Wholesaler, April 2002.

## PMI Members in the News

**Brass Craft Manufacturing Co.** received the Silver Award for outstanding safety and health achievement at its Brownstown plant from the Michigan Department of Consumer and Industry Services.

Brass Craft has also implemented a program that downloads reports to a network and provides online access to employees and customers. The new program saves the company \$90,000 per year that was previously spent to create microfiche copies of the reports for archival purposes. It now increases

the speed at which information flows within the organization.

**Delta Faucet Company** was presented with the 2002 American Building Product Award for design in the plumbing fixtures category for its Victorian bath collection. The award ceremony was in Atlanta during the International Builders' Show. The award is given annually and recognizes products that reflect breakthroughs in technology matched with the influences of time-tested style.

## CSPA and PMI: Building Relationships And Alliances to Get The Job Done

PMI Executive Director **Barb Higgins** was invited to address the Consumer Specialty Products Association (based in Washington, D.C., CSPA was formerly known as the Chemical Specialty Products Association) at their annual meeting and convention in Chicago on May 8. After outlining PMI's structure, mission and leadership, Ms. Higgins summarized the genesis, value and success of the working relationship recently formed between the two organizations (PMI and CSPA). She encouraged the association and its members to join PMI and the American Society of Mechanical

Engineers (ASME) A112.19.5 project team in a new project currently underway — development of chemical protocols as part of a durability standard for drop-in chemicals and toilet tank components (flappers).

Chemist **Wie Pan** of Masco joined Ms. Higgins to detail the protocols and results of testing done by Masco to address the issue of the effects of daily shower cleaning products on plumbing products (showerheads etc.)

The presentations were well-received, once again illustrating the benefit of building relationships within the manufacturing industry.

## On The Road With PMI Staff



**Perry Richards**, Hansgrohe's OEM manager and active member of PMI, stands beside the popular "Pharo Moonlight" shower system in his company's Aquademie training center. PMI Executive Director **Barb Higgins** and Association Manager **Lori Smelser** visited Hansgrohe, located outside Atlanta in Alpharetta, Ga., while in Atlanta to visit the Chateau Elan, potential host of PMI's 2003 Spring Meeting. Barb is continuing her ongoing commitment to visit PMI member companies, either upon specific request or when PMI business takes her to a member town (her cautious management of PMI dollars at work!). Stay tuned...she may be coming to your town soon!

## 2002 PMI LEADERSHIP

### Executive Committee

**Todd Talbot**, Alsons Corporation  
President

**Ralph Herrbach**, Cifial USA  
First Vice President

**Jim Westdorp**, Kohler Company  
Second Vice President

**John Lauer**, Sloan Valve Company  
Treasurer

**Frank Evans**, Chicago Faucet Company  
Immediate Past President

### Directors at Large:

**Ray Fisher Jr.**, Fisher Manufacturing  
(Term: 3/02 - 12/02)

**Ken Martin**, Delta Faucet Company  
(Term: 1/02 - 12/04)

**Lee Mercer**, Moen Incorporated  
(Term: 1/02 - 12/04)

**Ed Pages**, Garvin/Guarantee Specialties  
(Term: 1/01 - 12/03)

**Claude Theisen**, T&S Brass & Bronze Works  
(Term: 1/00 - 12/03)

**Al Walcutt**, MPC Plastics, Inc.  
(Term: 1/00 - 12/02)

### PMI STAFF:

#### Administrative

**Barbara C. Higgins**  
Executive Director

—  
**Lori L. Smelser**  
Association Manager

#### Technical

**David W. Viola**  
Technical Director

#### — Kelly D. Enright

Technical Services Coordinator

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