



NEWS

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The Newsletter for PMI Members — by PMI Members

May/June 2004

Examining the PMI Value Equation

By: Jim Westdorp, PMI President and Kohler Co.'s President, Global Faucets

With the spring 2004 meeting of the Plumbing Manufacturers Institute behind us, plans are already well underway for two upcoming summer forums and the fall 2004 meeting in Washington D.C. Venues, agendas, and speakers are in place with registrations to begin rolling in soon. But before we get too far ahead of ourselves, I'd like to take a moment to reflect on the success of Sonoma.

PMI staff and a roster of 11 guest speakers covered a variety of topics including water intrusion and mold, the remodeling industry, the proposed Environmental Protection Agency (EPA) product-labeling program; rising copper scrap prices and the petition filed with the Department of Commerce on the matter; and the nuances of managing and motivating employees of different generations.

Understandably, given the compact timeframe, in some cases we were only able to scratch the surface of these issues. In fact, feedback from the meeting surveys indicates that there is indeed interest in exploring some of these topics in more detail. PMI staff has already begun the process of identifying experts to take us to the next level of understanding of these subjects. In addition, and as always, we look for your input and suggestions for future meeting/discussion topics.

PMI's role is that of an early warning system on issues affecting us, a conduit for information and, where possible, a consensus builder and

advocate. Not all issues facing our industry have clear-cut answers, especially given the diversity of our membership base. In these instances, PMI simply presents the information on the situation and takes no position, as in the examples of scrap prices and the proposed EPA program. In other cases, where there is a strong interest, PMI works to build consensus, and then actively rallies around a position toward a positive result. We have many examples of PMI's successes, particularly in the legislative and regulatory arenas, codes/standards, trade show consolidation, and others.

Simply put: PMI is working for you!

And — it is working efficiently. I am pleased to report that PMI continues its strong financial position. Since 1998, PMI has put nearly one year's operating budget in reserve, all the while adding to the list of member benefits to enhance the organization's value equation. The PMI team of staff and consultants continues to work hard for your dues dollar!

In addition to **Christian Richter**, our new Washington D.C. lobbyist (hired effective January 2004), we have extended the contract of Texas lobbyist, **Charlie Schnabel** through the end of 2004, with an option to renew. Mr. Schnabel has proven himself a valuable ally in ensuring that the interests of plumbing manufacturers are being represented in Texas. PMI staff along with **Mr. Richter** will continue to monitor the proposed EPA Water

Efficiency Program. The PMI-sponsored forums have proven to be a successful aspect of PMI and we will

continue to promote and expand them. The forums will continue to be offered at no charge to PMI members; but will now include a nominal fee to defray the cost of meals. There remains a \$250.00 participation fee for non-members. The fourth Information Technology forum was held in May, with upcoming forums in July (Inventory Management Across the Supply Chain) and August (Codes and Standards).

A forum based upon suggested topics from PMI member company CEO's is in the planning stages for the last day (Wednesday) of fall meeting 2004. The forum will be open to member and non-member CEO's. Attendees will be invited to experience a bit of PMI by attending the keynote speaker dinner the evening before. The focus of this forum will be fair trade issues, particularly in relation to China and India. Watch for details! The PMI Board with input from staff, will investigate additional new revenue streams including a possible expansion of our membership base, new audiences for the popular PMI forums,



Jim Westdorp
Kohler Company

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Teamwork Continues To Be The Key To PMI Success

by: Barbara C. Higgins, PMI Executive Director



Barb Higgins

More than a bumper sticker slogan, teamwork is the key to PMI's success in advancing industry issues. This was clearly in evidence at the recent PMI spring meeting

held in sunny Sonoma last month. Important teamwork occurs between the membership and the staff, the staff and consultants, and the staff and other organizations.

Teamwork plays a critical role in identifying and tracking issues such as the recently introduced Jeffords bill to revise the Safe Drinking Water Act (see related stories on pages 3 and 9). It has and will continue to be a group effort from the beginning with the first notification of the lead in the water system issue from one of our environmental friends in D.C., to the background information garnered by networking with other affected industries and their trade associations (Copper Development Association Inc., Water Quality Association, and others) to our staff tag team approach to covering the issue — **Dave, Christian,** and myself — using all of the relationships we have built through our networking — with input from the PMI membership.

The issue of rising scrap prices was identified for staff as an issue by a PMI member, which staff then took to the Department of Commerce and, again, to related trade associations (Concrete Reinforcing Steel Institute, the Copper and Brass Fabricators Council, and the Non-Ferrous Founders Society — the executive director of which made a presentation on the issue at the PMI spring meeting). While the PMI board elected not to take a formal position on the matter, the membership, nonetheless, was fully briefed on the issue and

about the petition filed with the Department of Commerce and the hearing, which followed the action.

The Environmental Protection Agency's (EPA) water efficient product market enhancement program is another example of an issue being surrounded and monitored through a team approach: PMI members, staff, consultants, contacts at EPA (and other agencies) and in the legislature. We've got the issue covered!

The list goes on and includes the European Union's rising tariffs on plumbing products. PMI was alerted by a PMI member and we are now working on the issue with contacts at the Department of Commerce through the ITAC9 committee (formerly known as ISAC). On the issue of water intrusion and mold, PMI has joined forces with the Residential Moisture Management Network of the National Association of Homebuilders, the National Council for Housing, and the Environment, and our D.C. lobbyist to keep PMI informed about the latest activity in this area.

PMI's industry benchmarking surveys and market reports are enhanced with the help of our friends in the trade press, allied associations like PHCC-NA (Plumbing Heating Cooling Contractors Association) and American Supply Association (ASA), and consulting firms which whom we have built relationships.

Even venues for PMI meetings are the result of teamwork. It was a member's suggestion that we locate the meeting in Sonoma. Staff researched a number of options there and made a selection. Registration numbers hit 100 (with three last minute cancellations). It was a member's suggestion that we do more to encourage spouses to attend. Lower spouse registration fees and an appealing meeting site attracted 22 spouses each of whom, upon their arrival, received a special gift bag filled with goodies like suggested things to do, Ghirardelli® chocolates, and a commemorative book on area

wineries. And despite the closed swimming pool (a nasty surprise to staff and attendees alike), the bus tour to wine country, a side trip to a "tattoo" parlor and, at the request of PMI staff, a special gift from the hotel to the inconvenienced spouses seemed to more than make up for the disappointment!

From industry issues and the PMI forums (which are quickly becoming one of the most popular of the many benefits of PMI membership), to the late night activities (this time a wine tasting competition), the 3-hole paper punchers provided with meeting materials, and cookies at meeting break time, many of the components of PMI meetings were suggestions from the membership, implemented by staff. **That's Teamwork!**

Keep those ideas and suggestions coming! We're listening, and PMI is working ... for you!

A foot note:

Thanks for all of the attention you've shown me during my recuperation from double foot surgery in February. All of your cards, e-mails, and phone calls are very much appreciated! I also got a "kick" out of the phone calls and notes I received following publication of the "Agony of Da Feet" article about the surgery, in the March/April issue of PMI News.

Finally, thanks for your tolerance of my fashion faux pas in the footwear department. There is no way these not-so-little-piggies will fit into shoes anytime soon. I appreciate your acceptance of the sandals (especially at the spring meeting!) NOT very businesslike!

Here's to summer, normal-sized scar-free feet, straight toes, and closed shoes!



PMI Members spotted wearing a PMI pin or ribbon at K/BIS.

Chicago Faucet - Cifial USA
Delta Faucet - Fluidmaster Inc.
Garvin/Guarantee - Hansgrohe Inc.
Heyco Metals - Kohler Co.
MPC Plastics - Speakman Company
Symmons Industries

Proposed Reform Puts Lead Back On The Agenda

by: David Viola, PMI Technical Director

One of the many emerging issues discussed at the PMI spring meeting was the recently introduced Jeffords bill. Apparently, in response to the recent problems with high levels of lead in Washington D.C.'s water supply, **Senator Jim Jeffords** (D-VT) and **Rep. Henry Waxman** (D-CA), among others, have proposed sweeping reform of the Safe Drinking Water Act entitled the "Lead-Free Drinking Water Act of 2004." Among the many targets, Jeffords takes aim at endpoint devices including faucets, fixture fittings, shower valves, tub fillers, laundry tub faucets, and hose bibs.

Starting in January 2005, the bill would make it illegal for products to contain more than 0.2 percent lead. The reduction in lead content for our products is an ill-informed and baseless reaction to an isolated problem with an aging water supply system and a change in water chemistry that increased lead corrosion. Once again, we in the plumbing industry must defend our product against groundless and unfair claims. I'll focus on the "technical" flaws of the bill and leave the political analysis to **Christian Richter**, our Washington D.C. lobbyist who also addresses this issue in his column in this issue of PMI News.

There is no substantiation accompanying the bill to suggest that the current Safe Drinking Water Act requirements for endpoint devices are unsafe. In fact, written testimony submitted to the U.S. House Committee on Government Reform by **Marc Edwards**, plumbing corrosion expert and professor at Virginia Tech, stated that using faucets and product certified to NSF Standard 61 are important steps to avoid exposure to lead from household plumbing. The source of the statement is significant as it appears that much of the research done to expose the lead problem in Washington D.C. and prompted the bill was performed by **Marc Edwards**.

Amazingly, there is no mention in the bill of NSF 61. Instead, the bill ignores the expertise of the developers of the only national consensus standard establishing health effects requirements, and arbitrarily sets the maximum lead content of the material used to construct plumbing products. This approach drastically and needlessly reduces manufacturing and material options and would cost the industry millions to comply with.

The NSF 61 standard was developed and is maintained by representatives from the U.S. Environmental Protection Agency (EPA), state and federal health and



David Viola

environmental agencies, manufacturers, and state and local drinking water utilities. The NSF 61 performance-based health effects standard limits the amount of lead and other contaminants that the device may contribute to the drinking water and in doing so adequately addresses the toxicological concerns of all aspects of the plumbing system.

Another major flaw identified in the bill is that it applies the same lead limits to all endpoint devices. There was careful deliberation among the NSF Joint Committee members to exclude certain end point devices that do not convey water intended for human consumption. Endpoint devices that convey water not intended for human consumption do not pose a health risk. These products do not represent a chronic (long-term daily first draw consumption) or acute exposure risk. As a result, these products are not subject to the lead leaching requirements of NSF 61, but still must only contain no more than

8% lead content. The end point devices excluded from NSF61 are:

- a) bath and shower valves
- b) shower heads
- c) roman tub valves
- d) bidet faucets
- e) laundry and shampoo sink faucets
- f) toilet tank fill valves and flush valves
- g) and self-closing, metering or electronically activated lavatory faucets

According to **Christian Richter**, members of **Senator Jeffords'** staff have specifically emphasized the need to limit lead exposure from showerheads, shower valves and tub fillers. Although incidental amounts of water may be consumed they have specifically been excluded because the user is not consuming first draw water from these products. In the case of a shower, the first draw water is already down the drain before the bather enters and takes a drink, since lead leaching from endpoint devices does not occur when water is flowing. With regard to bathtubs, the first draw water from a tub filler is not consumed. The first draw water is collected in the bathtub and diluted hundreds of times over with additional water. In the event that bath water is inadvertently consumed by the bather, there is no chronic or acute exposure risk.

While we are in the early stages of the proposal and there is no need for panic, rest assured that PMI will continue to keep a close eye on the progress of the Lead-Free Drinking Water Act.

The bottom line, is our products are safe, there is no substantiation to justify a change and the bill is an inappropriate, over-reaction to an isolated issue that is solvable without legislation.



PMI — Charting The Course: Highlights from the 2004 Spring Meeting



Sonoma Wine Country was the setting for PMI's 2004 Spring Meeting held at the DoubleTree Hotel, Rohnert Park, California. The meeting, led by PMI

President **Jim Westdorp**, Kohler Company, president global faucets, was attended by a record 97 members, spouses/companions, guests, speakers and press. To encourage their attendance, the spouse registration fee was dropped to \$150 (below the actual cost of having the spouses attend) and special gift bags were prepared for them containing a welcome note: a book of photographs of area wineries, Ghirardelli® chocolates, and an extensive list of things-to-do, including a bus tour of the wine country.

Centered on the theme, "Charting The Course" the meeting was deemed a "success" by respondents to the satisfaction survey. (See results enclosed with this issue of PMI News!) The theme reflects PMI's far-reaching impact on the industry, as well as the exciting new initiatives launched to enhance the member benefit quotient, including forums and seminars. Eleven guest speakers provided important information on a variety of topics affecting the plumbing industry.

Sunday, April 25

PMI held its annual golf scramble Sunday morning on Foxtail's Golf Course; adjacent to the DoubleTree property. The winning team was comprised of **Ed Pages**, **Tom Brown**, and his wife **Barbara Brown**. Second place winners include **Lars Christensen**, **Casey Hayes**, and **John Watson**. Award for longest drive went to **Casey Hayes** and award for closest to the pin went to **Ron Grabski**.

Following the PMI Board of Directors' afternoon meeting, PMI President **Westdorp** introduced new members, **Bill Axline** and **Steve Maple**

with their wives **Barb** and **Carole**; from Fluidmaster; and guests **Michael McRoberts**, McGuire Manufacturing Co; **Scott Ramsey**, Whirlpool Corporation; and **Greg Carlson** with his wife **Nancy**, from Briggs Plumbing Products, Inc. at the welcome dinner, and previewed meeting highlights. Immediate Past President **Ralph Herrbach** of Cifial USA was honored for his service to PMI. In addition to being presented with a commemorative plaque, **Ralph** received a gift from the organization. **Jim Galvin** of Symmons Industries also received a plaque in recognition of his completed term on the PMI Board of Directors.

Monday, April 26

Following breakfast, PMI held a full schedule of committee meetings: Universal Conformity Assessment, Flushing Devices/Fixture Group Products and Showerhead/Hand Shower, Faucet, Shower/Tub-Shower Fittings Group Products in the morning and continuing in the afternoon with Carl Cullotta, Senior Partner; Frank Lynn and Associates, Inc., who gave a presentation on residential remodeling, followed by a special presentation on Water Efficiency Product Labeling by **Ed Osann**, President of Potomac Resources, Inc., and a special presentation by **Shelley Rappaport**, Director of Research and Education, on the results of a study on water intrusion and mold, conducted by the National Council of Housing and the Environment.

A great time was had by everyone who attended the late night wine tasting challenge. The winning team, "Chef Boyardeaux," was comprised of **Pete** and **Susan DeMarco**-American Standard, **Mark Weaver** and **Luke Langner**-T&S Brass, and **Shabbir Rawalpindiwala** of Kohler Co.. They were presented with a prize to "show" off their "spots" of wine knowledge. The losing team, "Bozo Joelay," was comprised of **Maria** and **Ed Pilatowicz**-Price Pfister, **Fred Luedke**, **Marie-Helene Pernin**, **Fred Fraisse** of Neoperl, and **Michael** and **Bessy Martinez**-Price Pfister. They take home a not-so-sweet victory prize wine vinegar! (see photos-pg. 5)

Tuesday, April 27, 2004

Tuesday morning kicked off with the Technical Committee, followed by a special presentation by **Jim Mallory**, executive director of the Non-Ferrous Founders' Society on rising copper scrap prices due to export demand. Sacramento lobbyist **Jerry Desmond** provided a humorous and insightful glimpse into California politics now headed up by Governor **Arnold Schwarzenegger**. **Christian Richter**, PMI lobbyist briefed attendees on current legislative and regulatory issues. The Trade Show Consolidation committee meeting featured two presentations from the National Kitchen and Bath Association, represented by **Larry Spangler** executive director of the National Kitchen and Bath Association and **Beverly Dalton**, 2004 NKBA president and owner of Signature Kitchen & Bath, Inc., and ISH/North America Partners represented by **Roland Bleinroth** President of Messe Frankfurt, Inc. and **Ike Casey**, Executive Vice President of the Plumbing-Heating-Cooling Contractors-National Association (PHCC-NA).

Kevin Price was on hand at the E-Business Issues and Opportunities Committee meeting to present information on ASA's initiative to develop an industry database as well as their efforts to assist manufacturers to comply with the requirements of UCC-Net. The meeting schedule concluded with the General Membership where attendees heard about PMI's solid financial condition from Treasurer **Claude Theisen** of T&S Brass and Bronze Works, Inc.. The membership voted to have PMI Board investigate new vehicles in which to invest PMI's reserve, now approaching \$800,000.

Capping off the conference was the farewell dinner and keynote speaker **Robert Wendover** who focused on the challenges of communicating with and managing employees of various generations.

PMI — Charting The Course: Highlights from the 2004 Spring Meeting



Wine Tasting—Palate Challenged Team “Bozo Joelay” (L-R) Maria and Ed Pilatowicz, Price Pfister, Fred Luedke, Marie-Helene Pernin, Fred Fraisse of Neoperl, Bessy and Michael Martinez, Price Pfister take home the Red Wine Vinegar



Bob Dildine admires wife, Janet's, new tattoo



Wine Tasting Winning Team “Chef Boyardeaux” (L-R) Pete and Susan DeMarco, American Standard, Mark Weaver and Luke Langner, T&S Brass, and Shabbir Rawalpindiwala, Kohler



WORDS OF THANKS!

Hello Barbara,
Enjoyed the Conference very much.
It was a pleasure meeting you. We
definitely will continue to have JMI
representation at the annual meetings.

Best regards,
Raul Holguin
Vice President, Sales and Marketing
Jing Mei Industrial

Barb,

I just wanted to send a note of thanks for having me at the PMI Spring Meeting in Sonoma. I had a great time meeting with our manufacturer colleagues and I think they were glad to have a contractor representative there. They are a good bunch of people. I hope that you can attend the convention in Boston and stay a little longer than you did last time. We would be glad to introduce you at our events on Wednesday before the show starts on Thursday. So put October 12-13 on your calendar and try to join PHCC.

Again, it was a very worthwhile trip and I appreciate your having me. Once you get settled I will call you about how we can work together on other issues.

See you soon.

D. L. “Ike” Casey,
Executive Vice President
Plumbing Heating Cooling Contractors Association (PHCC)

Dear Barb,

I hope you and your staff have returned safely from Rohnert Park. In the meantime, I want to take this opportunity to express my appreciation for the opportunity to address your trade show consolidation committee. There is an obvious need for more direct communication on these topics that are important to your members, which was facilitated by this meeting. I appreciated the fact that you made room in your busy meeting schedule for Ike and me to address those interested in this topic. I also very much appreciated Colleen's [Madeya] support in preparing for the event.

Please let me know, if there should be any follow-up questions that we might be able to assist with.

With best regards,
Roland Bleinroth
President Messe Frankfurt
Messe Frankfurt



Plumbing Manufacturers In



Jim Westdorp, PMI president and Kohler's president, global faucets along with Barb Higgins, PMI's Executive Director at the General Membership Meeting



Fred Luedke of Neoperl welcomes first time attendee Luke Langner, T & S Brass at Tuesday's outdoor reception



Bill Tracey, Symmons Industries, Inc. and David Lingafelter, Moen Inc. enjoy the reception after a long day of meetings



Carl Cullot, Senior Partner at Frank Lynn Associates speaks to members about residential remodeling



Mark Alan chats with Priscilla and Manfred Wolpert, all of The Chicago Faucet Co., at the outdoor reception.



Casey Hayes, Haws Corporation joins Steve Tokarz, Brass Craft Manufacturing Co. in conversation at the reception



PMI's Immediate Past President Ralph Herrbach, Cifial was honored at Sunday's welcome dinner by PMI's 2004 President Jim Westdorp. He graciously accepted this gag gift in addition to an American Express gift certificate as tokens of the memberships' appreciation.



Kevin Price, Supply Associates presented information on initiatives to develop a database as well as assist manufacturers with the requirements



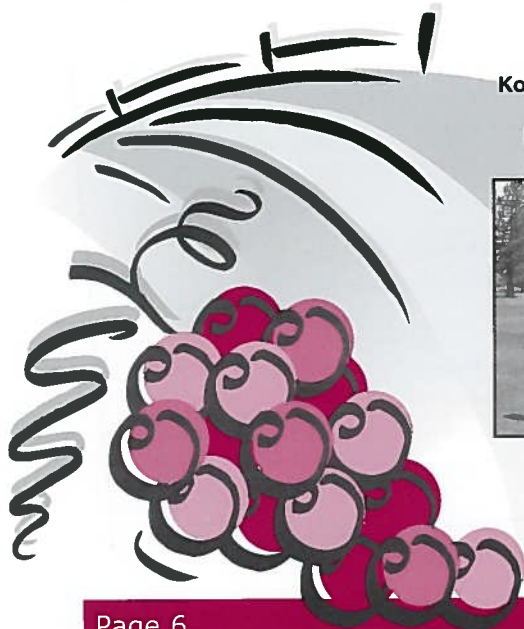
Charles Scott of Brass Craft Manufacturing as first time attendee



PMI lobbyist Christian Richter and Lee Mercer from Moen Inc. mingle during Sunday's outdoor reception



Jay Troger, Falcon Waterfree Technologies, LLC



How can Jim Westdorp, Kohler Co., concentrate on his golf swing with such a beautiful backdrop as the Sonoma Valley?



John Petrovic, Alsons Corp., George Zebrowski, Plumbing and Mechanical Magazine, and Ron Grabski, Gerber Plumbing Fixtures either are hunting/looking for gophers or golf balls? (Not sure?)



Greg Carlson of Briggs is a prospective member of Symmons Industries, Kohler, and Herb Baughman rain free P

**DoubleTree Hotel
Sonoma Wine Country • California**

Institute • 2004 Spring Meeting



E-Business Issues And Opportunities Standing Committee Meeting Chairs; Ken Martin, Delta Faucet Co. and Bruce Martin, Intertech Corp.



L-R Carole Maple, Susan DeMarco, Marie-Helene Pernin, Bessy Martinez, Barb Axline, Bev Petrovic, Janet Dildine, Anne Martin, Cheri Pages, Jeanne Luedke, Barb Higgins, and Jerri Evans



Raul and Lucy Holguin and Raymond Chan, Jing Mei Industrial join us at the outdoor reception as first time attendees.



Nancy and Ralph Herrbach, Cifial chat with Marie-Helene Pernin of Neoperl, Inc. at Sunday's reception.

Past PMI President Bill O'Keeffe, Symmons Industries, Inc.



First time attendees and new PMI members, Steve and Carole Maple along with Barb and Bill Axline from Fluidmaster Inc., at the outdoor reception



Jim Mallory, executive director, Non-Ferrous Society, spoke to the group on rising copper scrap prices and supply shortages.

Jim Westdorp honors Jim Galvin of Symmons Industries, Inc., for his completed term on the PMI board.



John and Beverly Petrovic, Alsons Corp.



Barbara and Tom Brown, TMB Publishing Inc., join Ike Casey (PHCC-NA) for refreshments and good conversation at Sunday's reception.



Tom White, Haws Corp. (R), along with Bruce Martin, Intertech Inc. (center), welcome prospective member Michael McRoberts, McGuire Manufacturing Co., Inc. (L), to the Sunday Welcome Reception.

Ralph Herrbach, Cifial along with Scott Ramsay, Whirlpool (prospective member), Mark Weaver, T&S Brass and Tom White, Haws take their best shots at the golf outing at the Foxtail Golf Course.



Fred Fraise, Neoperl Inc., and Lars Christensen, Hansgrohe Inc.



Suzanne Shaw, The Chicago Faucet Company and Bill Tracey, Symmons Industries, Inc. at the member services meeting.



Jim Westdorp, Kohler Co., Mike Sennett, PMI's legal council, joins first time attendee Gary Pember, Moen Inc. at the spring meeting.



Prospective member, Michael McRoberts, McGuire Manufacturing Co., Inc., joins Frank Evans, MPC Plastics Inc., and Lee Mercer, Moen Inc., for a round of golf at the PMI annual golf outing.



lumbing Products, Inc., ber, Jim Galvin, Inc., Jim Westdorp, art, Tempress enjoy a Golf Outing.



PMI's Fourth Information Technology Forum Hits The Mark!

Featuring a comprehensive agenda compiled from a list of topics collected from surveys to PMI information technology (IT) professionals, the 4th PMI Information Technology Forum proved to be a big hit with attendees. Topics included advancements in the technology of Radio Frequency Identification (RFID) to be required of suppliers to Wal-Mart by 2005, ASA's initiative to produce an industry database, as well as their work to assist manufacturers in complying with UCC-Net requirements, case studies in product data management, as well as a discussion of customer relationship management.

The 17 attendees included two member prospects from In-Sink-Erator Company, who indicated that they were quite impressed with both the forum and the breadth of PMI member

benefits as presented as part of the welcome/introduction portion of the session.

Maria Bazan, association manager, hosted and facilitated the event to rave reviews. She was assisted by **Colleen Madeya**, member services manager. **Eugene Park** of INTRUST, the company which provides PMI's IT support, helped to identify and coordinate some speakers for the forum. Executive Director **Barb Higgins** and Technical Director **Dave Viola** were also on hand for day 2 of the forum, following their return from their business travels.

An out-growth of the PMI E-Business Issues and Opportunities Committee, the customized IT Forums attract a segment of PMI membership that does not regularly attend PMI semi annual meetings. The forums

provide an extremely focused benefit to this special interest group. Attendees were encouraged to complete the electronic satisfaction surveys from this forum to form the basis for the anticipated 5th IT forum to be announced. Watch for details coming your way!



Maria Bazan presents Larry Rubanka of In-Sink-Erator Company, (prospective member) with a certificate showing completion of the IT Forum

Storehouse Presents Crystal Vision Award To Moen Incorporated At K/Bis®

by: Sharon Jackson-Pincham, The Storehouse

The Crystal Vision Award was presented to Moen Incorporated for their overwhelming support in raising awareness for The Storehouse and their generous product contributions that are changing lives across the country.

A long-time supporter of The Storehouse since 1997, Moen Incorporated, a leader in the home and hardware industry, has encouraged its various divisions, customers and peers to donate kitchen and bath products including faucets, sinks, doors, plumbing parts and hardware to The Storehouse.

In 2001, Moen's CSI division's bath accessory donation helped to facilitate a cosmetic facelift for thousands of low-income homes nationwide. This single act of corporate citizenship resulted in Moen winning a Leadership Award from the Kitchen and Bath Design News Magazine for Corporate Citizenship.



Sharon Jackson-Pincham, Storehouse, corporate relations officer chats with Barb Higgins, PMI executive director, who attended the breakfast and K/BIS in a wheelchair while recuperating from double foot surgery.

Moen Incorporated's philosophy and commitment to meeting the existing needs of community non-profits by focusing efforts on low-income housing initiatives, demonstrates their leadership to help all American's achieve their dream.... *The Home.*

The partnership between Moen Incorporated and The Storehouse is a "win-win" situation for everyone, modeling good corporate citizenship and benefiting communities in need.

The contribution from Moen Incorporated set an example as to how a corporation can actively promote the social, economic and cultural growth the communities it serves. They truly deserve the Crystal Vision Award.

Mr. Dick Posey, president and CEO, Moen Incorporated and **Mr. Bruce Carbonari**, president and CEO Fortune Brands Home Products accepted The Crystal Vision Award at a

special breakfast during the Kitchen and Bath Industry Show, Chicago, Illinois, April 5, 2004. The award was presented by John Wills, Masco, Group President, Plumbing Products North America, filling in for Chuck Dowd, Group President, Masco, who was unable to attend.

The Crystal Vision Award is presented each year to an individual or company in recognition of exceptional corporate leadership and on-going support of The Storehouse. Each year, The Storehouse serves more than 1,500 community-based organizations and churches, and 2,000 low-income individuals, by providing donated building materials, and supplies for a minimal handling fee to non-profit organizations and ministries committed to revitalizing low-income communities. Products and material are available at The Storehouse's 40,000 square foot facility, located on Chicago's west side.

If your company would like to take part in the initiatives of The Storehouse, please call **Ivan Gonzalez**, corporate relations officer, at (773) 921-3900.

A View From The Hill: New Lead Legislation Is A Sobering Development

by: Christian Richter, The Policy Group

It's been a sober spring in Washington, as recent events in the Middle East provoke discussion over America's role in the world and provide a more complex backdrop for the presidential election this fall. While the raging debate has altered the routines of Capitol Hill, legislative business continues on a number of fronts. One front relates to a sobering issue for many PMI members — the unique local problem of elevated lead levels in Washington, D.C.'s drinking water and its potentially far-reaching national consequences for plumbing fixtures and fittings.

Congressional Oversight Yields More Questions than Answers

As some may recall, Congress began in March to investigate the handling of DC's lead issue by the local water authority and the federal EPA. Oversight hearings and nothing less than a "jump start" review by EPA of drinking water system compliance nationwide have yet to uncover a systemic national problem or even finger a culprit for the District of Columbia's lead problem. PMI's engagement with key Senate and House committees in the wake of recent hearings confirms that fundamental lingering questions surround what amounts to a real mess in the District.

Beyond the issue of how DC drinking water officials responded to the pattern of lead sampling results and ambiguously warned the public, a host of factors are implicated in the elevated lead levels in thousands of DC homes. Is the problem simply the aging infrastructure and remaining lead service lines? Is it the more aggressive water due to the introduction of chloramines for treatment several years ago? Or could it possibly be the effects of mishandling the service lines during DC's recent replacement of thousands of water meters? Oh, and what about the lead in plumbing fixtures?

Federal Lead Legislation Could Pose "Dramatic Challenges" for Fixtures Industry

The looming questions over cause-and-effect, as well as those from confused DC parents over whether federal laws are protecting their children, have set the stage for major "reform" legislation introduced recently by Senator Jim Jeffords (I-VT). Jeffords argues the measure will close loopholes in the federal Safe Drinking Water Act by addressing, among other issues, everything from the law's public communications, water sampling and enforcement provisions to funding new water coolers in schools nationwide.

Jeffords recently introduced the "Lead Free Drinking Water Act of 2004" (S 2377) with one co-sponsor, Sen. Paul Sarbanes (D-MD), the same day that DC representative Eleanor Holmes-Norton (D-DC) introduced identical legislation (HR 4268) in the House with high-profile California environmentalist Henry Waxman (D-CA) and six other Democrats.

PMI discussions with Jeffords' staff and others on Capitol Hill, however, have focused on two particularly objectionable provisions that would pose dramatic challenges for the plumbing fixtures and fittings industry:

- (1) Changing the definition of "lead free" — the measure would reduce allowable lead content in fixtures and fittings under the Safe Drinking Water Act to 0.2 percent from the current 8.0 percent;
- (2) Expanding new restrictions to a much wider range of plumbing products — the bill would expansively apply the new lead content restrictions, deeming it illegal "to import, manufacture, process, distribute in commerce, or install in any residence a new plumbing fitting or fixture (including a fitting or fixture to be used for drinking, cooking, bathing, laundering clothes or other washing, or

lawn irrigation), a water meter, or any other plumbing part or component that is not lead free."



Christian Richter

Even before the introduction of the bill, PMI was advising Jeffords' office that the current framework for end-point devices under NSF 61 and the Safe Drinking Water Act provides an aggressive set of protections to human health. At this point, Jeffords rationale for eliminating lead in plumbing products rests on the assumption that the NSF standard is indeed NOT sufficiently protective as a "voluntary" standard, and that existing exemptions for end-point devices (e.g., tub fillers and showerheads) are "unconscionable." The basis for Jeffords' fixtures provisions does not rest in a single shred of evidence demonstrating the harmful effects of lead from faucets, but the fact that DC parents have discovered "they've been lied to" as to what "lead free" really means in the Safe Drinking Water Act.

Political Considerations and PMI Action

The good news is that the bill does not have significant traction at this stage — its co-sponsorship is limited to those in the party out of power in the House and Senate, the chairs of the Senate and House panels with jurisdiction over the issue are not politically inclined to advance the package out of committee, and the public and media aren't (at least not yet) clamoring for a national "fix" to what appears to be a local problem at this point.

Stranger things have happened, however, and all this can change on a dime. In upcoming committee hearings on the DC lead issue the bill is expected to move into the political

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Have You Hugged Your Computer Today? A Word On Computer Maintenance

by: Maria Bazan, PMI Association Manager

Today with the ongoing threat of computer viruses and "spam" it is even more important than ever to perform regular maintenance to help protect the health of your computer. Listed here are several very important things that you can do to protect your computer from harm. **Always check with your system administrator prior to performing any updates on a computer that is connected to a network.**

Anti-virus software: Make sure you have anti-virus protection software installed and that the virus definitions are updated weekly, at the very least.

Anti-spam software: There are many levels of anti-spam software available on the market today, some for purchase and some for free on the Internet. It will be important to do some investigating into the various packages to make sure the one you choose will take care of your requirements while

allowing you all the flexibility you may need.

Security updates: Microsoft and other software vendors will regularly send out notices of free updates to the software packages. This is one reason it is very important to register your software with the manufacturer. These updates will fix flaws found in the software package that allows the newest viruses to sneak into your system through the backdoor. By installing these free and simple security updates you are adding another layer of protection to your computer.

Firewall: The version of Microsoft Windows XP has a built-in firewall that can help in protecting a stand-alone computer. Other users can get a firewall online. If you are on a network you will need to invest in more sophisticated firewall protection by purchasing a hardware firewall to

prevent a direct connection to the Internet.

And finally, always be careful with e-mail. Do not open file attachments from e-mail addresses that

you do not recognize. Be wary of e-mail messages from a known address with an unexpected attachment or strange subject line.

Your computer is one of the most important and valuable business tools you have. Not properly cared for, it can also be a source of great aggravation!

Let PMI know if this or any other related topic should be addressed at a future I.T. Forum. (Call me if you have questions about this article.)



Maria Bazan

MARK YOUR CALENDARS!

Upcoming PMI Forums, Seminars and Meetings

Inventory Across the Entire Supply Chain Seminar

July 13-14, 2004 — Schaumburg, Illinois

Codes & Standards Workshop

August 11-12 2004 — Schaumburg, Illinois

PMI 2004 Fall Meeting

September 19-22 Capital Hilton Hotel,
Washington, D.C.

Watch for details coming your way!

A Fond Farewell

Barb,

Just a note to let you know I will be leaving Electro Chemical Finishing and relocating to Huntington, West Virginia to take some time off. I am looking forward to family, golf and fishing for a while.

Please thank everyone at PMI and the industry for all the wonderful years.

Best Regards,

Bill M. Peck

Meet Our Member Services Manager — More Than A Job Title, It's a Lifestyle for Colleen!

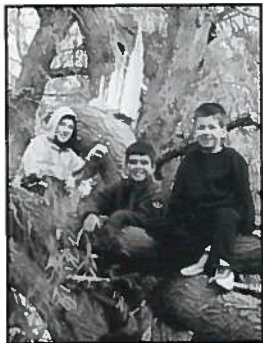
Energetic, effervescent, enthusiastic and always smiling, Colleen Madeya has already made quite an impression on PMI since she joined the staff March 15, 2004. For spouses who attended the spring meeting in Sonoma last month, that “impression” manifested itself in the form of temporary tattoos. Yes — it is probably a safe bet that for the first time in the history of PMI/PBI, thanks to Colleen the spouse program featured a trip to a tattoo parlor. (Need proof? See the photograph on page five of this issue of PMI News!)

With a background in banquet management and event planning, Colleen is well-suited to fill the role as PMI's Member Services Manager. Originally from Pittsburgh, PA, she came to the Chicago area as a management trainee for a restaurant group. Although the plan was to train in Chicago and later relocate to San Diego to manage a restaurant there, meeting Robert changed all that. The couple has been married for nearly 11 years.

Colleen and Rob have 3 sons: Austin, 8, Alec, 9 and Anthony 13 (Colleen's stepson). The boys keep mom and dad busy with their varied interests and activities including baseball for Austin and Alec, Lego's (Alec's goal is to be a Master Builder some day), video games, and science projects and martial arts for Anthony. Colleen says,

“I want to create a strong sense of ‘home’ for my kids that stays with them no matter where they are — I want to be inspiring, supporting, and teach them to believe in themselves no matter what anyone else tells them.”

Husband Rob enjoys sports — ALL sports and in from any angle — playing, watching, coaching. The family's favorite vacation spots include Disney World and the Wisconsin Dells. When not spending time with the Madeya men, Colleen enjoys working



Anthony, Alec, and Austin

out to stay fit (step aerobics, kick boxing, free weights), traveling and reading. Among her personal goals is to read her way through the classics. She is currently reading *Uncle Tom's Cabin*, and *The Professor and the Madman, the history of the Oxford English Dictionary*. Her eclectic list of favorite books ranges from *East of Eden* and *Tuesdays with Morris* to the Harry Potter series (“I love the magic! Who wouldn't want to be a witch?--A good witch of course”), and *The Christmas Box*, which Colleen considers a must-read for everyone.

Another of Colleen's goals is to as she puts it “be a dancer when I grow up.” She enjoys all forms of dance and recently completed a tap class at the local college. On-going self-improvement is a priority for Colleen.

Pet peeves include poor telephone skills, bad manners and rudeness (“It really bothers me when people don't say ‘thank you’ such as when you've let them into traffic!”). She describes her biggest weakness as a tendency to over-analyze things (which in view of

her new PMI meeting planning responsibilities, is actually strength and a great trait to have!) She lists her strengths as having a good sense of humor (that is a prerequisite for being a member of the PMI team) and a propensity for always looking for the good in people and situations.

Colleen's personal heroes are her kids, husband and everyday people. She admires Oprah for what she has accomplished and how she inspires people. Colleen says she started reading more through Oprah's book club a few years ago — reading books she would not have picked up on her own.

Next to her children, who rank far and away as her greatest source of pride, Colleen is proud of the work she did in her six years as an event planner at Prairie Rock Brewing Co. just prior to joining PMI. Highlights include the

successful annual Brewfest which she organized for 5 consecutive years for crowds in excess of 100,000 people, and the database



Colleen and Rob

that she created from “scratch” for the restaurant. Prairie Rock with locations in Elgin and Schaumburg (just 1/4 mile northeast of the PMI headquarters) was among the venues considered for dinner following the newly successful PMI forums. Colleen came to the attention of Executive Director Barb Higgs who was impressed with her personality, organizational ability and customer service skills. When a position on PMI's staff opened up March 1, Barb contacted Colleen and the rest, as “they” say, is history! She joined the team two weeks later.

Colleen embraces opportunities to learn and grow and feels that her responsibilities at PMI will enable her to do just that. With only a few weeks under her belt, Colleen hit the ground running at the recent spring meeting in Sonoma with the guidance of Association Manager **Maria Bazan**. The two have become a force to be reckoned with — particularly in the meeting planning world — a real Dynamic Duo!

“I really enjoy everything about PMI — the members, the job, the staff. At first I was not sure what to expect. It was such a big difference from the restaurant environment. The entire staff has been wonderful — I am so happy to be a part of this team. I only hope that I will contribute as much to them as they have already contributed to me,” Colleen says.

And to that we say, you're doing great. Keep up the good work Colleen. You fit right in!

New Lead Legislation: A Sobering Development

Continued from page 9

spotlight and the bill's co-sponsors assert they're determined to attach the legislation as an amendment to "must pass" legislation. Add to this the fundamental fact that the last thing Republicans in Congress or the White House want is to be put in the position of "defending lead," and against "protecting kids." Especially in an election year, it's hard to say where the debate might take us, or how quickly the political sands will shift.

For these reasons, PMI is not limiting its discussions to Capitol Hill and those key committees engaged in debate and oversight on the D.C. lead issue. PMI is also working hard to bring into the debate the views and concerns of NSF, USEPA, the Center for Disease Control and sister industry trade organizations. In this way, we aim to ensure congressional decision makers will both understand the robust public health protections built into the

current product certification process, as well as the underlying deficiencies in a legislative "solution" that's chasing absolutely the wrong "problem."

PMI will keep you up to date on all the latest developments as the issue unfolds in the coming months.

Examining the PMI Value Equation

Continued from page 1

supplier-sponsored receptions, and golf outings. We will continue our work to attract new members through our dues abatement program (we have six members on the program to-date and *three* non-member prospects attended the spring meeting!) Work also continues to attract the next generation of workers to our industry

through the grant PMI received last year from the National Association of Manufacturers (NAM).

Planning for our 2005 spring meeting has already begun for dates in either the third or the fourth week of April 2005, in an "east coast" venue.

Stay tuned as PMI continues to add to the value equation for you!

Get Well Wishes to Ray Fisher Sr.

To All PMI Members:

Ray Fisher Sr. is recuperating from surgery to remove his larynx after a malignant tumor was discovered there. The procedure was successful and Mr. Fisher will NOT have to undergo chemotherapy.

According to his son, Ray Jr. (whom most of you know), Mr. Fisher's condition is life-changing but not life-threatening.

Mr. Fisher served on the PMI Board of Directors several years ago, as does Ray Jr. today. Last spring, Fisher Manufacturing Company was awarded a Quarter Century Plaque in recognition of the company's 25 years as a PMI member. Ray Jr. succeeded his father as president of Fisher Manufacturing Company in 1998.

Flowers were sent to Mr. Fisher on behalf of the PMI membership

We wish him a speedy recovery!

Cards may be sent to:
Ray & Kaye Fisher
PO Box 2909
Oakhurst, CA 93644

2004 PMI LEADERSHIP

Executive Committee

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President

John Lauer, Sloan Valve Company
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Al Walcutt, MPC Plastics, Inc.
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David W. Viola

Technical Director

Colleen Madeya

Member Services
Manager

Consultants

Mike Sennett

Legal Counsel

Bell Boyd & Lloyd

(312) 807-4243

msennett@bellboyd.com

Christian Richter

Government Affairs

The Policy Group, LLC

(202) 457-0630

crichter@thepolicygroup.com

Plumbing Manufacturers Institute Headquarters:

1340 Remington Road, Suite A,

Schaumburg, IL 60173

Phone: 847-884-9PMI (9764)

Fax: 847-884-9775

www.pmihome.org