



NEWS

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The Newsletter for PMI Members — by PMI Members

November/December 2002



Todd Talbot

A Time To Grow — Enhancing the Value Equation

by: Todd Talbot, PMI President and President, Brass Craft Manufacturing Co.

For the better part of this year, we have been speaking about the PMI “value equation”, and

the strategies we must employ in our organization in order to enhance the value of your businesses involvement in PMI, and, in turn, to enhance the overall strength of our trade organization within the industry. As the year comes to a close, we have indeed put all the elements into motion. Now it’s time to make it happen.

I would again like to thank each member of PMI, the Board of Directors and our dedicated PMI team for their support and efforts to realize our initiatives: enhancing our information library, developing training forums, improving the effectiveness of our meetings, identifying emerging issues and implementing the recently-approved dues abatement and reduction program.

In view of these initiatives, and in conjunction with the firm business foundation PMI has built over the past five years, NOW is the best time to share PMI with others...It is a time to grow.

I would like to encourage each and every member of PMI, and the leaders of their individual businesses, to take an active roll in “talking up” the opportunity of PMI to your counterparts throughout the industry. The benefit to each of us in having an even more diverse PMI membership is very apparent — we can become the true Voice of the Industry in *all* product categories. Beyond that, the benefit now to you as a current member, has never been better.

Each new member who comes into PMI, with the extremely favorable introductory (five-year) dues abatement just developed and approved, brings with them incremental dues that add to the revenue of our now well-established business. With our overhead covered by current dues and our staff well-

positioned to provide value to even more members, added membership revenue brings with it our board’s commitment to you to reduce your cost for PMI’s valuable services.

We have never been stronger on services, on programs, on issues and on our balance sheet. It is a time to grow.

Barb Higgins has been working diligently to follow up with some key prospects that have long been on the fence in committing to PMI membership. We expect a number of new applications in the coming weeks, and certainly expect to open discussions with numerous other prospects who would be beneficiaries of and valuable participants in our activities. However, she cannot do it entirely on her own.

This is *our* organization, and as such, it is *our* responsibility to be a part of the process to ensure its success. History has long shown that the best way to attract new members into PMI is through the efforts of

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Reflections On Membership Value, Dues Levels and Gandhi

by: Barbara C. Higgins, PMI Executive Director



Barb Higgins

During this season, particularly after the rewarding year we have had at PMI, it is tough not to wax "philosophically." The holidays offer an oasis in our otherwise

hectic lives. It is only a brief break, though. As PMI President **Todd Talbot** points out in his newsletter article this month, our 2003 calendars are already filling up with appointments, meetings, trade shows and other commitments.

It is easy to be caught up in the frenzy of life's relentless pace and not take the time to enjoy the rewards of our labor. While progress toward accomplishing goals depends on "what have you done for me lately?", it is important to pause, now and then, to enjoy our accomplishments to-date.

PMI has come a long way since 1998. With our well-defined goals, we have a bright and clearly outlined future ahead. Our staff has increased its efficiency and effectiveness, and works extremely well together as a team. With the return of **Lori Smelser**, the addition of **Maria Bazan** (see related story in this issue), the top-notch efforts of **Dave Viola** and support by **Kelly Anderson**, the team is better than ever before. Throw in the valuable counsel and guidance provided by **Mike Sennett**, Bell, Boyd and Lloyd, and **Fred Eames**, Balch and Bingham, and you've got an unbeatable force. PMI has raised its visibility on countless fronts including the legislative, fair trade and all-important codes and standards arenas. PMI's voice is being heard. The relationships we have nurtured are bearing fruit. We are on a path to

expand our influence and grow the membership. We have a solid financial footing. The state of the Plumbing Manufacturers Institute is excellent!

The two-pronged approach to enhancing the PMI value equation is well underway. At the same time, we have implemented more new initiatives to increase PMI member value, we have launched an innovative and enticing dues strategy to attract members and ultimately to reduce dues for all members.

The so-called "dues abatement and reduction" program is an exciting step toward expanding our membership base. Even the most "resistant" non-members recognize PMI's value and

increasing appreciation and respect for PMI's contributions to the industry and the important role we play!

PMI continues to be regarded as a model for other trade organizations. Our business practices and policies are ahead of the power curve. We are financially sound. We have a talented, driven staff of over-achievers. We have a stable, effective, creative board of directors. We propose, facilitate and adapt to change seamlessly. Our members are energized, active, concerned and loyal. We are an organization that works! Thank you to all who help make that happen for PMI and the industry.

While the tireless efforts of those of

you that help make it happen are indeed appreciated, I hope each of you will be able to use the holidays as a time to refresh your energies. It is important, though not

always easy, to keep in mind that, "There is more to life than increasing its speed." (Gandhi) Take pride in your accomplishments. Slow down. Celebrate your blessings. Enjoy your leisure time and your family. And when the holidays are over, fasten your seat belt for an exciting 2003 with PMI! You ain't seen nothing yet!

Happy New Year!

**"There is more to life than increasing its speed."
— Gandhi —**

influence. For some however, the dues level has been a formidable barrier. Now, that barrier is gone. Through the support of our current loyal and committed membership base, which covers our overhead expenses, we have effectively put an end to the chicken-and-the-egg scenario (i.e. if we lowered dues we would attract more members; if we attracted more members, we could lower dues). Under our new plan, in the end, all members will receive benefit of PMI's increased services at a lower rate. More for less? What a concept! What a country!

Already there has been a positive reaction to the program. As part of our ongoing recruitment campaign, I phone and visit our prospects on a regular basis. It has been rewarding to see how the awareness of PMI and our impact has grown since I first began the process. Member prospects receive periodic news bulletins from us, including *PMI News*. There is ever-

Higgins Nominated to NAM Council Board

Barb Higgins has been nominated for a three-year term on the Board of Directors for the National Association of Manufacturers (NAM) Council of Manufacturing Associations. Stay tuned. We'll keep you posted on the results.

PMI's Uniform Plumbing Code Appeal Is A Success

by: David Viola, PMI Technical Director

PMI was successful in its bid to eliminate restrictions on the use of fixture fitting backflow prevention devices complying with the American Society of Mechanical Engineers (ASME) A112.18.3 from the Uniform Plumbing Code (UPC). Operating under new development procedures for the UPC, PMI and several of its members were able to convince the International Association of Plumbing and Mechanical Officials (IAPMO) Standards Council that objections raised by the IAPMO membership were unsubstantiated. The ruling 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.

PMI's accomplishment did not come easily. Reversing an action taken in 2001, the UPC Technical Committee voted overwhelmingly in favor of PMI's proposal in April at the hearing in Reno, Nev. In fact, the Technical Committee ballot results were 24 in favor with only one objection. The Technical Committee agreed that ASME A112.18.3 contains unprecedented performance requirements and devices in compliance with the standard provide equivalent protection to those currently permitted by the UPC. Then, in a surprising vote at the annual conference in September in Denver, Colo., the IAPMO membership rejected the Technical Committee's action after a single individual offered inaccurate and unsubstantiated testimony that the

proposed change creates a cross connection and that check valves are inadequate.

In years past, the IAPMO membership action would have been the final step in the process. Under new consensus development procedures accredited by American National Standards Institute (ANSI), the content of the UPC is determined by the



Technical Committee, which is the primary consensus body in the process. The IAPMO membership actions on code content are advisory and intended to provide stakeholders an additional opportunity to provide input. Where disagreements arise between the

Technical Committee and the IAPMO membership, they are resolved by the Standards Council. The IAPMO Standards Council acts as the administrator of the UPC development process, the arbiter of appeals and the body that ultimately approves its publication.

PMI and Delta Faucet Company filed appeals to the Standards Council because the unsubstantiated action of the IAPMO membership is contrary to the action of the primary consensus body. Substantiation is a basic and critical prerequisite for any action taken on a technical document in the development of American National Standards. At the appeal hearing in Ontario, Calif., on November 7, 2002, **Sally Remedios** of Delta Faucet Company, **Norm Kummerlen** of Moen Incorporated and

I teamed up to persuade the Standards Council to reject the IAPMO membership's action and uphold the Technical Committee's decision.



David Viola

Admittedly, I was skeptical that a move to an ANSI consensus development process for a plumbing code was going to be an improvement. My primary concern was that the decrease in the number of code development cycles between editions would result in the reduction of our ability to incorporate new product standards and address emerging issues and new technology. However, having been a member of the Technical Committee and an active participant throughout the first cycle of the new ANSI consensus process, I have come to understand that this is not a problem. In fact, under the new system, PMI has never been more successful in influencing the content of the Uniform Plumbing Code. As such, with the benefits of due process and the safeguards against undue influence by any one interest group, the ANSI consensus process is an improvement. My hat goes off to IAPMO and its members for making such a change.

A copy of the IAPMO Standards Council ruling can be found at www.iapmo.org/iapmo/stds-council-agenda.html

PMI And Its Staff Are Featured In Plumbing Industry News

"Viola to Chair A112 Committee", *Plumbing Engineer*, July 2002 and *PMEngineer*, August 2002.

"News Briefs" (Dave Viola's announcement as ASME A112 Main



Committee chair), *PM Engineer*, July 2002.

"Plumbing Manufacturers Win Likely Easing of UPC Check Valve Rule", *The Wholesaler*, July 2002.

"Humility and Heroism: Not Necessarily Mutually Exclusive", by Barbara Higgins, *Plumbing Engineer*, September 2002.

"Manufacturer/Wholesaler News", Todd Talbot named president of Brass Craft Mfg. Co., *Reeves Journal*, September 2002.

PMI Staff Update — Welcome Back Lori and Introducing Maria

by: Barbara C. Higgins, PMI Executive Director

Welcome back to **Lori Smelser** who returns from maternity leave to PMI on a part-time basis beginning December 10th. Lori will be in the office Tuesdays and Thursdays, in charge of Member Services. Lori has established herself as a valuable asset to PMI and is an important component of the PMI team. We are delighted to have her back!

Also, welcome to **Maria Bazan** who has joined PMI as Association Manager. Maria has responsibility for day-to-day administrative responsibilities including the PMI website. In addition to a background in accounting, database management, meeting planning, travel coordination, and



Maria Bazan

customer service, Maria has extensive experience in I.T. support (hardware/software). Originally from Indianapolis, Ind., Maria resides in suburban Chicago with her husband John. You'll learn more about Maria in a future edition of PMI News.

Kelly Anderson will continue to support Technical Director **Dave Viola**

in her role as Technical Services Coordinator.

As the PMI organization continues to grow and expand its value to you, our PMI Team is now even better positioned to serve you! Call us — We're here to help!



Little Jason Smelser (just two and half weeks old), in his pumpkin costume, seems to have had too much excitement on Halloween and decided to "turn-in early."



The Smelser "men" — Lori's husband Jay enjoying his role as dad and giving Lori a break while attending to Jason.

Helpful Guidelines For Deducting A Convention On Your Taxes

Courtesy of Selden Fox, Ltd. — Certified Public Accountants and PMI's Third Party Dues Collection Agency

When attending a trade show or any other industry convention, there are guidelines for how much of the cost can be deducted on yours or your company's taxes.

In order for the convention or trade show to be deductible, it must be connected to your business and the primary purpose of the trip must be business-related. In other words, you can't write off the cost of a six-day trip if you spend one morning attending a seminar and the rest of the time sightseeing.

If the convention qualifies, you can deduct travel costs to and from the location, convention fees and hotel bills. You can only deduct 50 percent of your meal expenses. If you do a

small amount of sightseeing on a trip that is made primarily for business purposes, you can't deduct any of those personal expenses.

You also cannot write off the cost of

bringing your spouse or other family members, unless are employees of your company and have bona fide business reasons for making the trip.

There are additional restrictions for attending conventions on a cruise ship.

- You can only deduct the cost of a business-related convention if the cruise involves a United States flagship and all ports of call are within the U.S. or its possessions.
- There is a \$2,000 annual limit on cruise conventions.

- You must attach a written statement to your tax return that includes certain facts about the convention. Check with your tax advisor for the exact information.

In order to qualify for convention write offs — on land or sea — you must show that attendance benefits your trade or business. No deductions are allowed for meetings related to personal investments, political causes or other purposes.

In the end, make sure you follow all the rules and keep proper records. Auditors are suspicious of business conventions that look like vacations.

When in doubt, consult your tax advisor!

Mike Majewski can be reached at (630) 954-1400 or majewski@seldenfox.com.



Sally Remedios — The Personality Behind The Code Books

by: Kelly Anderson, PMI Technical Services Coordinator

Sally Remedios is the manager of product compliance at Delta Faucet Company in Indianapolis, Ind. Before coming to Delta seven years ago, Sally worked for the Canadian Standards Association (CSA) in Toronto, Ontario, Canada, dealing with certification, audits and investigations and standards development. Sally has been involved with PMI since she started with Delta, and has been co-chair of PMI's technical committee for several years. (At the PMI Fall Meeting, Sally announced that she was stepping down as co-chair.) She is mainly involved in the "technical" areas of PMI (i.e. codes and standards).

Sally has two children — Matt (31) and Nicole (29) — and says her children and her mother are the most influential people in her life. "If you spend that much time with people and you want to live amicably — they have to influence your way of life." Sally has a bachelor's degree in mechanical engineering from the University of Sheffield in England. Both gardening and cooking are her hobbies and ways to relax. In addition, she includes sports as a hobby and has been known to join in PMI's golf outings during the spring meeting. Sally's favorite author is Bruce Courtenay who wrote the book The Power of One and enjoys anything written by him. She loves music by the Beatles and can be found vacationing in Australia. Energy-wasting air conditioners set too cool, and clothing labels that scratch are among Sally's pet peeves. Sally describes her personal outlook on life as "if you are going to do something, you should do it with all your efforts, to the best of your ability."

Sally says Delta Faucet Company belongs to PMI for the united voice and factual information that PMI provides. Sally is involved personally because she has a desire to participate in areas of her own experiences and share it with others. Delta's vision for PMI is to "provide a united front in

dealing with industry-wide issues." She says she feels that PMI's role is a clearing house for regulatory information that affects our industry, and should provide a forum for members to discuss industry goals and formulate a plan for achieving them. With regard to codes and standards, "PMI needs to continue its strong industry voice that benefits all industry participants, and it should remain focused on plumbing related issues." Sally feels PMI can help Delta be more successful by "continuing to focus on joint issues that affect our industry and government."

As Sally reflects on the evolution of PMI, she says that PMI members need



Sally Remedios at Delta Faucet Company's shower display area.

to continue the trend of the last few years, where their input is encouraged and voice their opinions on issues of importance. They might find that other members also have the same concerns and together PMI can work to a solution.

We, the PMI staff, couldn't agree more! We encourage all members to continue their participation in PMI activities and initiatives. Thank you, Sally, for your continuing contribution to PMI!

Coming Soon: June/July 2003

PMI Codes and Standards and Plumbing Industry Basics Workshop!

- Two-Day Workshop (dates TBA) conducted by Dave Viola
 - Open to the industry and FREE to PMI members!
 - Chicago area location TBA
 - Opportunity to earn "Certified Compliance Expert" designation
- Codes and Standards Workshop**
- Differences between codes and standard (purpose, scope, intent)
 - Overview of codes and standards process
 - Outline of industry players
 - Pitfalls of non-compliance (What's it mean to be red-tagged? Implications for engineering and marketing staffs.)
 - Certification
 - Surviving an audit and working with inspectors
- Plumbing Industry Basics**
- Who's who?
 - Channel overview
 - PMI's role and mission
- Plumbing Basics**
- Technologies, systems and product philosophies
 - Product performance

PMI Adds Sanitary For All, Ltd., To The Membership Roster

by: Kelly Anderson, PMI Technical Services Coordinator



Johan Bouwer,
President of Sanitary
For All, Ltd.

and Sanitary For All, Ltd., in Canada are subsidiaries of Groupe SFA, (a French Multinational) that manufactures at three factories in Europe: one near Paris, France, one near Marseilles, France, and one near

PMI's newest member is **Sanitary For All, Ltd.**, the North American distributor of macerating water closet systems. (To macerate is to "break into little pieces".) Sanitary For All, Inc., in the U.S.

Dublin, Ireland. **Johan Bouwer**, president of Sanitary For All, Ltd., will be PMI's primary representative; he also had the opportunity to join us at the Fall Meeting in Washington, D.C., for the special CEO/VIP sessions.

Due to the simplistic installation the SaniRange has been installed in motels, bed-and-breakfast houses, restaurants, factories, as well as in the obvious domestic situations; en-suite bathrooms, loft conversions, basement installations, etc. The SaniRange provides a solution to installation difficulties that would often be insurmountable otherwise; therefore, the company says their products are often installed in strange places.

- The Royal Scotsman — a train in Scotland that goes around and around in a scenic area.
- The deepest laboratory in the world — a Neutrino Observatory in Sudbury, Canada, has several toilets 1 / miles (2 km) underground.
- Draw bridge control buildings; several bridge buildings in Florida are now equipped with proper sanitary facilities.
- Guard shacks; now the guards do not have to leave the shack!

PMI welcomes Johan Bouwer and Sanitary For All, Ltd., and looks forward to their participation in PMI initiatives.

PMI's Internet Use Survey Results Are Now Available

At the request of the membership, PMI commissioned Business News Publishing (BNP) to conduct a study over three audiences (wholesalers, engineers, contractors) about their Internet use. The results came in just prior to our Fall Meeting in Washington, D.C., and were presented in summary form by **Ralph Herrbach**, PMI First Vice President during the Information Technology Standing Committee meeting.

At PMI's request, BNP Publisher, George Zebrowski, has agreed to give PMI exclusive rights to these surveys from now until December 2002 — another benefit of your

PMI membership. After December, BNP will publish some of the results of the survey, use portions of it on their web site, and offer the studies for sale. (PMI will continue to be credited with having developed the survey.)



The complete survey results, in addition to the summary presented by Ralph Herrbach, can be found on PMI's member-only portion of the web site. Members can call PMI staff to obtain a

user name and password for the members-only site.

If you have any questions regarding the survey or the results, please contact PMI at (847) 884-9PMI.

Did You Know...? — An Insight To Hotel Reservations

by: Barbara C. Higgins, PMI Executive Director

When PMI selects a meeting location, we contract for the hotel's best conference rate and insist that the reservations be guaranteed to protect against cancellation. The number of sleeping rooms and room nights we commit to (the room block) affects the room rates and the rates for the meeting space.

While it is sometimes possible to find rates that are a few dollars cheaper through an internet service (Travelocity, Orbitz etc.), as we saw at

the Fall Meeting in Washington, D.C., these less profitable reservations are susceptible to cancellation by the hotel in the event of an "over sold" situation. In addition to making it difficult for our staff to track PMI members' attendance at the meeting, booking rooms in this way does not ensure that the reservations are credited toward PMI's room block obligation. The risk of not meeting the committed reservation levels can result in stiff penalties to PMI (thousands of dollars)

and in the end, the individual "savings" costs the organization more!

The goal of PMI staff is to ensure that your meeting experience is a pleasant one. We are your vigorous advocates when things are "less than perfect" at a PMI event. As we all know, there is strength in numbers. When you register for a PMI meeting through the requested channels, you add to the PMI numbers and provide us with more clout to negotiate on your behalf for better service!

PMI's Recent Philanthropic Efforts Benefit The Community

by: Lori Smelser, PMI Member Services

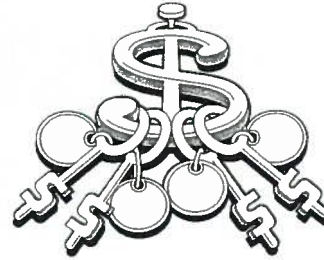
While PMI focuses its activities on serving the needs of its members and the plumbing industry, the PMI staff will not pass up an opportunity to further charitable efforts in the Chicagoland area.

The recently completed computer upgrade of headquarters (from the original system put in place more than four years ago), left the office with an unused, "out-of-date" laptop computer with minimal memory for today's computing functions. Rather than toss the computer out or turn it into a recycling company, staff researched potential uses for the computer and found a need with the Les Turner Amyotrophic Lateral Sclerosis (ALS) Foundation based in Skokie, Ill.

The foundation, which PMI has supported in the past, needs computers on

which to load a "speaking" program that persons suffering from ALS can use to communicate (ALS patients lose the ability to communicate through voice and hand/body gestures as the disease progresses). In fact, there was an immediate need for the computer for a patient in the Chicagoland area who could no longer communicate through conventional means. Once received from PMI, the computer was quickly retrofitted with an "E-triloquist" program developed by a person with ALS and was delivered to the person in need within days.

As decided at the October meeting, PMI recently closed its political action committee



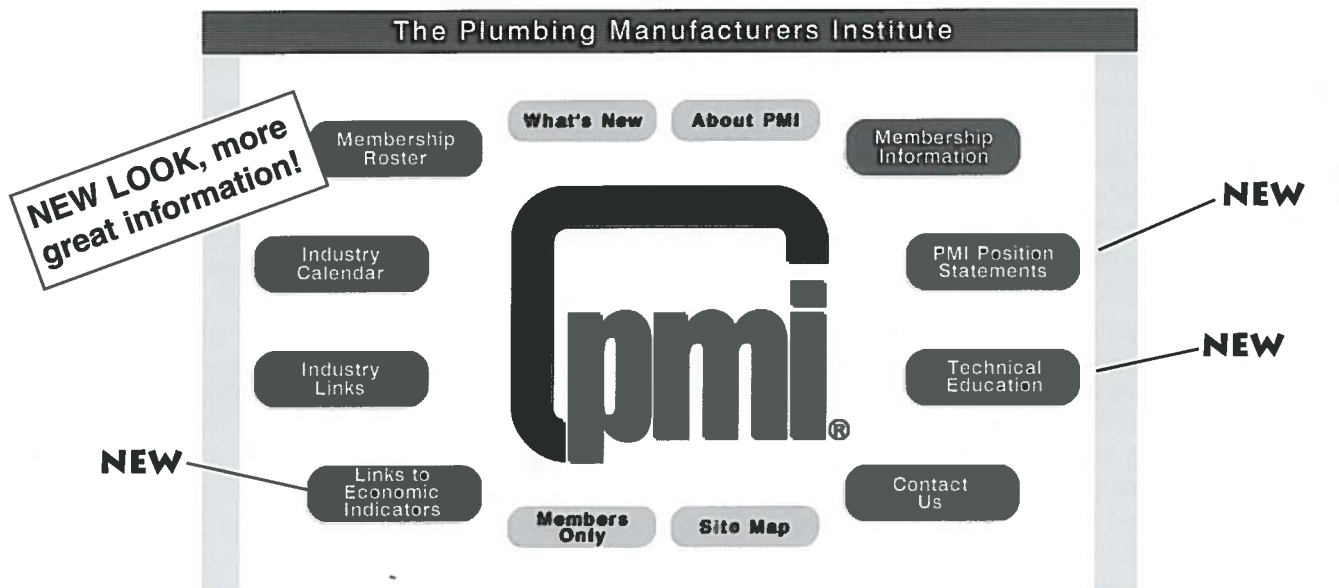
(PAC) account, with instructions from the PMI Board of Directors and membership that the funds be given to charity. **Barb Higgins** donated the funds to support the

efforts of the local Muscular Dystrophy Association's (MDA) "Go To Jail for Good" campaign. In addition to the PAC money (\$67.42), Barb raised just under \$500 in contributions, thus avoiding "incarceration" by the MDA "police" on October 31. (Barb had volunteered to be "arrested" and held for one hour on that day to assist with phone call solicitations for donations, if she had been unable to raise "bail" money in advance.)

ALS and MDA are related diseases that have touched the families of two PMI staff members, as well as at least two of our industry associates.



CHECK OUT PMI'S NEW WEBSITE!!



Also included are links to economic indicators streaming feed of data from market tickers.

See it all at: www.pmihome.org

PMI Is Off To Atlanta, Ga., for the 2003 Spring Meeting — Join Us!

by: Kelly Anderson, PMI Technical Services Coordinator

PMI has contracted with the Château Élan Winery and Resort in Braselton, Ga., for PMI's 2003 Spring Meeting April 5-8.* It is located in the foothills of the North Georgian Mountains, just 40 minutes north of Atlanta and 55 miles from Atlanta Hartsfield International Airport. Sitting on 200 acres of rolling vineyards, the resort replicates a 16th century French-style chateau.

The Château Élan opened in 1981 and has become a premier four-star resort and meeting destination with 63 holes of golf on four courses; Stan Smith designed tennis center; European-style health spa; winery with



Aerial view of the Château Élan property.

options ranging from a lounge atmosphere to an Irish pub to a café to an elite eight-course French dinner.

The Château Élan presents a French country flair of elegance including French architecture. PMI members can enjoy tours at the winery, shopping, biking on the nature trail, socializing at Paddy's Irish Pub, relaxation in the spa, a swim in any of the four pools, a work out at the health club or in just a short drive see the

over 250 award-winning wines; a covered equestrian show center and seven restaurants. The chateau has a wide variety of dining

Road Atlanta Racetrack.

PMI is excited to bring the 2003 Spring Meeting to the Château Élan! Mark your calendars for April 5-8* to attend a business- and event-packed four days!

** Note: With the recent change in dates for K/BIS® 2003, PMI is investigating possible alternative dates in May for the Spring Meeting. We'll keep you posted.*



The Château Élan boasts 63 challenging and scenic holes of golf.

PMI Members Make Headlines in the Plumbing Trade Press

American Standard announced its second annual Professional Bathroom Remodel Contest. Applicants must submit before and after photos of the bath along with a description of the homeowner's requirements and how they accommodated them through space planning, product knowledge and aesthetics. Applicants must use American Standard and/or Porcher products. Entries must be postmarked by December 31, 2002.

Elkay Manufacturing has donated more than 200 water coolers and fountains to The Storehouse of World Vision, a nonprofit organization that serves as a clearing house for surplus building products that are made available to qualified nonprofit groups and individuals. (PMI has been actively involved with the Storehouse for the past two years.)

Elkay was also honored with the 2002 March of Dimes Vision 20/20

award for recognition of its leadership in promoting good health in the workplace and community. The award recognizes DuPage, Ill., county businesses and organizations for their outstanding work in building a healthy community through progressive workplace practices.

A new software tool for pricing Elkay products provides a faster and more accurate quotes. The Custom Quote CD-ROM program collects the data from the user to provide a comprehensive quote in a fraction of the time it would take to estimate manually.

Kohler Co. has launched a new manufacturing division: Kohler Mobile Plumbing Systems. In the aftermath of September 11, Kohler designed, built and delivered a 48-ft. mobile shower semi-trailer to the Ground Zero clean-up site. The Kohler Mobile Plumbing Systems will manufacture units to

provide full privacy, hygiene and comfort within a clean, relaxing environment. The custom-design units can cater to multiple users or be individually personalized. The new division was formed in response to a growing demand from government agencies, military, private business and consumers for transportable showering and bathroom facilities.

Symmons Industries has redesigned its web site: www.symmons.com. The database-driven architecture enables customers to find products in two different ways. One is to start a search from the home page by typing in a keyword or model number or use a menu-driven "drill-down" selection process. The site provides complete product information, specifications, installation instructions, catalogs, where-to-buy information, job postings and more.

A View from the Hill — Effect of 2002 Election on PMI Priorities

by Fred Eames, Balch and Bingham, LLP

When the 108th Congress convenes next January, Republicans will hold a slim majority in the House of Representatives and the Senate. Republicans gained at least four seats in the House of Representatives, and at least two in the Senate, changing the Senate majority from Democrat to Republican, and marking the first time since 1934 that the President's party gained seats in the President's first mid-term election.

For Republicans in Washington, the election affirmed the party's agenda. For Democrats, it has caused soul-searching, the results of which — at least as reflected in the choice of California Rep. Nancy Pelosi to replace Dick Gephardt, whose stepping aside as a result of the party's losses on Election Day shows how seriously the results were taken — seem to be a return to the liberal base.

How will the changes in Washington affect PMI's legislative and regulatory priorities?

Ergonomics — The Department of Labor's ergonomics rule was rejected by a bipartisan majority in the House and Senate, but risk of a new refined ergonomics rule has been sustained by the Senate Democrat majority, which has pressured the department to commit to revisit the issue. The commitment lives on, but without the pressure a majority party in Congress can exercise to force it to a conclusion, such as oversight hearings and budget threats, the risk of new ergonomics requirements is diminished.



Knollenberg Bill — Despite what some initially predicted might be a tough race, Congressman Knollenberg easily won reelection. The Knollenberg bill's most prominent support is among conservatives. As during the first six months of 2001, conservatives will now chair the House Energy and Commerce Committee [Billy Tauzin (R-LA)] and the Senate Environment and Public Works Committee [Jim Inhofe (R-OK)],

which have jurisdiction over the bill. Neither would philosophically oppose the bill. However, should he reintroduce his bill, Knollenberg will continue to face an uphill fight convincing committees to devote time to the issue, especially given widespread drought conditions in 2002.

Trade — Armed through 2007 with so-called "trade promotion authority" that limits Congress to approving or rejecting, but not amending, foreign trade agreements, the Administration is currently negotiating trade packages with numerous countries, including Australia, Brazil, Chile and Singapore. The Administration's goals to lower trade barriers and complete free trade deals are more easily met as a result of the shift in power in the Senate. With a Republican majority in both the House and Senate, trade bills are less likely to stall over political tactics by labor and environment special interest groups.

Energy Bill — PMI's priorities for the energy bill were adopted by both the House and Senate this year and were non-controversial. However, the

House-Senate conference on the energy bill did not reach agreement on controversial issues in the bill, and will not likely do so in the "lame duck" session before the end of the



Fred Eames

year, so an energy bill and PMI's priorities will have to be taken up in the next Congress. Because our proposals to make plumbing products eligible for federal housing energy efficiency programs had bipartisan support and were not controversial, they will likely remain part of the energy bill next year.

Environmental Issues — With Rep. Inhofe assuming the chairmanship of the Senate Environment and Public Works Committee, as noted above, taking the reins from Republican-turned-independent Jim Jeffords (VT), threats of legislation like the toxic mold bill decrease. PMI's chances to obtain Clean Water Act or Safe Drinking Water Act funding for local rebate programs for energy efficient plumbing products will change little, since congressional Republicans and Democrats view that issue similarly. Industry prospects on environmental regulatory issues will improve somewhat, because as with ergonomics, pro-business regulatory priorities will be influenced less by the possibility of high-profile public attacks in the Senate.



On behalf of the PMI staff and board of directors, we wish you and your family a safe and happy holiday season!



European CE Marking:

Is Your Company Up-To-Date With the Regulations?

by: Martin Shouler, Principal Consultant, Environment Division of Building Research Institution (BRE) in England

Over the next few years, many European countries will be taking on board the Construction Products Directive (CPD) and CE marking. This will have a significant effect on trade with Europe, so it is essential that companies in the US involved with the manufacture, specification, purchase and use of construction products know the facts about CPD and CE marking and the implications for their business.

What is the Construction Products Directive?

The CPD aims to create a single European market by removing technical barriers to trade between Member States of the European Community, by standardizing the performance and evaluation of construction products. Products covered by the CPD are those that are 'produced for incorporation in a permanent manner in works'. In this case, 'works' include buildings, roads, bridges and other civil engineering and building works. The Directive also contains essential requirements for the performance of the works, including:

- mechanical resistance and stability
- safety in the case of fire
- hygiene, health and the environment
- safety in use
- protection against noise
- energy economy and heat retention.

Products that meet the requirements of the CPD are 'CE marked' and may be put on the market anywhere within the European Economic Area (EEA). At present, there are over 40 construction products that can be CE marked, and this number is expected to grow to over 600 within the next five years.

What is CE marking?

CE marking aims to create:

- a harmonized system of technical specifications, i.e., common tools

for meeting different regulations in member states

- an agreed system of attestation of conformity, ie product certification, factory production control certification and type testing; conformity can be declared by the manufacturer or by third-party certification
- a framework of notified bodies, ie certification or test bodies that have been designated as competent by their member states and notified to the Commission and other member states.

CE marking is useful because, as the information is common to all member states, it gives all the information required by any member state and allows specifiers/regulators to confirm that a product is safe for its intended use in the country in which it is sold according to the regulations that apply there. However, a CE mark is not a quality mark — it just shows that the manufacturer has met regulatory provisions. An example is shown below.

What are the implications of CE marking?

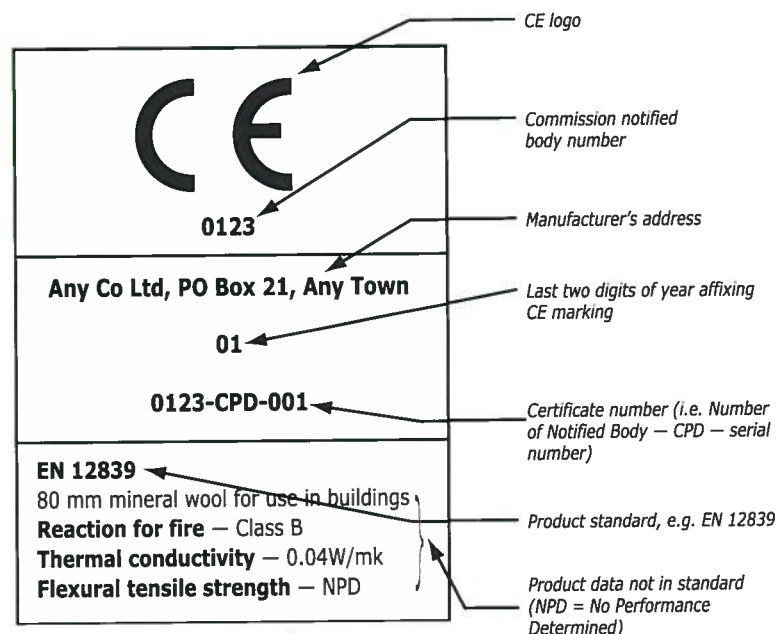
Enforcement authorities and building control will need to:

- be aware of national implementing regulations for CPD
- be aware of meaning of CE marking
- be aware of amendments to national technical regulations
- be aware of supporting documents to include new standards
- be aware of timing of next product standards and European Technical Approvals (ETAs).

Producers and trade associations will need to:

- be aware of progress on standards and European Technical Approvals with Guidelines (ETAGs)
- be familiar with technical content and requirements for CE marking
- identify requirements and performance values for intended use in chosen market

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European CE Marking:

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- establish links with relevant notified bodies

Specifiers and professionals will need to:

- keep up to date with amendments to national technical regulations and supporting documents
- be aware of timing and content of next product standard of ETAs
- monitor information from national and European professional and trade associations.

Testing and certification bodies will need to:

- check progress of standards and ETAGs
- apply for provisional or full notification
- establish links with manufacturers
- contribute to work of Group of Notified Bodies and National Mirror Group (where relevant).

Water fittings

Water fittings are the responsibility of CENTC 164 (water sector). This plenary committee is subdivided as follows:

- WG1 External systems and components
- WG2 Internal systems and components
- WG3 Effects of materials in contact with drinking water
- WG4 Protection against water

contamination

- WG5 Concrete pipes
- WG6 Fibre-cement pipes
- WG7 Valves and fittings for buildings
- WG8 Sanitary tapware
- WG9 Drinking water treatment
- WG10 Hot water and cold storage within dwellings
- WG11 Water production
- WG12 Flexible hose assemblies
- WG13 Water-conditioning equipment inside buildings

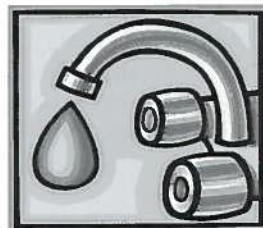
As an example, recently published standards under WG7 include:

- EN 1213 Copper alloy stopvalves for potable water supply
 - EN 1487 Safety groups
 - EN 1488 Expansion groups
 - EN 1489 Safety valves
 - EN 1490 Combined temperature and pressure relief valves
 - EN 1491 Expansion valves
 - EN 1567 Water-pressure-reducing valves and combination water-pressure-reducing valves
 - PrEN 13828 Ball valves for use in buildings
 - New WI Safety thermostatic mixing valves for potable water heaters
- BRE in the UK is involved with standardization in all areas related to products for use in construction. BRE's Water Centre is active in the

development of standards related to water supply and drainage products for use in buildings.

In conclusion...

At present, CE marking is a gradual process, however the number of products available for CE marking will be increasing rapidly over the next few years as



more countries get involved. By becoming aware of CE marking and its implications now, your company can stay ahead of the game.

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Canada Welcomes IAPMO R&T as a Certification Body

Courtesy of Edwin Ho, Director of Canadian Programs at IAPMO

International Association of Plumbing and Mechanical Officials (IAPMO) Research and Testing (R&T), Inc. announced that it has received its accreditation as a certification body by the Standards Council of Canada (SCC). Edwin Ho, IAPMO R&T's director of Canadian programs, said "this accreditation

allows IAPMO R&T to certify products to Canadian standards in addition to the American standards. This is an additional step IAPMO R&T has taken to provide our customers with a one-stop shop."

IAPMO R&T's decision to gain accreditation in Canada was in response to its customers' repeated

requests for this service. Shahin Moinian, Senior Director of IAPMO R&T, remarked, "our manufacturers spoke, we listened. We have been hearing for years of the need to provide a service enabling them to certify products to both Canadian and American standards. IAPMO R&T can now provide that service."

A Time To Grow — Enhancing the Value Equation

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existing members bringing industry peers into the fold. With the New Year quickly approaching, we all see our calendars filled with opportunities to be in touch with our fellow manufacturers. Trade shows such as the National Builders' Show and K/BIS®, and industry meetings, such as the ASA regional meetings are all excellent opportunities for each of us to talk one-on-one with our peers in our industry and member prospects on the value of PMI.

With the increasingly challenging market confronting us all, I am certain that your counterparts in our industry are very interested in hearing about what PMI can do to assist them on so many fronts (codes, standards, market data, information technology trends, fair trade, training, governmental affairs, emerging issues and potential hot spots). It's up to you to open the door.

During the course of my remaining year on PMI's Executive Committee in 2003, I hope to work hand in hand with Barb in helping her and the PMI team to bring in some of the key manufacturers who can impact PMI,

and in turn bring the value equation full circle. I would hope that you would challenge yourself in the same way to be of assistance to each of us as members, in giving Barb and her team prospect leads, and more importantly introductions and supportive assistance with the decision-makers of prospective members. It's time to grow!

I would like to personally thank Barb, Dave, Kelly, Lori, and now Maria for the professional way in which they continue to manage our PMI and to make it such an effective organization. In a time where we see a number of trade organizations struggling to stay afloat, this team has made our business even more stable, and in fact stronger than ever. They have a passion for PMI and for each of us as members. Congratulations Team PMI for a job well done!

On behalf of the Board of Directors of PMI, I wish each and every one of you a wonderful holiday season. We are grateful to be a part of your business, and hope that the New Year brings even greater blessings to you, your family and your business.

Calendar of Industry Events: November Through January

Mid-November 2002

- 28 Thanksgiving
PMI Office Closed
- 29 *PMI Office Closed*
- 30 Hanukkah Begins

December 2002

- 4-5 ASSE 1016 Working Group Meeting
Westlake, OH
- 24-Jan. 1 *PMI Office Closed*
- 25 Christmas
- 31 New Year's Eve

January 2003

- 16 ASME A112 Main Committee Meeting
Orlando, FL
- 21 ASSE 1071 Working Group Meeting
Westlake, OH
- 21-24 International Builders' Show Las Vegas, NV
 - NAHB Trade Show Consolidation Meeting
 - PMI Trade Show Consolidation Ad Hoc Committee Meeting

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