

## PMI'S 2001 FALL MEETING BLENDS HOLIDAY CHEER WITH BUSINESS

BY LORI SMELSER, ASSOCIATION MANAGER

PMI President **Frank Evans** perhaps said it best when he confessed at the 2001 Fall Meeting welcome dinner on Wednesday, November 28, that it felt a little different to be addressing the PMI membership in Chicago and, more importantly, in late November. Who would have thought that PMI would be holding its FALL meeting in one of the coldest locations in the nation, (though temperatures were in the 60s!) less than one month before Christmas? But then again, PMI, as well as the nation, has had to re-think a lot of things in the wake of September 11. So, with Christmas trees adorning the meeting rooms of the Hotel Inter-Continental Chicago, PMI convened its 2001 Fall Meeting in Chicago last month. Holiday cheer and cold weather aside, PMI had a great turnout of members (45), guests (three prospects eligible for membership!) and a full slate of speakers, and much to be covered in two short days.

And we also said goodbye to a PMI “fixture” while we were in Chicago — **Bob Dildine** of **Electro Chemical Finishing**. Bob, who is retiring in February, attended his last PMI meeting

and was honored by both his colleagues at ECF and the PMI membership. Bob, we’ll miss you!

### Greetings from Afar and Speakers Discuss Issues

One of the highlights was the attendance by the president of CEIR (the European valve association), Maurizio Meloda from Italy, who so eloquently provided greetings to PMI from afar during the Wednesday evening dinner and offered discussion on shared issues during the various committee and product group meetings. The group assembled in Chicago also benefitted from several presentations by industry experts and others. Keynote speaker Terry Savage, investment specialist and radio/TV personality, provided Thursday evening dinner attendees with a look at the fall-out from September 11 and gave tips on investing for the future. Christian Richter of The Policy Group provided an update on the status of the MP&M rule and detailed the shortcomings of EPA in developing the proposed regulation.



*Continued on page 5*

## WHAT A DIFFERENCE A YEAR MAKES! BY FRANK EVANS, PMI PRESIDENT



Frank Evans

The end of another year...and what a year this has been. It seems that the older I get, the faster the years go by. But despite the seemingly lightning speed of the days flying by, we covered much emotional ground in the fleeting days of 2001.

We began as a nation divided over the “controversy” of our presidential election — fortunately we don’t have to worry about “chads” when we elect PMI officers — and ended up unified in

the ultimate struggle against pure evil. Much has been written about the September 11 tragedy, our outrage, and our re-discovered patriotism. There is not much more I can contribute — I have no additional insight to add to the hundreds of words that have already been written. My only comment is that this event, as well as the sudden and shocking loss of industry icon Pat Higgins serve as a much-needed wake-up call. We are called to pause and reflect on our blessings — to align our priorities and be thankful for all of the good things in our lives.

Few of us get a second chance in life. There are no “do-overs.” When we do get a subtle tap on the shoulder, it’s important to take the opportunity that it provides.

We’ve just completed our 2001 Fall Meeting. We all commented that while sessions were filled to the brim with reports on the tremendous progress PMI has made in the past

*Continued on page 5*

### IN THIS ISSUE...

*(In addition to our regular features)*

Industry Mourns the Death of Patrick J. Higgins .....	4
2001 PMI Fall Meeting Pictures.....	6-7
Traveling the World with Craig Selover .....	8
Even in Wartime. It’s the Economy. Stupid .....	9
PMI Receives Award from NCSBCS.....	10
Up Close With PMI’s Executive Director.....	11



Barb Higgins

Meeting survey results indicate that attendees considered the rescheduled PMI fall meeting a “success.” While the Chicago location and holiday décor took a bit of getting used to, the meetings were well-attended and very...shall we say...“efficient!” We covered a lot of ground in a relatively short amount of time!

As usual, I reviewed some of the many highlights of 2001 in my State of the Association address at the annual general membership

meeting. Here is a summary.

PMI is financially sound. We’re holding down costs through tough negotiations with suppliers. We continue to build toward our reserves through judicious planning and budgeting. We’ve nearly doubled our reserves since 1998 and the inception of the “new” PMI. We are well on our way to our goal of having one year’s operating expense in the bank. PMI’s financial well being is especially significant at a time when so many other associations are struggling.

Although we took a conservative approach to budgeting — assuming flat membership growth — we are confident that membership renewals will be strong for 2002 and that we will add some new names to our roster as well! Two of the three prospects attending the fall meeting, for example, expressed interest in PMI membership! Great news!

In the theme of the fall meeting...“We’ve been pulling together” with good results. We have had tremendous support and involvement from the PMI Board of Directors under Frank’s leadership this past year. They came together quickly to examine all the options and then made the decision to change the meeting venue. We also had good support from the membership — especially with regard to meeting attendance, committee work as well as membership prospecting and recruitment.

We have improved the frequency and the efficiency of our communication effort through greater use of e-mail. In fact, e-mail has significantly reduced our mailing and fax costs. Member response to highlighted issues and “Calls to Action” in *Washington Wire* has been outstanding. The members have actively participated in the grass roots efforts we have promoted regarding such topics as Trade Promotion Authority, wood pallets, Toxic Release Inventory reporting, MP and M rule, OSHA ergonomics, and Department of Energy.

Members were happy to meet and were impressed with Fred Eames, our “new” lobbyist (now on the job nearly nine months) in his first appearance before the entire membership.

We continue to increase our technical value through our many successes in the codes and standards arena. We are also building our database to even more closely track potential trouble spots well in advance.

PMI is extending its reach past traditional areas and roles. We’ve strengthened existing alliances and built new ones. We have solidified our role as an industry resource for the trade press, consumer press (including most recently CNN television), consumer groups, departments of commerce and energy. Other organizations look to PMI as a resource and PMI has been approached to assist in such activities as product training. PMI continues as a role model for other associations, too, through our leadership in Association Forum Special Interest Group meetings and the Associations Council of NAM. We’ve expanded our reach internationally through the Canadian Institute of Plumbing and Heating (CIPH) and now through our new relationship with the European-based CEIR. PMI is participating as a member of the Advisory Board of the Store House (see related information in the fall meeting article in this issue of *PMI News*.) And, ironically, we were beginning a new era of cooperation with Pat Higgins. I initiated a series of conversations with Pat with the hope that, where possible, we could bring our organizations closer together for the betterment of the industry. Pat’s untimely death is a tragic shock on both professional and personal levels.

We continue to look for new ways to add value to your membership and to the industry as a whole. Through open communications with the membership and by benchmarking other associations, we are always looking for new ways to provide information and assistance.

This past year, and in particular the tragedies of September 11, have caused all of us to take stock of our lives and what’s important. We no longer take the little things for granted, and we have a much better appreciation of the importance of a simple thank you.

The entire PMI staff appreciates the continued support of the membership and in turn we’ve enjoyed some wonderful successes on your behalf. In a recent *PMI News* article, I tried to make the point that people generally only see the end result of a project and not the hours of behind-the-scenes planning. On that note, I’d like to thank the PMI staff — Lori, Dave, Kelly, as well as Mike Sennett and Fred Eames — for their hard work. Thanks also to the 2001 PMI Board and congratulations to the 2002 Board. We’re pulling together for change. And it shows!

See you all in Tucson!  
Happy Holidays!



# MAKING SENSE OF U.S. ACCESSIBILITY LAWS, REGULATIONS AND STANDARDS

By DAVID W. VIOLA, TECHNICAL DIRECTOR

The Americans with Disabilities Act (ADA) is a law passed by Congress and signed by the President in July of 1990 to prohibit the discrimination of people with disabilities, and charged the Department of Justice (DOJ) with implementing rules guiding building construction and alteration to protect their civil rights. The responsibility to develop and maintain accessibility guidelines was assigned to the Architectural and Transportation Barriers Compliance Board (the Access Board), who published the Americans with Disabilities Act Accessibility Guidelines (ADAAG) in July of 1991.

Many people do not realize that the ADA is intended to make buildings accessible to, and useable by, people with walking difficulties, visual and hearing impairments, stamina or coordination loss, and physical size extremes, in addition to those with paralysis or relegated to a wheelchair.

Because the ADA is civil rights law, compliance with and enforcement of ADAAG's implementing regulations is not overseen by a local building code official but is exercised through private suit or by the Department of Justice when discrimination on the basis of disability is alleged.

ADA does not preempt the adoption and enforcement of accessibility-related codes by state and local governments. As such, virtually every state and major jurisdiction has adopted some form of accessibility requirements. Almost half of the U.S. states reference the *ANSI/ICC A117.1 Standard for Accessible and Usable Building Facilities*. Several have developed their own requirements. The remaining states have adopted ADAAG as their accessibility regulations. The local building official enforces accessibility regulations adopted at the state and local level.

This creates a difficult situation where differences exist between the regulations. In recent years, a significant effort has been made by the Access Board, the ANSI/ICC A117.1 Committee and industry to harmonize ADAAG and the A117.1 standard. PMI has been actively involved in each of these endeavors. It is anticipated that by the time the next edition of the A117.1 standard is published in 2003, the vast majority of requirements will be harmonized with ADAAG. As always, PMI will be working hard to ensure that the harmonization efforts will be successful and benefit PMI members.

## Next Generation of U.S. Accessibility Requirements Nears

We can expect some significant changes to accessibility requirements for buildings when the revised ADAAG is finalized and when the next edition of the A117.1 standard is published in 2003. The updates come as no surprise considering the current provisions have remained unchanged since ADAAG was published in 1991, and most of these requirements are based on design standards developed more than 20 years ago.

The bulk of the changes submitted to ADAAG and the A117.1 standard are intended to create uniformity between the two documents, and increase accessibility to a wider range of individuals with disabilities. The majority of the changes that increase building access are aimed at the aging population,

young children and disabled persons requiring assistance.

According to a recent study published by the U.S. Access Board, in the time since the development of ADAAG and the A117.1 standard, the demographics of the population of people with disabilities have changed dramatically. People are growing older and a larger number of individuals are living longer with disabilities. The report states that current ADAAG and A117.1 requirements are based on the capabilities of young adults and do not compensate adequately for the diminished strength and capabilities, and secondary conditions common in older people. The report even suggests that adhering to accessibility codes may actually decrease access to buildings for older people, rather than improving it.

The proposed changes will affect plumbing products and toilet facility design. Some of the changes directed at fixtures and facilities primarily used by children address:

- new wheel chair approach requirements for drinking fountains and fixtures;
- special clear floor space, knee clearance and maximum height provisions for fixtures;
- lower water closet seat height;
- lower flushing device and faucet control heights and reach ranges; and
- grab bar locations adjacent to plumbing fixtures.

One of the significant changes to address the special needs of the aging population is providing slip-resistant surfaces on all accessible bathtubs and showers. The change is intended to require slip protection for ambulatory persons with limited capabilities to react and maintain balance.

In an attempt to make accessible showers and bathtubs more convenient for attendants of disabled persons requiring assistance, proposals have been submitted to require on-off controls on all handshower units. PMI has previously submitted comments in opposition to this proposal because ASME A112.18.1 and ASSE 1014 prohibit on-off controls on handshowers in order to reduce the risk of scalding and thermal shock. Furthermore, hand shower hoses are not designed for continuous pressure.

This by no means is intended to be an all-encompassing list of proposals affecting PMI members. It only serves to identify the kinds of changes the plumbing industry can expect to see as the next generation of accessibility regulations is developed. PMI staff continues to work with members in evaluating all proposed accessibility measures to ensure they are reasonable and do not diminish safety.



Dave Viola

## WITH DEEPEST THANKS AND APPRECIATION FROM LORI SMELSER

*To PMI Members and Staff,*

*On behalf of my family, please accept our heartfelt thanks for the tremendous outpouring of support and expressions of sympathy following the death of my father, Ben Gill, from Lou Gehrig's Disease (ALS). While my father's eight-year battle with ALS was extremely challenging and debilitating personally, he used his illness to teach others, both sick and well, about living and learning from a terminal disease.*

*He was an inspiration to those around him until the end.*

*It is our hope that the key to unlocking the mystery of this disease will not be far off. In the meantime, it is so comforting to have the love and support of so many at such a time of loss. It is an honor and a privilege to work with, and for, each of you!*

*Thank you so much again,  
Lori Smelser and Family*

## PMI'S OWN GETS HER MBA

Kelly Enright, PMI's technical services coordinator, has another acronym to add to her collection — that of an MBA! Kelly completed her master's in business administration this fall, with a concentration in human resources, from Lewis University in Romeoville, Ill. The actual graduation ceremony will take place on January 13, 2002, in Romeoville. She had graduated from Lewis in Spring 1999 with her bachelor's degree in business administration.



Kelly started her graduate

work in the fall of 1999, choosing the focus on human resources because "corporate culture and organizational behavior — what motivates people — has always been fascinating to me." A few of her exciting MBA classes included human resource management, international business, employment law and strategic management.



**Kelly Enright**

Kelly, we're proud of ya!

## INDUSTRY MOURNS THE DEATH OF PATRICK J. HIGGINS



**Patrick J. Higgins**

The plumbing industry lost a vital player on Wednesday, November 28, as Patrick J. Higgins, consultant to many industry companies and owner of P.J. Higgins and Associates in Mt. Airy, Md., passed away unexpectedly of a pulmonary embolism. He was 50 years old.

Pat is survived by his wife, Denise, and his three children — Courtney, Trevor and Brendan; his mother and father Charles P. and Ruth Norris Higgins; sisters Marie (Priest), JoAnne (Porter), Mary Katherine (Shepard) and Irene (Francis); and brothers John, Michael, and David.

Pat had been chairman of the Main A112 Plumbing Materials and Equipment Committee for the American Society of Mechanical Engineers for the past 18 years, and a member of ASME's Council of Codes and Standards for the past three

years. Last summer, he assumed the chair of ASME's Board of Standardization, of which he had been a member for 10 years.

According to PMI Executive Director Barbara Higgins, "PMI has always had a deep respect for Mr. Higgins. He and I had recently been discussing ways for our organizations to work more closely together in the codes and standards arena. Pat was a tireless advocate for plumbing issues and an important part of our industry. He will be missed. We extend our deepest condolences to the Higgins family. Year 2001 will be remembered by the plumbing industry as a year of loss with the passing of Pat, Bill Sloan and Harriett Lewis."

Visitation was held on Sunday, December 2, at the Olin L. Molesworth Funeral Home in Damascus, Md. A mass of Christian burial was held on Monday, December 3, at the St. Paul's Catholic Church in Damascus. Private interment was later held at Gate of Heaven Cemetery in Silver Spring, Md.

PMI has made a contribution to the American Diabetes Association in Pat's memory, which the family requested in lieu of flowers.

Akarin Weatherford and Rick Johnson of the Indian River Consulting Group headlined the Marketing/Information Technology Joint Committee meeting with a presentation on the “bombing” of dot coms.

Sharon Jackson-Pincham, corporate relations director of The Storehouse, discussed her organization’s mission to the Small-to Medium-Sized Business Committee meeting. The Storehouse is a program of World Vision that offers building materials to low-income housing agencies and organizations, community organizations and churches in the Chicago area for a nominal fee. Many plumbing manufacturers — including several PMI members — have donated to this worthwhile cause; contributing to The Storehouse allows companies to reduce inventory and administrative expenses while realizing tax benefits and becoming socially active. (*Contact PMI for more information on The Storehouse and how your company can become involved.*)

### **PMI Committees Sharpen Focus**

Some changes were announced at the meeting regarding the focus of several committees. At its September meeting, the PMI Board of Directors voted to reclassify the Small-to Medium-Sized Business Concerns and Information Technology issue committees to “forums” as these do not meet the definition of a “focus issue”. The topics formerly discussed for the small business group will be folded into the Marketing

Committee, which the Board voted to rename as the “Member Services” Committee. Information technology issues will be dealt with in a separate standing committee.

### **Business Highlights**

While the production of the minutes is well underway and will be distributed to each PMI member shortly, following is a brief report on action items developed at the meeting:

**Showerhead and Hand Shower:** PMI members should contact PMI staff if they have comments/concerns about the proposed requirements for flexible shower hoses, as well as if they feel the CSA life-cycle test of 10,000 cycles is excessive and should not be included in the harmonized CSA B125/ASME A112.18.1.

**Faucet and Shower/Tub-Shower:** the committee recommended the Board establish a technical liaison with CEIR (the European valve association) — the Board approved the liaison and Mr. Craig Selover of Delta Faucet Company volunteered to serve. Mr. Selover will also determine the detection limit of arsenic and provide that information to staff. Members are also writing letters opposing the CEC proposal and those efforts will be coordinated with PMI and its contracted lobbyist on this issue.

**Flushing Devices/Fixture:** the group voted to proceed with the proposal to revise the maximum pressure from 100 to 80 psi

*Continued on page 10*

year, there was a subdued mood. Was it the change in venue? Doubtful as the surveys confirmed what we knew in selecting the Inter-Continental — the location was outstanding. Was it the meeting content or speakers? Nope. Again, we received rave reviews.

Was it the distraction of the upcoming holidays? Maybe, but my guess is that we are all just now beginning to come out of the “state of shock” we’ve been in since September 11. We have paused to count our blessing and are now slowly but surely getting back to the business of business. I am hesitant to use the phrase “getting back to normal.” I’m not sure we’ll ever get back to what we once considered “normal.” Maybe on some level, we have traded “normal” for something better — a new, and more importantly, *ongoing* appreciation of what’s really important.

In that vein, it is important that we not take the progress and success PMI has had for granted. The organization has raised the bar of performance and has made significant strides toward accomplishing even the toughest of our goals. There is a tendency to expect the winning as the “norm.” (Oh how we long for the “boredom” of watching the “old” Chicago Bulls — when every game was a WIN!!!) We have a highly motivated PMI staff. They thrive on your feedback. Keep it coming! Let’s not take these industry wins for granted! They result from ongoing and often behind-the-scenes hard work, throughout the year. While many PMI members perhaps only think about PMI

twice a year at the meetings. Our staff *lives* PMI 24/7!

During the past year as PMI president, I have had the opportunity to work closely with staff and to learn a bit more about what makes them tick. The whole group is of like-mind and works well together. This comes from a fundamental and very apparent respect for the talents and contributions of the other team members. This group aims to please. And like you, I have been very pleased with the results.

As I close out my year, I would like to again express the honor and gratitude I have felt at having attained this position. I have been around this industry for quite a few years. Having had the privilege to serve as PMI president, particularly at this time in the history of both our nation and our industry, has been one of the major highlights of my career. As you’ll read in the meeting wrap-up article in this issue of *PMI News*, we have advanced our objectives in nearly every category. Our finances are in order. We have strengthened our existing relationships and built new ones. I am especially happy to see that PMI has officially recognized a relationship with the European-based CEIR. In only two short years we have identified a number of issues common to the two groups and are now taking steps to address (and eventually resolve) these. It has been a good year.

May you and your family enjoy a wonderful holiday season together.



# Highlights From The Meeting Surveys



Bill Peck of Electro Chemical Finishing (at podium) roasts Bob Dildine (background) during the Welcome Dinner. Bob retires in February and this was his last PMI meeting. He received a book on one of his passions: the South Shore Inter-urban Train Line.

**"Good job — those members who didn't attend missed a good series of meetings" — Sally Remedios, Delta Faucet Company**

**"Most impressed with this format and meetings...time well spent for an industry "newbie." — Ray Doane, Haws Corporation**

**"New [Universal Conformity Assessment] co-chair is awesome, where did you find this guy?" — Lee Mercer, Moen Incorporated**

**"Thanks to all the staff at PMI. Keep up the good work. It has been great knowing you all." — Bob Dildine, Electro Chemical Finishing**



Frank Evans takes the podium for his last meeting as PMI President.



First time PMI meeting Attendee Pedro da Silva (left) and Wynne Herrbach both of Cifial USA await Thursday's keynote speaker, Terry Savage.



Fred Eames, PMI's lobbyist, takes charge of the Government Affairs Committee meeting on Thursday.

Lori Smelser (left) and Kelly Enright pick the meeting's Palm Pilot winner — Ray Doane of Haws Corporation.



First-time attendee Ray Doane, Haws Corporation, won PMI's award for completing each meeting survey. He also won the drawing for a free Palm Pilot (it pays to complete those surveys!).



**Frank Evans of Chicago Faucets (left) and his wife Jerri extend best wishes to Bob Dildine, Electro Chemical finishing (right), and his wife Janet on their retirement.**



**Shabbir Rawalpindiwala, Kohler Co. (left) and Lee Mercer, Moen Incorporated, unwind after a busy day of meetings during Thursday's reception.**



**Dave Ross, Aquabrass International (left), Richard O'Reagan, Chicago Faucet and Ray Doane, Haws enjoy dinner and entertained others at the table (the Dildine's and Barb Higgs) with a do-it-yourself comedy floor show. (The group will not be allowed to sit together at the next meeting!)**



**Ken Martin of Delta Faucet (left) and David Lingafelter, Moen Incorporated kept things moving forward during the Marketing/I.T. Joint Committee meeting.**



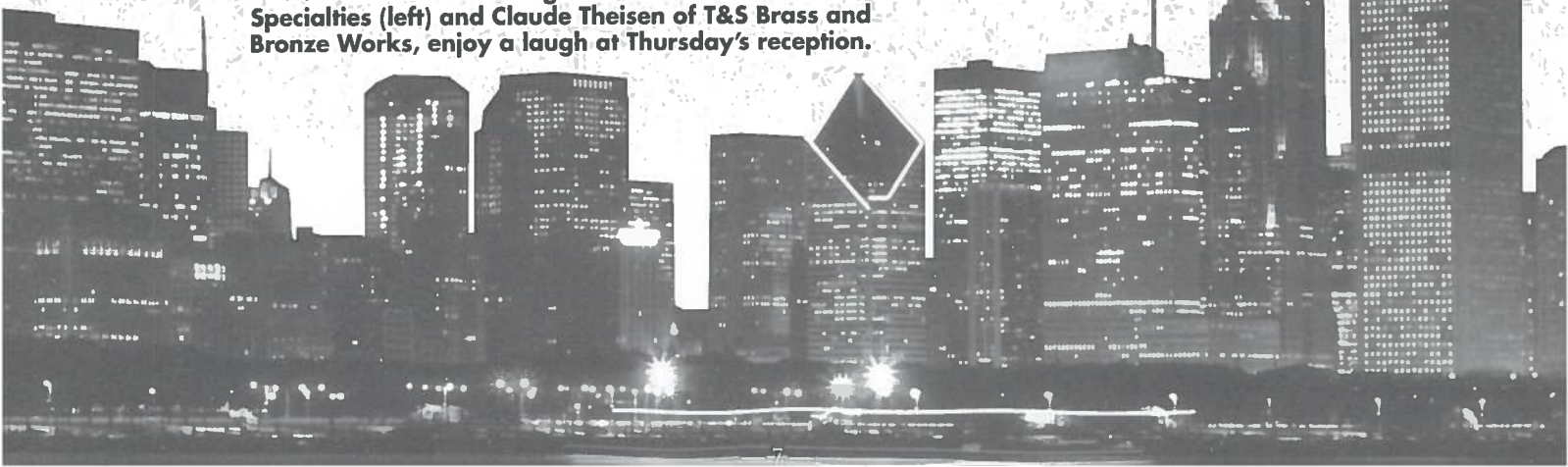
**Past Presidents Club — Alan Lougee of Chicago Faucets (left and 1996 PMI President) and Craig Selover of Delta Faucet Company (1990 PMI President) — at Thursday's dinner.**



**Christian Richter of The Policy Group briefs the Specialty Finishing Product Group on the shortcomings of EPA's proposed MP&M rule.**



**Board members Ed Pages of Garvin/Guarantee Specialties (left) and Claude Theisen of T&S Brass and Bronze Works, enjoy a laugh at Thursday's reception.**



## TRAVELING THE WORLD WITH CRAIG SELOVER

BY KELLY ENRIGHT, TECHNICAL SERVICES COORDINATOR

The Highlands of Scotland, Mount Everest, Tengboche Monastery in Nepal and the Rockies. Places most of us only dream of visiting, **Craig Selover**, vice president of engineering at **Delta Faucet Company**, has actually trekked through these natural wonders.

Craig has been with Delta for the past 18 years and prior to that spent five years at T&S Brass and Bronze Works also as their vice president of engineering. Over the years, he has created a management philosophy to “develop a staff of intelligent, motivated people, provide good tools and working environment, establish challenging objectives and let [his employees] create.” A Valparaiso University graduate in mechanical engineering, Craig says his secret to success is treating people fairly and honestly. Along with that, his outlook on life is to look for the positive in any situation. “Having basic ethical principals as a guide to my personal behavior, honesty, respect for others and trustworthiness” he adds are also part of his personal credo.

Delta has been involved with PMI since 1971 and Craig has been personally involved with PMI since 1975 in the standards arena, chairman of the faucet product group and as president in 1990. Why has he stayed active all these years? “To gain knowledge of the industry and I like the people.” He uses PMI to find issues that PMI and Delta can work on together to streamline industry, activities and to add value that is more effectively handled by a trade association. Craig feels PMI has a lot of potential to influence issues of waste — particularly in the regulatory area. He would like to see more member participation in the codes and standards segment.

When Craig is away from the office and PMI issues, he enjoys reading, music (blues), bicycling, sports cars, and relaxing in the mountains. However, most people wouldn't call what he does “relaxing.”

In May 1999 and 2000, Craig spent two to three weeks in Nepal trekking towards Mount Everest. He says despite that



Behind Craig is Everest and Lohtse mountains — the ones with the plumes blowing off their tops from sticking up into the jet stream. You can see Tengboche indicated by the arrow (top of the ridge). It looks lower, but is actually 1,000 feet above Craig who is standing at 12,600 feet.

breathing was a chore, it's definitely worth the accomplishment of doing something most people don't do, and the vistas are magnificent in the mountains.

In 1999, his group traveled to Nepal and reached the Tengboche Monastery at 13,600 feet, camping in tents. Not completely satisfied, the group went back the following year to climb to the top of Kala Pattar at 18,200 feet. The barometric pressure is 15.2 inches Hg. That's only 1/2 atmosphere! This time the group stayed in “luxurious” teahouses — unheated stone buildings with thin mattresses.

This past summer, Craig and ten others from Delta participated in “Ride the Rockies” bicycle adventure in June. This week-long bicycle tour covered 446 miles from Crested Butte to Vail, Steamboat Springs, Estes Park to Boulder — Craig's first tour. He got to explore our beautiful country from 12,000, 10,500, and 9,400 feet.

He says next summer he'll go to the beach. To learn to surf, no doubt!



Craig with the Colorado Rockies behind him.

On behalf of the PMI  
Board of Directors and  
staff, we wish you and  
your family a healthy,  
safe and happy  
Holiday season and  
New Year!



In the last issue of *PMI News*, I reported how the events of September 11 have affected priorities in Congress, and specifically what the shift in priorities is likely to mean for the Knollenberg legislation (H.R. 1479). But for people who make or sell products in the United States, what may be more pressing to your mind is how the events of September 11 are affecting your markets. In this issue, I report on economic stimulus legislation Congress is considering to address the effects of the cowardly acts on the economy and on making and selling products in the United States.

While the effects of the events of September 11 on federal priorities generally — and the Knollenberg legislation in particular — are of strong interest to PMI, given its historical focus, perhaps the most important federal issue for the industry right now is what Congress will do to address the economic impacts since September 11. I operate under the assumption that PMI's members would define an "important issue" as one that would significantly affect the bottom line. Especially with H.R. 1479 likely on the back burner for the near term, James Carville's phrase from the 1992 presidential campaign may be useful, if for no other reason to remind myself: "It's the economy, stupid."

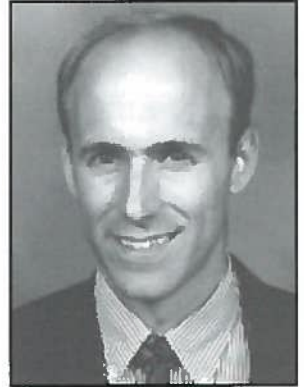
Those of us who attended the recent 2001 PMI Fall Meeting heard investment expert Terry Savage question whether a stimulus package is necessary for the economy at this point, echoing the sentiment of some others in the economic field. And a Toles cartoon in a recent issue of *Buffalo News* had a picture of a rider on horseback decrying the coming recession, followed closely by another warning the recession had already arrived, followed closely by another proclaiming that the recession may nearly be over, followed closely by another announcing a stimulus package from Congress.

Rather than engage in a debate over whether a stimulus package is necessary, as Congress and the pundits are doing, let's instead focus on what it could mean for PMI members if it were to be enacted.

The Bush Administration and Congress want to deaden the reverberations of September 11 through the economy with a "stimulus package" — a direct shot in the arm for the economy. This is in addition to the \$60 billion some might call a shot in the arm from disaster relief, aid to airlines, and increased security and defense spending Congress has adopted since September 11 (not to mention the huge economic effect of the terrorism insurance relief bill it hopes to pass before year's end).

The Bush Administration and House Republicans have proposed tax relief of roughly \$100 billion over the next year, and \$160 billion over 10 years. The package would accelerate depreciation of business assets to spur business investment, increase business expensing, repeal the alternative minimum tax, temporarily extend the net operating loss carryback period,

accelerate tax bracket cuts adopted earlier this year, and extend unemployment benefits to people who lost their jobs after September 11 by up to 13 weeks, among other things. The bill would be subject to congressional "pay as you go" requirements, meaning that any spending or reduced revenue resulting from the bill would have to be offset by spending cuts or revenue increases elsewhere (probably in a later bill to follow).



Fred Eames

Senate Democrats are proposing a \$73 billion plan mostly focused on spending rather than tax cuts, heavy on unemployment aid and containing \$15 billion in additional homeland security spending. Among other things, the Senate bill would subsidize health insurance premiums for uninsured workers.

At the writing of this article, House and Senate leaders are meeting to lay out a procedure for negotiating an agreement that would allow Congress to avoid a lengthy House-Senate conference to hammer out differences between their respective bills. Speaker of the House Dennis Hastert has proposed to Senate Majority Leader Tom Daschle that three Republicans and three Democrats negotiate the final bill, under a procedure forcing the House and Senate to adopt whatever the group negotiates without change. One of Daschle's Democrat colleagues has called the idea "something he thinks we can work with."

Likely the final package will include substantial portions of both the House and the Senate positions. Regardless of whether economists come to any consensus about the need for economic stimulus, the variety of business provisions mentioned above could have a significant direct benefit for PMI members. PMI would be happy to provide a copy of these provisions.

Even without a stimulus package, mixed economic indicators seem to suggest a short-term, relatively shallow recession. The National Association of Home Builders (NAHB) reports "the forecast of housing market activity remains very much intact, under the assumption that the lower interest rate structure will balance off any short-term negative impacts on home sales and housing starts stemming from the weaker economy and job market."

Please contact PMI if you would like more detailed information about this legislation.



## PMI RECEIVES AWARD FROM NCSBCS TO RECOGNIZE MODEL PLUMBING PRODUCT APPROVAL PROGRAM BY LORI SMELSER, ASSOCIATION MANAGER

PMI received the 2000 Streamlining Achievement Award in October from the National Conference of States on Building Codes and Standards (NCSBCS) in recognition of PMI's model plumbing product approval program. Joseph A. Brewer III, administrator of the state of Oregon's Building Codes Division, was on hand at NCSBCS's annual meeting in Orlando to receive the award. Oregon was the model state from which PMI's plumbing product approval program was developed and the first state to implement it. The program was submitted by PMI to the NCSBCS Regulatory Affairs Committee last year in Providence, R.I.



The "Streamlining the Nation's Building Regulatory Process" project was initiated by NCSBCS with the support and assistance of 55 national partners and funding from federal agencies and in-kind services of the project's partners. PMI donated \$1,000 to the project last year. The project's goal, according to NCSBCS is to "reduce or eliminate regulatory barriers in many jurisdictions which create unnecessary delays and compromise safe, affordable and environmentally sound construction."

PMI Technical Director **David Viola** said, "The model was developed as a tool to educate and encourage state and local

jurisdictions to eliminate redundant conformity assessment activities." He added that in developing the model, that Oregon Plumbing Code product approval regulation was used as a starting point because it was a working model that effectively accomplished PMI's objectives. Both the American National Standards Institute (ANSI) and the National Institute of Standards and Technology (NIST), as well as other certifiers, were involved in the development of the Oregon product approval rules. NIST further acknowledged that the model can be used by other industries to address their conformity assessment problems. Since then, several states have abandoned redundant and non-uniform conformity assessment activities by utilizing a system similar to PMI's model. PMI was instrumental in advocating the change in each state.

According to Viola, "Receiving the award is just one more acknowledgment of the program's value and practicality. It's beneficial to all segments of the industry. It creates uniform enforcement, a level playing field, increases confidence of code compliance — all while reducing unnecessary costs to manufacturers. We're starting to see the results of our efforts, and we continue to encourage other jurisdictions to utilize a similar conformity assessment system."

## PMI'S 2001 FALL MEETING BLENDS HOLIDAY CHEER WITH BUSINESS *Continued from page 5*

in the City of Chicago. PMI staff will also submit a code change to the UPC to address flush valve seat location for one-piece water closets.

**Universal Conformity Assessment:** PMI staff will invite a representative from the WRC (Water Research Centre) in Europe to make a presentation at the Spring Meeting.

**Technical Committee:** PMI staff will survey members to determine if they have had field experience with chloramine effects. Staff will also review packaging legislation in New York and report back to the membership. The group voted to develop a draft petition to ANSI requiring that a performance standard for NSF 61 certification programs be developed. The draft petition will be submitted to the Board and general membership for approval. Staff will contact CSA to address inefficient auditing practices and will also contact CSA to form an Industry Advisory Committee to serve as a sounding board on industry issues.

**Marketing/I.T.:** PMI will solicit member comments to incorporate into a survey to be distributed to readers of trade publications regarding internet use and value; this will help PMI determine activity among different segments of the industry (wholesalers, contractors, etc.) and help the I.T. Committee plan its future activities.

Much activity also continues with PMI's fittings shipment report program to continue enhancing its value to participants, including rolling import data into the reports.

**Trade Show Consolidation:** The Committee will continue its press and coalition efforts to advocate its vision for trade show consolidation in the building products trade show industry.

**Water Conservation/Government Affairs:** PMI's new lobbyist, Fred Eames, provided an informative primer on how a bill becomes a federal law (contact PMI for a copy), and he also updated activities regarding H.R. 1479, TRI reporting, EPA's Contaminant Candidate List, ergonomics, TPA and more. Stay tuned to upcoming issues of PMI's *Washington Wire* for the latest developments in the legislative and regulatory arenas.

**General Membership:** PMI's 2002 annual operating budget was approved and the slate of officers and new directors at large (**Lee Mercer of Moen Incorporated** and **Ken Martin of Delta Faucet Company**, who is renewing his term) were approved.

It's "business as usual" for PMI as we head into 2002 — lots of industry issue management and committee activity will bring us to an information-filled 2002 Spring Meeting, March 17-20 at the Westin La Paloma in Tucson, Ariz. We hope to see you there!



Frank Evans (left), and his wife, Jerri, socialize with Maurizio Meloda from CEIR during the reception.

Trivia Question: What do Krispy Kreme doughnuts and Elvis Presley have in common? Both things can make PMI's Executive Director Barb Higgins weak in her knees! Now that Krispy Kreme has forged its way into Chicago, Barb can now easily enjoy the tantalizing glazed doughnuts that have become quite the rage, especially when hot. (As a matter of fact, she just found out that a new store is opening near O'Hare, with "Krispy Kreme" painted on the roof for all to see.) As for Elvis — well, you'll just have to ask her about her fondness for Elvis and why she thinks he may have taken up residence in Fiji (just kidding...).



**"Elvis" and Barb**

All kidding aside, since her arrival at PMI just three short years ago, Barb has steered PMI into a new direction and transformed the Institute into a member-driven association. Transform she did! Within weeks, despite no office — or office furniture — changes were made in PMI that put the member first. And those changes continue today — no "automatics", just plain and simple responding to what PMI members want and need from their association.

Barb brought a 20-year background in corporate marketing, advertising and media relations to PMI. A 1978 graduate of Northern Illinois University with a degree in journalism and marketing, she came to PMI in 1998 after serving as marketing director for Switchcraft, Inc., a Raytheon company based in Chicago. She spearheaded a wide range of corporate marketing and media activities including launching new products, developing direct mail campaigns, planning trade shows and developing internet web sites. It's a background that has served her well at PMI; she has raised not only the "image" of PMI to the industry, but has raised its influence throughout the industry ten-fold.

Among Barb's secrets of success are thriving on change and making a difference, personally and professionally. "I look for new challenges and opportunities, and leverage them. Each of my previous assignments have taught me something I can apply to subsequent ones. I'm a firm believer in cross pollination!"

Her work ethic is second to none, and her emphasis on teamwork has filtered down to the rest of the PMI staff. And while she believes that the workplace should be a pleasant environment, she is quick to "confront conflict and poor performance head-on and promptly — I don't let things fester." She's an advocate of providing frequent feedback to her staff, formally and informally, to encourage them to take pride in their work and develop themselves professionally.

She emphasizes open and honest communication with her staff, as well as respect and personal/interpersonal development. "I work with each of my staff to identify and develop his and her talent or strengths, and act as a coach to overcome weaknesses. I encourage employees to set and achieve personal goals and to measure their success by their own achievements — not by competing with co-workers." Barb has an open-door policy with each staff person — no question is too silly, no concern is too petty. And the emphasis on communication helps

ensure all staff are aware of all issues and activities of which PMI is involved, with the notion that any staff member can jump in to help a member with a question or concern. "Depending on the job, skills are not always the most important qualification. A good all-around athlete is often the better choice than a specialist, in the long run."

Barb credits her parents with instilling in her the key ingredients to her success. "Both of my parents molded my personality and work ethic and value system, with completely opposite styles. I'm truly a good blend of the two." Others whom she has looked up to include Katharine Hepburn, Joan Wulff (of fly fishing fame), General Electric Co. Chairman Jack Welch, Abraham Lincoln and Albert Einstein.

While her job at PMI encompasses a great deal of her time, Barb doesn't merely rest when she goes home. She and her husband of 12 years, William J. "Trey" Higgins III, are involved in a bagpipe band. Trey plays the pipes, while Barb "twirls" drumsticks as a tenor drummer; during the summer months, they can often be found marching in weekend parades across the Chicagoland area and beyond. She also enjoys flying (Trey is a private pilot and in fact arranged a flight for Barb in a Mustang P51 a few years ago on a significant birthday), fly fishing, reading, listening to music, preparing themed dinners for guests, Friday night pizza, and a rented movie with family. History and biography grab her literary attention, while classical ("but really all kinds") of music is a great source of relaxation. While she loves the classics "Casablanca" and "The Wizard of Oz", put a movie produced by Christopher Guest into the mix ("Waiting for Guffman", "Best in Show") and the offbeat humor sends her rolling in the aisles.



**Barb and Trey all dressed for bagpiping.**

Barb and Trey have two daughters — Tracy, 19, now in her sophomore year at McGill University in Montreal, and Melissa, 22, is working toward her master's degree in social work at Washington University in St. Louis. Besides her legendary connection to Krispy Kreme doughnuts and Elvis, some may be surprised to know that she's an Anglophile. Her pet peeves? Being "on hold" on the phone, bad grammar and dishonesty.

Barb is proud of the progress PMI has made in just three short years, but she's also fully aware that there is a lot more work to be done, to expand the reach and effectiveness of PMI. "The role of trade associations in general," she said, "has and will continue to change. It's PMI's responsibility to recognize that and stay ahead of the changing needs of members, to continue to offer value. The pressure is on 'us' to remain relevant." It's a challenge she and the PMI staff, are committed to pursuing.

She loves working with the PMI members and is tremendously proud of the staff. "We've got a good, supportive team effort here at headquarters, and we look forward to continuing the momentum well into this new century."

### CHICAGO FAUCETS JOINS BUILD.COM PROGRAMS

The Building and Home Improvement Network, Build.com, announced it entered into an agreement with **The Chicago Faucets Company**. Chicago Faucet's full line of residential and commercial products will be featured on [www.faucet.com](http://www.faucet.com), [www.whirlpoolbathstore.com](http://www.whirlpoolbathstore.com), [www.kitchensinkstore.com](http://www.kitchensinkstore.com), and [www.plumbing.com](http://www.plumbing.com).

### THE NEW CIFIAL

Cifial Brass Works has changed its name to **Cifial USA**.

### DELTA FAUCET AND BUILD.COM IN TWO-YEAR AGREEMENT

The Building and Home Improvement Network, Build.com, and **Delta Faucet Company** announced a two-year e-commerce and internet marketing agreement. Delta and Delta Select faucets and accessories will be sold at all of the Build.com National Online Showrooms. Both product lines will be "Featured Brands" at [www.whirlpoolbathstore.com](http://www.whirlpoolbathstore.com), [www.kitchensinkstore.com](http://www.kitchensinkstore.com), and [www.plumbing.com](http://www.plumbing.com). Delta will also participate in the Build.com directory and home ideas leads program at [www.homeideas.com](http://www.homeideas.com).

### DELTA FAUCET ANNOUNCES PROMOTIONS

**Delta Faucet Company's** purchasing head Ken Roberts was promoted to vice president, sourcing and international business development, and is responsible for bringing in business from China, the Philippines and Korea.

### ELKAY DRINKING FOUNTAIN FEATURED IN ART MUSEUM

**Elkay Manufacturing** has produced a one-of-a-kind drinking fountain that is currently featured in an exhibit called "Crossing the Line" at the Queens Museum of Art in New York City. The fountain is entitled "Drinking From The Same Glass", which is 88 inches wide and features five individual bubblers controlled by one remote sensor.

### A NEW HAWS CORPORATION ADDITION

Congratulations are in order for **Tom White** and his wife,

Jill, who are the proud parents of a baby boy, Preston. Preston was born Thanksgiving Day and is the couple's third child.

### MOEN AND BUILD.COM EXPAND TO THREE YEAR AGREEMENT

The Building and Home Improvement Network, Build.com, and **Moen Incorporated** announced that Moen has expanded its participation in Build.com and signed an agreement for three years. Moen's product lines will be "Featured Brands" at [www.whirlpoolbathstore.com](http://www.whirlpoolbathstore.com), [www.kitchensinkstore.com](http://www.kitchensinkstore.com), and [www.plumbing.com](http://www.plumbing.com).

### SYMMONS INDUSTRIES' PRESIDENT ANNOUNCES RETIREMENT

Kevin Symmons, president and COO of **Symmons Industries**, announced he will be retiring at year's end. Son of the company's co-founder, Tom Symmons, Kevin has spent his lifetime involved in the company's operations. He will remain on the company's board of directors.

### WATTS ACQUIRES POWERS PROCESS CONTROLS

Watts Industries, Inc. acquired **Powers Process Controls** division of Mark Controls Corporation, a subsidiary of Crane Company.

## **2001 PMI LEADERSHIP**

### **Executive Committee:**

Frank Evans, Chicago Faucet Company, President  
Todd Talbot, Alsons Corporation, First Vice President  
Ralph Herrbach, Cifial Brass Works, Second Vice President  
Jim Westdorp, Kohler Company, Treasurer  
Linda Mayer, Moen Incorporated, Immediate Past President

### **Directors at Large:**

John Lauer, Sloan Valve Company (3/01-12/01)  
Ken Martin, Delta Faucet Company (1/99-12/01)  
Ed Pages, Garvin/Guarantee Specialities (1/01-12/03)  
Claude Theisen, T&S Brass & Bronze Works (1/00-12/03)  
Al Walcutt, MPC Plastics, Inc. (1/00-12/02)  
Claus Zieger, Interbath Inc. (1/00-12/02)

### **PMI Staff:**

#### **ADMINISTRATIVE**

Barbara C. Higgins, Executive Director  
Lori Smelser, Association Manager

#### **TECHNICAL**

David W. Viola, Technical Director  
Kelly Enright, Technical Services Coordinator

#### **LEGAL COUNSEL**

Michael Sennett, Bell Boyd & Lloyd

#### **LEGISLATIVE & REGULATORY**

Fred Eames, Balch and Bingham, LLP

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**PMI Works...for you!!!**

## INDUSTRY CALENDAR CHECK

### December 2001

24 -31 PMI Office Closed  
25 Christmas  
31 New Year's Eve

### January 2002

1 New Year's Day — *PMI Office Closed*  
12-16 ASHRAE Winter Meeting Atlantic City, NJ  
16-18 NSF Joint Meeting Ann Arbor, MI  
23 ASME A112.19.2/19.5 San Diego, CA  
24 ASME Main Committee Meeting San Diego, CA