

Save  
The Date  
PMI Spring Meeting  
April 9-12, 2006



# NEWS

Volume 9, Issue 1

The Newsletter for PMI Members — by PMI Members

January/February 2006

## What's Old Is New Again At PMI - Back To The Future!

**By: Claude Theisen, President of the Plumbing Manufacturers Institute and T&S Brass and Bronze Works, Inc.'s President**



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

As another new year unfolds, we pause to reflect on the events of the past year, while anticipating the countless new opportunities and challenges of the coming months. Upon reflection, it is ironic that as “they” say, the more things change, the more they stay the same. I have been involved in the plumbing industry and with the Plumbing Manufacturers Institute (PMI) for all of my adult life, spending college summers and vacations working in the T & S factory before joining the company on a full time basis in 1972 as a salesman in New York. I attended my first PMI meeting (actually the Plumbing Brass Institute – PBI – then) in the mid-seventies. While there is no doubt that the landscape and the cast of characters has changed over the years, there are a number of things that have not changed.

Like life, industry issues are cyclical. Most recently, we have witnessed this with the re-emergence of the lead-in-plumbing products issue. PMI will play a vital role as before, to represent the industry’s position on the matter. One of the organization’s many valuable functions is to counter emotional sound bites by responding intelligently with the facts. PMI puts a “face” on our industry. We are not a group of money-hungry, mercenary cads. We have families and companies whose futures we care about and we are indeed concerned about social issues.

In turn, PMI serves as an industry watch dog to provide the membership with an early warning “heads up” on important issues like this one. Nobody likes surprises — especially in the highly competitive environment that exists today. PMI provides a safe harbor for its members, alerting us to issues, fielding questions and concerns while working to build consensus to reflect the industry’s views. Think of your PMI membership as an insurance policy to assist you in overcoming or adapting to adversity. Your dues represent insurance premiums that keep you abreast and informed of issues that can and will change our respective businesses as well as providing a vehicle for impacting the resolution of these issues. Attempting this on an individual basis would cost you much more than your annual investment in PMI. You may also rest assured that your investment is in good hands. PMI’s finances are in the best shape they have ever been in the history of the organization. Your dues dollars are working for you!

PMI offers excellent coverage in the codes and standards arena. This benefit combined with PMI’s Washington connections is important to keeping us up-to-date on significant changes that would affect us all. We have learned that not closely watched, uninformed, offensive, redundant or unnecessary legislation/regulations and code

changes are tougher to overturn than to prevent in the first place. By being on the frontline, PMI ensures that its members are “in the fight” and able to have their voices heard. We have seen time and again that there is strength in numbers and value in PMI!

PMI members represent an unusual blend of cooperation within a fiercely competitive group. Together we have made a difference on a number of fronts. PMI’s presence has been felt. And while heightened during times of crisis, PMI’s value extends year ‘round in the form of seminars, forums, information resources, technical guidance, fair trade representation and international visibility.

As I begin my term as PMI president, I urge you and your company to become involved with the organization and the issues before us. Participate in meetings, conference calls, surveys and on committees. The more you put in, the more you will benefit. Become involved. PMI is your organization!

Here’s to a prosperous and successful 2006!

### In This Issue. . .

|   |   |  |     |
|---|---|--|-----|
| PMI Hungry For Success . . . . .                  | 2 | PMI Member Companies In The News . . . . .       | 6-8 |
| National Priorities Theme For 2006 . . . . .      | 3 | Computer Maintenance Tips . . . . .              | 8   |
| Save The Date For The 2006 Spring Meeting . . . . | 4 | Codes And Standards Workshop Successes . . . .   | 9   |
| PMI Dues Abatement Continues . . . . .            | 5 | Coordinating Effort On Motor Freight Issue . . . | 11  |

# PMI: Thankful, And Hungry For Further Success In The New Year

By: Barbara C. Higgins, Executive Director



**Barbara Higgins**

During the holiday season, especially after another rewarding year for PMI and one of health and prosperity for family and friends, it is

tough to resist the urge to get mushy. So often we get caught up in the frenzy of life's relentless pace and do not take the time to enjoy the rewards of our labor, and to acknowledge those in the trenches with us offering help and support. The holidays provide a much-needed time to pause and reflect on all that we have and appreciate.

At the risk of sounding like a broken record, PMI has come a long way since 1998 and continues on a winning path. Membership is strong. Attendance at workshops and meetings continues to grow. We have, in the form of PMI staff, a talented team of perfectionists who work well together! (Thank you, team!) We are backed by a diverse and talented Board of Directors who represent the broad spectrum of our industry. So committed are they to PMI and the industry, that they have agreed to meet early this summer for a strategy session. The purpose will be to review progress since the 2002 session and set new goals for the years ahead. Where do we "grow" from here? We'll keep you posted!

PMI has raised its visibility on countless fronts including legislative, fair trade, the all-important codes and standard arenas, and globally. PMI's voice is being heard. The relationships we have nurtured are bearing fruit. We are expanding our influence and growing the membership. (We have attracted 12 new members through the dues abatement program.) We have solid financial footing. We have enhanced the value-equation for members.

Coming soon during the first quarter of 2006 will be an enhanced and redesigned PMI Website. A survey sent to all PMI members uncovered areas for improvement together with a wish list of improvements you would like to see. In addition, for the first time in our history, we will be accepting credit cards... not as easy and automatic as you might think! While the credit card program adds administrative cost to PMI, the important point is that it provides convenience for you and eliminates the cost to your companies for producing checks. Thank you for your patience as we put this program in place.

The state of the Plumbing Manufacturers Institute is excellent! The future of the industry is bright... and I am starving.

Yep— It's 10:00 am and I am starving. Let's face it — It's no picnic returning to work after a week off. The PMI offices closed the week of December 26th and as potentially wonderful as that sounds, I'm paying the price now. I am starving.

Nothing disrupts my routine more than time-off. International travel, with unusual menus and time zones are a piece of cake compared to coming off of a holiday food fest like the one we've just had. My internal alarm keeps going off at inappropriate times. (Yes, that gurgling, churning noise was my stomach.) Hey! It's 10:00 am— where's my eggnog?

I believe that my external demeanor is, for the most part, calm cool and collected. Internally though, the drama queen takes over. No trouble for me to make it from Slim Fast bar to Slim Fast bar in non-holiday times, but move me into a holiday pattern of eating then back again and it's "Katie bar the (refrigerator?) door." My system, convinced it's been starving all this time, figures it's payback time and goes into stock up mode. No batter-encrusted hand-mixer blade or errant brownie crumb is safe.

As much as I love what I do for a

living, returning to work after a long break is a real culture shock. Working on the wireless laptop from the kitchen counter over the break is NOT the same as being here. No fluffy slippers. No Judge Judy in the background. No leftover miniature cheese bites in the fridge just waiting to be nuked. No foil wrapped chocolate morsel lounging in a decorative Santa bowl ready to be tossed in the tummy. For someone who thrives on stress and is addicted to change and shaking up the status quo, I am always amazed how surly I get when you mess with my food. Put your hand between my bowl and me and risk being bit. Part hound dog, perhaps?

Enough with the whining. Now, it's back to "work" – taking PMI to new heights and loving every minute of it. (Oh boy... only 90 minutes until lunch.)

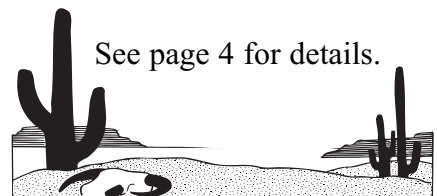
Thank you all for your continued participation in and support of PMI. Fasten your seatbelt for an exhilarating 2006! We've got a lot of work ahead.

Happy New Year! (Pizza on earth. Goodwill toward men.)

Thank you to the PMI Members who displayed their PMI Pride by wearing PMI ribbons/pins at the recent IBS Show in Orlando.

PMI Spring Meeting  
April 9-12, 2006  
Hyatt Regency Tamaya  
Santa Ana Pueblo,  
New Mexico

See page 4 for details.



# National Priorities Are The Main Theme For PMI In 2006

By David Viola, Technical Director

It doesn't take much for one to realize what PMI's main priorities will be in 2006. In addition to our ongoing work in model codes and product standards, our agenda for 2006 will align closely with emerging national priorities; water use efficiency and lead in plumbing products. There are numerous activities and initiatives involving these areas that will get underway or conclude this year.

**Water Efficiency** - The U.S. Environmental Protection Agency (EPA) will unveil and implement a national program seeking to increase water efficiency. The market enhancement program for water-efficient products is likely to include a product rating and labeling scheme modeled after the Energy Star program.

A new national water efficiency organization, the Alliance for Water Efficiency (AWE) will get underway. The new organization will be headquartered in Chicago and engage manufacturers and other stakeholder groups in efforts to achieve greater water use efficiency. AWE will try to accomplish this through promotional efforts, overseeing and coordinating research, testing and voluntary standards, and labeling of plumbing products.

As far as water efficiency and plumbing products go, toilets will continue to be a primary area of focus, while urinals, showerheads and sensor-activated faucets and flushing devices move into the spotlight.

Water providers are about to finalize the Unified North American Requirements (UNAR) for Toilet Fixtures, which will set a uniform set of minimum requirements for toilets subsidized through their water conservation programs. This will include a higher priority being placed on High Efficiency Toilets (a fixture that flushes at 20 percent or less below the 1.6-gpf maximum). A great deal of focus will be placed on showerheads in 2006 as water providers work to understand current showerhead market

trends and begin work on a new performance specification to address lower flow rates, consumer satisfaction and protecting health and safety. Finally, research projects funded by water providers to define actual water savings and performance of high efficiency urinals and sensor-activated faucets and flushing devices will likely wrap up this year.

**Lead in Plumbing**- Lead in plumbing products will continue to be a hot topic for 2006. Although it is uncertain whether another attempt will be made to introduce legislation similar to the Lead-Free Drinking Water Act of 2005, there are numerous activities underway that are likely to have an impact on lead in plumbing products. The U.S. Environmental Protection Agency (EPA) is looking to improve the implementation and enforcement of the Safe Drinking Water Act and possibly tighten the lead acceptance criteria and test water quality parameters of the NSF 61 standard among other things. The Government Accountability Office (GAO) is overdue on a report on lead in drinking water, with a particular focus on the lead and copper rule and lead in school drinking water due to be published soon.

There are two American Water Works Research Foundation projects (AWWARF RFP 3018 and 3112) underway that are looking to understand the impact of lead service lines and plumbing products to Lead and Copper Rule (LCR) Compliance, and the availability, performance and health impacts of non-lead brass plumbing products.

Last and certainly not least, the NSF Drinking Water Additives Joint Committee Task Group on Lead is currently investigating questions about the protectiveness of the standard as it relates to lead. The Task Group is reviewing whether the NSF 61 standard sufficiently characterizes the corrosion characteristics of drinking waters from around North America as

well as investigating the need to reduce the lead acceptance.

**Model Codes** - As usual, the New Year will include important product

standard and model code initiatives and monitoring activities. The 2006 editions of the International, Uniform and National Standard Plumbing Codes will be available in January or February, which will trigger a flurry of code adoption and update activity across the country. The model code organizations will also start the development process for the 2009 editions. It will be interesting to see what becomes of ongoing efforts between the International Code Council and the International Association of Plumbing and Mechanical Officials to determine whether they can agree on all of the essential elements which would be needed to create a joint plumbing code.

To ensure members are represented, PMI is directly involved in each of these activities. As always, PMI will remain in constant communication with PMI members on the development of consensus positions and activity developments.



David Viola

## Words Of Thanks

TO: Dave, Barb and Maria

Thanks for the EPACT info. My recall just isn't what it used to be. What would I do without the trusty PMI staff to help me out?

Ralph Herrbach  
Nikles Inter AG

# PMI Heads West For Spring Meeting 2006 - Don't Miss It!

By: Lori Palcheck, Office Assistant

We're heading to New Mexico for the PMI 2006 Spring Meeting and to experience Native American history, architecture, culture and cuisine!



**Lori Palcheck**

Reserve the dates, April 9-

12, 2006 and plan to attend the PMI 2006 Spring Meeting at the Hyatt Regency Tamaya Resort and Spa, in Santa Ana Pueblo, New Mexico which is set along the Rio Grande (see photo below). Set amidst the spectacular views of the Sandia Mountains, attendees will participate in product-related meetings and informative presentations by such invited guests as Ted Fishman author of China Inc., Michael Colopy returning to continue our discussions on the emergence and impact of China and more!

PMI has secured a special room rate of \$189 and registration deadline is March 9. Call 505-867-1234 to reserve your spot! Meeting details are in the planning stages so be sure to watch for

more information to come—including an announcement about PMI's new registration by credit card option!

## IMPORTANT SCHEDULE

**NOTE:** A special meeting of the Technical Committee will convene Wednesday April 12 following the meeting, at the Hyatt Tamaya. The location was selected for the convenience of the many interested members already onsite for the PMI spring meeting.

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

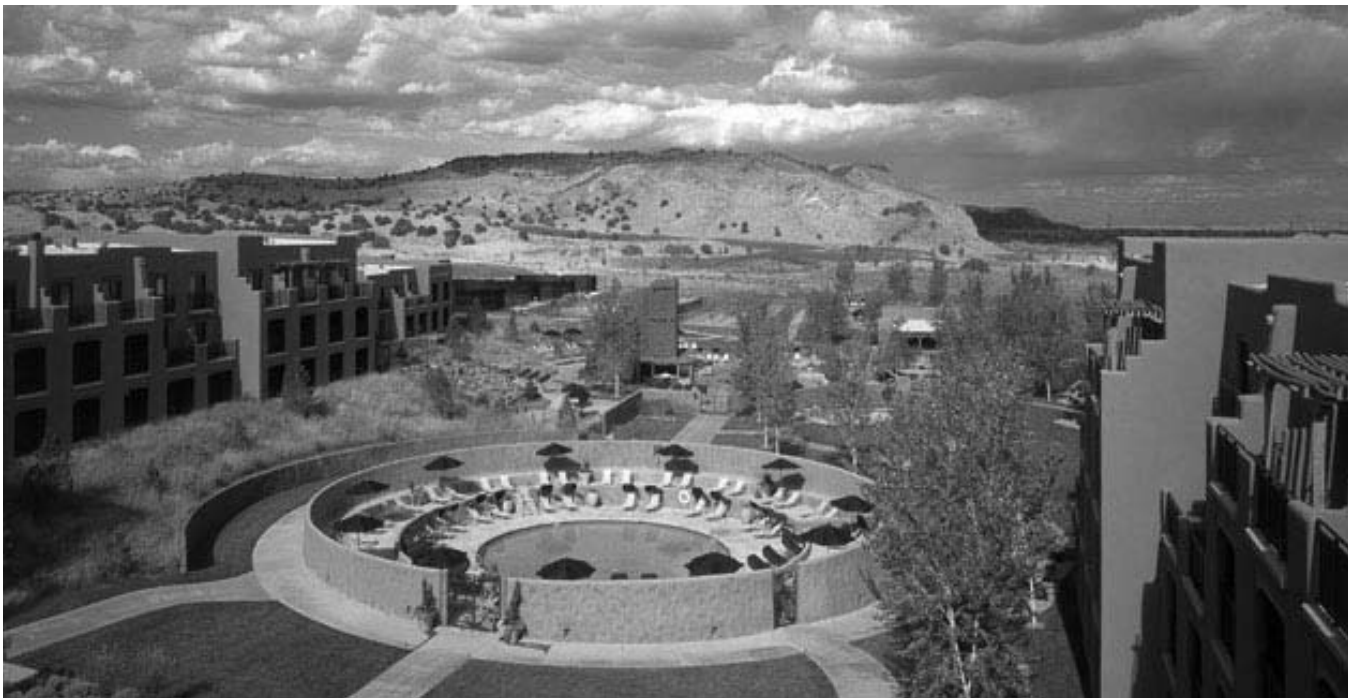
Besides the educational meetings, and becoming involved in issues that affect your company and the industry, you will enjoy social events as well. A golf outing is planned for Sunday at the nearby Sandia Golf Club. Additionally, the PMI staff is organizing a dinner offsite on Monday night in Santa Fe for a little

southwestern culture.

Spouses and families can enjoy a variety of activities both on and off site. At the Tamaya stables guests can take in the beautiful mountainous views by pony and horse drawn hay rides. Also on premise are a full service luxury mist spa/fitness center and hot air ballooning (reservations recommended). Guests may also experience the Tamayame culture in the courtyard where bread is made in authentic Hurunas and storytelling by Tamayame.

Don't miss the opportunity be a part of issues affecting your industry, learning from informative meetings and speakers and the history, beauty and tranquility of the Hyatt Regency Tamaya Resort and Spa. We look forward to seeing you there.

Call for details as they develop (847) 884-9764 or visit the Hyatt Tamaya website at [www.tamaya.hyatt.com/hyatt/hotels/](http://www.tamaya.hyatt.com/hyatt/hotels/) for more information on the resort .



## PMI Dues Abatement Program

By: Lori Palcheck, Office Assistant

Due to the effectiveness of the dues abatement program, we have attracted 12 new PMI members. We are pleased to announce that the Board has decided to continue this program as a three year plan. It is felt that three years provides ample time for member prospects to assess PMI's value. (Members currently on dues abatement will not experience any changes to their abatement schedule. Note: Once again there is no increase in dues for 2006.) Details of the plan follow.

Upon approval of a membership application by the PMI Board of Directors, dues will be assessed as follows:

50% of the actual amount for year one of membership

60% of the actual amount for year two

80% of the actual amount for year three and

100% of the actual amount for year four.

Full dues will be assessed in year four of the program.

Call for details! 847/884-9764

(Note: This plan is not available to current members.)

The board approved and adopted the dues abatement program effective January 1, 2006. We look forward to welcoming even more new members to PMI!

## A Fond Farewell



Jim Galvin

Congratulations to **Jim Galvin** on his retirement from Symmons Industries after 36 years there. A party is being held in his honor January 27. Best wishes Jim for a healthy and happy retirement.

You'll be missed, Jim!

## What Kind Of PMI Member Are You?

Are you  
an initiator?  
a coordinator?  
a supporter?

Initiators ooze enthusiasm and lead by example! They believe that membership is the lifeblood of the organization and that everyone must share the responsibility for membership

growth. And - they practice what they preach!

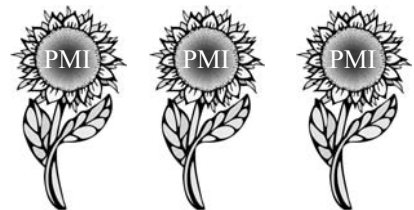
Coordinators contribute to the development of the overall plan. They develop programs and activities to stimulate the value of and interest in membership.

Supporters carry out tasks to achieve goals, and support the activities of the association by attending meetings and encouraging

others to participate as well.

We need all three to grow PMI!

Have YOU planted any PMI seeds for growth today?!



## PMI's Higgins Re-Elected To NAM's CMA Board Of Directors

**Barbara Higgins**, PMI Executive Director has been re-elected to another three-year term on the Board of Directors for the Council of Manufacturing Associations (CMA) of the National Association of Manufacturers (NAM). She was first elected to the Board in 2002.

CMA provides a conduit for PMI and its membership to tap into the power and influence of NAM. Barb attends the three annual Board meetings, two of which are in

conjunction with the summer and winter leadership meetings. She has served as Chair of the Membership and Retention Committee as well as Chair of the New Opportunities And Horizons (NOAH) committee.

Most recently, Barb secured **Fred Ettinger** of Motorola as the luncheon speaker at the December 2005 Winter Leadership meeting of CMA in Philadelphia. Among the highlights, Fred demonstrated an IPOD-wired jacket by Motorola for snowboarders,

complete with a control panel under a flap in the sleeve and audio speakers in the collar. Mr. Ettinger (Barb's friend and neighbor) made his PMI debut at the "Dynamics of Change and Emerging Technologies" workshop in August 2005, where he highlighted a variety of communication innovations designed to enable seamless mobility.

Congratulations to Barb on her re-election to the CMA Board.

## PMI Member Companies In The Industry News

(From Plumbing and Mechanical Nov '05)

Hansgrohe-North America has named the following executive leadership team: **Klaus Grohe**, chairman; **Siegried Gaensslen**, CEO; **Manfred Becker**, controller; **Lars Christensen**, product manager; **Xaver Hake**, operations manager – North America; and **Renee Maxwell** organizational development/human resources manager.

(From Plumbing and Mechanical Nov '05)

BrassCraft announced the promotion of **Peter Kattula** to vice president of supply chain and planning from his previous position of vice president of operational planning. He will retain responsibility for his current operations strategy initiatives. The company also named **George Werner** as national accounts manager, BrassCraft Retail Division. Werner was previously sales manager-Eastern U.S. for Alsons.

(From Plumbing and Mechanical Nov '05)

Plumbing Trends. The chance to “design out” inefficiencies in operation in new construction of schools and other facilities visited frequently by children is easier than the renovation of older buildings. Children can benefit from child-size plumbing installations like the new Pee Wee water closet by **Gerber** which can be used in both commercial/institutional and residential applications. It fits the same rough-in so it can easily be changed out for adult-size fixtures.

“The Pee Wee is the opposite of universal design; it is a specialized design,” says **Kevin McJoynt**, director of marketing for Gerber. “But it still offers the water savings, 1.6 gpf, as full-size closets.” McJoynt says smaller sized closets have been around for a while, but their movement into residences and nontraditional commercial settings is a relatively recent trend. There is also increased awareness about designing for smaller individuals, who risk slips, falls and

balance problems while using the restroom.

(From Plumbing and Mechanical Nov '05)

Pressure Lite: For high-usage applications, **Kohler's** redesigned Highline™ Pressure Lite toilet delivers a one-flush, no-plug performance. It incorporates leading technology with design features, all while offering water savings, reduced noise and improved hygiene.

(From Plumbing and Mechanical Nov '05)

Innovative Flush PF/2® by **Geberit** establishes a new, increased dimension to low-consumption toilet performance. Using only air and water, its innovative and thoroughly tested design produces a flushing action that clears a toilet bowl while consuming less than 1.5 gallons of water.

(From Reeves Journal Nov '05)

PHCC Foundation Awards \$102,000 in Scholarships. Among the scholarship sponsors were **American Standard Bath and Kitchen** who provided \$10,000 to fund four scholarships. **Delta Faucet** provided \$15,000 to fund six scholarships.

(From Reeves Journal Nov '05)

The trend toward upsizing the bath has seen even the humble shower transformed into a customized space for relaxation, therapy, stress reduction and more. Manufacturers of bathroom fixtures constantly are expanding product lines in terms of technology, style and finish. **John Davies**, vice-president of sales for Alsons Corp. responded “There’s no question that lots of water is a trend. I think consumers are focusing more on the overall showering experience.”

Newest additions to **Kohler** are the low-profile Water Tiles, the MasterShower XVII thermostatic valve and a redesigned steam line.

(From PME Insider Nov '05)

Elkay Manufacturing Co. is forming a new Plumbing Products Division, which will incorporate the firm’s lines of residential and commercial sinks, faucets, water coolers and related accessories. **Jim Scott**, current president of the Elkay Division, will be president of the new division. In a newly created position, **Stan Bandur** will become president of North American Operations, Plumbing Products Division, reporting to Scott. Bandur is currently president of Elkay’s Cabinetry Division. **Bob Seeley**, current executive vice president, marketing and sales of the Elkay Division, will assume the new position of executive vice president, marketing and sales, North America, reporting to Bandur. **Steve Rogers**, current vice president, engineering will assume the new position of vice president, engineering and sink & faucet product development, reporting to Scott. This is a new unit dedicated to research and innovation.

(From Supply House Times Dec '05)

In mid-November **Kohler Co.** hosted the grand opening of the Kohler Store in the Chicago Merchandise Mart’s LuxeHome boutique area. The manufacturer will open two other stores in the city’s suburbs next year. “The Kohler Store will prove to be an excellent complement to our existing distribution channels,” said **Jim Lewis**, Kohler’s director of market development.

(From Supply House Times Dec '05)

**Delta Faucet Co.** has introduced the Multi-Choice™ Universal Valve, a tub/shower valve system that offers three function options—single-function pressure balance, dual-function pressure balance, and a new dual-function thermostatic valve cartridge—from one valve installed in

continued on p. 7

# PMI Member Companies In The Industry News

Continued from p. 6

the wall. The MultiChoice Universal Valve™ allows for easy shower upgrades, eliminates the wrong valve from being installed, saves warehouse shelf space with its reduced packaging size, and utilizes existing Delta brand trim packages.

---

(From Supply House Times Dec '05)

**American Standard** offers Mezzo, which can be installed on a mere 13-inch counter depth, but its 15 inch bowl extends beyond the counter and has a depth of nearly seven inches. Its unique design creates a stylish focal point, while providing easy access for all users, even in commercial settings.

---

(From Supply House Times Dec '05)

Affiliated Distributors presented **Moen Inc.** with its Best A-D Exclusive Promotion—Plumbing Division award.

---

(From Supply House Times Dec '05)

The manufacturing operations of **Hansgrohe-North America** have earned three important international certifications, making it one of an elite group of manufacturers across all industries to achieve this milestone. The three certifications are: Quality Management System, Environmental Management System, and Safety Management System.

---

(From Southern PHC Dec '05)

The Elkay Division named **Ann Rottinghaus** as program manager, residential markets. In her new role Rottinghaus will coordinate marketing resources with product general managers, manufacturing and customers' needs. She is also responsible for product, program and service launches and is a key interface with sales management.

---

(From The Wholesaler Dec '05)

Hansgrohe Inc. announced the appointment of **Craig Helenbrook** to

the position of senior vice president for the North American subsidiary.

---

(From The Wholesaler Dec '05)

**Sloan Valve Company's** UPPERCUT™ dual-flush flushometer has been chosen one of BuildingGreen Inc.'s Top 10 Green Building Products award winners for 2005. Sloan Valve Company has received a Top 10 award two years in a row, last year winning the award for its flushmate® IV 1.0-gallon pressure-assist toilet technology.

---

(From Wholesaler Nov '05)

Gerber Plumbing Fixtures LLC is opening a Western distribution center in La Mirada, Calif. The 200,000 state-of-the-art square foot facility will serve the West, Northwest and Southwest areas of the U.S. According to Gerber director of marketing **Kevin McJoynt**, the move will significantly reduce delivery times of Gerber vitreous china products. "The opening of our newest distribution center is specifically designed to meet the needs of our western distributors and contractors," he said. "We have trimmed delivery time of our vitreous china products from weeks to days."

---

(From Wholesaler Nov '05)

**Alsons Corporation's** Quick Quote™ better known as Q2—is designed to help showroom or counter personnel sell Alsons products easily, efficiently and in under two minutes.

---

(From Wholesaler November '05)

The Bath and Kitchen Americas division of the American Standard Group of Companies announced the appointment of **Harry Kandilas** to business leader for the Canadian Business Unit. He succeeds **Susan Mileusnich**, who will become vice president of the business development team at American Standard Headquarters.

---

(From Wholesaler Nov '05)

Falcon Waterfree Technologies named **James Krug** president and CEO for global operations and **Ron Gastelum** chairman of the Advisory Board. Krug has been president of Falcon's International division for the past three years, and was corporate president prior to the creation of the U.S. and Canadian division. Gastelum is the retired president and CEO of the Metropolitan Water District of Southern California.

---

(From Wholesaler Nov '05)

**Judy Riley** was promoted to vice president-design at Moen Inc., where she will oversee design initiatives for the Moen, ShowHouse, CSI and Home Care by Moen brands.

---

(From Wholesaler Nov '05)

The **T&S Brass B-0107-C** low-flow spray valve is a great value because it conserves water and provides optimal cleaning performance. It uses only about 1/3 of the water that a standard low-flow valve would use, which means over 100 gallons a day in water savings.

---

(From Southern PHC Magazine Dec '05)

**Chicago Faucet** offers 3300 Metermix Faucet which features variable temperature control and a patented dual stem design that uses the dependable MVP Metering Cartridge. The 3000 MeterMix also features an adjustable cycle, as well as a concealed adjustable temperature limit stop for tamper-free control of the maximum output temperature setting.

---

(From Supply House Times Nov '05)

**Elkay** expands offering of Quick-Clip Sinks To Meet Contractor Demand. Response has been so strong that the company has doubled its offering of this time-saving technology.

---

continued on p. 8

# PMI Member Companies In The Industry News

Continued from p. 7

(From The Wall Street Journal Online, Dec 8, 2005)

## The Battle Over Toilet Testing

Industry is Divided Over How To Measure Flushing power: Miso Versus Plastic Balls

A group of water utilities and plumbing companies is pushing to make the miso test the new standard for testing toilet's flushing capabilities. This month, the group, which includes **Kohler Co.** and **American Standard Co.**, is rolling out a set of rules called UNAR—Uniform North American Requirements for toilet fixtures – which lay out a flushing standard that toilets have to meet. A key element of the suggested rules, which also include standards for toilet parts, is the use of a miso paste in testing. Ultimately the consortium seeks something similar to

the “Energy Star” label on appliances –toilets would have the UNAR stamp only if manufacturers got them checked out by an independent testing company. But not all manufacturers are crazy about the new test. They say it's more expensive. Plastic balls are reusable; miso isn't. **Susan Hunter**, a manager of product development and quality assurance at Gerber Plumbing Fixtures LLC, advocates using a variety of tests. Even supporters of the test worry that there may be too much emphasis and importance being placed on the miso test. “It's a very good indicator,” says **Kathryn Streeby**, a marketing manager at Kohler. “This, however, is just one in a battery of tests that we use to gauge a toilet's total performance.”

(From The Wall Street Journal printed in the Daily Herald, Jan 1, 2006)

What's on tap—Tapping into consumers' love affair with technology, faucet makers are taking the gizmo approach to bathroom fittings, introducing models featuring joysticks, motion sensors and water streams illuminated by LEDs. One of **Kohler's** popular new models boasts a tap embedded in a 2-by-3- foot mirror. The innovations have made faucets the most frequently replaced item during major bathroom renovations, with flooring and showers close behind, according to the National Kitchen and Bath Association. In 2004, Americans bought 39 million faucets, up 5 percent from 2002.

## Computer Maintenance Tips To Ensure Top Performance

By: Maria Bazan, Association Manager



**Maria Bazan**

Start the New Year off right for your computer! Make a New Year's resolution to protect your data and keep your computer running in tip-top shape.

Here are some recommended maintenance tips. The most important: ***always check with your system administrator prior to installing software and performing updates on any computer connected to a network.***

**Virus protection software** should be installed on every computer and the virus definitions updated on a regular basis. With the spike in virus activity over the last year (60+ viruses detected in December alone on the Norton website) installing anti-virus software should be a priority to give maximum protection to your important data.

**Running software updates** regularly is also very important to

keeping your data protected. Software vendors will regularly send out notices of free updates to their packages. (Make sure you register your software upon purchase.) These updates will fix flaws found in the software that could allow viruses to sneak through the back door of your system.

**Watch out for attachments**, always take care when opening emails with attachments especially from someone you do not know or from a known address with a strange subject line.

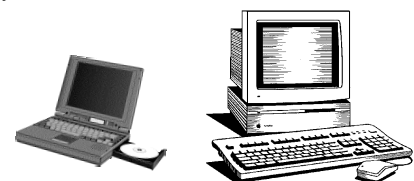
**Defrag your hard drive** weekly to help maximize the performance of your hard drive. Large files may be stored on non-adjacent parts of the disk and this can, over time, slow down the system because of multiple drive head accesses. Using the defrag utility will rearrange fragmented files and free up disk space and should also improve file access time.

**Backing up your data** regularly can save you headaches and many hours of reconstruction of your important data. If you have filed away the original software disks that came with your computer and any new

programs you have installed, then frequently backing up your data files should be quick and easy. Microsoft has a “Backup Basics” article at <http://www.microsoft.com/athome/security/update/backup.mspx> that makes backing up easy to understand.

**Shut down properly.** To help keep your hard drive running at its maximum potential, you should shut your system down by using the Windows Shut Down command and not just turning it off by the on/off switch unless your hard drive is locked up and you have no choice. You should also keep at least 100MB of free space on your hard drive to keep your operating system from bogging down and causing the system to run slowly.

Taking these small steps will help keep one of your most valuable business tools working efficiently for you.





# PMI Codes and Standards Workshop Successes Continue

By: Maria Bazan, Association Manager



**Jason Coleman and Jason Moldthan of T&S Brass and Bronze Works, Inc.**



**Tim Nolan of Elkay Manufacturing Co.**



**Lori Palcheck of PMI and Jerry Mielnikiewicz of Sloan Valve Company**



**Dave Streich and Larry Muller of Chase Brass & Copper Co. Inc.**



**Glenn Mergelmeyer and Mary Ann Summers of Speakman Company**



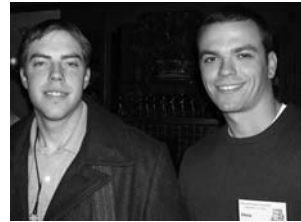
**Julian Giggs and Robert Clarke of Alsons Corporation**



**Joe Ambroggio of DANZE**



**David Mills of Red-White Valve Corp.**



**Drew Garland of Gerber Plumbing and Chris Jajko of DANZE**



**David McNamara of Kindred Industries**



**Paula Graney and Von Jones of Speakman Company**



**Marianne Kelenc of Elkay Manufacturing Co.**



**Mark Malatesta of American Standard and Mike Wurth of DANZE**



**Rob Zimmerman of Kohler Co. and Michael Rosen of The Chicago Faucet Company**

Once again PMI's Codes and Standards Workshop received rave reviews from the 25 attendees from 15 plumbing manufacturer companies. The workshop lead by PMI Technical Director **Dave Viola** was held December 7-8, 2005 in the Schaumburg, Ill area (see survey results enclosed).

The December workshop was a repeat of the sold out August 2005 workshop allowing those on the waiting list to attend – with the exception of a little Chicago land snow storm. To date, five Codes and Standards Workshops have been held with a total of 188 members and nonmembers in attendance. In addition, Dave has traveled to five PMI member companies to conduct the workshop “on-site” (BrassCraft Manufacturing, Haws Corporation, Kohler Co, Sloan Valve, Speakman Company).

The next Codes and Standards Workshop is scheduled for August 9-10, 2006 – details to be announced.

# Electronic Communication Procedures - Annual Reminder

By: Barbara C. Higgins, Executive Director



January 4, 2006

TO: All PMI Members  
FROM: Barbara C. Higgins, Executive Director  
CC: Michael Sennett, Bell, Boyd & Lloyd LLC  
PMI Staff

REGARDING: **ELECTRONIC COMMUNICATION PROCEDURES – Annual Reminder**

While the Internet and electronic mail offer efficient, effective and productive communications, these systems also pose serious administrative problems and legal risks for you, our members.

***As in all communications with fellow PMI members, it is important that you follow the guidelines set forth in our antitrust policy statement when communicating electronically. It is a mistake to assume that electronic communications are somehow more protected or confidential than conventional means!***

PMI members should use the same caution and procedures with electronic communications as have generally been followed for other forms. ***All reasonable efforts should be made to direct e-mails between or among PMI members involving PMI matters to or through the appropriate PMI staff member, as follows:***

- Policy, marketing, member issues administrative and management matters; focus issues—Barbara Higgins (bhiggins@pmihome.org) as primary contact, Maria Bazan (mbazan@pmihome.org) or Lori Palcheck (lpalcheck@pmihome.org) as backup contacts;
- Technical issues, codes and standards, universal conformity assessment—Dave Viola as primary contact (dviola@pmihome.org), Maria Bazan (mbazan@pmihome.org) or Lori Palcheck (lpalcheck@pmihome.org) as backup contacts;
- Seminars, workshops, forums, meetings registration and logistics – Maria or Lori as primary contacts. (mbazan@pmihome.org or lpalcheck@pmihome.org.)

Please note that these are general categories and guidelines. We encourage you to copy any or all of us on your e-mails to other members. This will keep the staff in the loop on all PMI matters and will also enable staff and legal counsel to closely monitor communications between members. Adherence to this procedure will also help protect PMI and you from certain legal pitfalls and will enable staff to better manage PMI affairs.

Please call me at (847) 884-9PMI (9764) if you have any questions. Thank you for your cooperation, and we hope to see you at the **2006 Spring Meeting, April 9-12 in Tamaya.**

Headquarters: 1340 Remington Road Suite A • Schaumburg, Illinois 60173  
Phone: 847-884-9PMI (9764) • Fax: 847-884-9775 • Website: www.pmihome.org

# PMI Coordinating Effort On Motor Freight Toilets Survey

By: Christian Richter, PMI Lobbyist

Companies manufacturing toilets could face new freight classifications – and possibly increased shipping costs – by late 2006. A few months ago, the National Motor Freight Transportation Association (NMFTA) launched an effort to study the adequacy of the current classification scheme for toilets.

In response, PMI has worked closely with NMFTA officials to ensure that any classification changes accurately reflect the types of products shipped by the plumbing products industry. Particularly since the industry just a few short years ago differed sharply from NMFTA on a product reclassification decision, it is important for the industry to be fully prepared with complete information this time. NMFTA has informed us that they would rather disagree earlier than later on these matters as well.

The NMFTA is now surveying the industry and will soon begin assembling data and developing an analysis of freight characteristics for toilet bowls and tanks. The first of two surveys went out last fall, with another to follow sometime in January 2006. At PMI's request NMFTA has agreed to allow PMI to mail out the classification survey to the industry and assist in data collection and analysis.

At press time, PMI was readying the freight survey for mailing to PMI membership. Any data PMI receives in the coming weeks will be assembled in a spreadsheet, and company names will be kept confidential. Survey information will be delivered to NMFTA as early as spring 2006.

Once NMFTA publishes the results of its research in June – supplemented by any PMI data – the industry would have several opportunities to comment and shape the decision making process. The timeline and procedure to reach a final decision with industry input is as follows:

**Formal comment period** – before the NMFTA meeting on August 7, industry will have 30 days to review

and comment on NMFTA research;

**Hearing** – industry is allowed to submit additional comments and make oral arguments at the August 7 NMFTA hearing (scheduled to be held in Whistler, British Columbia);

**Final Decision** – if the NMFTA recommends that a reclassification decision go forward in August, a final decision on reclassification would be made at the November 7, 2006 meeting in Washington, DC (any further comments after August could only be submitted to the record for the November meeting);

**Appeal** – if industry believes the reclassification decision is inappropriate, it may appeal the decision for further review until the

NMFTA meeting in February 2007.

Bear in mind that August 2006 is the earliest that NMFTA would bring the reclassification analysis

forward for a hearing, and it is possible that the hearing may not be scheduled until the November 2006 meeting.

If you have any questions, please reach PMI for more information or access the NMFTA website for information and updates at [www.nmfta.org](http://www.nmfta.org).



**Christian Richter**

## In Sympathy: PMI Remembers Three

**Renny R. "Ren" Owen** 60, of St. Charles died Friday, January 6, 2006. Ren had been a faithful employee of Sloan Valve Company in Franklin Park for the past 40 years and was vice president of sales. He was a member of St. Charles Episcopal Church in St. Charles.

He was a kind and devoted man to his family, his extended family and to all who knew Ren. He will be deeply missed. Ren is survived by his beloved wife of 35 years, Maria and his three loving children.

Contributions in Mr. Owen's memory may be made to the American Lung Association, 1749 S. Naperville Rd. #202, Wheaton, Illinois 60187 or to the American Diabetes Association, Northern IL Affiliate, Inc. 30 North Michigan Ave. Chicago, IL 60602.

**Goedele "Kate" Desender Maselis**, senior vice president and general manager of Hansgrohe Inc.-

North America, died on October 23 following a relatively short, but serious, illness. She is survived by her husband and two young children, she was 44. "Kate was an absolutely essential part of the spirit and success of our company in North America," said senior vice president Craig Helenbrook. "Just as importantly, she was beloved by her co-workers in Alpharetta-someone whom each of us could count on for friendship, leadership and support. Kate will be deeply missed, both personally and professionally, by all who knew and worked with her."

**Patricia K. Delaney** of ASPE passed away recently. Our sympathies to her family and co-workers. She will be missed. She was the mother of three and proud grandmother of five. Memorials may be sent to American Cancer Society, 225 N. Michigan Avenue, Suite 1200, Chicago, IL 60601.

# Welcome, Congratulations, and Thanks

**Herb Barnhart** PMI Director and Executive Vice President of Tempress, Ltd. proudly announced his family has grown by an additional two feet. His granddaughter was born November 9, 2005 weighing in at 7 pounds 13 ounces. When asked if there were other details he would like to share, Herb commented "No other pertinent details..it is a time for smiles and tears and future years." Congratulations to the Barnhart family and welcome Mia Paige Shirey.



**Mia Paige Shirey**



Congratulations to PMI's Texas lobbyist **Dan Hinkle** and his wife Dee on the recent marriage of their daughter Kay Dee on June 11, 2005.

She is shown here with her parents (left), husband Dale Callaway, and her siblings Victoria and 1st Lieutenant Travis.

TO: PMI Staff:

"Thanks so much for this picture - I sure did love seeing all my old friends at the PMI Fall Meeting. Hope to come back again."

Will Denham  
Speakman Company



Seen at the 2005 PMI Fall Meeting (l-r) Tom White, Haws Corp.; Will Denham, retired from Speakman Co. and former PMI president; Gov. Tom Ridge (keynote speaker); Bruce Martin, The Chicago Faucet Co.



**John Lauer**

## Thank you, 2005 President Lauer!

A heartfelt thank you to 2005 PMI **President Lauer** from all of us at PMI. John treated us (and our spouses) to a year-end dinner at Wildfire in Oak Brook, IL as he said, in recognition and thanks for our efforts.

Thanks for the thank you John. It was our pleasure serving you and PMI in 2005!

## 2006 PMI LEADERSHIP

### Executive Committee

**Claude Theisen**, T&S Brass & Bronze Works  
President

**Ken Martin**, Delta Faucet Company  
First Vice President

**Rod Ward**, Speakman Company  
Second Vice President

**Bill Axline**, Fluidmaster, Inc.  
Treasurer

**John Lauer**, Sloan Valve Company  
Immediate Past President

### Directors at Large:

**William Ball**, WCM Industries Inc.  
(1/06-12/08)

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

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

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

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

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

### PMI STAFF:

**Barbara C. Higgins**

Executive Director

**David W. Viola**

Technical Director

**Maria A. Bazan**

Association Manager

**Lori Palcheck**

Office Assistant

### Consultants

**Mike Sennett**

Legal Counsel

Bell Boyd & Lloyd

(312) 807-4243

msennett@bellboyd.com

**Christian Richter**

Government Affairs

The Policy Group, LLC

(202) 457-0630

crichter@thepolicygroup.com

### Plumbing Manufacturers Institute

1340 Remington Road, Suite A,  
Schaumburg, IL 60173

Phone: 847-884-9PMI (9764)

Fax: 847-884-9775

www.pmihome.org

