



NEWS

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The Newsletter for PMI Members — by PMI Members

May/June 2005

PMI Wants YOU As A Committee Chair!

Here's What It Takes --

By: John Lauer, PMI's President and Sloan Valve Company's Director of International Business Development



John Lauer

I would like to thank everyone who attended our Spring Meeting in Savannah for helping to make this a very successful event. With weather woes (an April snow storm in Denver?!) and a number of personal, life-changing events (births, family matters, and job changes) impacting a few of our members, we missed achieving a PMI meeting attendance record by just a few people. Nonetheless, the feedback from the 90 attendees who gathered in Savannah gave high marks to the meeting's content and the caliber of the various speakers at the event. It was an information-packed three days and we hope that you found that the time that you invested by attending, was "the right thing to do."

As PMI has evolved into a more dynamic, forward-looking organization, our meetings have put a greater focus on featuring industry experts who can speak to and educate us on relevant topics impacting our industry. Savannah was no exception. This Spring we heard more about e-learning, we took a look at the historical roots that shape today's business in and with China, and explored the impact of builder consolidation on our industry. And for the first time in the context of a PMI conference, we put our heads

together in a strategic summit meeting to determine our next steps for dealing with the lead issue.

While PMI staff does a tremendous job putting together our meetings, much of the strength of our organization comes from the participation that we get from our members. And the more participation we have from our members, the stronger PMI becomes. One of the ways that you can increase your participation in the organization is to become a Committee Chair.

In the Fall of 2002 the PMI Board of Directors established a policy to encourage more PMI members to share the responsibilities of chairing PMI committees - "A Share the Chair" policy. Three-year terms were established to regularly open up these positions to new, interested parties (co-chair positions may be renewed if there are no replacement candidates). While a few of our chairs are still in the middle of their terms, a majority of our chair positions expired with the conclusion of the Spring 2005 Meeting. Staff has sent out an email advising you of which committee chairs are open. If you are interested in chairing one of these committees, please submit your name to staff before the June 1 deadline for nominations. PMI Product Committee chairs are then elected by the member-

ship. PMI Issue- and Standing-Committee chairs are

appointed by the PMI president (one of the perks of my job).

If you are interested in becoming a chair of a PMI committee, please keep in mind that this is not a figurehead position. Serving as a committee chair comes with a number of responsibilities and expectations. But, having served as a PMI committee chair, as a member of the PMI Board, and now in my role as PMI president, I can assure you that while serving PMI in these capacities does require commitment on your part, the workload is manageable thanks to the efforts of PMI staff.

One of the expectations placed on our chairs is that of regular attendance at our Spring and Fall meetings. While staff does much of the preparation, we need to have you at these meetings to effectively run your committee. Agendas, topic ideas, possible speakers and even proposed time allotments for each segment are drafted by staff and then submitted to committee chairs for approval. Staff then prepares scripts for committee chairs to assist in keeping the meeting topics on target and

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Protecting The Value Of Your PMI Membership

By: Barbara C. Higgins, Executive Director



Barb Higgins

Two candidates were applying for the same job. Both applicants having the same qualifications, were asked to take a test by the manager. Upon completion of

the test, both candidates only missed one of the questions.

The manager went to the first candidate and said: "Thank you for your interest, but we've decided to give the other candidate the job."

Upset, the first candidate asked: "WHY? We both got nine questions correct. I am highly qualified and I should get the job!"

The manager said: "We have made our decision not on the correct answers, but rather on the one question that you both missed."

Even more frustrated now, the candidate asked: "And just how would one incorrect answer be better than the other?"

The manager replied: "Well, it's like this. On question #4 the other candidate put down; "I don't know." You put down, "Neither do I..."

Cheating. Stealing. Lying. Breaching a confidence. We learn from a young age that these are inappropriate behaviors. From eating an unpaid for grape in the grocery store, to infringing on a product design patent, the range and impact vary greatly, but the final result is the same... it's damaging.

It can also take the form of a non-PMI member obtaining and profiting from information developed for the benefit of members — such as meeting minutes for example. The problem is even worse when a PMI member has been responsible for putting the proprietary material in the hands of a non-member. Breaching a confidence.

We have long battled to protect the

integrity and value of PMI membership, since so much of what we do helps the industry as a whole, whether or not companies are members and support PMI as their champions. We protect the members-only section of our PMI website with a password. We include on our propriety documents, copyright symbols and notations to encourage members to keep PMI confidential material *confidential*. We publish detailed sets of minutes for members ONLY.

To be clear, sharing PMI information with others in your company is perfectly fine and in fact, expected!

As the designated representative of your company, it is your responsibility to carry back the information that you learn at PMI semi-annual meetings, forums and workshops. We ask that you indicate to those within your organization with whom you share the information that it is for "Internal Use Only" and, ideally, mark it as such.

What is *not* fine is to share information with non-member manufacturing companies, suppliers, independent consultants, or non-industry folks who may in fact be on opposing sides of PMI issues.

The business that goes on at PMI meetings and the meeting minutes that follow are a great part of the value of PMI membership. It is in these forums where we openly discuss next steps and strategies. As a PMI member, you have a special and important role in that process.

Someone in our group has recently (and perhaps for a long while) breached our "security."

PMI's positions on issues are carefully thought out and represent ideals that are consistent and "right." We take neutral stances on technology. We have no vested interest in one product or technology over another. Our arguments are based upon ideals. We take the "high road" for the greater good of the industry.

It is because our arguments are

rooted in "the right thing to do" that we are able to gain the consensus of our diverse group of competitive manufacturers. As you might imagine, it is not unusual for a situation to arise by which a particular manufacturer could benefit by selling more products given the specifications of a particular regulation or piece of legislation. PMI argues that such matters be rooted in science, that test protocols be repeatable, that it is the performance of products that matters, NOT the design or materials of which the product are made.

Some of our opponents take fiendish delight in spinning PMI positions around to make our organization and manufacturers out to be the "bad guys." Take a look at the newly crafted mission statement on page 4 of this issue. This is not fiction or bumper sticker fodder. This statement is a reflection of what PMI stands for and what we aim to achieve moving forward. It was penned by YOUR Board of Directors, who are leaders not only of PMI but of leading manufacturing companies as well.

One of the outcomes of the Spring Meeting was an initiative to get out ahead of our perennial critics with information about PMI's intentions—such as the mission statement. A great deal of what we battle as PMI staff and manufacturers alike is, simply, poor public relations! Last year's Jeffords/Norton bill and this year's focus on lead in plumbing products are the result of a misinterpretation of an event in Washington, D.C., effectively deflected *from* the real culprits *by* the real culprits.

We need to be able to have a secure forum in which we speak freely to develop our strategies and next steps. PMI is that forum. Please do not devalue your dues investment by sharing "members-only" material with outsiders. This hurts us all.

Your cooperation and respect for this policy is appreciated.

We need your help.

Future Success In Codes And Standards Depends On You! Part 2

By: David Viola, Technical Director

In the March/April 2005 issue of *PMI News*, I emphasized the importance of PMI members continuing and expanding their roles in the area of product standards to change the trend of diminishing contributors in order to meet new challenges and maintain our effectiveness. Recent events involving regional and national policy makers attempting to establish mandatory plumbing standards in response to emerging national priorities, underscore how important this initiative is to our industry.

Governments in the U.S. have traditionally relied on voluntary consensus standards in laws, regulations and procurements. At the federal level, the National Technology Transfer and Advancement Act (NTTA) has helped us promote the use of consensus standards by federal agencies in lieu of unique government standards.

However, if regional and federal governments begin to believe that voluntary consensus standards do not adequately address emerging priorities, we risk the establishment of standards set outside of this process. Without the checks-and-balances of a consensus committee of experts representing all stakeholders, product requirements can be established that have profound and dire impact on our industry. We can point to two recent examples of this:

Vermont **Senator Jim Jeffords'** recent attempt to ban lead nationally in brass plumbing products, and Texas Representative **Robert Puente's** second attempt to create a Texas toilet standard.

Both of these activities are, at least partially, the result of perceived concern that the current voluntary consensus standards for these products are inadequate or not protective. Although PMI lobbyists **Christian Richter** and **Dan Hinkle** have done an outstanding job of preventing these issues from moving forward, much work has to be done to prevent these and related initiatives from moving ahead.

On the technical front, we can help to avoid these issues from emerging in the future. By devoting more energy and resources in strengthening government's reliance on and understanding of consensus standards, and producing timely consensus standards that respond to emerging national needs, we can stay ahead of these issues and offer flexible, science-based solutions that address regulatory, consumer and industry needs. PMI's members certainly possess the people, resources, and intellectual vitality to make this happen.

Additionally, PMI and its members should continue to solicit assistance from organizations such as the

American National Standards Institutes (ANSI), the American Society of Mechanical Engineers (ASME) and NSF



David Viola

International to educate government on the importance of consensus standards and to promote their programs and products. Recently, PMI formally requested that ANSI assist PMI's efforts to promote and fully coordinate the U.S. standardization system within the plumbing sector in order to meet the challenges of the ever-changing national and global economy. PMI's comments were submitted during the public review and comment period on the Draft United States Strategic Standards Strategy.

We need to proactively confront new challenges facing our industry through increased support of consensus industry standards. As noted in the last *PMI News*, this can only happen through more direct involvement in standards activities by PMI members and active involvement in PMI. An active united voice is a powerful tool in advancing initiatives and solving industry problems.

PMI Wants YOU As A Committee Chair!

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on time. The scripts offer guidance as to opening and closing the meeting, details of the antitrust policy and procedures for calling for votes. Once the meetings are concluded, staff prepares the meeting minutes, again subject to approval by committee chairs and our legal counsel.

Prior to the emergence of the "new" PMI in 1998, the work undertaken by our PMI committees was typically limited to the semi-annual meetings! This didn't help much in sustaining the continuity of PMI's various efforts and initiatives throughout the year. Today

much of our work is done *between* our semi-annual meetings. The Spring and Fall meetings serve as venues for reporting results (hence the added time for speakers). In support of these year-round activities, PMI staff will act as a resource for the committee chairs and will assist the chair in such things as rounding up committee members for working group meetings or setting up conference calls to take care of important business between the semi-annual PMI meetings. This year-round collaboration between our chairs and

our staff helps to ensure that PMI is effectively and aggressively accomplishing our goals!

In closing, I strongly urge you to consider a PMI committee chairmanship. It is a rewarding experience and one that allows you to "give back" to an organization that works on behalf of the best interests of our industry. YOU can help make a difference!

Consider becoming a PMI committee chair. It's the right thing for you!

Junk Fax Prevention Rule Passes Senate Finance Committee

By: Maria Bazan, Association Manager



Maria Bazan

Here is the latest information regarding the Junk Fax Rule.

On April 14, the U.S. Senate Commerce Committee approved the "Junk Fax Prevention Act of 2005." This bill established an exception to the general prohibition against the sending of unsolicited faxes without the consent of parties with an

established business relationship (EBR). It also establishes a requirement that persons sending unsolicited faxes to an EBR also provide, on each fax in a clear and conspicuous manner, a cost-free opt-out of further faxes mechanism, and requires the FCC to report annually enforcement actions taken against senders of unsolicited faxes.

The Committee unanimously accepted two amendments by **Sen. Barbara Boxer** (D-Calif.). The first amendment required that consumers be permitted to "opt-out" of receiving

further faxes by contacting the sender at any time during the day. Previously, the bill had limited the "opt-out" requirement to regular business hours. The second amendment stipulated that the FCC can commence a proceeding to limit the duration of an "established business relationship" three months after enactment as opposed to the 18-month timeframe established in the bill.

The bill now proceeds to the full Senate for its consideration. Regulations are set to take effect July 1, 2005.

Welcome To The World, Fisher Twins!

Congratulations to **Ray Fisher**, president of Fisher Manufacturing Co. (and PMI Board Member), and his wife **Cheryl** who are the proud parents of twins born April 5, 2005, at Clovis Community Hospital. Anxious to get started on their lives, the twins arrived two months early. **Isabelle Marie Fisher** was born at 5:10 pm weighing in at 4 lbs and 17" long. Her brother, **Mitchell Ray Fisher**, followed his big sister two minutes later at 5:12 p.m. weighing in at 3lbs 13 oz and a lanky 18" long.

Following two weeks in the neonatal intensive care unit, the Fisher twins came home April 27. According to Ray, "They are doing very well, gaining weight and keeping mom and dad up. So far things are going as expected. Our friends have been tremendously supportive with bringing over food and helping out. Life is good."

Best wishes for a lifetime of love and happiness to Ray, Cheryl and the little Fishers!



Introducing **Mitchell Ray Fisher** (left) and **Isabelle Marie Fisher** (right)

Member Companies That Proudly Displayed their PMI Member Pins at ISH Frankfurt:

- American Standard Co.
- Caroma Industries
- The Chicago Faucet Company
- Delta Faucet Co.
- Electro Chemical Finishing
- Fluidmaster Inc.
- Global OEM Corp.
- Hansgrohe
- Kohler Co.
- Moen Inc.
- Sloan Valve Co.
- Symmons Industries
- Tempress Ltd.

President Lauer Unveils New PMI Mission Statement At The Spring Meeting

During the General Membership meeting **President John Lauer** announced PMI's new mission statement, constructed by the PMI Board of Directors as follows: The mission of the Plumbing Manufacturers Institute is "To promote the water efficiency, health, safety and quality of plumbing products while maximizing consumer choice and

value in a fair and open marketplace. To provide a forum for the exchange of information and industry education. To represent the members' interests in the regulatory/legislative processes. To enhance the plumbing industry's growth and expansion."

The statement will be publicized through a press release and on the PMI website.

The PMI offices will be closed on Monday, May 30th in observance of the Memorial Day Holiday

"The Right Thing To Do:" PMI Convenes Its 2005 Spring Meeting

By: Michelle Frenette, Member Services Manager

Welcomed by warm spring breezes, and held captive by Savannah's charms, PMI hosted 90 members, spouses, companions, guests, and press at its 2005 Spring Meeting at the Westin Resort and Spa in Savannah, Georgia. PMI President **John Lauer** introduced the theme of the meeting: "The Right Thing To Do," symbolizing how PMI membership is a proven benefit to plumbing manufacturers. Among the many action-items growing out of the conference:

- * Continued work on water conservation issues, including the hosting of a water conservation summit this summer (details to follow). The purpose of the conference will be to evaluate plumbing industry challenges and refine PMI's strategy in addressing the growing demands placed on America's water supplies and water infrastructure systems.

- * Continued building of relationships with allied organizations and associations.

- * Continued work with Department of Commerce on Fair Trade Issues.

- * Continued efforts to expand the PMI membership base through dues abatement and outreach.

- * Continued emphasis on PMI-hosted workshops on such industry topics as codes and standards, information technology and business operations.

- * PMI will develop a white paper on fixture fitting backflow protection and will update and publish the white paper on the Control and Limitation of Water Temperature.

- * PMI will submit comments on the draft U.S. Standards Strategy developed by ANSI to address plumbing industry challenges in achieving a fully coordinated U.S. standardization system.

- * PMI will continue to monitor and provide input to organizations involved in reviewing material content of plumbing products (such as lead).

Following the a.m. golf scramble and the semi-annual PMI Board of Directors meeting Sunday afternoon,

the day concluded with the welcome reception and dinner, where President Lauer announced new member companies Global OEM Corporation, Nikles Inter AG, VitrA, and Whirlpool, introduced seven first-time meeting attendees, and previewed the days to come.

PMI convened a full morning of meetings which featured the following guest speakers and topics: **Eli Szamosi** of OnSpex: "Managing Risk Through the Supply Chain.;" and "A Practical Guide to E-Learning and Remote Learning" by **Ruth King**, President, ProNetwork TV, Inc. After a sunshine-filled lunch on the Harbor Terrace overlooking the Savannah River, afternoon speakers included China Specialist **Michael Colopy** for another insightful and captivating presentation on China's history and its role in the global economy during the Fair Trade Issue Committee meeting.

PMI members explored the lead issue in depth during a special Lead Seminar with presentations given by: **Cynthia Dougherty**, Director of the Office of Ground Water and Drinking Water, EPA; **Clif Mclellan**, Director of Toxicology Services and **Stan Hazan**, Senior Director Regulatory Relations, NSF International, and **Andrew G. Kireta Jr.**, National Program Manager, Copper Development Association.

PMI Members eased into the evening with a reception at the Club Terrace, overlooking The Club golf course which was being prepared to host to the Legends of Golf tournament the weekend of April 16th. Following dinner on their own, attendees came back for the late-night reception featuring ghost story teller **Christine Troxell**, who shared tales of Savannah's hauntings, history and mystique.

Committee meetings continued Tuesday morning featuring **Carl Cullota**, a frequent and popular presenter at PMI Meetings, who discussed "The Impact of Builder Consolidation on the Plumbing Industry;" and **Ralph Suppa**, President of the

Canadian Institute of Plumbing and Heating who discussed CIPH's current initiatives and positions.



Michelle Frenette

The afternoon ended with the General Membership meeting where President Lauer presented to the membership PMI's new mission statement (see page 4 of this issue). The PMI Membership then reviewed results of the 2004 audit reflecting PMI's solid financial position, after which PMI Executive Director **Barbara Higgins** and President **Lauer** both gave remarks regarding the state of the Institute and the PMI "wins" in the industry.

After a full day, attendees enjoyed a reception and dinner along with a special keynote speaker, Fox News Economist, **Stuart Varney**. Mr. Varney's address was thought provoking, enlightening and outright funny as he offered his point of view as an immigrant to the United States. His efforts at pointing out the diversity of the PMI membership and the sweeping generalizations that are universally shared about products from certain countries kept attendees on their toes with frequent head nods and laughter.

A Strategic Summit on Lead was held Wednesday morning, chaired by PMI's Washington, D.C. lobbyist, **Christian Richter**; **Craig Selover**, Masco Corporation; **Jack Kreczek**, Elkay Manufacturing Company; and **Lee Mercer**, Moen Incorporated. PMI members put their heads together to identify potential challenges in the legislative and regulatory areas, examined existing research, and explored the organizations and agencies involved in this hot issue. PMI will continue to closely monitor and keep the membership informed of lead initiatives.

See you at the Fall Meeting!

PMI The right thing to do



Jeff Baldwin, first time attendee, and Luke Langner, both with T&S Brass enjoy Tuesday's reception.



Barb Higgins and Ralph Suppa (President CIPH) pose for an association executive photo.



Richard Cruikshank, Tempress Ltd. enjoys his first PMI Meeting.



Suzanne Shaw, Chicago Faucet Co. takes a breather after her chair duties.

Hats off to all of you for this year's Spring Meeting. Excellent work as usual. Hope your travels home were stress free.
Casey Hayes, Haws Corp.



Bob Dildine, Electro Chemical Finishing, and Gary Israelson, Elkay Manufacturing take in the view of The Club golf course.



Jack and Fran Krecek share a smile in Savannah.

Thank you for having me speak on Monday. I appreciate the opportunity to help PMI members learn more about how they can use the Internet.
Your staff was also very courteous, friendly and helpful.
Thanks again.
Best Regards,
Ruth King



Camille Grabski and Jan Dildine enjoy the Savannah breezes.



Kevin Hansen relaxes after a full day of sporting the orange First Time attendee ribbon.



Joseph Dodd, first time attendee, and Gary Pember, both with Moen, unwind after a full day of meetings.



Keynote speaker Stuart Varney shares a laugh with PMI President, John Lauer, Sloan Valve Company.



First place team Dominic Solis, Symmons Industries, Scott Ramsay, Whirlpool, and John Watson, Sloan Valve express their relief at avoiding the 'gator by the water.

It was great to see all of you at your Annual Spring Conference! Well done! Thanks for the hospitality and opportunity to attend. Keep up the great work.
Sincerely,
Ralph Suppa,
CIPH



Maria Bazan and Michelle Frenette take a breather after the last box is packed Wednesday morning.



Jack Krecek, Elkay Manufacturing, Craig Selover, Delta Faucet/Masco, Lee Mercer, Moen and Christian Richter, Navista/The Policy Group brainstorm at the Strategic Summit on Lead.



Clayton Magerfleisch, first time attendee, Hansgrohe and Mert Karasu, Vitra use the camera's lens to see if their ties are straight.



New board member, Walt Strader, Price Pfister pauses for a picture Tuesday evening.

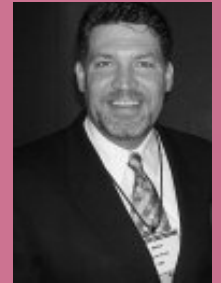


Keynote speaker Stuart Varney attempts to charm Jeanne Luedke away from spouse Fred Luedke (Neoperl, Inc.)



First time attendee, golf champion and birthday boy Dominic Solis, Symmons Industries, proudly displays his surprise birthday cake.

Let me thank you once again for the excellent Spring Meeting in Savannah. Your organization, choice of venues and food, and the overall experience was just great.
Best Regards,
Jon Spector,
Dornbracht USA



Dave Viola pauses from Tuesday's reception for a photo op.

Thanks for a perfect arrangement in Savannah.
Regards,
Lars Christensen
Hansgrohe



Lee Mercer, Moen, receives a plaque from President Lauer for his service on the Board of Directors.



Michael Martinez, Price Pfister; Casey Hayes, Haws; Peter Jahrling, Sloan Valve, and John Petrovic, Alsons, enjoy Tuesday night's reception.

Mark Malatesta, American Standard; and Akgun Seckiner, Vitra, compare notes on attending their first PMI meeting.



Great job to all of the staff on another good meeting.
Ralph Herrbach,
Nikles Inter AG

Kohler's Jeff Mueller and Jing Mei's Kevin White, first time attendee, say Cheese!



I enjoyed the meeting and the opportunity to meet the other members of PMI, and the PMI staff.

Thank you,
Joseph Dodd,
Moen, Inc.



Bill Strang and DJ Nogata, both with TOTO, take in the sunshine at Monday evening's early reception, as they consider joining PMI.

PMI Is Proud To Welcome New Member Company Global OEM

By: Michelle Frenette, Member Services Manager

Established in 1986, by **Mr. Horng-Ming Yang**, who is currently the active president, Global OEM Corporation has successfully developed decorative plumbing products and shower valves for the OEM market for U.S. plumbing manufacturers. With manufacturing facilities in China and Taiwan, and headquarters located in Naperville, Illinois, Global OEM is capable of offering a seamless international business relationship. Global OEM specializes in no-lead casting, pressure

balance valves, finished and faucet components and is equipped with an IAPMO certified in-house test laboratory.

Global OEM's philosophy is simple, to offer quality products in a timely manner, while constantly searching to add value, reduce cost and adopt new manufacturing technology to meet customer needs.

Asked about the decision to join PMI, **Perry Richards**, Director of Group Engineering and Operations

replied, "With a demanding industry and the ever-changing U.S. standards, Global OEM realized that it was time to participate in PMI and take advantage of the experience and knowledge of its staff and members."

Thank you, Perry. We are excited to have Global OEM on board!



PMI Members In The Industry News And Notes From Friends



Masco Corporation announced the merging of two divisions. The new company formed by this union will report to **Don Woody**. As a result, Mr. Woody will be

Todd Talbot relocating to Liberty Hardware's corporate office in Winston Salem, NC. We wish Mr. Woody much success in this exciting new venture.

Todd Talbot has been named President of Alsons Corporation. Mr. Talbot is no stranger to the Alsons team having served as President from 1996-2002. Mr. Talbot will continue as President of Brass Craft, and the two divisions will remain independent businesses.

He plans to be at Alsons 1-2 days a week to enable him to be involved in critical meetings and planning. He will continue to entrust the day-to-day leadership of the business to the senior management team of **Kevin Buckner, John Davies, Leann King and Al Marandola**.

Congratulations, Don and Todd!

George Gaffney announced his retirement from Alsons Corporation as of March 24th. In a note sent to **Barb Higgens**: "I know I haven't been to PMI lately, but when I was active, I

surely enjoyed you and your staff. You can be proud of the organization (staff and PMI members) you have developed, especially in a trying economy. Best of luck to you and the staff in the future."

All the best, George!

Mark Weaver announced his resignation from T&S Brass and Bronze Works with this note: "Dear Friends, I have resigned my position as the Engineering Manager. Please know that I have enjoyed the relationships with all of you and will miss working (and playing) with you. My best wishes for your continued success."

Mark has served on the PMI Technical Standing committee for the past three years.

Good luck, Mark!

Barb,

As always, enjoyed your Executive Director column in *PMI News*. I agree the enhanced electronic age has produced some incredibly rude behavior - except of course when I am using my blackberry or cell phone - then it's justifiable!

It seems like PMI is doing well these days based on the feedback I receive. Keep it going!

Tim Fausch, Publisher
BNP Media

From Herb Barnhart in regard to his profile article in the March/April issue of PMI News:

Very good, Michelle. You have done a great job of tying it altogether.

It's a wrap!

Herb

TO: Barb Higgens

FR: Al Walcutt, MPC Plastics

Thanks Barb, for the remembrance plaque for my time served on the PMI Board of Directors. Please pass on my appreciation to all the folks at PMI. It is on my wall.

I miss all of you

Best Regards,

Al

Barbara and Staff,

I have to tell you all that our accommodations in Savannah at the Westin as well as the terrific speaker, Stuart Varney at the Spring Meeting, is going to make any future PMI meeting a rough one to top. Thank you for the well organized event and choice of location. We absolutely loved Savannah and our hotel.

Carole Maple (Fluidmaster)

Energy Bill Advanced, Good News For PMI Member Companies

By: Christian Richter, PMI Lobbyist

Congress in recent weeks accelerated a several year attempt to advance comprehensive energy legislation. House Republican leaders, spurred by a White House push to tackle domestic gasoline prices and boost domestic energy production, lashed together provisions emanating from four different committees – and extending some one thousand pages long – to score the first victory in the energy policy debate in the 109th Congress.

Republicans, Democrats Disagree

The expansive package, championed by House Energy and Commerce chairman **Joe Barton**, a Texas Republican, passed the House April 21 by a vote of 249-183. Barton noted the fact that Republicans peeled off 41 votes from the Democrats as a sign that prospects were good for getting a bill to the White House this year.

Democrats, however, demurred on embracing Republican claims that the legislation would be good for the economy, jobs and national security, pointing to what even the White House acknowledged was the bill's heavy tilt toward increasing supply through production incentives over energy efficiency and conservation provisions to reduce energy demand. They argue that the estimated \$8 billion in tax incentives included in the package are a giveaway to the oil and gas, coal and nuclear power industries.

Controversy May Snag Progress

From PMI's standpoint, some of the early aspects of the debate indeed look eerily similar to those that doomed previous legislative attempts to solve the nation's energy challenge. The legislation includes a few controversial provisions that were points of deep disagreement between House and Senate Republicans last year- a provision opening up the Arctic National Wildlife Refuge (ANWR) for oil drilling, and liability protection for the petroleum industry from lawsuits over drinking water contamination

from the clean fuel additive MTBE, or methyl tertiary butyl ether, which has been the target of numerous lawsuits nationwide. House and Senate Republicans parted ways on the MTBE issue as well last year, and the issue may put a considerable hurdle in the way of any final agreement.

Federal Pre-emption Issues: A New Twist on the Hill

The energy debate also took an odd turn recently for makers of appliances and plumbing products. Prior to floor debate while a major portion of the bill was still under discussion in the Energy and Commerce Committee, Veteran Massachusetts Democrat **Ed Markey** took the opportunity during that panel's "mark up" session to press for approval of a modest-looking energy efficiency amendment, which the Republicans received as non-controversial and allowed to pass easily on a voice vote.

In the flurry of dozens of committee amendments under discussion, Republicans inadvertently allowed Markey's amendment to the bill, which would scuttled federal pre-emption of state standards for nearly twenty energy efficiency appliance standards. The amendment would have allowed states to set their own efficiency standards for various products starting three years after the Department of Energy (DOE) had failed to meet its own deadlines for setting or revising its own standards. Due to various factors, including under-funding of the energy efficiency standards program, DOE has not kept pace with a spate of deadlines.

PMI has already been in touch with the Senate Energy Committee to ensure that an appropriate effort is made to keep the Senate from including similar pre-emption provisions, with the hope of ultimately deleting any remaining language from whatever version of the energy bill ultimately moves forward.

In the meantime, Senator **Lamar Alexander** (R-Tenn), who is one of several key players on energy legislation, has included language in a

recently introduced bill to establish, among other things, a national water conservation standard for pre-rinse spray valves. The language has been promoted by the American Council for an Energy-Efficient Economy (ACEEE) and PMI has thus far agreed to the provision, which essentially embraces a more "industry friendly" approach to pre-rinse spray valves than what is now in place in California. Thus far, Senate Energy Committee Chairman **Pete Domenici** (R-NM) has implied he will write his own energy bill shortly. This bill may or may not include the Alexander language.

Stay tuned for additional updates on energy and related issues.



Christian Richter

Senator Jeffords Not Seeking Re-election

Vermont Senator **Jim Jeffords**, the Senate's only independent member, will not seek re-election in 2006. (Last year, Jeffords introduced legislation to ban lead in plumbing products.) In 2001, Sen. Jeffords left the Republican party, declaring himself an independent but choosing to caucus with the Democrats. This tilted the balance of power in the Senate to the Democrats until Republican gained an absolute majority after the 2002 mid-term elections.

Vermont Rep. **Bernie Sanders**, who also happens to be the only independent in the House, is likely to seek the Senate seat. DNC Chairman **Howard Dean**, a former presidential candidate and former Vermont governor, is also a potential candidate, though he has not said he will run.

Source: NAM Announcement

PMI Members Committed To Doing The Right Thing - Tsunami Aid

As demonstrated by the decision to join PMI and become active members on the board of directors or issue committees, PMI member companies are good corporate citizens, investing in the industry's future to ensure the highest quality products for consumers, and thinking globally.

That commitment to the international community goes beyond the borders of business as demonstrated by the participation of PMI member companies in Tsunami relief. Some of that generosity is detailed here.

The Tsunami that struck Asia on Sunday, December 26, 2004 was triggered by an earthquake in the Indian Ocean that registered 9.0 on the Richter scale. The devastation that followed included at least 170,000 deaths with 130,000 still missing. In keeping with their history of supporting those less fortunate, PMI member companies stepped up to the challenge and provided aid.

Elkay Manufacturing

Source: Elkay Manufacturing's Reflections magazine, February 2005

There's much diversity among employees throughout Elkay's U.S. facilities; in fact, each location displays its own personality. All employees however have the same big-hearted generosity when it comes to helping the human family.

The most creative effort was an Elephant and Monkey wall in Savanna, Ill. (in honor of the animals that wisely knew to evacuate the area prior to the tsunami); employees who donated had their name put on a paper monkey or elephant displayed on a wall.

Big Hearts and Deep Pockets prompted this thank you letter from Elkay CEO and Chairman **Ron Katz**:

To My Fellow Employees,

Once again the Elkay family has met the challenge. I would like to thank all those who contributed to our efforts to help the victims of the Southeast Asia Tsunami. Your generosity is appreciated and will help those in need.

Elkay employees across the country have contributed a grand total of \$28,588.26! The Company will match these employee contributions with an additional \$31,411.74. This will bring Elkay's total contribution to a full \$60,000.

I would like to extend my appreciation to all those involved with making this program a success. This was a wonderful effort. Thank you.

Sincerely, Ronald C. Katz

Chairman of the Board and CEO

Sloan Valve Company

Sloan Valve Company reported that the employees of Sloan Valve Company donated \$1,197.00 along with the Company's donation of \$10,000 for a total donation of \$11,197.00 to the American Red Cross Tsunami Relief Fund. Representatives from the American Red Cross accepted the donations from **Chuck Allen** Sloan's President/CEO and Sloan's CFO **Kevin McCarthy**.



Chuck Allen, Sloan President/CEO (2nd from left) and Kevin McCarthy, CFO (far left) with representatives from the Red Cross

Jing Mei Industrial (USA), Inc.

Jing Mei sponsored campaigns to raise funds for the Tsunami Relief, including the U.S. and Hong Kong Offices, Shenzhen and Panyu Plants in China.

NEOPERL, Inc.

The NEOPERL Group asked for contributions toward Tsunami relief from all its locations around the world, the contributions were matched by the Company, and sent to the International Red Cross.

Gerber Plumbing Fixtures

A memo sent to Gerber employees summarized the philosophy of the company. Employees in Taiwan were asked to contribute one day's wages to this cause. The company was pleased with the response. Total contributions were just under \$60,000.

"Team,

As you know one of Globe Union's 'Core Values' is to be 'A Positive Force

in the World.' The extreme devastation caused by the recent Tsunami in Asia is an unfortunate but excellent opportunity to embrace this core value and to do so in a meaningful way at a personal and organizational level. In an effort to raise money for Tsunami relief efforts, the company has agreed

to match 100% of the amount of money donated by employees to designated international relief organizations, up to a maximum of \$25,000. Since the need is immediate, we will match employee contributions made up and through February 10th. We have selected three charities which we feel are the most active and respected organizations providing relief in these areas; World Vision; Red Cross and Care."

Fluidmaster Inc.

Fluidmaster has a heart as part of its trademark, but the "spirit of the heart" is what makes Fluidmaster a great

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company, wrote **Bill Axline**, Executive VP/COO. Concern for needs of the employee and the community has always been a vital part of Fluidmaster. Recently this concern and generosity extended to the survivors of the Tsunami Disaster. The employees wanted to do something special and significant as a group that would aid the victims. Some Fluidmaster employees donated money, but 30 employees decided to donate their vacation pay ranging from 1 to 5 days for a total of 46 vacation days.

Robert Anderson Schoepe, the President of Fluidmaster, moved ahead with the same spirit and matched all employee donations. As a result, Fluidmaster and the employees donated \$32,000 for the Tsunami Disaster victims. Once again Fluidmaster showed the "spirit of the heart" to help others in need.

American Standard

American Standard made a direct contribution of \$250,000 to the international tsunami relief effort. The company gave \$200,000 to the American Red Cross International Response Fund to relieve human suffering in the affected regions and \$50,000 to the Chief Minister's Public Relief Fund in hard-hit Chennai, India, where the company has a major commercial braking joint venture operation. American Standard also matched employee donations to the relief effort up to \$250,000. The total given by the company and employees approached \$750,000.

"The December 26th earthquake and resulting tsunami waves that devastated nations along the Indian Ocean rim are among the worst natural disasters in history," said **Fred Poses**, chairman and CEO of American Standard. "But people have a way of doing their best when the worst happens. We are proud to join the worldwide drive to aid the victims of this disaster."

The Chicago Faucet Company

After Chicago Faucet heard of the tsunami disaster, information was immediately posted for employees indicating donations would be taken for the American Red Cross. The response was overwhelming! Employees, manufacturing and office alike, dug deep and the total employee contributions from U.S. employees was \$2,500. To this, Chicago Faucet Company matched each donation dollar per dollar, to send \$5,000 to the Red Cross for the relief efforts.

In addition, Geberit, Chicago Faucet's parent company headquartered in Jona, Switzerland, contributed cash, provided a water treatment plant as emergency assistance and continues to provide assistance in the reconstruction of schools and hospitals.

Hansgrohe

On January 31st, 2005, Hansgrohe joined the relief efforts and asked their executive team to roll up their sleeves and don rubber gloves for the "Tsunami Relief Car Wash."

Hansgrohe raised \$5,432 and as an incentive to donate, MASCO matched all of the contributions raised by its companies. Hansgrohe's total contribution with the MASCO matching gift was \$10,864, and the donations were split between the International Red Cross and Habitat for Humanity.



Xavier Hake (left), Operations Manager and Lars Christensen (right), Product Manager, Hansgrohe

Moen Incorporated

Fortune Brands, Moen's Parent company donated \$100,000 to the relief efforts.

Whirlpool Corporation

Whirlpool Corporation extended its relationship with Habitat for Humanity to Asia by joining Habitat's efforts there to build temporary housing for 25,000 tsunami-stricken families and then permanent housing as these families strive to recover from the tragedy.

In Asia, Whirlpool and its employees provided monetary, staff and product support to Habitat for Humanity International.

"Through Whirlpool's relationship with Habitat, Whirlpool employees around the world have witnessed the deep and lasting impact that Habitat brings to families and communities," said **Jeff Fettig**, Whirlpool's chairman, president and chief executive officer. "By extending our relationship with Habitat into Asia, I'm confident that progress will be made in helping many families recover from this tragedy."

These donations were matched by the company through a combination of cash and products.

Whirlpool employees in India contributed a minimum of one day's wage to Indian government relief agencies, with the company matching each employee's donation. They also initiated collection drives for clothing, cooking utensils and food for refugees.

At Whirlpool's Pondicherry facility, an area hit hard by the tsunami, employees quickly raised \$15,000 for relief efforts, which the company matched.

Whirlpool U.K., Whirlpool Australia and other regional operations also have initiated fund-raising efforts to assist the victims.

Dornbracht USA Inc.

Dornbracht USA as well as Dornbracht Germany, have collected a combined \$7,000.00 that was donated to UNICEF and a German charity organization called "Stiftung RTL - wir helfen Kindern e.V."

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Brass Craft Manufacturing Co.

Brass Craft donated \$35,431.50 towards the Tsunami relief effort. Brass Craft employees generously donated \$11,810.50 and the company matched it 2 for 1 adding \$23,621.00.

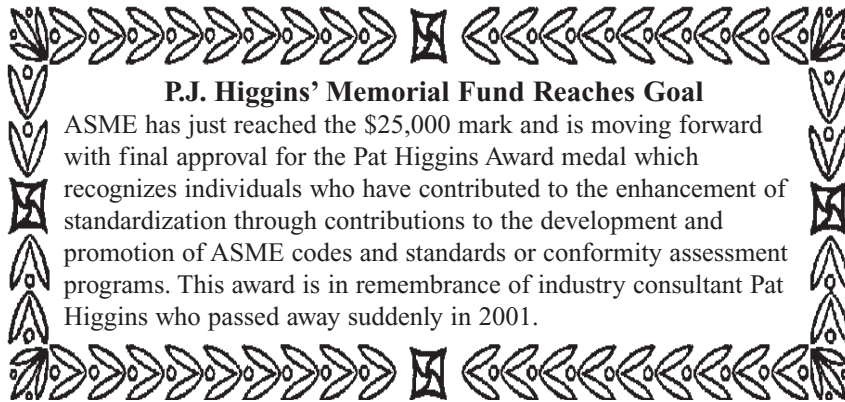
PMI/Westdorp

In a similar show of support, 2004 PMI President **Jim Westdorp**, Kohler Company, asked that his \$500 Past President gift be donated to the International Red Cross Relief Fund to aid Tsunami victims. The announcement was made at the 2005 Spring Meeting in Savannah, as Mr.

Westdorp was presented with his past president plaque by 2005 PMI President **John Lauer**.



2004 President "J.W." Hammer Westdorp (R.) demonstrates "hammer time" to 2005 President Lauer (L.) at the Spring Meeting. "You Can't Touch This!"



P.J. Higgins' Memorial Fund Reaches Goal

ASME has just reached the \$25,000 mark and is moving forward with final approval for the Pat Higgins Award medal which recognizes individuals who have contributed to the enhancement of standardization through contributions to the development and promotion of ASME codes and standards or conformity assessment programs. This award is in remembrance of industry consultant Pat Higgins who passed away suddenly in 2001.

PMI Thoughts And Prayers Go Out

Suzanne Richter, the mother of PMI's Washington, D.C. lobbyist **Christian Richter**, passed away on Wednesday, February 23, 2005. The family asked in lieu of flowers that donations be made to the fund dedicated to rebuilding their family's church which was demolished by the hurricanes last year.

PMI made a donation in Mrs. Richter's name to the Grace Lutheran Church Building Fund.

On March 2, 2005, the mother of **David Kohler**, of Kohler Co., Linda Kohler Anderson, died peacefully. The family asked in lieu of flowers that gifts be contributed to the endowment the family created at Knox College or an endowment created at the John Michael Kohler Arts Center.

PMI made a donation in the name of Mrs. Kohler Anderson to the John Michael Kohler Arts Center.

Pete DeMarco of American Standard sent word just prior to the PMI Spring Meeting that his father, Vincent W. DeMarco, passed away unexpectedly on April 2, 2005. In lieu of flowers Pete requested donations to his father's favorite charity - Missionaries of Charity.

PMI made a donation in the name of Mr. Vincent DeMarco to Sister M. Dominga, Missionaries of Charity Fund.

2005 PMI LEADERSHIP

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John Lauer, Sloan Valve Company
President

Claud Theisen, T&S Brass & Bronze Works
First Vice President

Ken Martin, Delta Faucet Company
Second Vice President

Rod Ward, Speakman Company
Treasurer

Jim Westdorp, Kohler Company
Immediate Past President

Directors at Large:

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(1/05-12/07)

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

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

Ray Fisher, Jr., Fisher Manufacturing Co.
(1/03-12/05)

Walt Strader, Price Pfister
(1/05-12/05)

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

Michelle Frenette
Member Services Manager

Consultants

Mike Sennett

Legal Counsel
Bell Boyd & Lloyd
(312) 807-4243

msennett@bellboyd.com

Christian Richter

Government Affairs
The Policy Group, LLC
(202) 457-0630

crichter@thepolicygroup.com

Plumbing Manufacturers Institute

1340 Remington Road, Suite A,
Schaumburg, IL 60173

Phone: 847-884-9PMI (9764)

Fax: 847-884-9775

www.pmihome.org

