



NEWS

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The Newsletter for PMI Members — by PMI Members

May/June 2006

Conservation, Lead Dominate Industry News

By: Claude Theisen, President of the Plumbing Manufacturers Institute and President of T&S Brass and Bronze Works, Inc.



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

As indicated last month, issues are heating up in the plumbing industry. Water conservation and the role of lead in plumbing products dominate discussions these days. These topics were addressed in detail at our PMI Spring Meeting and we now have a pretty good idea of what the future might have in store, were it not for the efforts of PMI and its membership.

Following the Spring Meeting and with input from the membership, the PMI Board of Directors deliberated on California legislation **AB2496** calling for reduced flow in toilets and urinals. As PMI embraces water conservation and the promotion of water efficient plumbing products as a primary component of its mission statement, it was no surprise that the Board was in support of thoughtful efforts to increase water efficiency.

What we oppose, however is a piecemeal, state-by-state approach to water conservation. **AB2496** would establish California as the only state in the nation with such a toilet and urinal standard. Revising state law would create regulatory disarray where national uniformity exists today. The Energy Policy Act of 1992 was written to establish a uniform federal standard for flush volumes (currently 1.6 gallons per flush for toilets).

Inconsistent state laws such as **AB2496** would create confusion in the

marketplace, and severely restrict manufacturers from focusing efforts on improving product performance to a single national standard. We prefer a nationwide standard that harmonizes product performance requirements and allows for performance testing to assure that toilets and urinals with reduced flush volumes will operate successfully, especially in commercial applications.

And so, after careful analysis and thoughtful discussion, the PMI Board unanimously endorsed the rationale above and a PMI position of “Neutral With Comment” on California bill **AB2496** concerning toilets and urinals. This position was presented by our California lobbyist, **Jerry Desmond** at the hearing held on April 26.

Another proposed California bill, **AB1953**, is of great concern to all PMI members. This bill calls for a reduction of lead content in plumbing products to an arbitrary amount. This bill would replace the effective, performance-based standards that are used today to regulate the presence of lead in plumbing products.

AB1953 proposes an unprecedented, artificially low standard in law that would prohibit virtually all end point devices, including faucets and fixture fittings, and most in-line devices, including backflow preventers and valves. Although low-lead brass

casting alloys have been introduced in very limited plumbing applications (i.e. water meters and corporation stops, and

certain plumbing product subassemblies), they are not widely utilized in most plumbing products. This is due to limitations in manufacturing, durability, strength, and the ability to apply surface finishes. Additionally, there is little known about long term field performance, availability, or health-related issues associated with these alloys.

AB1953 would also discount the scientific studies and collaborative efforts that are taking place with the participation of our industry and all other stakeholders. These efforts are being undertaken to assess any environmental and public health issues that may be related to the presence of lead in plumbing products, and to develop viable approaches to the concerns that are being expressed.

The legislation would dramatically impact the availability of new housing in California. Since housing construction is required to have

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Curling, Coaching, And The Importance Of Inherent Work Ethic

By: Barbara C. Higgins, Executive Director



Barbara Higgins

Have you ever watched anyone curl? Not as in “a bicep workout with dumbbells” or “a hot metal rod applied to the hair.” I mean the run-on-the-ice-in-funky-shoes-sweeping-a-broom-in-front-of-a-42-pound-hunk-of-granite sport of curling. It looks really easy! How tough can it be? Essentially it appears to be group shuffle board on ice without the polyester and early bird dinner special.

Well I am here to tell you, (having checked it out) it ain’t easy. And by the way, neither is learning to ride a bicycle. Or roller blading. Or meeting planning. Or managing people. Or running a successful business. In all of these activities, *watching* someone else do it and nodding along, is very different than *doing* it yourself. “On paper” it all looks easy. In practice, it’s a whole other story. Folks get a false sense of understanding of a project by watching. It’s only when digging into the project and getting the “hands-on, behind-the-scenes” view that seemingly simple tasks and those responsible for them, earn the respect they deserve!

The role of a manager is an important one. Delivering the right mix of praise and redirection. Challenging others to take a larger strategic view of situations. Encouraging them to think through processes from beginning to end in order to identify and eliminate barriers to success. Empowering them to be more than a problem spotter whose involvement stops with ringing the alarm bell and pointing. Instead the key is to encourage coworkers to not only identify problems, but also come back with possible solutions, and most importantly strategies for preventing the same problem from occurring again in the future!

I’ve enjoyed a diverse and

interesting career, working with people from a variety of backgrounds and in a variety of roles. I’m enjoying my journey and while the learning continues, for me now much of the reward is in coaching; passing along my experiences and insights to the next generation. This has resulted in some great successes, and also in some great disappointments. Coaching is a two-way street and all the best advice in the world is lost on someone not open to learning or lacking the motivation to be self-critical and willing to improve.

Howard Putnam, retired CEO from Southwest Airlines, was our keynote speaker at the recent Spring PMI Meeting in New Mexico. Mr. Putnam and I met several years ago at a luncheon meeting of the Council Manufacturing Associations of the National Association of Manufacturers. Unbeknownst to me, my fascinating, insightful, personable table companion and fellow former Iowan was the keynote speaker then too! By the time the host started tapping on the water glasses to signal the beginning of his presentation, Mr. Putnam and I had discussed (and pretty much solved) most of the great world issues. (Boy was I surprised when Mr. Putnam responded to the glass-tapping by walking to the podium!) For me, the most important topic we covered was “Is it possible for an employer to teach work ethic to an adult employee?” I explained (or was I whining?) the situation I was having with a young staff member and settled back for my answer as Mr. Putnam drew in his breath. This was going to be good — I just *knew* it!

“Barbara,” he said looking me squarely in the eye. “You’ve just got to hire better.”

I waited for him to continue, but that was it.

That’s it? Yes... that’s it.

What a shock it was to learn that not everyone cares about a job well done, takes pride in their work or takes personal ownership of successes and

failures. (I remember asking a young family member whether she was embarrassed by the “F” she had received on her report card. Her comment, “Gee, I never thought about taking it *personally*.” Holy smokes.)

In my early career, I looked at managers as a bunch of paper-shufflers and as a young manager myself, it was tough for me to handle the concept that I wasn’t creating anything tangible except for an annual financial report. Somebody else wrote the press releases, designed the newsletter, stuffed the envelopes, selected the meeting site, hired the speakers and ordered the meeting gifts. (Come to think of it, many of those jobs are mine again due to the small size of our PMI staff). A manager’s job is to think and plan and problem solve and develop projects. Even more importantly, a manager’s job is to select and coach and inspire people to get those jobs done accurately and on time. Like curling, it’s not as easy as it looks.

Tasks can be learned. Give me a good athlete and I can train him/her to do most anything. But without inherent work ethic, not much can be accomplished without a lot of pain.

Mr. Putman hit the nail on the head.

Conservation, Lead

Continued from p. 1

plumbing that conforms to state law, the unavailability of plumbing products would effectively halt construction. For the same reason, the legislation would have a dramatic impact on remodeling.

PMI is pulling together coalitions of like-minded interest groups to defeat working AB1953. Be sure that you are fully engaged in these efforts too. There is strength in numbers and through this strength, we will continue to work to educate legislators about the impact of what is being proposed. It is frustrating and dangerous to be misunderstood. As the voice of the industry, PMI is working diligently to set the record straight!

National Water Efficiency Initiatives Ready To Emerge

By: David Viola, Technical Director

Water efficiency is firmly in place as a national priority and one of the main issues confronting the plumbing industry. As **PMI President Theisen** states in his article, great emphasis was placed on the subject at the PMI Spring Meeting due to state legislative activity and new national programs underway seeking to increase water efficiency. In addition to the California toilet and urinal bill (Assembly Bill 2496) that Mr. Theisen referred to, PMI members learned more about the status of the new national water efficiency organization, the Alliance for Water Efficiency (AWE), and the U.S. Environmental Protection Agency (EPA) National Water Efficiency Program.

Jim Hanlon of U.S. Environmental

PMI Kudos

Hey Barb,

Great stuff! [*PMI News*] Congrats to **Dave Viola** for his award. Excellent President's column..how does it go "a mouse at a parade of elephants"...nice visual! Great idea to hire a skilled lobbyist for California!

Ed Hardison
Retired, CIPH

Barb,

Thanks a lot - your visit was great! Looking forward to working with your staff.

Jon Dommisie
Bradley Corp.

Barb,

Congratulations on getting Bradley into the PMI fold. Keep up the excellent work you are doing. PMI seems to keep generating more good vibes - a real credit to your leadership.

Take Care,

Tim Fausch
BNP Media

Protection Agency (EPA) reported at the PMI Spring Meeting that EPA is ready to launch their voluntary partnership program to promote and enhance the market for water efficient products. The goal is to assist consumers in identifying efficient products that perform safely and effectively. This will be accomplished through a product rating and labeling scheme similar to the one used by Energy Star. Although specific details about the program and process are not yet available, EPA has announced that toilets are the first products eligible for certification via EPA's Water Efficiency Program. A draft specification has been distributed by EPA and a workshop was held to solicit stakeholder feedback.

EPA has indicated that they also intend to address faucets in the first year of the program and urinals and showerheads at some point in the future. Since all of these products are of great importance to our members, PMI continues to actively work with EPA to ensure that the program is constructed to:

- *remain voluntary, transparent and open to all stakeholders in the plumbing industry,

- *only pursue products where substantial water savings are realized without adversely impacting the industry, compromising performance or reducing the level of public health and safety,

- *use test methods that are scientifically sound, repeatable and verified by rigorous lab and field research,

- *provide sufficient implementation lead time,

- *harmonize state and regional initiatives,

- *avoid designating proprietary products, and

- *incorporate product and packaging labeling schemes that are useful to consumers and reasonable for manufacturers.

Mary Ann Dickinson of the

California Urban Water Conservation Council (CUWCC) noted at the PMI Spring Meeting that they are in the final stages of creating the new Alliance for Water Efficiency (AWE). After a final stakeholder workshop on June 16, 2006 in Washington, DC, the organizational structure, missions, initiatives, and funding means will be finalized. Upon completion, the organization will be temporarily located at the CUWCC in Sacramento until a new Board is created and an office is set up in Chicago.



David Viola

The primary function of AWE will be to encourage the manufacture and purchase of water efficient products and services through the promotion, overseeing and coordinating of research, testing and voluntary standards, and labeling of plumbing products. EPA has provided funding to get AWE started as it understands it will play a vital role in the success of their national water efficiency program.

Although the size and balance of the AWE Board has not been finalized, it will consist of representatives from stakeholder categories that include manufacturers/trade associations, water utilities, builders, consumers, government and academia. In order to represent members' interests, PMI will apply for AWE Board membership.

PMI's goal in working with these organizations is to achieve greater water efficiency, while ensuring that products are safe, perform well and maximize consumer choice. If these activities prove successful, they may go a long way in helping to minimize the pressure felt by local and state governments to establish mandatory requirements that are inconsistent with national standards.

Elkay Manufacturing Honored At K/BIS

More than 250 industry leaders gathered at the annual Crystal Vision award breakfast held April 22 during the K/BIS Show in Chicago, to honor **Elkay Manufacturing Company**, of Oakbrook, Illinois. Elkay has been a generous product donor to The Storehouse of World Vision, a non-profit distribution center for donated building materials and other products.



(l-r) **Bob Atkins**, retired president of Grohe America, **Ron Katz**, chairman of Elkay Manufacturing, and **David Kohler**, group president for Kohler Co.

"The contributions from Elkay are an example of how a corporation can actively promote the social, economic and cultural growth of the communities it serves," said **David Kohler**, group president for Kohler and host of the breakfast.

Past winners of the Crystal Vision Award are **Kohler, Masco Corporation, The Great Indoors, Moen Incorporated, and Grohe.**

Other speakers at the breakfast included **Bob Atkins**, recently retired

president of Grohe America, **Al Pattison**, president of the National Kitchen & Bath Association, and **Mark Vergnano**, vice president and general manager of DuPont Surface and Building Innovations.

PMI Executive Director, **Barbara Higgins** serves on the Planning and Procurement Committee of the

Storehouse. Asked about PMI's involvement, Ms. Higgins commented, "As the Voice of the Industry, PMI also works to reflect the industry's heart. Public safety and health are key components of our mission statement. Providing quality plumbing products to those in need, is an extension of that goal. We are pleased to have worked with Chicago Storehouse since the awarding of the very First Crystal Vision Award in 2001 (to

Kohler Company, a PMI member), expanding the participation to include several other PMI member companies within our ranks.

In addition to Kohler, we congratulate other previous Crystal Vision Award recipients/PMI members: Masco Corporation, 2002, Moen Incorporated, 2004 and now Elkay Manufacturing Company, 2006. Congratulations, all!

We're proud of you!"

Thank you to the following PMI Members who displayed their PMI Pride by wearing PMI ribbons/pins at the recent K/BIS Show in Chicago.

Alsons Corporation
American Standard Corporation
Amerikam
Chicago Faucet Company
Delta Faucet Company
Dornbracht USA
Elkay Manufacturing

Hansgrohe, Inc.
KWC America
NEOPERL, Inc.
Speakman Company
Symmons Industries
TOTO USA
VitrA USA

Note: PMI and other Storehouse sponsors were the subject of a special "rap" performed at the Crystal Vision breakfast. We've included an excerpt.

It's all because of you,
Your "Other" Warehouse
My life's been made brand new, Moen and Fortune Brands
You gave to me and now my life has c-h-a-n-g-e-d, Crawford Sales
I thank you so, Snyder Diamond
How much, you'll never know, NKBA
You made a difference to me

Somebody give me a hand, my life's falling to pieces
Famine in the land, poverty increases
I bellow in desperation can anyone hear my cry
In stress and frustration tears fill my weary eyes

I try to navigate this road alone only to find I can't go it alone I need someone by my side
Seems so hopeless but hope is nearer than I think

I lose focus and notice that I'm nearing the brink

But then I look to the hills and see on the horizon
Ambassadors of Hope, Emissaries, and wise men

And women who give so that others can have this
Opportunity to rise above of the ashes

It's all because of you, Delta and Danze **and P-M-I**

My life's been made brand new, Inglis Foundation

You gave to me and now my life has c-h-a-n-g-e-d, K-B-B

I thank you so, Grohe America and The Great Indoors

How much, you'll never know Delta and Masco
You made a difference to me

It's all because of you, President's Council
My life's been made brand new, Elkay and Kohler

You gave to me and now my life has c-h-a-n-g-e-d, DuPont

I thank you so, Shapes Supply
How much, you'll never know

World Vision Chicago
You made a difference to me



Kenyatta performing at the Crystal Vision Breakfast.

Photo by Shannon Baldwin

PMI: "Back To The Future" Highlights Of The 2006 Spring Meeting

By: Lori Palcheck, Office Assistant

Amidst spectacular views of New Mexico's Sandia Mountains and surrounded by the culture and architecture of a historic Pueblo Community, PMI convened its 2006 Spring Meeting at the Hyatt Regency Tamaya Resort and Spa, set on over 500 acres of protected land along the Rio Grande. At registration, attendees and guests were presented with Navajo Sand Painting Boxes, made by local Native Americans. Spouses received special spa packages.

PMI President **Claude Theisen**, welcomed 95 attendees to this year's meeting. The theme of the meeting, "Back to the Future" focused on issues that form the basis of PMI such as lead in plumbing products and water conservation.

Early Sunday morning 10 golfers enjoyed 18 holes of golf at the foot of the majestic Sandia Mountains on the Golf course developed by the Pueblo of Sandia. Meanwhile, some folks were off to greater heights as they enjoyed the spectacular views from hot air balloon rides. Santa Fe shopping was another popular outing enjoyed during off-meeting hours.

Following the Board of Directors' meeting, Welcome Reception and Dinner, the General Membership meeting began with Claude Theisen's presentation. He presented **John Lauer** of Sloan Valve with "The Past President's Plaque," **Pete DeMarco**, of American Standard with the Quarter Century Plaque for his company's 25 years of membership, and **Klaus Fromme** and **Tom Eberhardy** of Bradley Corporation with a new member plaque, welcoming Bradley to the PMI membership. Mr. Theisen was pleased to announce that TOTO's application for membership was just approved by the PMI Board of Directors, and he welcomed six first-time member attendees. The meeting concluded with a preview of the following days' events.

Returning for a back-to-basics issue

discussion on water conservation was **Mary Ann Dickinson**, Executive Director of the California Urban Water Conservation Council, followed by a special guest from the U.K., **Yvonne Orgill**, Commercial Director of the Bathroom Manufacturers Association (BMA), with whom PMI has signed a Memorandum of Understanding (MOU) and who informed the group of the U.K.'s position on and initiatives regarding water conservation.

Other featured speakers at the conference were **Jim Hanlon**, U.S. Environmental Protection Agency's Director of the Office of Wastewater Management, **Dr. Barbara Beck**, Principal of Gradient Corporation, local area Water Conservation Officer, **Katherine Yuh**, **Joe Cullinane**, President of Joe Cullinane Enterprises, who presented "Using Rich Media on the Web," **Jim Crockett**, Chief Editor *Consulting Specifying Engineer Magazine* who gave us "An Insider's Look at M/E/P Engineering Specification Practices," and **Carl Cullotta**, Vice President and Senior Partner of Frank Lynn and Associates and five-time PMI presenter.

Following Carl's presentation **Barbara Higgins**, Executive Director of PMI welcomed prospective members **Robert Easter**, CEO and **Bruce Reidel**, President, both of H2O Guard and **William Houlin**, President and CEO of Briggs. She also announced the upcoming launch of the newly redesigned PMI Website. She encouraged members to visit the site and provide feedback. Among the highlights of the new website are an interactive calendar, capability for credit card meeting registration and payment, and an enhanced "Members Only" site.

At the conclusion of a full day of meetings, 62 guests ventured out Monday evening on chartered buses to the Georgia O'Keeffe museum for a reception and tour of her artwork followed by dinner at the La Casa Sena Restaurant in Santa Fe, NM.

On Tuesday, the Fair Trade Issue Committee meeting featured China Specialist and Author of *China Inc.: How The Rise Of The Next Superpower*



Lori Palcheck

Challenges America And The World, **Ted Fishman**. His enlightening speech described the effects of China's recent emergence as a world power on the lives and businesses of people across the globe. Following the meeting, lines formed for a luncheon buffet and book signing by Mr. Fishman where 25 copies of his book were sold.

Besides committee meetings on Water Conservation, Member Services, Universal Conformity Assessment and Technical Standing, E-Business issues, Government Affairs, and Fair Trade there were Joint Product Group Meetings such as the Showerhead/Hand Shower, Faucet and Shower/Tub/Tub-Shower group and Flushing Devices/Fixtures Product group.

Our conference concluded on an uplifting note with Dinner/Keynote Speaker **Howard Putnam**, Former CEO of Southwest Airlines: on "Dynamic Leadership and Managing Change." Following Mr. Putnam's address, we took to the great outdoors gathering around the campfire and under the stars, to enjoy cultural tales told to us by **Emmett Garcia**, Storyteller of Santa Ana Pueblo, NM. Some of us even used our scouting skills and fired up some S'mores.

Before departing Wednesday morning, we enjoyed one more breakfast buffet and one last glance at the Sandia Mountains. Members interested in participating in a Technical Strategy Meeting remained for this session. We look forward to seeing you at the 2006 Fall Meeting.

2006 Spring Meeting



2005 President John Lauer receives a plaque and heartfelt thanks from PMI President Claude Theisen



Yvonne Orgill of the BMA, spoke about U.K. initiatives during the Water Con Meeting

“Just a quick email to thank you and the PMI Board for your wonderful hospitality during the Spring Conference. Speak to you soon,”
Yvonne Orgill, BMA



PMI Quarter-Century Club plaque presented to Pete DeMarco representing American Standard by PMI President, Claude Theisen



Jim Crockett of Reed Business presented research study findings to the group

We have reached the point where the PMI meetings go very smoothly. Preparation by the staff is excellent, and much of the work is done off-line by various task groups making the meeting time very efficient.

Fred Luedke, NEOPERL, Inc.



Bruce Reidel of H2O Guard enjoying the Santa Fe night air.



Akgun Seckiner of Vitra and Shabbir Rawalpindiwala of Koher Co. review the day's events



Jeff Boardman, first-time attendee, and Sherry Foster both of KWC America take a break from a long day



New member Klaus Fromme of Bradley Corp. accepts PMI Member Plaque from President Claude Theisen



Dr. Barbara Beck of Gradient Corporation



Raul Holguin of Jing Mei with his wife Lucy enjoy a return to Raul's home state

This was a great location. The hotel was good, the food good and the setting was fantastic. Loved the Monday night dinner. It was a good “small table” opportunity.

Suzanne Shaw
Chicago Faucet Company



Casey Hayes of Haws receives an autographed copy of *China, Inc.* from author Ted Fishman



(l-r) Dave Viola, PMI Technical Director, Darold Vredberg of Elkay, Charles Scott and Steve Tokarz, both from BrassCraft stop to flash a smile for the camera at the Georgia O'Keeffe Museum cafe



Larry Himmelblau of Chicago Faucet Co. and Jon Spector of Dornbracht chat during the Tuesday evening reception

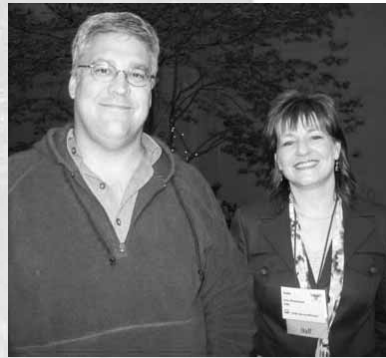
ng - Back To The Future



First-time attendee Tim O'Keeffe of Symmons Industries is welcomed by Tom White of Haws Corp.

Barbara,
I must congratulate yourself and the PMI team for an excellent Spring Meeting in New Mexico. I found the location and content for the meetings to be of the highest standard.

Best Regards,
Steve Cummings, Caroma



Steve Sebehar of Fisher Manufacturing and PMI's Lori Palcheck enjoy the patio at the Georgia O'Keeffe Museum cafe



First-time attendee Tom Eberhardy of Bradley Corporation



Bill Strang and Fernando Fernandez of TOTO USA attended the Spring Meeting as a newly approved PMI member



Sally Remedios of Delta Faucet and Peter Jahrling of Sloan Valve pose for a quick photo

The PMI staff did an excellent job! Well-planned and successfully executed.

Jeff Baldwin
T&S Brass



Keynote speaker, Howard Putnam shared insights and anecdotes



John Petrovic shows first-time attendee Mike Miller, both of Alsons Corp., the ropes of a PMI Meeting



PMI Member spouses gathered together for a photo. (l-r) Lucy Holguin, Denise White, Sue DeMarco, Kem Theisen, Becky Barnhart, Nancy Herrbach, Barb Axline, Maria Pilatowicz, Jean Luedke, Suzan Strader



Welcome to first-time attendee Karl Luebke of Kohler Co.



The winning golf team: Peter Jahrling of Sloan Valve, Casey Hayes of Haws Corp and Steve Tokarz of BrassCraft Mfg.



Arturo Robles of Fluidmaster Inc. enjoys his first PMI meeting



Katherine Yuhás of the Albuquerque Water District addressed the group on Tuesday afternoon in a special session



Emmett Garcia of the Santa Ana Pueblo shares creation and cultural stories around the campfire complete with S'mores

PMI Extends Condolences To Family Members And Friends

PMI has made a donation to Samaritan's Purse in memory of **Kyle Talbot**, 21, who passed away unexpectedly on March 3, 2006. Kyle was the oldest son of **Todd and Denise Talbot**. Todd is the President of Alsons Corporation and BrassCraft Manufacturing Company.



William J. Higgins, Jr. (Bill), 83, died March 9, 2006, at the East Pasco Hospice, Dade City, FL after suffering a massive stroke on February 26. He was the father-in-law of PMI Executive Director **Barbara C. Higgins** (father to her husband **William J. "Trey" Higgins, III**).



William (Bill) Higgins, Jr.

Bill leaves behind two children, three step-children, nine grandchildren, and his wife of 25 years, Glenice. The couple had just returned earlier that day from a 10 day cruise celebrating their silver wedding anniversary. Barb and Trey were privileged to have spent a wonderful week in Florida with Bill following the stroke. His active mind never slowed down and the time was filled with songs, laughs, trivia and reminiscing. Bill was a huge fan of *PMI News*.

He married DeLores May (nee Fuller) on July 4, 1947, who preceded him in death on July 23, 1979 three days after the birth of Trey's daughter and their first grandchild. Bill married Glenice (nee Boynton) on February 28, 1981. He retired from McGraw-Hill Publishing Company after selling advertising space for 33 years. Active in the Boy Scouts, Bill earned the rank of Eagle Scout. He was a lifelong Episcopalian and member of the church choir beginning at the age of 8. An avid golfer, he also enjoyed his daily crossword puzzles, bridge and other card games, and board games. He

constantly amazed family and friends with his ability to retain facts and figures.

PMI made a donation to East Pasco Hospice in Bill's memory.



PMI has made a donation to the American Cancer Society in memory of **James Sandys**, 77, who passed away on April 8, 2006. Mr. Sandys was the father-in-law of **Joseph Dodd** of Moen Inc. Joseph is a PMI co-chair of the E-Business Issues and Opportunities Standing Committee. Mr. Sandys was an avid bowler. He bowled 18,300 games, and was a member of the Seniors League at Rebman's Bowling Alley, Lorain, OH and was inducted into the Lorain County Sports Hall of Fame. A member of the National Rifle Association, he shot at turkey and trap shooting events in Elyria and Lorain. Survivors include three daughters, nine grandchildren, and two sisters.



Willard Allen Speakman, III, (Bill) 67, of Greenville, DE, died in Antigua, B.W.I., on April 11, 2006, after a courageous battle with pancreatic cancer. Bill graduated from Westminster School in Simsbury, CT, in 1956. After receiving his BA degree from Princeton University in 1960, Bill completed his military service at Fort Benning, GA. Great-grandson of the founder of the Speakman Company, Allen Speakman, Bill began his career with the Speakman Company in 1962. He succeeded his father, Willard Allen Speakman, Jr., as president of the company in 1971 and became chairman in 1978, a position he held until his death. To adapt the words of his personal hero Winston Churchill, Bill was a modest man who had little to be modest about. Even close friends and family often had little idea of Bill's

many achievements across a range of fields and geographies. Bill was a member of the Wilmington Club, where he served as president, as had both his father and grandfather, Willard Allen Speakman. It is altogether fitting that Bill should have spent his final days at the Mill Reef Club in Antigua. A valued edition in his wideranging library was *Quakers of the Caribbean*. Bill was proud of his Quaker heritage and exemplified a dedication to thrift and selflessness and a commitment to quietly serve his community and many friends.

He is survived by his wife, Stephanie du Pont Bredin Speakman, one daughter, and granddaughter, his sister, three nieces, a stepson and stepdaughter.

PMI made a donation to the University of Delaware Library Associates in Bill's memory.



PMI has made a donation to the Exeter Boys and Girls Club in memory of **Alex L. Torres**, 69, who passed away on April 15, 2006. Mr. Torres was the father-in-law of **Ray Fisher**, president of Fisher Manufacturing and a member of the PMI Board of Directors. According to Ray, Alex's town flew all the flags at half staff. He was very well respected in Exeter, CA having been a city council member and mayor. He served as president of the Tulare County Economic Association, founding member and interim president Exeter Art Gallery and Museum Association, past commander of the Exeter American Legion Post 94, Member Exeter Lions Club, member and past recipient of Exeter Alumni Association Member of the Year. Past recipient Exeter Man of the Year. Survivors include his wife, three children, four grandchildren, five brothers and sisters, and numerous nieces and nephews. (*Note: Ray's father passed away in February.*)

EPA's Lead And Copper Rule May Have A New Wrinkle

By: Christian Richter, PMI Lobbyist

Since the DC lead contamination episode two years ago, the U.S. Environmental Protection Agency (EPA) has been under pressure to take bold action and make changes to key drinking water provisions in the Lead and Copper Rule (LCR). The facts still show there's no national crisis in the making. Yet Congress has held hearings, made inquiries of EPA officials on the LCR and periodically wrestled with how to rewrite the Safe Drinking Water Act.

In fact, PMI and leaders of its Lead Task Group (**Craig Selover**, Masco, **Lee Mercer**, Moen and via conference call PMI's **Dave Viola**) were on Capitol Hill just a month ago keeping our allies informed of the industry's views on the second of two reports on lead in the nation's drinking water from the Congress's research arm, the Government Accountability Office (GAO). The briefing was well timed, as shortly afterward PMI was called upon to provide answers to thorny questions on drinking water confronting Senate Environment Committee Chairman **Jim Inhofe** (R-OK).

We may still see a surprise or two before the end of the 109th Congress. At this point it appears that Capitol Hill may be mostly quiet. But while more aggressive federal action that would impose needless burdens on the plumbing products industry may be stalled for now, states like California are now jumping into the action and shaping the debate over what products are deemed acceptable in the marketplace. Companies heard recently during PMI's annual meeting in New Mexico just what challenges might lie ahead for products containing lead.

Back to EPA. Senior officials there, particularly in this election year, are ever mindful of the need to fend off mounting criticism of the Bush Administration from environmental groups and show measurable progress in tackling drinking water risks to the public. So the Agency is pressing

ahead to finalize its LCR proposal by this summer that was supposed to contain, fortunately, a narrow set of revisions. The rule package, which focuses on issues like improving utility water sampling and the way utilities notify the public of lead violations, has moved to the White House for final review and approval before publication in the Federal Register.

Throughout the development of the regulation, PMI has continued to work closely with EPA to answer questions ranging from the status of lead in plumbing devices, the merits of NSF 61 changes underway and other topics. Even so, in the final days before the rule package was sent to the White House, a small group EPA formed to recommend ways to improve utilities' communication with the public advanced some surprising changes to the current LCR regulation.

The changes would require public water systems to inform drinking water customers in periodic Consumer Confidence Reports that if the lead Action Level is exceeded, it's likely "the result of materials in your home plumbing system." Stranger still is that even when the water system does NOT exceed the Action Level, utilities would be required to notify customers that it's possible there still may be high

lead levels in their homes caused by materials in their home plumbing systems.

Needless to say, PMI has called foul to EPA. We've reminded top Agency officials that potential lead problems in the home are certainly attributable to a range of factors and devices under the jurisdiction of the public water system. EPA has worked to trim some of the language, has assured PMI that it will discuss the issue in the proposal and will formally request comment on whether this approach to notifying the public is appropriate. PMI will have the opportunity once the proposal is on the street to finish correcting the record.

Stay tuned.



Christian Richter



Plumbing & Mechanical Magazine Sponsors Hiring Conference

By: Steve Smith, BNP Media

Hiring and keeping the right people are major challenges for the plumbing industry. *Plumbing & Mechanical* magazine will address this issue at the publications first-ever conference, "Innovative Thinking 2006: Hiring-Training-Retention," June 12-13, 2006 at the Emerald Pointe Resort, near Atlanta, Ga.

The 1-1/2-day conference will feature nine sessions designed to address such topics as training Hispanic workers, attracting women to

the trades and using the Internet to recruit new workers. The seminars are designed with the specific interests of plumbing contractors, wholesalers and engineers in mind.

For complete information on speakers, topics and hotel information, log on to the following website www.innovativethinkingconf.com. The rate for the Innovative Thinking Conference is \$495. To register, contact Jessica Yamin, 888/530-6714 or by email, yaminj@bnpmedia.com.

PMI Member Companies In The Industry News

(From Supply House Times April '06)

The Chicago Faucet Company announced **William Christensen** as its President/CEO effective February 22. He joined the Geberit Group in November 2004 and most recently was head of strategic marketing in Jona, Switzerland.

Elkay named **Jack Krecek**, Vice President/Marketing, North America, Plumbing Products division. Mr. Krecek, a 21-year veteran at Elkay, had been Vice President and General Manager of the Elkay Water Cooler division.

NEOPERL has introduced "Deals" counter displays for its faucet aerators. The Perlator® Deal 22P offers OEM quality faucet aerators in standard flow; Deal 15P has a water-conserving low flow faucet aerator, ideal for Green Building projects; Deal 36W or 36C features the sleek and compact Vario® kitchen swivel spray aerator in chrome or white.

Sloan Valve Co. offers the QuickTop™ Model QT-1521 manual kitchen faucet with a single ADA-compliant fingertip control lever.

Hansgrohe said its Axor Starck X, by designer Phillippe Stark, received multiple design awards in 2005. The Axor Starck Waterwall shower system won both an iF design award and a Design Plus Award.

Delta and Brizo® were both recognized with Awards for Design Excellence (ADEX). Brizo's Loki™ powder room and bar/prep faucet received a Platinum ADEX Award, and the Venuto™ kitchen faucet was honored with a Gold ADEX Award.

See the feature article on page 70 of the April 2006 issue of Supply House Times. **PMI** is featured as Supply Chain Partner of the Month.

Symmons has introduced its Canterbury® Suite a set of fittings custom-designed to mirror the simplicity and historical charm of the Four Seasons Hotel Boston.

The following manufacturers and their products are featured in an April 2006 Supply House Times article titled "TOP 10 Products of 2005": **Kohler, Hansgrohe, American Standard, Sloan Valve, and Elkay.**

(From Plumbing Engineer April '06)

John Aykroyd has been named national sales manager for Sloan Valve Company to replace the recent loss of Ren Owen. Aykroyd's most recent post was national sales manager for Halsey Taylor and prior to that, he was a district sales manager for Mueller Industries.

Moen has recently introduced the Moen Certified Service Plumber (MCSP) program in order to help service plumbers grow their business and increase profits by providing them essential tools and training. The MCSP program requires training and continuing education sessions on faucet repair and installation.

Recently introduced, Lifetime Whirlpool from **American Standard** meets consumer demands with innovations including exclusive ComfortJets that are easy to clean and engineered to push more water deeper into the tub.

The Aerada™ 1200 Series CS faucet from **Bradley Corporation** features capacitive sensing technology for optimal handsfree operation. The faucet detects a user's presence from any angle of approach.

(From PM Engineer April '06)

Hansgrohe Brand Manager **Richard Grohe** has been elected to the board of directors at Hansgrohe AG, the parent

company of Hansgrohe-North America, which is based in Alpharetta, GA. The 40-year-old grandson of company founder **Hans Grohe** will be responsible for key account management as well as the Hansgrohe brand on the board.

Symmons has named **Timothy O'Keeffe** as its new director of marketing. He will be responsible for creating a message platform for Symmons' newest business groups: the Signature Design Studio and the Elements showroom offering.

(From Plumbing & Mechanical April '06)

BrassCraft now offers SureConnect™ a new system for water supply connections that adds speed and labor savings.

In an article that describes how the aging baby boomers are staying in their homes as long as possible, **Moen's** product line of Home Care bath-assist products that were developed last year are described.

(From PM Engineer e-newsletter, April 6, 2006)

Bradley Corporation was presented with Grainger's Partners in Performance Supplier Award for 2005. The award recognizes suppliers who achieve excellence in several categories, including responsiveness, information integrity, on-time shipping and order fulfillment.

Haws Corporation recently held its third intensive representative training class, called "Haws University." The curriculum, aimed at creating "Haws Product Specialists," includes comprehensive product and competitive comparison training, along with actual experience assembling and bench-testing Haws products.

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PMI Member Companies In The Industry News

Continued from p. 10

Chicago Faucets has introduced the new 3400 Metering Faucet, with many of the same features and durability of the original MeterMix™ line, but in a single-supply, non-mixing design.

(From ISH Press Release, April '06)

ISH 2007 (Frankfurt Germany), March 6-10, the World Fair for bathroom, building, energy, air-conditioning technology and renewable energies which will be held in Frankfurt has 90 percent of its exhibition space already rented. The theme for ISH 2007 will focus on "Renewable Energies."

(From The Wholesaler April '06)

This year marks the 85th anniversary of **Bradley Corporation** and the invention of the washfountain created to prevent worker productivity from "going down the drain."

Five products from **Sloan Valve Company** received endorsement by the Green Restaurant Association for helping the industry become environmentally sustainable.

(From Reeves Journal April '06)

Falcon Waterfree Technologies' new waterfree urinals have been recognized with a 2006 ADEX Platinum Award for product design of furniture, fixtures and finishes marketed to the design trade.

Alsons Corporations' shower products took home Gold, Silver and Platinum awards in the Architectural Product Design category competition. Alson's 7-Spray ShowerHead took a Platinum Award, which is the highest level of ADEX recognition, while its In2ition hand shower/showerhead and its 7-spray hand shower took Gold and Silver Awards, respectively. **Falcon's** F4000 and F5000 urinals received the Platinum Award in the Commercial Bath category. The products were selected by a panel of independent

judges from approximately 2,000 new products from around the world.

Elkay West, a 106,000 square foot facility in Ogden, Utah, opened its doors recently. The new plant will serve as a regional distribution center for some of the company's product lines and manufacturing for its stainless steel single and double-basin sinks.

In an article that describes how faucets and other accessories lead the way in kitchen remodeling jobs, **Kevin McJoynt**, director of marketing for Gerber Plumbing Fixtures LLC said that what his company has seen in kitchen remodeling is a trend toward bigger faucets in larger kitchen spaces. He also said that many remodelers are using adaptations of commercial fixtures. McJoynt said that Gerber is taking the steps needed to transform those commercial faucets into residential products.

In an article on Water Conservation products and how they have evolved to look and work better, **Kevin McJoynt**, director of marketing, Gerber Plumbing Fixtures LLC describes the developments made, engineering solutions and their product offerings on 1.6 gallon toilets. He also describes the fact that there are more options for consumers.

Delta Faucet has announced two new additions for the kitchen: the Palo pull-out kitchen faucet and the Ellington two-handle kitchen faucet.

(From Contractor April '06)

Plumbing products at this year's International Builders' Show in January in Orlando, FL put the emphasis on performance. Those mentioned were **Delta Faucet's** Pascal hands-free kitchen faucet, **Moen's** new filtration faucet, the Chateau faucet, and **Moen's** pull-out, quarter-turn, hot-

and-cold water faucet. Other plumbing products featured were from **Gerber, Kohler, and Vitra.**

(From Slate.com March '06)

In an article that explains why auto-flush toilets are poorly designed, **Pete DeMarco**, Director, Compliance Engineering of American Standard, Inc. is quoted.

(From IAPMO Press Release March '06)

The **IAPMO Evaluation Service** LLC (IAPMO ES) that began operations January 1, 2004 is now accredited by American National Standards Institute (ANSI). IAPMO ES will evaluate building products, designs and materials to the requirements of International Building Code, Uniform Building Code and the NFPA 5000® Building Construction and Safety Code™.

(From Time, March 20, '06)

Delta's Brizo bath faucet, which uses lighting to change the water color depending on the temperature and which can be turned off or on with a touch, or with a wave of the hand is featured in an article titled "Must Have Gadgets."

(From Wall Street Journal, March 30, '06)

Whirlpool Corporation hopes to close its acquisition of appliance maker Maytag Corporation soon; as the Justice Department said it won't block the \$1.7 billion deal. In an interview, **David Swift**, Whirlpool's North American president, vowed to "inject exciting new life" into Maytag brands, although he said it was too soon to comment on which brands Whirlpool would keep or whether it would close any plants. He said the company also would be able to lower costs by increasing manufacturing efficiencies and by buying supplies in larger volumes. (Note: the acquisition is now complete.)

Interactive Calendar Now On PMI's Site

By: Maria Bazan, Association Manager



Maria Bazan

The enhanced PMI website was launched on May 1, 2006 to rave reviews from users. Be sure to check it out if you have not already done so! PMI's new site boasts a fresh new

look and features. The Interactive Calendar is one of these new features

and will allow for the submission of industry events and information to the PMI staff to be posted to the Calendar of Events section on the website. Simply log-on to www.pmihome.org, go to the Calendar of Events tab, scroll down below the calendar, and enter your event information and click on Submit Event. It's that easy! Note: PMI reserves the right to post only industry related event information.

Please take a moment and visit the PMI website, www.pmihome.org, and let us know what you think!

PMI Chair Vacancies Have Been Filled

By: Lori Palcheck, Office Assistant

Congratulations to three newly appointed PMI Focus Issue Committee Chairs!

PMI President, **Claude Theisen** has appointed the following members to leadership positions:

Suzanne Shaw, Director of Marketing of Chicago Faucet Company has been reappointed as Member Services Co-chair serving with **Rick Reles** of Kohler Co.

Gary Cole, Quality Manager of T&S Brass and Bronze Works, Inc. has been appointed Co-chair of Fair Trade

serving with **Steve Tokarz** of BrassCraft Mfg. Co.

Tim Kilbane, National Sales Manager of Symmons Industries, has been appointed Co-chair of Universal Conformity Assessment serving with **Mike Martinez** of Price Pfister.

Their three-year terms will officially begin with the 2006 PMI Fall Meeting, but are effective now.

We are glad to have all the new chairs on board and look forward to their service.

A Word Of Thanks From Barb

Thank you all for your condolences at the loss of my father-in-law, **Bill Higgins**. The outpouring of sympathy was overwhelming and I thank each of you sincerely. Your cards, emails and memorial donations are very much appreciated by our entire family.

I got very lucky in the "in-law" department which, as I have learned, is not necessarily the "norm." As you might gather from his death notice, Bill was a one-of-a-kind guy, a real gentleman, my golfing coach, one of the few people I could talk with about 1940's movies and music, and the only person I know that could recite with me the classic lines of Mel Brook's "*Young Frankenstein*."

Bill followed PMI and our industry issues with great interest and looked forward to reading *PMI News* every other month. He was thrilled to know that Bradley finally (!) had joined PMI and that TOTO's application was (at that time) on the way.

Bill's memorial service was "standing room only" and he will be missed by countless folks that knew him. Your remembrances will help ease us through the difficult coming months, especially as golf season arrives, and beyond. Thank you.

My deepest sympathies to those of you who have also recently lost family members and loved ones.

Barb Higgins, PMI

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

Dan Hinkle
Texas Lobbyist
(512) 478-4192
kdan@airmail.net

Jerry Desmond, Jr.
California Lobbyist
Desmond and Desmond
(916) 441-4166
jerry.desmond.jr@desmondanddesmond.com

Plumbing Manufacturers Institute

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