



Rodman Ward

Globalization: What Goes Around Comes Around

By: Rodman Ward, President of the Plumbing Manufacturers Institute and President of Speakman Company

Every day and in countless ways, our lives are impacted by globalization and an ever-shrinking world. Much

of what we touch, wear and eat comes from somewhere other than the good old US of A. Over the past 50 years, we have seen manufacturing bases move around the globe from Japan to Malaysia to China. The U.S. has continued its tremendous contribution to the world economy, though somewhat differently than in years gone by. America remains a dominant manufacturing entity and the source of limitless creative design and innovation.

Generally speaking, this global transition has been seamless to consumers. We are often surprised to learn that the American flag we are waving at the Independence Day parade was made in China. Or that the local phone number we have dialed for information about our airline flight has been forwarded to a call center in India. This shifting caused PMI to examine and revise its bylaws concerning eligibility for membership. It is increasingly common for U.S. parent companies to manufacture elsewhere and for non-U.S. companies to manufacture here, in view of the importance of our market to them. In fact, we even took a look at the term "manufacturing" to better define it as a prerequisite for PMI membership.

While there are examples of plant

cutbacks and shutdowns that have resulted from the transfer of manufacturing elsewhere, typically this void is filled by another industry or technology. And while some jobs have shifted away, U.S. productivity remains among the highest in the world. Interestingly, many jobs that left this country are now slowly returning to the U.S.. Issues of material costs, carbon footprint and communication have revealed that there are heretofore underestimated benefits of manufacturing on our soil. Security issues also highlight the importance of countries maintaining control of critical manufacturing functions and materials (scrap, for example).

To remain competitive though, we must continue to promote quality education among our youth, as well as the virtues of a good work ethic and the importance of manufacturing. Living in the "land of plenty," we must be careful not to take America's leadership position for granted. It will be tougher to compete in the coming years, given global pressures for efficiency, product material costs, availability and restrictions and economic issues.

But we are up to the challenge! It all starts from within. We must continue to instill in our children a feeling of pride in our country and in particular, pride in manufacturing, which remains our economic backbone. According to **Emily Stover DeRocco**, president of the Manufacturing Institute and senior vice president, NAM in a recent address: 330,000 U.S. manufacturers provide almost 20

million jobs: nearly 13 million jobs directly within manufacturing and 6 million more jobs in support sectors. More than one in six U.S. private sector jobs depends on the U.S. manufacturing base. Through organizations like the Plumbing Manufacturers Institute and the National Association of Manufacturing, your interests as manufacturers remain at the forefront. We will not lose site of the important contributions made by American manufacturers.

Among the featured speakers at the PMI Fall Meeting is **William Sutton**, Assistant Secretary for Manufacturing and Services to the Department of Commerce, who will give a presentation during the Fair Trade Committee Meeting. Sutton, a retired Rear Admiral in the U.S. Navy, was appointed by President Bush in May 2007 and was unanimously confirmed by the Senate in August 2007. As a unit of Commerce's International Trade Administration, the Office of Manufacturing and Services serves as the federal government's lead advocate for U.S. industry. The Admiral delivers some good and welcome news for manufacturers. Don't miss it!

Pop Quiz!

After our struggles and China's incredible growth, how does U.S. manufacturing compare to China's?

- About equal
- China is now about 3% ahead of the U.S.
- China manufactures 2 ½ times that of the U.S.
- The U.S. manufactures 2 ½ times that of China

Answer on Page 10

Promoting a Healthy (Environmental) Balance

By: Barbara C. Higgins, Executive Director



Barbara Higgins

We've lost touch with the earth. For most of us, nature just isn't part of our daily lives. Not so many generations ago, man and the earth were intimately related and fundamentally dependent on

each other. Today, we seem to view nature and the out-of-doors as separate from us; a remote and romantic place to be visited only perhaps on a weekend camping trip. (Not that I camp, mind you. A fan of nature by day, at night I want my blankie. My late, great father-in-law **Bill Higgins**, accurately assessed some time ago, that my idea of 'roughing' it is a Holiday Inn with a black and white television and the ice machine one next floor up. That man had such insight!)

As a kid, I remember visiting a friend of mine years ago, who lived on a farm not far from my suburban Iowa home. Only 30 minutes away, it seemed like a different galaxy. Though they had no shopping mall (barbarians!), they raised cattle. Pretty cool. As animal loving 12-year olds, my friend and I painstakingly named each one. Months later, I asked Kathy how the herd was doing. Bad idea. "Freckleface Charlie" had become "Ground Chuck". Traumatic at the time, but the lesson was learned. Farming is business, farm animals are not pets and farmers take their livestock and the land very seriously. The relationship is clearly defined. No mystery about that!

Even when nature *is* part of our daily lives, we take it for granted. At a recent neighborhood backyard patio party, several of us watched in amazement as the two-year old next door peered down from the patio step, frozen and crying as his parents encouraged him to walk to them in the lawn. Afraid of heights, perhaps? Afraid to

make that big step off of the patio? Shoes too tight? Nope. The poor little guy was afraid of the grass...something he had never seen before having just moved with the family from downtown Chicago to the suburbs.

Whether we look at nature as something remote or routine, today our relationship with the planet is confusing - a relationship which seems almost adversarial at times. We are blamed for floods and droughts, for hot weather and cold. We are made to feel guilty for the human footprint we have made on the earth. Ironically, and hopefully without stepping into a political puddle by expressing my two cents, cataclysmic changes occurred in, on and around the earth for millions of years before we humans hit the scene. (Who is to blame for that?)

Of course we *must* use our natural resources wisely. As a precious commodity, water is likely to become the "new" oil. There are plenty of examples of poor stewardship of the earth. The recent Beijing Olympics revealed what many of us have witnessed there and elsewhere, that even today, not all governments and societies put the same value on protecting Mother Earth. Our own country promoted a grass roots "Clean Up America" campaign in the 1970's. Who can forget the sobering view of the tearful Native American? Very effective!

But where is the balance? Where is the credit for the good things we do? The innovation for improving the land, maximizing its outputs and creating comfortable habitats out of what was formerly wasteland? Clever use of imagination and talent to maximize the use of limited resources? While there is much more work to do as our world population continues to expand and demand, we have a lot to be proud of. These stories are routinely untold. It is the bad news that hits the front page.

In April, PMI launched the microsite www.safeplumbing.com with the intent of providing a forum to tell the good news. I am pleased to report that

we are enjoying success. The site is a targeted one and so as expected, does not generate thousands of inquiries. But the inquiries that do come through are valuable and very appropriate to achieving our goal of promoting a better understanding by others of manufacturers, our concerns and our mission. One of the important leads generated was to the Society of Environmental Journalists; a group previously unknown to us. This is a group of reporters whose "beat" is the earth. They are on the lookout for sources of environmental news. PMI has now reached out to them and will participate in a conference immediately following the PMI Fall Meeting. One of our goals is to reinforce our interest in providing material for their publications and to establish our organization with them as a viable and credible resource, available 24/7.

We know that your corporations too, have stories to tell. We ask that you share those stories with us in the form of a contributed piece, or a link from our site to yours. Please contact a PMI staff member if you have an article, case study or idea to submit.

We are seeking to balance hysterical "Chicken Little" environmental news reports with the truthful good news that is out there. Is bottled water really better for your health and the health of the planet? How are manufacturers promoting healthy, water efficient products? What are manufacturers doing to help others? All of these stories and more populate the PMI microsite.

Misconceptions about manufacturing persist. It is a tall order, but PMI is working to set the record straight slowly but surely. Folks are often surprised to learn that our goals are in parallel with theirs, though sometimes we approach issues differently, given the hurdles we face that others do not. All we are asking for is a healthy balance in expectations, capabilities and reporting.

PMI members can help. We look forward to receiving your stories.

Anti-microbial Products: Watch Your Language! (Part 1 of 2)

By: Shawn Martin, Technical Director

In a market where the public has a growing awareness of the hazards of micro-organisms, anti-microbial products would appear to be a sure thing for plumbing products. But, before jumping blindly into this arena, manufacturers need to have a good understanding of the intended application and the regulatory requirements that go with it. The U.S. Environmental Protection Agency (EPA) has statutory over these products, and a broad, ever-evolving set of requirements.

According to the EPA, anti-microbial pesticides are substances or mixtures of substances used to destroy or suppress the growth of harmful micro-organisms on inanimate materials. This includes bacteria, spores, viruses, algae or fungi.¹ This places the active ingredients added to manufactured goods to control micro-organisms in the same category as the pesticides used for agricultural purposes or in cleaning products for regulatory purposes. The EPA subdivides these materials into those that are used for non-public health products and public health products. Non-public health products are restricted to those that control algae, odor-causing bacteria, bacteria that cause deterioration of materials and microbes that are infectious to animals alone. Public health products, on the other hand, are designed to control micro-organisms that are infectious to humans.

Notably, not all anti-microbial products are created equal. In fact, their potency spans a very wide range

and must be carefully selected to match the intended function. As stated by **Dr. Benjamin Tanner**, President of Anti-microbial Test Laboratories, "basically, anything that has a negative impact on micro-organisms can be called 'anti-microbial'." This is illustrated in the figure below.

Another key component in the selection of an anti-microbial agent for use in a product is regulatory considerations. Pesticides, such as anti-microbials, were first regulated by the Federal Insecticide, Fungicide and Rodenticide Act (FIFRA) of 1947. This act was significantly revised in 1972 when statutory authority was granted to the EPA. It was again amended in 1988 and 1996 to streamline and differentiate the process for anti-microbial products.

Under the law, the EPA requires the registration of pesticides in order to protect public health and safety, and also to provide substantiation of any public health claims. The registration process for pesticides involves an arduous review to evaluate the efficacy, hazards, appropriate uses, dosage and environmental impact, and can take several years. Once complete, the specific pesticide with a particular active ingredient is assigned a registration number, and appropriate applications and labeling requirements are specified. Information on all registered pesticides, including anti-microbials, can be found in the National Pesticide Information Retrieval System (NPIRS). The database is available online and is operated by Purdue University.

FIFRA stipulates that no company may make public health pesticidal claims for any product unless it has either been approved and registered,



Shawn Martin

or reviewed and specifically exempted by the EPA. The EPA is particularly concerned about public health claims, since consumers may reduce or even neglect basic sanitation practices based on the product claims. This can place the consumer and, ultimately, the product manufacturer at risk. Careful, substantiated and approved claim language is extremely important.

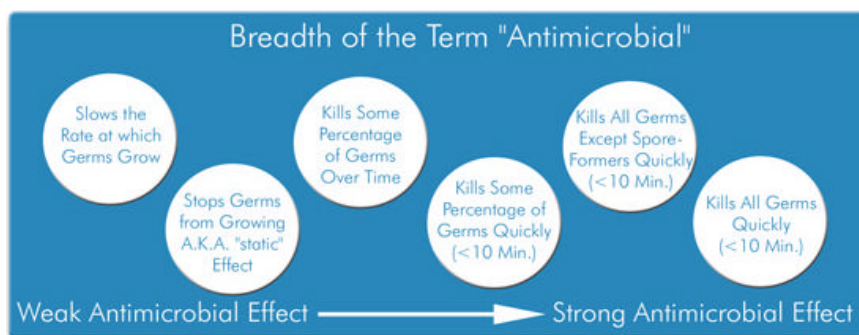
In order to be approved, a product must incorporate a registered anti-microbial pesticide for an intended application. The EPA defines these products incorporating registered anti-microbial pesticides as "treated articles." The process of approval involves the submission of data showing the efficacy of the treated article for its intended use.

While the EPA has not defined a test protocol to demonstrate efficacy, tests such as ASTM E2149, ASTM E2180, JIS Z 2801 and the Kirby-Bauer Zone of Inhibition Test have been used². Care should be taken in the selection of the test method, as each has different levels of rigor and different applicability.

There is however, an important exception to the requirements of FIFRA, which will be discussed in the second part of this article to appear in the next edition of *PMI News*.

1: "What Are Anti-microbial Pesticides?" http://www.epa.gov/oppad001/ad_info.htm

2: "Introduction to Anti-microbial Products or Treated Articles," Dr. Benjamin Tanner, http://www.antimicrobialtestlaboratories.com/information_about_antimicrobials.htm



See footnote #2 at right

Introducing PMI's Membership Manager: Debra Nelson

by: Barbara C. Higgins, Executive Director

Being part of the Plumbing Manufacturers Institute staff, serving a membership of 35 on an annual budget of about \$1 million, takes a special kind of person. Over the years, some PMI staffers have "hit the ground running"; others have struggled with the flat hierarchy. (There's no one to delegate to in our shop. No room for "egos" here. *You* are typically "it".) Some thrive in a hands-on, jack-of-all trades environment, others do not. For some it is simply a "bad fit."

Enter: **Debra Nelson.**

The product of a military family Debra, PMI's new Membership Manager, embodies a unique mix of discipline, determination, work ethic and creativity. She is a "numbers" person who, thankfully, finds working with Quick Books, "fun". Endearing herself to yours truly and our cause, Debra is obsessed with making the most of our budget and stretching members' dues dollars for ultimate value. But there is more to Debra than an eye shade and a calculator. She is also an outgoing "people person!"

The single mother of two, Debra spent 13 of her formative years traveling the world. Her father, **Charles Nelson**, was attached to the U.S. Army having served as a Green Beret in Viet Nam. Of Japanese decent, Debra's father is fluent in several languages including Japanese, Polish and Russian. His skills served him well throughout his years of active duty and numerous special assignments. Now retired, Charles lives in South Carolina. Debra herself served time with the U.S. Navy prior to starting her family. She was stationed in Florida, California and North Chicago, IL having been trained in radar and cryptology. Debra says she very much enjoyed the special camaraderie and unique community of military personnel.



Debra Nelson and her daughter Aubrey

Debra notes, "I really appreciate military people, and the diverse walks of life they represent." She credits military life with her open mindedness and self-confidence. She says her love of the changes and challenges of frequently moving to new locations remains with her today. (Though she promises she is committed to PMI; at least until her kids are out of high school!)

Debra says she values the lessons learned by experiencing different cultures and lifestyles, first hand. "It is a lesson that would benefit

most kids," she says. "The military expanded my horizons and helped me focus on others and not just myself. I think military training results in a different maturity level for young people." She adds that in her experience, Europeans are more tolerant of diversity than many Americans, taking the differences in stride and not obsessing about them as much as we do. Debra says, "In an effort to be politically correct, we overdo it in the United States. We are made to feel guilty about our own beliefs and ethnicity in deference to others. There is nothing wrong with putting up a Christmas tree!"

Debra feels that discipline is the key to a healthy upbringing. "Kids today, and especially American kids, are given too many choices. They have a sense of entitlement I have little tolerance for. I am perhaps in the minority but I support mandatory military service, particularly for kids that have not developed a sense of direction by the time they are graduating high school."

Debra applies those basics to her own two children; **Jarred**, 13 and **Aubrey**, 4. Computer savvy Jarred is a fan of video games and Japanese anime, while his potentially Hollywood-bound sister delights in emulating singer/superstar **Hannah Montana**, watching the movie "High School Musical" and listening to pop phenomenon trio **The Jonas Brothers**. Rounding out the family are dogs "Minnie" and "Rocky," hamster "Barney" and fish "Blue". Debra's six brothers and two sisters are scattered throughout the United States.

After graduating from high school in Las Vegas (where she admits she felt "very square"), Debra earned a degree from the University of South Carolina with a major in English and a minor in elementary education. She was drawn to accounting and it is in that field

where she has spent the majority of her career. Pet peeves include smoking, beer bellies and a general lack of attention to fitness and hygiene.

Debra practices what she preaches by working out regularly and extensively at her local gym. She has, in fact, competed as a body builder. Her next competition is likely to be in the spring, after the PMI meeting. She

was encouraged to pursue the sport by celebrity body builder, **Art Atwood**, who visited the nutrition store in which she worked at the time. Debra says, "We have much more control over our bodies than most people think. Most people just don't tap into their potential. It is amazing and very rewarding to watch the physical changes that result from diet and discipline." Favorite dishes include sushi and her own orange-glazed salmon.

Personal heroes include **Chris Gardner**, the San Francisco salesman struggling to build a future for himself

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Debra's Son Jarred Nelson

PMI Welcomes Viega as Our Newest Member

Submitted by: Tricia Musgrave, Media Communications Specialist, Viega

It all started with the pour of a nice brew. Founded by **Franz Viegner** in the small town of Attendorn, Germany in 1899, **Viega's** first product offering was a brass beer tap. By 1901, the



Viega Snap Panel

company evolved and began manufacturing home plumbing products. But the Viega story really began in 1999, when Viega decided to offer a selection of their products in the United States.

Viega has continued to expand its presence in the United States by opening an Educational Facility in Nashua, NH, relocating its headquarters to Wichita, KS and constructing a new manufacturing facility in McPherson, KS. Viega also has manufacturing and distribution locations in Acton, MA, Reno, NV and Merrimack, NH.

Among the many compelling reasons to join PMI, Viega was particularly impressed with PMI's strong technical knowledge and proactive involvement in the numerous code arenas as well as PMI's commitment in promoting achievable Green initiatives concerning water efficiency.

Gary Morgan, Viega LLC Research and Development Manager states, "We have a strong interest in working with PMI to help determine how other metal fixture manufacturers will deal with the zero-lead copper alloy laws that will take effect in January, 2010 in states such as California and Vermont for potable water applications." Gary adds, "Viega is very happy to have been accepted into PMI membership."

A Philosophy that Speaks Volumes

Imagination, Passion, Innovative Spirit. These are the traits that best

sum up Viega. A family business that not only invents but manufactures a line of plumbing, radiant heating and snow melting applications for residential, commercial and industrial applications. More than 12,000 products offered by Viega worldwide help consumers save on installation time, conserve natural resources and enhance safety at home and in the workplace.

As Viega product lines continue to grow, they are working to expand its specialized sales force. At this time, the company has over 550 North American employees, which they believe will assure customers that a Viega representative is not far from where they are located and can help them with any questions or concerns they may have.

All Revved Up

On an interesting note, earlier this year, the stars of the hit television show, "American Chopper" built a unique motorcycle incorporating Viega's copper and stainless steel Viega ProPress® fittings. The Teutul family trio - **Paul Sr., Paulie and Mikey**,



Viega's Custom Designed Chopper

delivered the chopper to Viega employees and executives in Wichita, on February 6, 2008. The bike is now being used as a unique branding tool that travels across the U.S. to trade shows.

The Future Looks Bright

On March 14, 2007, Viega broke ground for its new 439,000 square-foot logistics and manufacturing facility being built in McPherson, KS. This facility is nearly three times as large as Viega's current PEX manufacturing and logistics facility. Equipped with

extrusion and molding technologies, the new plant is scheduled to open this Fall.

New for 2008, Viega is introducing a ProPress® Stainless line complete with fittings, valves and pipes, in 304 and 316 stainless steel. This product is for industrial applications where



ProPress® Stainless Pipe Fittings

corrosion protection is required. The ProPress® Stainless line offers installers an alternative to welded and threaded pipe connections. The Viega ProPress® Stainless line is available in a wide variety of configurations and sizes.

PMI is very excited to welcome a company with such enthusiasm and passion to our membership. We look forward to your involvement in future initiatives.

Welcome to PMI!!

We Need Your Input!!

PMI's microsite www.safeplumbing.org has been up and running for a few months now.

We would like to invite member companies to submit content and case studies to make safeplumbing.org the best and most comprehensive location for plumbing information on the web.

We also ask that member companies put a link to the microsite on their websites, to ensure even better visibility. For more information on linking the microsite or submitting content, please contact Barbara Higgins at bhiggins@pmihome.org.

2008 PMI Fall Meeting: Promoting a Healthy Balance

PMI is "Promoting a Healthy Balance" with the PMI Fall Meeting, October 5-8 at the Sheraton National Hotel in Arlington, VA.

Our theme, "Promoting a Healthy Balance!" was chosen because the message characterizes the PMI mission on a number of levels. On a professional level, we are working to strike a balance between a healthy environment, customer/product satisfaction and product availability. In our personal lives, we are striving to find a healthy balance between work and play; careers and family.

Following the PMI Board of Directors meeting and the General Membership meeting on Sunday, October 5, the PMI Fall Meeting will feature a variety of sessions to keep you interested and informed. Sessions will feature topics such as "The Smart House," a special presentation focusing on the voice of the consumer and a super session entitled "Looking Ahead: Political and Economic Forecasts for 2009 and Beyond."

Our Keynote Dinner will truly be a special one this year. As PMI members watch the TV



broadcast of the presidential debate set for the evening of October 7, **Tucker Carlson** from MSNBC will provide his

Political Correspondent expert commentator and insight. Mr. Carlson is a senior campaign correspondent for MSNBC. Until March 2008, he was the host of MSNBC's *Tucker*, a fast paced, no-holds-barred conversation about the day's developments in news, politics and world issues.

Mr. Carlson joined MSNBC in February 2005 from CNN, where he was the youngest anchor in the history of that network. At CNN, he hosted a number of shows and specials, including the network's political debate

program, *Crossfire*. During the same period, Mr. Carlson also hosted a public affairs program on PBS, *Tucker Carlson: Unfiltered*. In 2006, he competed on ABC's *Dancing with the Stars*. His game show, *Do You Trust Me?* is under development at CBS.



Rear Admiral William G. Sutton U.S. Navy (Ret.) U.S. Commerce Department Assistant Secretary for Manufacturing and Services during the Fair Trade Issue Committee Meeting. Admiral Sutton has graciously taken time out of his busy schedule to speak to our members.

Admiral Sutton understands that American industries can successfully compete in the global economy, given a level playing field. As Assistant Secretary, he provides the support U.S. companies need to help them compete both at home and abroad.

If laughter is the best medicine, then **Dr. Art Hister** is here to make a house call on October 7.

First thing Tuesday morning, Dr. Hister will share with meeting attendees the best and most humorous ways to keep a healthy personal balance in our busy lives. Over the years, Dr. Hister has become an expert on providing a human and humorous face to the mysteries of medical science and the health and wellness industry. Combining humor, common sense and plain language, Dr. Hister helps make the often frightening and confusing world of medicine understandable and accessible to all.

Dr. Hister hosts his own call-in radio show *House Calls*, heard on the Corus Entertainment Network throughout British Columbia, Alberta and Manitoba. Dr. Hister is also the daily health commentator on CKNW's

The World Today and writes and hosts the radio spot *A Medical Minute with Dr. Art Hister*, which is syndicated across Canada. He is currently health columnist for the *Weekend Morning News* on Global TV in British Columbia.

Our Tuesday sessions will be capped off with a unique presentation entitled "Voice of the Consumer." The featured speaker,

Tom Kraeutler, is the host of "The Money Pit," home improvement radio show.

Mr. Kraeutler is a hands-on home improvement broadcast journalist and the kind of guy

homeowners want to call at midnight when their basement floods. He earned his home improvement stripes as a professional home inspector, amassing over 20 years experience learning how houses are put together and how they fall apart! Mr. Kraeutler appears regularly as a how-to guru on network and local television stations including CNN, MSNBC, The History Channel, HGTV and the DIY Network.

Other speakers featured at the PMI Fall Meeting include Futurist **Dr. Jack Bacon** (back by popular demand) on "Killer Applications for the Green Global Village," **Kent Larson** of MIT on "The Smart Home," **Rita Feinberg** of Green Builder Media, and **Brian Castelli** of Alliance to Save Energy.

The final Wednesday session is entitled "Looking Ahead: Political and Economic Forecasts for 2009 and Beyond." Noted industry experts, such as **Jim Haughey** of Reed Construction Data and **David Huether** and **Aric Newhouse** of the National Association of Manufacturers will join us to provide a preview of what we can expect on the economic and political fronts. These sessions are not to be missed! See you in October!



Home Improvement Radio Show Host Tom Kraeutler

2008 PMI Fall Meeting Schedule of Events

SUNDAY, OCTOBER 5

2:30 p.m.	-	5:30 p.m.	Board of Directors Meeting (Restricted attendance)
3:00 p.m.	-	5:00 p.m.	Meeting Registration
5:45 p.m.	-	6:15 p.m.	New Members/First Time Attendees Reception
6:15 p.m.	-	7:30 p.m.	Welcome Reception
7:30 p.m.	-	10:00 p.m.	Welcome Dinner and General Membership Meeting

MONDAY, OCTOBER 6

Breakfast On Your Own			
8:30 a.m.	-	9:00 a.m.	Special Presentation by Rita Feinberg of Green Builder Media
9:00 a.m.	-	10:45 a.m.	ISSUE COMMITTEE: Water Efficiency and Sustainability
10:45 a.m.	-	11:00 a.m.	Break
11:00 a.m.	-	11:45 a.m.	JOINT MEETINGS: Supply Fitting/Water Temperature Device Product Groups
12:00 p.m.	-	1:30 p.m.	Lunch
1:30 p.m.	-	2:15 p.m.	JOINT MEETINGS: Flushing Devices/Fixture Joint Product Groups
2:15 p.m.	-	3:00 p.m.	ISSUE COMMITTEE: Materials Performance
3:00 p.m.	-	3:15 p.m.	Break
3:15 p.m.	-	5:00 p.m.	“The Smart House” a presentation by Kent Larson of MIT
5:30 p.m.	-	6:45 p.m.	Reception

Dinner And Evening On Your Own

TUESDAY, OCTOBER 7

Breakfast On Your Own			
8:00 a.m.	-	9:15 a.m.	Special Presentation by Dr. Art Hister: “A Humorous Look at Taking Charge of Your Health for Better Balance”
9:15 a.m.	-	10:30 a.m.	ISSUE COMMITTEE: Fair Trade with a presentation by Rear Admiral William Sutton , U.S. Navy (Ret.) U.S. Commerce Department Assistant Secretary for Manufacturing and Services
10:30 a.m.	-	10:45 a.m.	Break
10:45 a.m.	-	12:00 p.m.	Technical Standing Committee with a presentation by Jay Peters of ICC
12:00 p.m.	-	1:30 p.m.	Lunch and a Special Presentation by Dr. Jack Bacon: “Killer Applications for the Green Global Village”
1:30 p.m.	-	2:45 p.m.	Member Services Standing Committee with a presentation by Reggie Henry of ASAE/The Center for Association Leadership
2:45 p.m.	-	3:00 p.m.	Break
3:00 p.m.	-	4:30 p.m.	Government Affairs Standing Committee with a presentation by Brian Castelli of Alliance to Save Energy
4:30 p.m.	-	5:30 p.m.	Special Presentation: “Voice of the Consumer” with Tom Kraeutler , co-host of “The Money Pit” home improvement radio show
6:00 p.m.	-	7:15 p.m.	Networking Reception
7:15 p.m.	-	9:30 p.m.	Dinner with Keynote Speaker Political Commentator Tucker Carlson - including presidential debate broadcast commentary

WEDNESDAY, OCTOBER 8

7:00 a.m.	-	8:00 a.m.	Continental Breakfast
8:00 a.m.	-	11:30 a.m.	“Looking Ahead: Political and Economic Forecasts for 2009 and Beyond” featuring presentations by Jim Haughey of Reed Construction Data, David Huether and Aric Newhouse of the National Association of Manufacturers

Note: No meetings of Trade Show Consolidation Committees or E-Business Opportunities Committee

PMI Member Companies in the News

Compiled by: Diane Turuc, Administrative Assistant

Sloan Valve Company's SOLIS solar powered flushometer was featured in the New Product section of the magazine.

(HPAC Engineering, August 2008)

Paying it forward-**Chicago Faucet's** Contractors for Education program awards a \$500 U.S. Savings Bond to plumbing contractors or contracting companies when they order and install \$5000 worth of Chicago Faucets products in a school project. Miller & Anderson, mechanical contractors in Hagerstown, Maryland earned bonds and then donated them to the students of Maugansville Elementary School in Maugansville, Maryland.

Product News featured several of our members' products this month; **American Standard's** Walk-in Baths, **Bradley Corp.'s** line of Mills restroom partitions, **Haws Corp.'s** Engineered Solutions Division brochure and **Sloan Valve Co.'s** ECOS and SOLIS Flushometers.

Viega will host the Fall Hydronics Seminar on October 14 and 15, 2008.

(Plumbing Engineer, August 2008)

More than 450 employees and guests of **Hansgrohe** made an attempt to get into the *Guinness Book of World Records* by becoming the largest group to shower simultaneously. Stressing water-saving technology, the group was video-taped "sudsing-up" in their bathing suits and t-shirts. They are awaiting confirmation from *Guinness*.

(Hansgrohe Press Release, August 7, 2008)

American Standard's Walk-In Bath was featured in the Green Products section of the magazine and **Alsons' In2ition** Showerhead/Hand Shower system was featured in the Products section.

A review highlighting the "elegant and practical" fixtures seen at K/BIS in Chicago included **Hansgrohe's** newly

announced Skyline shower panel vertical spa.

(Contractor, July 2008)

Three of our member companies, **Bradley, Chicago Faucets** and **Viega**, were featured in the "Manufacturer Spotlight". Beginning with a company history, each article follows the manufacturer from its inception, through present day, highlighting their product lines.

(Plumbing Engineer, July 2008)

In the article, "No Water Necessary" about waterless urinals, **Caroma's** H2Zero Unit, **Falcon Waterfree Technologies' F** series units, **Kohler's** Steward Series and **Sloan Valves Co.'s** WES Series were all highlighted.

The Information Showcase featured **Symmons' Oxford Suite** of bathroom fixtures.

(PM Engineer, July 2008)

Elkay Manufacturing Company has promoted **Leslie Clark** to vice president of business excellence and **Rich Dickson** has been named managing director of international sales.

Gerber Plumbing Fixture's Crescent commercial electronic lavatory faucets were featured "Product News".

(PM Engineer E-newsletter, July 30, 2008)

American Standard's dedication to the green movement and support of GreenPlumbersUSA, was featured in the 2008 Manufacturer Spotlight. Also featured was **BrassCraft's** commitment to quality, performance and customer service. **T&S Brass' Qualis** line was also part of the Spotlight, highlighting its interchangeable simplicity and reliability.

Andrew Love has been named marketing coordinator for Gerber

Plumbing Fixtures LLC's Toronto office.

Sloan Valve Company announced the appointment of **Patrick Daly** to the position of northeast regional sales manager.

Viega's Propress CFXFC Tee was featured in the Product Preview.

(Supply House, July 2008)

Delta Faucet's Allora® pull-down kitchen faucet received The Design Journal's Silver ADEX Award in the 2008 Award for Design Excellence Competition.

(WC & P, July 2008)

Jack Krecek has been promoted to vice president, general manager of Elkay's new commercial business unit. **Tom Samanic** was promoted to vice president, general manager of Elkay's new residential trade business unit. **Mark Lawson** was promoted to vice president-engineering and innovation at Elkay.

Elkay's Plumbing Products Division honored outstanding achievement by employees and business partners by awarding them the Achieving Competitive Excellence (ACE) Award at their sixth annual ACE Awards program.

Symmons has introduced a wall-mounted showroom display that allows customers to interact with plumbing products and "feel" what it would be like in their homes. Part of a new branding initiative, this display features both kitchen and bath fittings.

The Product News section of the magazine featured **Elkay's** WaterSentry® cooler with Visual Filter Monitor drinking water solution, **Fisher Manufacturing Company's** Ultra Spray™ Pre-Rinse Spray Valve and **Fluidmaster's** PRO Series line of connectors specifically for plumbing professionals.

(The Wholesaler, July 2008)

Gerber Chairman of the Board Ila Lewis, Retires

By: Amy Berg-Ferguson, Association Manager



Ila Lewis, Chairman of the Board for Gerber Plumbing Fixtures has retired after 27 years of

working in her family owned business. Ms. Lewis' last day was August 15th, when she said goodbye to her coworkers and friends.

Ms. Lewis was born into the plumbing industry. Her grandfather, **Max Gerber**, was the founder of Gerber Plumbing Fixtures Corp. when

he purchased his first vitreous china manufacturing facility near Chicago in 1932. He had worked diligently to build Gerber into an industry leader until he passed away. At that time, his daughter and son inherited the business and Ms. Lewis was pulled into the world of plumbing products.

Seventy-five years have passed since Max Gerber opened his facility and Gerber continues to provide products to the plumbing trades. Gerber is now a part of Globe Union Group and has grown its offerings to include toilets, bathroom lavatories, faucets and fittings. Ms. Lewis believes her

grandfather would be thrilled to see the success his company has become and to know that it is being left in good hands. "I've been lucky to get into this business and to have great mentors and roll models. I have learned that honesty and friendship bring respect and trust," said Ms. Lewis. "Right now, I'd like to find pleasure in the things I haven't had time for in quite some time."

PMI is sad to see you go Ms. Lewis, but we wish you the best in your retirement. You've earned it!

New Presidents Elected at Sloan Valve Company

Submitted by: Robin Brewer, Interline Creative Group

The Board of Directors of Sloan Valve Company has voted **Kirk Allen, James C. Allen and Graham C. Allen** into the newly created Office of the President. **Charles S. Allen**, who was President and CEO, has been elected to the position of Executive Chairman. The announcement was made by **John Aykroyd**, Vice President of Business Development.

"These are the leaders of organizational changes taking place at Sloan," Aykroyd said. "A high-velocity executive team is being created that will fuel growth for years to come. Kirk, Jim and Graham bring extraordinary qualities to this position in the succession of their father, Chuck."

"The company is in good hands," said Chuck Allen after the announcement. "Kirk, Jim and Graham will lead Sloan with the passion of a start-up: the aggressiveness of a turnaround, the creativity of a realignment and the responsibility of sustaining our success. I am a lucky father to have such capable sons."

Chuck Allen, who served as President and CEO of Sloan for the past 31 years, took Sloan from a position as the premier manual flush valve company in the United States, to a global leader in electronic plumbing and sustainable products. He brought Sloan employees together for a company meeting to make the announcement about the transition,

pointing out that his sons have already made significant contributions to Sloan's continued growth. Kirk Allen has led the Sloan Optima Electronic Flushometer and Faucet line, in which Sloan now has the dominant position in the market. Jim Allen and Graham Allen attained LEED accreditation, making Sloan the first plumbing company to have such Professionals at the highest level of the company.

"Leadership transitions in private companies can be challenging," Aykroyd said. "That is clearly not the case at Sloan. Our team, under the leadership of the Allens, is committed to having the company continue in the tradition of success."

Moen's Norman Kummerlen Retires After 27 Years

By: Amy Berg-Ferguson, Association Manager with contributions by Lee Mercer, Moen

After a long and storied career with Moen, **Norman Kummerlen** has retired after 27 years.

Mr. Kummerlen started with Moen in 1977 in plastic tooling development and played a key role in Moen's cartridge design and development programs. He left Moen for a few years to work in medical instrument development and consulting, but Moen lured him back. He eventually

achieved the position of Principal Engineer in the Product Compliance Department.

He is highly respected by his peers in the plumbing standards development area, so much so that he was recognized with an Award of Merit by the Canadian Standards Association for his leadership in developing voluntary standards, and whose efforts have advanced the efforts of the Canadian

Standards Association.

Mr. Kummerlen greatly enjoys sharing his expertise of the plumbing industry and mentoring younger engineers. He was the past recipient of Moen's Personal Achievement Award and he was a member of several teams receiving company excellence awards.

PMI wishes you the best in your retirement! We'll miss you!

Taking Care of Business - PMI Works for YOU!

By: Barbara C. Higgins, Executive Director

PMI staff has been on the move this summer including hosting several VIPs at its Rolling Meadows headquarters!

PMI President **Rod Ward** (also president of Speakman) visited PMI in early June to review association progress and activities, while **Ken Martin**, immediate past president of PMI and senior director, commercial



Barbara Higgins and CIPH's Ralph Suppa at the CIPH Annual Meeting in British Columbia.

product development of Delta Faucet Company stopped by later that month. At the end of June, Executive Director **Barb Higgins** once again attended the annual meeting of the **Canadian Institute of Plumbing and Heating** in Whistler, British Columbia, Ontario.

PMI welcomed American Standard President **Don Devine**, who came by to discuss strategies and membership value on July 8th. Barb Higgins traveled to Cleveland, OH later in the



Randall Luecke, president of CSA, Barbara Higgins and John Glowacki, senior business development manager for CSA at the Cleveland, OH headquarters.

month (July 15-16) to visit **Randall Luecke**, president of CSA, also stopping off to see **David Lingafelter**, president and **Lee Mercer**, director-product compliance, of Moen.



Barbara Higgins and Lee Mercer at Moen headquarters in North Olmsted, OH.

In August, Barb visited Technical Director **Shawn Martin** at his Charlotte, NC headquarters. Leaving there she continued on to Hot Springs, VA to chair the summer leadership conference of the **Council of Manufacturing Associations (CMA)**, a division of the **National Association of Manufacturers (NAM)**.



NAM's Council of Manufacturing Associations (CMA) Vice Chair **Bill Gaskin**, PMA (left), CMA Chair **Barb Higgins** and CMA Executive Director **Dave Asselin** take a breather at the Summer Leadership Conference at The Homestead in Hot Springs, VA. Bill of PMA will replace Barb of PMI as Chair of CMA in 2009. Bet ya can't say that 10 times fast!

The PMI Board of Directors convened a meeting, August 18 at



Klaus Fromme (third from right), with the directors of Milwaukee's German Fest and officials from the FBI, who hosted a private party for 1600 of their employees and their families. Klaus has helped coordinate German Fest for many years.

PMI's Rolling Meadows headquarters. In attendance were: **Walt Strader**, Price Pfister; **Lee Mercer**, Moen; **William Ball**, WCM; **Ken Martin**, Delta; **Stu Yang**, Kohler; **Jeff Baldwin**, T & S Brass; **Jack Krecek**, Elkay; **Tim Kilbane**, Symmons with



Ralph Suppa of CIPH, his wife, **Susie Suppa**, **Barbara Higgins** and her husband, **Trey Higgins** at the formal dinner hosted by CIPH. **Mike Sennett**, Legal Counsel and **Barb Higgins**, Executive Director.

Shawn joined Barb for a visit to prospective member **Insinkerator** in



PMI Technical Director **Shawn Martin** shows **Tim Kilbane** from Symmons his materials for the Codes, Standards and Green Workshop, held on August 27th at Symmons headquarters.

Racine, WI August 20, stopping in to see **Klaus Fromme**, **Tom Eberhardy**, **Jennifer Zajicek** and others at Bradley Corporation. At the end of August, Shawn traveled to **Symmons Industries** to conduct his Codes, Standards and Green Workshop for employees there.

PMI works... for you!

Answer from Page 1
The U.S. is the world's largest producer with about 21% of all manufacturing.
China is third with 8%.

*Source: Emily Stover DeRocco, NAM

Update on the Massachusetts Lead Bill: Good News, So Far!

By: Martin "Matt" Fisher, Massachusetts Lobbyist

In the 2005-2006 legislative session, environmentalists and their supporters in the Legislature failed to get a specific set of so-called "priority toxic" chemicals banned in Massachusetts. This session they came back with a different strategy; they proposed a rolling regulatory process that would enable the Department of Environmental Protection (DEP) to ban specific chemicals or families of chemicals each year by adding them to a "priority toxic substances" list. The bill that described this new regulatory process was termed the "Safer Alternatives" bill.

The Safer Alternatives bill started this session with carryover support from last session. It was co-signed by

two-thirds of the House and a quarter of the Senate. Based on the overwhelming support of the Legislature, it was predicted that the bill would pass. Johnson Haley aggressively opposed the so-called Safer Alternatives bill from the start. It coalesced with Massachusetts' leading retailers, consumer products companies, manufacturers and medical equipment and life sciences companies. These industries are already committed to finding safer alternatives as part of their continuous product improvement process, but believe that this legislation intrudes unnecessarily in product design and imposes unrealistic timelines for finding workable substitutions. They argue that this bill will be costly and

will stunt businesses' performance and restrict the types of products and services they could provide.

Ultimately, the Safer Alternatives bill passed in the Senate 40-0, but died in the House Ways and Means Committee during the closing weeks of the formal session. This was a tremendous victory for industry in Massachusetts, but concerned parties should expect to see this bill, or something like it, again next year. The Legislature overwhelmingly passed a number of environmental legislation this year which suggests that proponents who want to ban chemicals will likely refile the Safer Alternatives bill by riding on this momentum. Next year promises to be challenging.

News from the Hill: A Legislative Update

By: Christian Richter, PMI Federal Lobbyist

Congress Passes Landmark Consumer Products Law, Vermont Clarifies New Lead Requirements

Congress took a five-week break starting in early August after registering the lowest legislative output in decades (in terms of bills passed), with leaders of both parties vowing to return this fall for a showdown on major issues. As *PMI News* went to press, Democrats were readying for a historic convention in Denver, **Barack Obama** and **John McCain** were busy vetting running mates and House Republicans were staging daily protests on Capitol Hill in opposition to the majority's refusal to lift the federal ban on most offshore oil and gas drilling.

Congress Overhauls Consumer Product Laws

PMI remains actively engaged in Washington and at the state level on a range of issues, including water efficiency and lead legislation in light of California's action on both issues. With respect to lead, this year is now being dubbed "the year of the recall" by some in Washington, as Congress has spent much time and effort trying to stem the tide of tainted food, drugs

and leaded toy imports from China.

Lawmakers in July just passed a landmark, bipartisan consumer product reform bill that President Bush signed into law on August 14th. The new law broadens the mandate of the Consumer Product Safety Commission (CPSC) on lead and other materials, increases the agency's funding and puts more bite in the penalties imposed on companies that violate the law by putting consumers at risk.

Leaders in both parties this year focused primarily on children's products under the jurisdiction of the CPSC and avoided excessive political haggling and committee jurisdiction issues over products regulated by the Environmental Protection Agency (EPA). As a result, Congress did not include provisions relating to lead in faucets in the measure, and ultimately clarified as much in its final report issued along with the bill.

PMI Advocacy Prompts Vermont to Clarify New Lead Law

While Congress wrapped up action on consumer products, PMI advanced discussions with key Democratic leaders on a federal water efficiency

standard for toilets. We also continued working with the Vermont Attorney General's Office to clarify the intent of the state's new lead law which PMI helped shape earlier in the summer.

The Vermont AG recently re-confirmed that the "point of sale" notification requirements for faucets sold in Vermont during calendar year 2009 apply to the retailer, NOT the product manufacturer. The AG also responded to questions from PMI and others with a more general guidance document that is now available on PMI's micro site or the Vermont AG website at www.atg.state.vt.us. The guidance indicates, among other things, what type of notification must be made at the point of sale for products that may contain excess lead levels.

As PMI member companies review the new Vermont statute and the Attorney General's guidance, a few new questions have come up. PMI will work to ensure that the industry will have maximum clarity on remaining issues of concern. In the meantime, if you have additional questions or concerns about the Vermont lead law, please contact us.

Introducing Debra Nelson...

(continued from page 4)

as portrayed by **Will Smith** in the movie "*Pursuit of Happyness*[sic]." She lists British Prime Minister **Margaret Thatcher** as the first strong female she became aware of, leaving a lasting impression. Film star **Gerard Butler** ranks high on her list of favorite movie stars for his performances in "*P.S. I Love You*" and "*300*".

Given her upbringing, it is no surprise that Debra loves to travel. She lists Switzerland, Wales (where she lived for a time) and Montreal as some

of her favorite destinations. While in Montreal, she became a fan of hockey and in particular the Montreal Canadians. While in South Carolina, she worked for a minor league hockey team there called the Inferno.

Prior to joining PMI in July, Debra was employed by a small custom home builder - experience that will serve her well in her new role. She says she is looking forward to meeting PMI members at the Fall Meeting.

We are looking for great things, Debra! Welcome aboard!

PMI Congratulates New Committee Chairs

PMI President **Rod Ward** has made his selections for the new chairs to serve on the Focus and Standing Committees. The decision was based upon PMI meeting attendance (a prerequisite to being a chair) and overall commitment to PMI.

Congratulations to the new chairs and thank you to all who participated in this process. Your interest in providing leadership to PMI is deeply appreciated!

The Water Efficiency and Sustainability Focus Issue Committee will be chaired by **CJ Lagan** of American Standard and **Rob Zimmerman** of Kohler Company. The Government Affairs Standing Committee welcomes **Steve Tokarz** of BrassCraft, who will serve with **Mark Biding** of Elkay.

The Tradeshow Consolidation Focus Issue Committee is currently on

PMI Expands Reach to Greenbuild Expo!!

PMI will again exhibit at the Greenbuild Expo, being held this year in Boston on November 18-20.

Make sure to stop by and see us!
Booth 2440

monitoring status as no candidates have come forward to serve with **Fred Luedke** of NEOPERL.

Technical Standing Committee has reappointed **Casey Hayes** to a chair position to continue serving with **Klaus Fromme** from Bradley.

Darold Vredberg from Elkay will stay on the E-Business and Opportunities Standing Committee, but it will be put on monitoring status as no candidates came forward to fill the vacant chair positions.

The following individuals were elected by their peers to fill the vacant Product Committee Chair Positions:

The Water Temperature Device Committee will be chaired by **Tim Kilbane** of Symmons who will serve alongside **Mike Miller** of Alsons. The Supply Fittings Product Committee welcomes **Steve Tokarz** of Brass-Craft, who will serve with **Mike Miller** of Alsons.

The Flushing Device Product Committee has reelected **John Watson** of Sloan Valve Company. **Shabbir Rawalpindiwala** of Kohler Company will take over the open chair slot. The Fixture Product Committee will also be chaired by **CJ Lagan** of American Standard. **Fernando Fernandez** of Toto will continue as a co-chair.

PMI congratulates the new chairs!

2008 PMI LEADERSHIP

Executive Committee

Rodman Ward, Speakman Company
President

Walt Strader, Price Pfister
First Vice President

Lee Mercer, Moen, Incorporated
Second Vice President

William Ball, WCM Industries, Inc.
Treasurer

Ken Martin, Delta Faucet Company
Immediate Past President

Directors at Large:

Jeff Baldwin, T&S Brass & Bronze Works
(1/08-12/08)

Fred Fraisse, NEOPERL, Inc.
(1/07-12/08)

Tim Kilbane, Symmons Industries, Inc.
(1/08-12/10)

Jack Krecek, Elkay Manufacturing Co.
(1/07-12/09)

Stephanie Leonardos, Amerikam, Inc.
(1/07-12/09)

Stewart Yang, Kohler Co.
(1/08-12/10)

PMI STAFF:

Barbara C. Higgins
Executive Director

Shawn E. Martin
Technical Director

Amy Berg-Ferguson
Association
Manager

Debra Nelson
Membership
Manager

Diane Turuc
Administrative
Assistant

Consultants

Mike Sennett
Legal Counsel
Jones Day

Christian Richter
Government Affairs
The Policy Group, LLC

Dan Hinkle
Texas Lobbyist

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