



ITEMS

NEWSLETTER

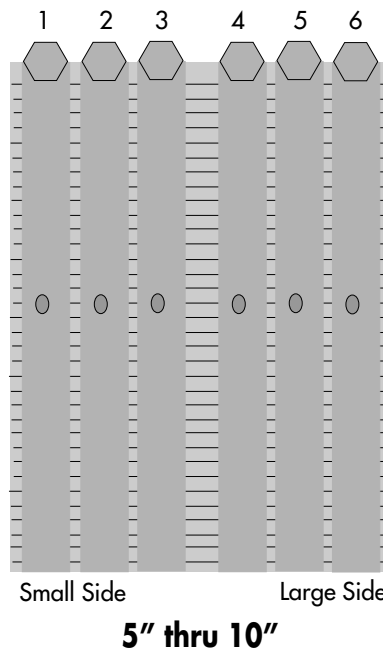
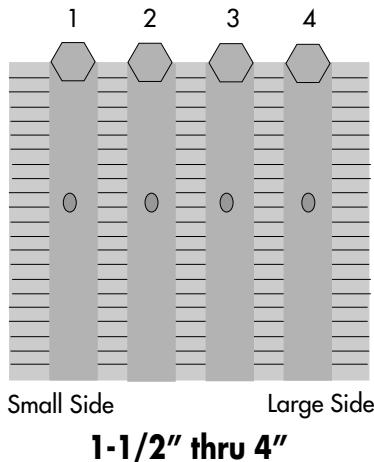
June 2003

Contractors Reminded of Proper Method of Installing Husky® Couplings

Some of our field sales representatives have reported recently that several contractors appear to be installing Husky Heavy Duty Couplings incorrectly, creating the possibility of problems down the road.

Anaco has published installation suggestions that provide guidelines for the use of Anaco Husky SD 2000 and SD 4000 couplings in the joining of no-hub pipe and fittings in accordance with accepted industry standards and practices.

All construction projects involve many variables. Governing codes, engineering criteria and the conventions of the plumbing trade necessitate that judgment decisions be based on a combination of design and "on-the-job" considerations. The following suggestions for joining no-hub pipe and fittings with Husky couplings are not definitive, but it is hoped that they will be helpful.



3. Slide the clamp assembly into position centered over the gasket.

4. Husky Couplings in 1-1/2", 2", 3" and 4" are three inches wide and have four sealing bands. Tighten bands to 80 inch-lbs in the following sequence (starting on the side of the joint with the smaller diameter): 2,1 - 2,1 - 3,4 - 3,4 - 2,1 - 3,4.

5. Husky Couplings 5", 6", 8", 10" are four inches wide and have six sealing bands. Tighten bands to 80 inch-lbs in the following sequence (starting on the side with the smaller diameter): 3,2,1 - 3,2,1 - 4,5,6 - 4,5,6 - 2,1 - 4,5,6.

6. Once the coupling is installed and torqued to 80 inch-lbs in this torque pattern, it is not necessary to go back and retorqued the coupling.

Installation Instructions

A properly calibrated torque wrench set at 80 inch-lbs should always be used when installing Husky couplings. When power tools are used, they should be adjusted or calibrated to torque only to 80 inch-lbs.

1. In order to provide a sound joint with field cut lengths of pipe, the ends should be cut square. Place the neoprene gasket on the end of one pipe and the stainless steel clamp assembly on the other end of the pipe or fitting to be joined.

2. Firmly seat both ends of the pipe/fitings against the internally molded shoulder in the center of the gasket.

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Kip Wixson



Perspective

In Business, Like in Golf, A Good Short Game Beats the Killer Drives Every Time

I've been reading *Harvey Penick's Little Red Book*. For those of you who do not follow golf all that closely, Penick has spent over 80 years teaching people how to play golf. Not just average folks, mind you, but people like Tom Kite and Ben Crenshaw. For the past 60 years, he's been taking notes on little observations he's made about golf and how it relates to life in general. I could spend many columns like this passing along the wisdom that comes from this little book, but one series of passages especially caught my eye.

Penick talks about the easiest way to shave five strokes off your game. He says most guys go out to the range and hit 30-40 drives in an ongoing effort to get a little better accuracy and a little more distance. They start out thinking that longer drives will shave strokes off their game. The only problem, says Penick, is that most shots take place within 60 yards of the pin. If a player really wants to cut his strokes, the logical thing to do is work harder on chips and putts. Penick says that when he points this out to people he's playing with, they all agree. The reality, though, is that when he sees them back out on the driving range, they're wearing themselves out punching drives into the distance, spending only token time on chips, short shots and putts. What gives?

Well, I'm not sure what gives, but I see the same thing going on in the sales world all the time. Most business comes from the relatively small orders that fill the pipeline and keep the factory humming. Nobody gets rich on any single order, but the cash flow is consistent and the special requirements that come from the big orders are kept to a minimum. But what do many salespeople concentrate on when they're out pounding the pavement? The big deal, elephant kill, the fat commission that comes from closing a single sale. I've seen talented, bright salespeople fall by the wayside because they spent too much time going for the big deal and not enough time "chipping" the smaller orders. After decades in this business, I can tell you that a consistent, workmanlike salesperson who balances big and small deals will outperform the hotshot over the long haul, every time.

Now don't get me wrong. I'm not going to tell salespeople not to go after the big sales, because we all know they will do it anyway. Sure, a good salesperson will be aggressive in researching those opportunities and making a solid, professional case for his company, but he won't ignore the little guy in the process. He'll deliver the same level of good service and thank the little customer just as much while he's

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working on the big sale as when he isn't. The trips to Hawaii come from the big sales, but the house and car payments come from the daily flow of normal business. The professional salesperson knows this, understands it in his bones, and achieves a good balance that enables him to do his share of the big business while keeping focused on the bread-and-butter deals.

I have a theory about why golfers would rather drive than putt, and why some salespeople will starve waiting for the big sale rather than serving the daily business. Let's face it, it feels better. Hitting 50 balls off the practice tee is worth the strain if we get 5 or 6 in the sweet spot and watch them descend over the horizon, landing somewhere in the vicinity of Peking. Likewise, who hasn't felt the exhilaration that comes from a big sale, the quantum-jump deal that brings not only dollars but also a heightened sense of our abilities. Who wouldn't focus on those super-gratifying moments,

those flashes of stardom? Well, I'll tell you who wouldn't; a good salesman, that's who. The best salesman, like the best blackjack players, savor those moments like anyone else, but take them in stride and realize that careers aren't made or broken just with big deals. The smaller victories, the opportunity to be of extra service to a smaller-but-ongoing customer, and the daily building of customer loyalty go a lot further in developing a long career than a single big sale every few months.

Smaller deals may take more time and thought per dollar, but they are often more rewarding. Golfers know that getting up and down in 2 is very rewarding on the score card, but there is no place on that card that records length of drive.

As a manager, give me the salesperson who chips and putts well, and occasionally connects with the big drive, over the guy who hooks and slices his way around his sales territory. That's the difference between the hacker and the pro. I'll take the pro any day.

Top 10 Reasons For Not Placing The Order Before The Price Increase Deadline

10. "I faxed it, didn't you get it?"
 9. "Our computer was down."
 8. "I thought the increase was Monday."
 7. "My contractor didn't have exact quantities."
 6. "What difference does it make?"
 5. "We were taking inventory."
 4. "We sold a lot more on Friday than I knew about."
 3. "My purchasing guy got sick."
 2. "I never got your price increase notice."
- And the number one reason (drum roll, please)...*
1. "I was on vacation."



What the Judge Said When Sentencing the Shoe Bomber

US District Court Judge William Young made the following statement in sentencing "Shoe Bomber" Richard Reid to prison. Though it never made the major media in a big way, it is very noteworthy, and deserves to be remembered far longer than the judge predicts.

"Mr. Richard C. Reid, hearken now to the sentence this Court imposes upon you.

On counts 1, 5 and 6, the Court sentences you to life in prison in the custody of the United States Attorney General.

On counts 2, 3, 4, and 7, the Court sentences you to 20 years in prison on each count, the sentence on each count to run consecutive with the other. That's 80 years.

On count 8, the Court sentences you to the mandatory 30 years, consecutive to the 80 years just imposed.

The Court imposes upon you each of the eight counts a fine of \$250,000 for the aggregate fine of \$2 million.

The Court accepts the government's recommendation with respect to restitution and orders restitution in the amount of \$298.17 to Andre Bousquet and \$5,784 to American Airlines.

The Court imposes upon you the \$800 special assessment.

The Court imposes upon you five years supervised release, simply because the law requires it, but the life sentences are real life sentences so I need go no further.

This is the sentence that is provided for by our statutes. It is a fair and just sentence. It is a righteous sentence. Let me explain this to you.

We are not afraid of any of your terrorist co-conspirators, Mr. Reid. We are Americans. We have been through the fire before. There is all too much war talk here. And I say that to everyone with the utmost respect.

Here in this Court, where we deal with individuals as individuals, and care for individuals as individuals, as human beings, we reach out for justice, you are not an enemy combatant. You are a terrorist. You are not a soldier in any war. You are a terrorist. To give you that reference, to call you a soldier, gives you far too much stature. Whether it is the officers of government who do it or your attorney who does it, or that happens to be your view, you are a terrorist. And we do not negotiate with terrorists. We do not treat with terrorists. We do not sign

documents with terrorists. We hunt them down one by one and bring them to justice.

So war talk is way out of line in this Court. You are a big fellow, but you are not that big. You are no warrior. I know warriors. You are a terrorist. A species of criminal guilty of multiple attempted murders.

In a very real sense, Trooper Santiago had it right when you were first taken off that plane and into custody, and you wondered where the press and where the TV crews were and he said you were no big deal. You're no big deal.

What you counsel, what your able counsel and what the equally able United States attorneys have grappled with, and what I have as honestly as I know how to tried to grapple with, is why you did something so horrific. What was it that led you here to this courtroom today? I have listened respectfully to what you have to say. And I ask you to search your heart and ask yourself what sort of unfathomable hate led you to do what you are guilty and admit you are guilty of doing. And I have an answer for you. It may not satisfy you. But as I search this entire record it comes as close to understanding as I know.

It seems to me you hate the one thing that is most precious. You hate our freedom. Our individual freedom; our individual freedom to live as we choose, to come and go as we choose, to believe or not believe as we individually choose.

Here, in this society, the very winds carry freedom. They carry it everywhere, from sea to shining sea. It is because we prize individual freedom so much that you are here in this beautiful courtroom. So that everyone can see, truly see that justice is administered fairly, individually, and discreetly.

It is for freedom's sake that your lawyers are striving so vigorously on your behalf and have filed appeals, will go on in their representation of you before other judges. We are about it. Because we all know that the way we treat you, Mr. Reid, is the measure of our own liberties. Make no mistake, though. It is yet true that we will bear any burden, pay any price, to preserve our freedoms.

Look around this courtroom. Mark it well. The world is not going to long remember what you and I say here. Day after tomorrow, it will be forgotten. But this, however, will long endure. Here in this courtroom, and in courtrooms all across America, the American people will gather to see that justice, individual justice, justice, not war, individual justice is in fact being done.

"It seems to me you hate the one thing that is most precious. You hate our freedom. Our individual freedom; our individual freedom to live as we choose, to come and go as we choose, to believe or not believe as we individually choose."

The very President of the United States, through his officers, will have to come into courtrooms and lay out evidence on which specific matters can be judged, and juries of citizens will gather to sift that evidence democratically, to mold and shape and refine our sense of justice.

See that flag, Mr. Reid? That's the flag of the United States of America. That flag will fly here long after all this is forgotten. That flag stands for freedom. You know it always will.

Mr. Custody Officer, stand him down."

June 1, 2003

New List Prices Now in Effect

Printed price lists reflecting the new list prices effective June 1 have been sent to our mailing list, and the AB&I website has been updated to contain the new prices, too. If you have not yet received your copy of the printed price list, please contact your field sales representative or go to the Web at www.abifoundry.com to download the latest information.



Mountains of Shipping Containers Provide Visible Evidence of Trade Deficit



Residents and visitors to Oakland, Los Angeles and other West Coast seaports are treated daily to the sight of mountainous stacks of shipping containers piling up in and around harbors. Many of these containers originated in China, and were shipped to the US full of consumer products and, in some cases, industrial equipment. The fact that these containers are not being sent back to China full of American goods underlines the trade imbalance that exists between the two countries.

"Our trade problem with China continues to deepen," says AB&I's Kip Wixson, who has spent years dealing with China's dumping of plumbing supplies at or below cost in the US.

"The fact that China has pegged its currency to the dollar and does not require its factories to comply with any labor or environmental standards puts American producers at a continuing disadvantage," says Wixson, who predicts a general improvement of the trade balance as China continues to grow and an equilibrium is reached in trade between the two countries. "In the meantime, buy American when you can," suggests Wixson.

Something to Think About..

Could College Students of Today Pass This 1895 8th Grade Exam?

Remember when our grandparents, great-grandparents, and such stated that they only had an 8th grade education? This is the eighth-grade final exam from 1895 in Salina, KS, USA. It was taken from the original document on file at the Smokey Valley Genealogical Society and Library in Salina, KS, and reprinted by the Salina Journal. 8th Grade Final Exam: Salina, KS -1895

Grammar (Time, one hour)

1. Give nine rules for the use of Capital Letters.
2. Name the Parts of Speech and define those that have no Modifications.
3. Define Verse, Stanza and Paragraph.
4. What are the Principal Parts of a verb? Give Principal Parts of lie, play and run.
5. Define Case, Illustrate each Case.
6. What is Punctuation? Give rules for principal marks of Punctuation.
- 7 - 10. Write a composition of about 150 words and show therein that you understand the practical use of the rules of grammar.

Arithmetic (Time, 1.25 hours)

1. Name and define the Fundamental Rules of Arithmetic.
2. A wagon box is 2 ft. deep, 10 feet long, and 3 ft. wide. How many bushels of wheat will it hold?
3. If a load of wheat weighs 3942 lbs., what is it worth at 50 cts/bushel, deducting 1050 lbs. for tare?
4. District No. 33 has a valuation of \$35,000. What is the necessary levy to carry on a school seven months at \$50 per month, and have \$104 for incidentals?
5. Find cost of 6720 lbs. coal at \$6.00 per ton.
6. Find the interest of \$512.60 for 8 months and 18 days at 7 percent.
7. What is the cost of 40 boards 12 inches wide and 16 ft. long at \$20 per metre?
8. Find bank discount on \$300 for 90 days (no grace) at 10 percent.

U.S. History (Time, 45 minutes)

1. Give the epochs into which U.S. History is divided.
2. Give an account of the discovery of America by Columbus.
3. Relate the causes and results of the Revolutionary War.
4. Show the territorial growth of the United States.
5. Tell what you can of the history of Kansas.
6. Describe three of the most prominent battles of the Rebellion.
7. Who were the following: Morse, Whitney, Fulton, Bell, Lincoln, Penn, and Howe?
8. Name events connected with the following dates: 1607, 1620, 1800, 1849, 1865.

Geography (Time, one hour)

1. What is climate? Upon what does climate depend?
2. How do you account for the extremes of climate in Kansas?
3. Of what use are rivers? Of what use is the ocean?
4. Describe the mountains of North America.
5. Name and describe the following: Monrovia, Odessa, Denver, Manitoba, Hecla, Yukon, St. Helena, Juan Fernandez, Aspinwall and Orinoco.
6. Name and locate the principal trade centers of the U.S.
7. Name all the republics of Europe and give the capital of each.
8. Why is the Atlantic Coast colder than the Pacific in the same latitude?
9. Describe the process by which the water of the ocean returns to the sources of rivers.
10. Describe the movements of the earth. Give the inclination of the earth.

Gives the saying "he only had an 8th grade education" a whole new meaning, doesn't it? Think about these rules of grammar when you read through your daily email messages!