

100 Years Done **AB&I** FOUNDRY 100 Years Begun

ITEMS

NEWSLETTER

October 2007

Figure Fittings Continued...

Built System vs. Figure 8: Saves Labor, Space!

In last month's Items newsletter, we demonstrated the savings to be had by using Figure 6 fittings for certain in-wall installations instead of built systems. The net cost savings was \$47.45 in materials and 1.94 labor hours for each fitting (not to mention the space saved!). Now see the advantages of using Figure 8 fittings instead of building standard systems .

Cost of a Standard Built System

<u>Materials</u>	<u>Cost</u>
1 - 4" Combi	\$ 46.80
1 - 4 x 2 Figure 5	\$149.60
5 - 4" Couplings	\$ 86.25
1 - 2" Coupling	\$ 12.25
Total Materials	\$294.90
MCAA Flat Rate	3.07 hrs
Height of System	19.75"



Cost of a Figure 8 Double System

<u>Materials</u>	<u>Cost</u>
1 - 4" x 2" Figure 8 Fitting	\$245.90
4 - 4" No-Hub Couplings	\$ 69.00
1 - 2" Coupling	\$ 12.25
Total Materials	\$327.15
MCAA Flat Rate	1.76 hrs
Height of System	6.5"

Bottom Line...

For each installed system, you save
1.31 hours labor!
13.25" in space!
Plus fewer joints to leak!

Example shown is for a horizontal piping system under the first floor of a building.

Get All Your Catalogs and Submittals On-Line

Need to look-up a price or the part number for a particular fitting? Need a submittal for a coupling, or to check on a back issue of the Items newsletter? Forgot the phone number or email address of your sales rep? No problem. All these and more are readily available on the AB&I website, available 24/7, at www.abifoundry.com. For forms, price lists or catalogs, go to the *Download Center*. For phone numbers, go to the *RepFinder*, and for newsletter back issues, check out the *Items Archives*.

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Perspective

My few minutes with a legend, and why Alou stayed on third

October 16, 1962. Candlestick Park. World Series, game seven, Giants vs. Yankees. Two out, bottom of the ninth. Yankees led by one.

Matty Alou was on first when Mays doubled to right. Instead of going home, Alou held at third, knowing that McCovey batted next. So, down by one, runners at second and third, Stretch at the plate. Do or die, man, do or die.

Well, as we all know, McCovey lined out to Bobby Richardson at second, ending the game and sending Giant fans to drown their sorrows in bottles of cold Hamms, the beer refreshing.

I always wondered why Alou held at third. Was he told to hold, or did he do it on his own? I'm not the only one to ask that question. But, I'm the only one I know who actually got to ask it of the man standing on second base when Richardson caught that final out.

I recently got to sit next to Willie Mays in a skybox during an industry-promotional event. There were maybe thirty of us in the box, but only a handful gutsy enough to actually talk to the legend. I managed, by hook and by crook, to get seated next to him, so wasted no time in striking up a conversation.

I told him he was the greatest ballplayer I had ever seen play. I also asked him what he would do if he were batting and a baserunner pulled a Mays Shift.

"I'd bunt for a double," he said. We both laughed. It was a truly unexpected answer, but one we both knew was the dead-on truth.

I also asked him what he would like to have done that he didn't do. He didn't hesitate. "Throw for the cycle," came his reply.

Now, for those not intimate with baseball jargon, throwing for the cycle means to

throw a man out at every base, from the outfield, in a single game. It is truly an outstanding feat. But Willie did it. Well, sort of.

In 1966, playing against the Dodgers, Mays threw out runners at first (Don Drysdale), third (Willie Davis), and home (Maurie Wills), and would have thrown out Jim Levebre at second, but when teammate Tito Fuentes took the throw from Mays, the ball bounced off the heel of his glove. It's been said that, years later when asked about it, Fuentes cried.

I asked him about his fellow Giants. Like Davenport, he had good things to say about most guys. When asked about some players, though, he just wrinkled his nose.

I also asked him about the outrageous salaries ballplayers get these days. "Good for them!," he said, not the least bit bitter that he never cracked 200 grand. Amazing.

OK, it was almost time to loosen my grip on this straight-talking man of history, so I asked him the ultimate question.

"Why did Alou hold at third?"

He knew immediately what I was talking about.

"He was scared," said Mays.

Looking back on it, who wouldn't be. With McCovey at the plate, maybe it made more sense to stand on third and let him hit for the winning run. To chance a close play at the plate could have ended in disaster, with the name Matty Alou going down in history alongside Benedict Arnold and Neville Chamberlain.

"Would you have gone?," I asked Willie.

"I'da gone home and never looked back," he said. "I'da *been* home!"

How many times in business do we take the safe route, preferring not to take chances, and settling for an 'at-least-I-didn't-blow-it'

outcome? Probably more often than most of us care to admit.

How much better could we be if we took a chance? What if we didn't cave on price to our big customer, but instead talked to him about the added value we bring to the table?

What if we refused to be drawn off the bag by requests for deviations from our standard policies? What if we stuck to our guns ALL of the time instead of just MOST of the time? Would we have held at third, or taken the chance and gone hell-bent for the plate, dust flying and cleats clawing the air?

It's something to think about.

I got a nice email from a loyal *Items* reader the other day. The reader took me to task but good for blasting away at the Chinese for putting out bad products. He made some good points, and I'd like to share some excerpts with you:

"Kip, chill out. I just read your latest Perspective about crummy Chinese product. Aren't you getting a little too high on that white horse you're riding? The perspective must be different from up there. 'In the Western world, we worry about things like safety.' Oh really. Haven't I heard you complaining about ambulance chasing lawyers in the past...? I hate those guys too. I also hate to admit that our domestic manufacturers worry about safety, not because of the public's safety, but rather out of fear of litigation... It's wrong what the Chinese are sending over here. It's wrong that we care more about the dollar than danger in our purchasing decisions... I'm thinking that perhaps it's also wrong to place righteousness on the Western world."

The writer is right. Western societies are not made up of better people, just better laws enacted by those people to keep us on track. I appreciate the comments, and I've already started chilling out. Grab me a Hamms...

Corporate Survival 101

Learn the Four Essential Strategies to Shifting the Blame for Your Screwups

The following was taken from the Brandt on Leadership column in a recent edition of *Industry Week*.

If you're in management, you're going to screw up. This is even more likely if you're some highly-caffeinated go-getter, trying lots of new ideas; sooner rather than later, one of them is going to crash and burn in front of everyone. Amid the flames and wreckage, you'll find yourself asking one of life's eternal questions: "How in the hell am I going to explain this?"

How you deal with this disaster may well determine the course of your career and whether you go on to greater things (i.e., gold keys to a washroom with real towels) or lesser things (i.e., sitting in a smudgy cubicle for the rest of your life). Will you become a better person? Or will you shamelessly manipulate the truth to avoid blame altogether, or, even worse, foist the blame off on some unsuspecting colleague? In short, will you be a loser - or a player?

Research into blame avoidance has identified several key strategies - what we call the Four D's of Career Disaster



Survival:

Dispose: If you're trying new things, what business is it of the home office to know every little detail about every little million dollars? You'll actually improve corporate efficiency by burying the disaster in some other line on the budget...

Deflect: Claim that you were just following corporate policy (no matter how perversely interpreted) or, even better, a senior executive's directions.

Deny: Some say, still the best response. Style counts for everything

as you bald-facedly lie about your knowledge of the boondoggle.

Dump: This is where you manage to pin the flop on someone else's resume. Requires planning, deviousness, and a great actor's ability. When asked if your boss was involved with the disaster, shrug your shoulders, but say nothing. With any luck, your humble demeanor and pained reluctance to criticize will be a sure sign of both your boss' guilt and your readiness to ascend the corporate ladder.

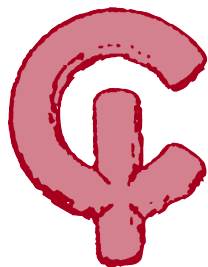
Distributors, Contractors Urged to Look for the CISPI Mark on All Cast Iron DWV

The Cast Iron Soil Pipe Institute (CISPI) is the leading industry organization responsible for establishing standards for cast iron pipe and fittings in America. All leading domestic producers of cast iron DWV are members of the Institute, and all support their efforts at ensuring product quality and public safety.

"CISPI is the main body in the cast iron industry responsible for the development of product standards," said AB&I's vice president of national sales, Gary Wickham.

In addition to its standards development, CISPI inspectors visit member foundries on an unannounced basis to verify that iron quality is up to par and manufacturing processes are performed to standards.

For more information, visit their website at www.cispi.org.



AB&I Cast Iron DWV: 100% Recycled and 100% Made in America



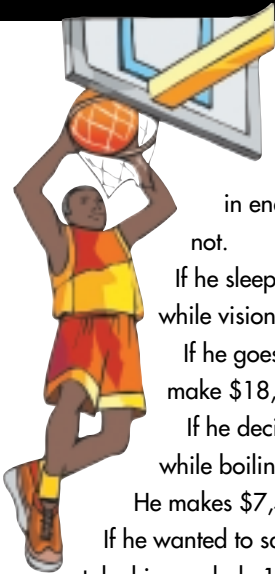
Items readers are reminded that all AB&I cast iron pipe and fittings are made from 100% recycled iron. In fact, AB&I is a major recycler of iron products, significantly easing the pressure on landfills and preserving our natural resources.

Much of the material produced by some other manufacturers is made from pig iron, that is, iron made from iron ore. This method of production is environmentally stressful and depletes the natural resource stock.

AB&I casts all of its products in its state-of-the-art foundry facility in Oakland, California. This foundry has been lauded by industry groups for its safety record and commitment to meeting all environmental standards for air and water quality.

To arrange a tour of the foundry, contact your field sale representative or AB&I at 800-GOT-IRON.

Is it Better to be a Jock or a Nerd?



Michael Jordan, having retired with \$40 million in endorsements, makes \$178,100 a day, working or not.

If he sleeps 7 hours a night, he makes \$52,000 every night while visions of sugarplums dance in his head.

If he goes to see a movie, it will cost him \$7, but he'll make \$18,550 while he's there.

If he decides to have a 5-minute egg, he'll make \$618 while boiling it.

He makes \$7,415/hour more than minimum wage.

If he wanted to save up for a new Acura NSX (\$90,000), it would take him a whole 12 hours.

If someone were to hand him his salary and endorsement money, they would have to do it at the rate of \$2 every second.

He'll probably pay around \$200 for a nice round of golf, but will

be reimbursed \$33,390 for that round.

This year, he'll make more than twice as much as all past presidents for all of their terms combined.

He'll earn more than the salaries of all the senators who have ever served in the United States Senate, combined.

Amazing, isn't it?

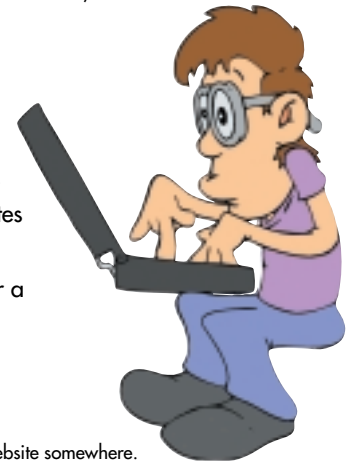
However...

If Jordan saves 100% of his income for the next 500 years, he'll still have less than Bill Gates has at this very moment.

So, is it better to be a jock or a nerd?

Game over.

Nerd wins.



Credit: Shamelessly stolen off some website somewhere.

Just for Fun...

Quiz

American Film Institute Names 100 Top Movies of All Time



The American Film Institute has just published its list of the Top 100 movies of the past 100 years. Most are recognizable as great films, like *It's a Wonderful Life* and *To Kill a Mockingbird*, but a few are sleepers. Ever hear of *The General* (1927)? How about *City Lights* (1931)? Yeah, us neither.

The Top 10 films of the Top 100 are listed below. Enter the name of the director to the right of each film, and fax this page to us at **510/632-8035**. The first person to get them all right will receive a free AB&I golf shirt. Here goes:

Film	Director
1. Citizen Kane	_____
2. The Godfather	_____
3. Casablanca	_____
4. Raging Bull	_____
5. Singin' in the Rain	_____
6. Gone With The Wind	_____
7. Lawrence of Arabia	_____
8. Schindler's List	_____
9. Vertigo	_____
10. Wizard of Oz	_____

A Few Clever One-Liners..

Everybody like a quick joke. That way, when they're bad, we don't waste much time. Spend a second or two with these...

1. One tequila, two tequila, three tequila, floor...
2. Atheism is a non-prophet organization.
3. What if there were no hypothetical questions?
4. If someone with multiple personalities threatens to kill himself, is it considered a hostage situation?
5. Where do forest rangers go to get away from it all?
6. Is there another word for synonym?
7. Would a fly without wings be called a walk?
8. Why do they lock gas station bathrooms? Are they afraid somebody might clean them?
9. If a turtle doesn't have a shell, is he homeless or naked?
10. What was the best thing BEFORE sliced bread?
11. If one synchronized swimmer drowns, do the rest drown, too?
12. If you try to fail and succeed, which have you done?
13. Can an atheist get insurance against acts of God?
14. What do you do when you see an endangered animal eating an endangered plant?

