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PFMA CONNECTION



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**Central Wisconsin Plant Engineering &
Maintenance Expopages 8 & 9**

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Volume 4, Issue 2

February 2005



Milwaukee Area Chapter



Your new Board of Directors being sworn in.
Tom Randolph, President, Sean McGlenn, Secretary, John Skadah, Treasurer, Mary Parker-Witte, Membership, Bob Nelson Programs, John Murphy, Exposition, Ted Kucharski, Education



Pat Finger receiving a plaque for his past service as Program Chairman.

PFMA Inc. President's Message

Spring is right around the corner. Did you get all of your equipment ready for the upcoming season or are you behind the curve like most maintenance departments? Maintenance departments should be past putting out fires and at least into predictive maintenance. The better departments are into preventive maintenance practices.

Yes, spring is near and PFMA members from the Milwaukee, Canada and Central Wisconsin Chapters, along with their vendors, have been working very hard to put on Plant Engineering & Maintenance Expositions in Chatham, Ontario, Milwaukee and Wausau. These expositions feature the vendors displaying the latest and best equipment in the fields that they represent. Make sure that you visit each one of the vendors at your area show.

Along with the vendor displays, several vendors will be putting on FREE seminars. The Milwaukee and Wausau shows will also feature special seminars designed to offer CEU's to master electricians and plumbers attending their respective seminars. Do you have enough continuing education units to keep your master's status? If not, here is an opportunity to put some in the bank.

One of the mission statements for the PFMA is to provide education to meet the needs of our membership. Our chapters are accomplishing some of the smaller requests at their meeting seminars. Requests that are larger or need special training are being carried out with the help of our technical schools or on-the-job training. This is just one of the many benefits of being a PFMA member. Join one of the local chapters. Maybe we can help you. And maybe you have something to offer. Check the PFMA website: www.pfmaint.com for additional information on membership, meetings and special events like the upcoming expositions.

James L. Lang
 President
 PFMA Inc.



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Messages

**President's Message
Milwaukee Area Chapter**

With Spring around the corner our thoughts are turning to the upcoming Expo which will be held on April 13th and 14th. Watch your mail for information on some of the new events and seminars that we have included in this year's show. We will be raffling off a Harley-Davidson FLSTF Fat Boy so make sure you buy your tickets early and often. Contact Al Tredo at e-mail: atredo@lselectric for information. The seminars that we will be having are on Electrical and Plumbing. The two new ones will be on Wednesday April 13th with the Wisconsin Golf Association giving a seminar on the rules of golf. On Thursday, April 14th Dan Small, host of Milwaukee Public Television's *Outdoor Wisconsin* will speak.

On June 14th we will be having our 3rd annual Golf Outing at the Silver Spring Country Club. Watch your mail for information on this. We are currently looking for volunteers, hole sponsors, and donations. All of the profits go to our Foundation for scholarships and are tax deductible.

Watch your mail for information on our 2nd annual tailgate party at Miller Park this summer. Everyone had a great time last year.

At our January Membership meeting the chapter honored Wally Wahlberg for 50 years of service to In Place Machining. I urge all readers to visit the website and read the article honoring Wally. Make sure that you check our web page on a regular basis. We are constantly updating it with new information and pictures of plant tours and membership meetings at: www.pfmmainc.com.

If any of you are interested in showing your pride in the PFMA we have an assortment of items from hats, shirts, and sweaters plus many other items. Feel free to contact Chuck Roamer at croamer@wi.rr.com.

If you have not been to a membership meeting recently, plan on joining us on the third Tuesday of the month at Panos' Char House, 20290 W. Bluemound Road. Hope to see you there.

The PFMA Milwaukee Area Chapter will host the semi-annual conference for all chapters on Friday & Saturday, April 22 & 23, 2005 at the Country Springs Hotel (formerly the Country Inn) in Waukesha, Room 204. A welcoming reception will take place Friday night, with the conference on Saturday from 8:00 AM - 4:00 PM. All PFMA members are welcome to attend. Please RSVP Tom Randolph at e-mail: trandolph@wi.rr.com or phone: 262-782-0146.

Tom Randolph



PFMA Connection

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PFMA Central Wisconsin Chapter 4th Annual Golf Outing

Monday, June 6, 2004
The Ridges Golf Course

2311 Griffith Ave., Wisconsin Rapids, WI
Registration 8:00 AM - Shot Gun Start 11:00 AM
Fee: \$75 per golfer or \$300 per foursome

Buffet Dinner: 5:00 PM
Dinner Only Guests: \$25

Contact: Tom Ticknor
5421 30th Street South
Wisconsin Rapids, WI 54494
Ph: 715-424-2476
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Messages

President's Message Central Wisconsin Chapter

This is the last Connection prior to our trade show. Please read it and talk up the show to all of your contacts, any people you feel may be interested in attending or even those who express no interest.

The Plant Engineering & Maintenance Expo sponsored by PFMA Central WI Chapter will take place at Stoney Creek Inn on Tuesday, March 15, 2005 from 9:30 AM - 6:00 PM. Stoney Creek Inn is located next to the Cedar Creek Mall just off I-39/Hwy. 51. There is loads of free parking!

In addition to the many displays sponsored by our exhibiting vendors, there will be two significant seminars for which CEU's will be issued. They are:

Electrical Seminar

Presenter: Joe Hertel, Wisconsin Department of Commerce
Part I: Understanding the NEC, 9:30 AM - 11:30 AM
Part II: Motors and Transformers, 1:00 PM - 3:00 PM

Plumbing Seminar

Presenter: Jim Wehinger, Wisconsin Department of Commerce
Part I: Cross Connection Control, 9:30 AM - 11:30 AM
Part II: Continuation of Cross Connection Control, 1:00 PM - 3:00 PM

Future activities will include the VIP Night at Stevens Point Country Club on February 8 and a tour of the new NTC Medical Training Center in Wausau on April 12.

We are also trying to schedule (per a specific request) a presentation on Communication Techniques highlighting fiber optic terminations and comparisons between CAT5 vs. COAX cabling. If you have knowledge of contacts in this area with details or information of interest, please let us know.

Additionally, we are looking to develop an educational program providing equivalent comparisons between electrical schematics and their counterparts in hydraulic schematics as related in total systems applications.

Watch for these future dates. Start inviting interested prospects to the programs or even just to attend our meetings as a guest and they will get a free dinner.

The annual PFMA Membership Directory is due out in June. If you or someone you know has a change in address, phone number, position, etc. please contact Jim Lang to update your membership information. Jim can be reached via e-mail: lazepine@dwave.net.

Hope to see you at the show!

Neil Stein
Vice President
PFMA Central Wisconsin Chapter
bnstein@klinktech.net

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Messages

**President's Message
Tri-State Chapter**

The Tri-State Chapter is ready to roll. Our first meeting of 2005 was January 11. A meeting was held in December where members present felt the first meeting of 2005 should be held as a kick off meeting for the Tri-State Chapter with the meeting held at the new "Hooters of LaCrosse." It was also decided that the February meeting would be held with a factory tour of City Brewer if arrangements can be made.

A Golf Outing is already scheduled for June 1, 2005 at Cedar Creek Country Club. A notice was sent out the last week of December along with membership forms and renewals.

Western Wisconsin Technical College has asked if there is any way they can partner with the Tri-State Chapter to help bring more people the educational information and to help improve their maintenance ability. We are looking to work with them in the fields of Electrical, PLC programming, HVAC, Plumbing and other job markets.

Anyone interested in the Tri-State Chapter can get in touch with Carl Lange at the following e-mail: cflange@core.com or at phone: 1-715-289-3310. All Tri-State Chapter meetings are scheduled for the second Tuesday of each month starting at 5:30 PM.

Carl Lange

**President's Message
Marshland Chapter**

Wisconsin winters....cold, snow, sleet, rain and back to cold. Now I know why it is said if you don't like the weather....just wait awhile....it will change....and it does!!!!

Looking forward to Spring and then Summer when we will have our PFM Educational and Scholastic Foundation, Inc. in conjunction with Marshland Area Plant & Facilities Maintenance Association Golf Outing. This year it will be held at Rock River Hills in Horicon, Wisconsin, on June 24, 2005. Hope to have a great turnout!!

(We still have calendars on sale)

I hope to see you at one of our upcoming meetings. Please check the website for details. Our meetings are always open to prospective members and members of the other chapters!

Bundle up and look forward to warmer weather....Spring is just around the corner.

Doug Prunty, President
Marshland Area Chapter

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**PFMA Milwaukee Area Chapter
Annual Golf Outing**

**Tuesday, June 14, 2005
Silver Spring Country Club**

N56W21318 Silver Spring Road
Menomonee Falls, WI

Fee: \$110 per golfer, PFMA members
\$125 per golfer/guest

Shot Gun Start at 11:00 AM
Lunch on the turn
Beer on the turn
Station Buffet Dinner

Sponsors for hole prizes, donations and volunteers are needed.
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Skill Source

It does happen, not often, but it does! January 5, 2005

Mark has a job, wasn't looking for one, didn't answer any ads, nor send any resumé's; but got a job offer for a job that didn't exist, that he didn't know of and certainly didn't apply for. Will he accept it? Only time will tell.

That story is fact not fiction; it took place last night (Jan. 4, 05) after our PFMA meeting between three of us, all members; Mark's father, another member and myself. So he got a job offer, what's the point you may ask, well certainly a bit of luck; but it took place between Mark and his buddy and a third person who Mark never met.

Thoughts brewed in my mind, at first blush, I thought it to be straight forward we all network at our meetings, but Mark didn't network, he never met his prospect; but he does presently have an offer for a job that didn't exist until that meeting. Here comes my thought and a side trip. It started with a word and "Webster's Dictionary" for a little clarity.

Networking (n) (coined in 1940): the exchange of information or services among individuals, groups, or institutions . . .

Comrade (n) (coined 1544): an intimate friend or associate; companion . . .

Camaraderie (n) coined 1840 [from French, comarade] a spirit of friendly good fellowship among comrades, people . . .

Is camaraderie more powerful than networking? Is it a deeper association between people than networking?

Resume' (n) (coined 1804) [from French, to summarize] a short account of ones career and qualifications prepared typically by an applicant for a position . . .

Somehow the meeting of the minds took place, the connection was made, a position was created and the career has its beginnings. A career for the employer and the employee, they have a need for and Mark has a supply of SKILLS that need to be exchanged.

If Mark can do it, can you? Yes, you can. Good Luck

Is that too extreme of a situation to risk? Maybe at first glance it may sound so, but if the true salesperson thought that way where would sales be? I know we're not in sales and I also know I'm not a career salesman either. Oh! This

sounds too far fetched! If you think so; think about advertising; think about a good automobile salesperson, not just a person that offers a product.

Mark's comrade made the suggestion to whom, I do not know but the camaraderie was established, the thought fermented in three minds (like a good wine) the connection and the phone call were made. Then came the interview. Both the interviewer and the interviewee were strangers but they departed as comrades. Mark must have had the right stuff for the sale; the right presentation, the right confidence in himself and his skills and knew exactly what he was selling. They connected; an offer was forwarded. Did Mark apply for the job? No. Did Mark offer a resume'? Probably not. Did Mark accept the Offer? Only time will tell.

The point? Camaraderie in our dealings with our comrades may be a step above networking. I hope we don't take the situation too lightly. Physically they probably have the same outward appearance but I think the mindset, the attitude with which we approach the situation is vastly different and I'm not sure we always think of that.

Is there a lesson to this? What's the object of this? Can we gain any ideas from this? Where do we go from here? I see a thinking scenario to all of this. It goes something like this to me; certainly something else to you and so I thought it appropriate to talk about this in the SKILL SOURCE. Yes, and again here are some of my thoughts:

When and how do we network, and interview? The interview is really your opportunity to sell yourself and your skills. The resume', does it paint us in too stiff of an historical position? Is it too focused? Do you need to provide a resume'? Rather, what can we do for our new acquaintance at the interview as opposed to regurgitate our history? Is our attitude one of just a job or providing the skill requested? The trauma of unemployment must be a severe jolt to our confidence. How is the employer seeking to fill his need for your skill? By newspaper ad, web posting, specialty or technical publication? Comrade, camaraderie? Is the HR person requesting a resume' instead of talking to people? What about sending him/her a nice juicy letter about yourself and request an interview? A letter tells them you're different. Resumes' don't have any camaraderie nor personality. They may be a bit stuffy too.

Whatever you decide Mark, Good Luck! Either choice, it's a tough decision.

Paul E. Feuerstein PE (PFMA member) feuereng@execpc.com



PFM Educational & Scholastic Foundation, Inc.

In Conjunction with

PFMA Marshland Area Chapter

P.O. Box 217, Brownsville, WI 53006

Announces Vendor Sponsored

Golf Outing

Friday, June 24, 2005

Rock River Hills Ltd. Golf Club

South Main Street, Horicon, WI

Shot Gun Start at 1:00 PM

Beer and soda delivered on the course

Dinner at the Clubhouse at 6:00 PM

Package Deal: \$365 includes sponsoring a hole with a foursome of golf, a cart for every two people, two drink tickets each and dinner. A table will be available for your literature and business cards at the dinner.

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Make checks payable to PFM Educational & Scholastic Foundation, Inc.

To donate door prizes, prize money or hole prizes, please contact:

Tom Curtis, Grande Cheese Company

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Contact: Dave Draves, Grande Cheese Company

Phone: 920-583-1644

Contact: David Knapp, Stainless Steel Fabricating

Phone: 920-623-3003 x 215



Wally Wahlberg receiving a plaque for his 50 years of service with In-Place Machining Company.



Rich Johnston gave us the straight scoop on the Mold issue.

Calendar of Upcoming Events

Important reminder: If you will be attending the dinner portion of the monthly membership meetings, please RSVP to your chapter: **Milwaukee Area Chapter (MAC):** John Skadah, e-mail: skooter@nconnect.net; phone: 262-644-6287; **Marshland Chapter:** Jeff Zwicky, e-mail: jeffz@guenthersupply.com; phone: 920-921-0821 x316; **Central Wisconsin Chapter:** Jim Lang, e-mail: lazepine@dwave.net; phone: 715-359-5682; **Capitol Area Chapter:** Peter Zielski, Chairman and Executive Account Manager, Fremont Industries: pfma_capitol@hotmail.com, phone: 608-849-8738; **PFMA Canada,**

Kent Chapter: Chairperson: Steve Urry, e-mail: surry@gilandsons.com; **Tri-State Chapter:** Carl Lange, Treasurer: phone: 715-289-3310; e-mail: cflange@core.com. **Table Top Displays** are now available at PFMA MAC meetings. Please contact Al Tredo at phone: 414-788-8912 or e-mail: atredo@lselectric.com for details and dates remaining. The cost is \$75 per table. Two table top displays are featured at all regularly scheduled membership dinner meetings.

2005 February

- Date TBA** PFMA Canada- Member Appreciation Evening
2/1/05 Milwaukee Area Chapter Operating Committee Meeting, Panos' Charhouse, 20290 W. Bluemound Rd., Brookfield, 5:30 PM.
2/8/05 Central Wisconsin Chapter- VIP Night, Stevens Point Country Club, 6:00 PM.
2/15/05 Milwaukee Area Chapter Membership Meeting, Panos' Charhouse, 20290 W. Bluemound Rd., Brookfield, 5:30 PM.
2/16/05 Capitol Area Chapter Meeting- Presentation: Mobile Technology; Presenter: Syclo LLC. Location: MMSD Operations Building- Training Room. 1610 Moorland Road, Madison. 6:00 Registration, 6:30 PM Presentation, 7:30 PM Dinner/Meeting. RSVP E-mail: pfma_capitol@hotmail.com.
2/16/05 Marshland Area Chapter Dinner Meeting with board meeting to follow.
2/28/05 Central Wisconsin Chapter Board Meeting, Wings Restaurant, Central Wisconsin Airport, 6:00 PM.

March

- Date TBA** PFMA Canada Plant Tour
3/1/05 Milwaukee Area Chapter Operating Committee Meeting, Panos' Charhouse, 20290 W. Bluemound Rd., Brookfield, 5:30 PM.
3/15/05 Plant Engineering & Maintenance Expo sponsored by PFMA Central WI Chapter, Stoney Creek Inn, Wausau, WI. Show Hours: 9:30 AM - 6:00 PM.
3/15/05 Milwaukee Area Chapter Membership Meeting, Panos' Charhouse, 20290 W. Bluemound Rd., Brookfield, 5:30 PM.
3/16/05 Capitol Area Chapter Meeting- Presentation: Outdoor Plant Care; Presenter: Johansson Garden Center. Location: MMSD Operations Building Training Room, 1610 Moorland Rd., Madison. 6:00 Registration, 6:30 PM Presentation, 7:30 PM Dinner/Meeting. RSVP E-mail: pfma_capitol@hotmail.com.
3/23/05 PFMA Marshland Area Chapter Dinner Meeting with board meeting to follow.
3/28/05 Central Wisconsin Chapter Board Meeting, Wings Restaurant, Central Wisconsin Airport, Mosinee, 6:00 PM.

April

- 4/6/05** Milwaukee Area Chapter Operating Committee Meeting, Panos' Charhouse, 20290 W. Bluemound Rd., Brookfield, 5:30 PM.
4/7/05 PFMA Canada Expo 2005.
4/12/05 Central Wisconsin Chapter Regular Meeting, Wings Restaurant, Central Wisconsin Airport, 6:00 PM.
4/13/05 & Plant Engineering & Maintenance Expo sponsored by PFMA
4/14/05 Milwaukee Area Chapter. Wisconsin State Fair Park, West Allis, WI. Show Hours: 11:00 AM - 7:00 PM Each Day.
4/14/05 Capitol Area Chapter Bus Trip: Miller Park Tour & PFMA Milwaukee Expo. Time TBA.
4/20/05 Marshland Area Chapter Dinner Meeting with board meeting to follow.
4/22/05 & The PFMA Milwaukee Area Chapter will host the semi-annual conference for all chapters at the Country Springs Hotel (formerly the Country Inn) in Waukesha, Room 204. A welcoming reception will take place Friday night, with the conference on Saturday from 8:00 AM - 4:00 PM. All PFMA members are welcome to attend. Please RSVP Tom Randolph at e-mail: trandolph@wi.rr.com or phone: 262-782-0146.
4/23/05
4/25/05 Central Wisconsin Chapter Board Meeting, Wings Restaurant, Central Wisconsin Airport, 6:00 PM.

May

- Date TBA** PFMA Canada Dinner Meeting
5/3/05 Milwaukee Area Chapter Operating Committee Meeting, Panos' Charhouse, 20290 W. Bluemound Rd., Brookfield, 5:30 PM.
5/10/05 Capitol Area Chapter Meeting- Presentation: Ahern Mechanical & Fire Protection. Location: Ahern Shop- 4247 Argosy Ct., Madison. 6:00 Registration, 6:30 Presentation, 7:30 PM Dinner/Meeting. RSVP E-mail: pfma_capitol@hotmail.com.
5/10/05 Central Wisconsin Chapter Regular Meeting, Tour of the new Nursing Education Canter at North Central Technical College, Wausau, 6:00 PM.
5/17/05 Milwaukee Area Chapter Membership Meeting, Panos' Charhouse, 20290 W. Bluemound Rd., Brookfield, 5:30 PM.
5/18/05 Marshland Area Chapter Dinner Meeting with board meeting to follow.
5/24/05 Central Wisconsin Chapter Board Meeting, Wings Restaurant, Central Wisconsin Airport, 6:00 PM.

June

- 6/1/05** Tri-State Chapter Golf Outing, Cedar Creek Country Club, LaCrosse, WI. Contact: Carl Lange, Phone: 715-289-3310; E-mail: cflange@core.com. Contact: Dave Johnson, Phone: 608-779-6353.
6/6/05 Central Wisconsin Chapter Golf Outing, The Ridges Golf Course, Wisconsin Rapids, WI. Contact Tom Ticknor, Phone: 715-424-2476; E-mail: tltick@wctc.net.
6/7/05 Milwaukee Area Chapter Operating Committee Meeting, Panos' Charhouse, 20290 W. Bluemound Rd., Brookfield, 5:30 PM.
6/10/05 PFMA Canada Chapter Annual Golf Day.

- 6/13/05** Central Wisconsin Chapter Board Meeting at Zag's.
6/14/05 Milwaukee Area Chapter Golf Outing, Silver Spring Country Club, Menomonee Falls, WI. Shot Gun Start 11 AM. Contact Mary Parker-Witte, Phone: 262-252-8999; E-mail: MryWitt@aol.com.
6/24/05 Marshland Area Chapter Golf Outing, Rock River Hills, Horicon, WI. Contact Tom Curtis, Phone: 920-583-1604; Contact Dave Draves, Phone: 920-583-1644; Contact David Knapp, Phone: 920-623-3003 x 215.

July

- 7/12/05** Central Wisconsin Chapter Picnic.

August

- Date TBA** Capitol Area Chapter Picnic
8/2/05 Milwaukee Area Chapter Operating Committee Meeting, Panos' Charhouse, 20290 W. Bluemound Rd., Brookfield, 5:30 PM.
8/29/05 Central Wisconsin Chapter Board Meeting, Wings Restaurant, Central Wisconsin Airport, 6:00 PM.

September

- Date TBA** Capitol Area Chapter Betty Lou Cruise
Date TBA PFMA Canada Lunch 'N Learn
9/6/05 Milwaukee Area Chapter Operating Committee Meeting, Panos' Charhouse, 20290 W. Bluemound Rd., Brookfield, 5:30 PM
9/13/05 Central Wisconsin Chapter Regular Meeting, Wings Restaurant, Central Wisconsin Airport, 6:00 PM.
9/20/05 Milwaukee Area Chapter Membership Meeting, Panos' Charhouse, 20290 W. Bluemound Rd., Brookfield, 5:30 PM
9/26/05 Central Wisconsin Chapter Board Meeting, Wings Restaurant, Central Wisconsin Airport, 6:00 PM.

October

- Date TBA** PFMA Canada Plant Tour
10/4/05 Milwaukee Area Chapter Operating Committee Meeting, Panos' Charhouse, 20290 W. Bluemound Rd., Brookfield, 5:30 PM
10/11/05 Central Wisconsin Chapter Regular Meeting, Wings Restaurant, Central Wisconsin Airport, 6:00 PM.
10/12/05 Capitol Area Chapter GM Plant Tour- Janesville Plant. For more information contact the Capitol Area Chapter at E-mail: pfma_capitol@hotmail.com.
10/18/05 Milwaukee Area Chapter Membership Meeting, Panos' Charhouse, 20290 W. Bluemound Rd., Brookfield, 5:30 PM
10/31/05 Central Wisconsin Chapter Board Meeting, Wings Restaurant, Central Wisconsin Airport, 6:00 PM.

November

- Date TBA** PFMA Canada Dinner Meeting
11/1/05 Milwaukee Area Chapter Operating Committee Meeting, Panos' Charhouse, 20290 W. Bluemound Rd., Brookfield, 5:30 PM
11/8/05 Central Wisconsin Chapter Regular Meeting with Elections.
11/9/05 Capitol Area Chapter Meeting- Presentation by Hooper Construction. Location: Hooper Shop. 6:00 PM Registration, 6:30 PM Presentation, 7:30 PM Dinner/Meeting. RSVP E-mail: pfma_capitol@hotmail.com.
11/15/05 Milwaukee Area Chapter Membership Meeting, Panos' Charhouse, 20290 W. Bluemound Rd., Brookfield, 5:30 PM
11/28/05 Central Wisconsin Chapter Board Meeting, Wings Restaurant, Central Wisconsin Airport, 6:00 PM.

December

- 12/6/05** Milwaukee Area Chapter Operating Committee Meeting, Panos' Charhouse, 20290 W. Bluemound Rd., Brookfield, 5:30 PM
12/13/05 Central Wisconsin Chapter Christmas Party.
12/14/05 Capitol Area Chapter Meeting- Presentation: Vibration Analysis by Metrics. Location: MMSD Operations Building- Training Room, 1610 Moorland Rd., Madison. 6:00 PM Registration, 6:30 PM Presentation, 7:30 PM Dinner/Meeting. RSVP E-mail: pfma_capitol@hotmail.com.

Please visit the PFMA website for updates and additions to the calendar: www.pfmainc.com.

To add items to the calendar, please contact Stefanie Dow at: sdow@wi.rr.com.

Note: Dates are subject to Change. Generally, the PFMA MAC Operating Committee (OC) meetings are held on the first Tuesday of the month and the monthly membership meetings are held on the third Tuesday of the month.

PFMA Central Wisconsin 2005 EXPO

Stoney Creek Inn – Wausau



Pre-Registration Form

To pre-register, complete this card and mail, or email as listed below.
 Or visit our website for online registration: www.pfmmainc.com.
 Name badges pre-ordered will be waiting for you at the show at Registration.
 Registration on Tuesday, March 15, 2005 at the Stoney Creek Inn.
 Show Hours: 9:30 a.m. – 6:00 p.m.
 Free Admission.

Name _____

Company Name _____

Address _____

City _____ State _____ Zip _____

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Email: lazepine@dwave.net **Online:** www.pfmmainc.com

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Plant Engineering & Maintenance Expo
Tuesday, March 15, 2005
Stoney Creek Inn, Wausau, WI
Sponsored by PFMA Inc. of Central Wisconsin
Show Hours: 9:30 a.m. – 6:00 p.m.

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Free Technical Seminars

- 9:30 a.m. Arc Flash Hazards Made Practical**
 Topic: "Quick Start" and practical development of an Arc Flash Hazards Safety Program with OSHA requirements and NFPA 70E guidelines.
 Presenter: Scott Ladwig
 Sponsor: Midwest Electrical Testing
- 10:45 a.m. The Life Cycle of Floor Care**
 Presenter: Sam Colyott, Regional Manager, Betco Corporation
 Sponsor: Team Distributing
- 11:45 a.m. The Art of Carpet Care Maintenance**
 Topic: This seminar covers the "Do's and Don'ts" of maintaining your carpet and the ways to develop a program that fits your facility. Features include: indoor air quality, dispelling traditional beliefs of carpet chemical use and machine recommendations, Preventive, interim and restorative recovery of carpet care.
 Presenter: William Koeppel, Minuteman International Inc.
 Sponsor: Team Distributing
- 12:45 p.m. Hard Floor Care: How to Select Floor Finishes**
 Topic: Discussion of Trends in the Floor Care Industry
 Presenter: Bill Thomas, Buckeye International
 Sponsor: Team Distributing
- 2:00 p.m. The Five R's of Roofing**
 Topic: With a roof program that includes annual inspections you have five basic choices- Repair, Replace, Retrofit, Restore, Re-inspect. This seminar will discuss roofing decisions and how to best approach your options to maximize the efforts and dollars spent in roof maintenance and roof replacement budgets. We will also discuss roofing life cycles, roof life cycle costs as well as high performance maintainable roofing systems.
 Presenter: Thomas McIntosh, CSI
 Sponsor: The Garland Company

2005 PFMA Expo Exhibitors

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Automation Solutions Plus	141, 143
Badger Electric Motor, Inc.	118
Badger Plastic & Supply Inc.	123
Badger Valve & Fitting/Swagelok Corp.	114
Batteries Plus	121
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Team Distributing/All-Vac Janitorial	128-136
The Garland Company	120
Total Tool Supply Inc.	137, 138
Zorn-Cochrane Compressor & Equipment	145

Current Listing as of January 21, 2005



Make Plans to Attend The
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 Presented by Joe Hertel,
 Wisconsin Department of Commerce

For Plumbers:

"Cross Connection Control; When, Why and How"
 (morning and afternoon sessions)
 Presented by Jim Wehinger, Wisconsin Department of Commerce

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\$35 per session for PFMA members; \$50 per session for non-members**
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 Session 2: Motors & Transformers 1:00 PM-3:00 PM
- Plumbers:**
 Session 1: Cross Connection Control 9:30 AM-11:30 AM
 Session 2: Cross Connection Control 1:00 PM-3:00 PM

Industry Article

How Quickly the Industry Changes

Thinking back to when I started in this industry nearly 15 years ago, I trained in an old warehouse in Galesburg, IL. Since I had never been involved with janitorial work, as far as floor care goes, recoating my first floor was quite the experience. I was told, "it's not rocket science, we're just stripping and waxing a floor". So I mixed up the ammoniated stripper with the hottest water I could find, and slopped it on the old vinyl tiling on the second floor near the training area, with my mop bucket and wringer. If the fumes from the stripper and hot water weren't enough, I now had to learn to navigate over the slippery "ice rink", with a 100 pound machine affectionately called "a motor on a stick". By the looks of it I thought the handle would hold me up, but pushing down on the handle only turned me around in a circle. I finally managed to figure out the machine; finished scrubbing and the floor was stripped. The next step was to rinse. So I rinsed and rinsed and rinsed; three times was needed. It was time to learn how to apply the finish; using a figure-8 motion with a standard mop bucket and wringer, I applied 5 coats, waiting 30 to 45 minutes between coats in the hot muggy Midwest weather. The floor shined. The final results really made me feel good about all the hard work and effort, and I knew what I needed to know about floor care...or so I thought.

Even after 15 years, I don't know that a week goes by, when I don't see something new, learn a new technique, or run across a new question about floor care. When I started in sales in 1990, I wasn't even trained on "scrub and recoat". I found out by asking why my finish sales were down from the previous years in a school district in Watertown, Illinois. The head custodian, Alan told me that he had started using our all-purpose cleaner to scrub and prepare the old asbestos tile for recoating, because the old red tiles would bleed if stripped too aggressively. Come to find out, he was not only saving time, but product as well, since it took fewer coats to get the same results. His floors looked great, by the way.

It's amazing how quickly this industry changes. Scrub and recoat was just beginning to really be discussed and focused on in the early nineties and now

it's the main focus on the majority of my discussions revolving around floor care. Scrub and recoat should be viewed as an "interim maintenance" process, used to prolong the life cycle of the floor. My focus now is to set up buildings on a 3 to 5 year program for stripping, putting a huge emphasis on daily maintenance to keep up the appearance level of the buildings between summer and winter recoats. Of course stripping is still a necessary evil, but most strippers today contain no ammonia and work well in cool water. There are machines available that oscillate rather than spin at 175 RPM's, so the "motor on a stick" doesn't pull you around in circles or splash on the base boards. You can use an automatic scrubber to prepare for recoating, eliminating the mop bucket and wringer all together, and most products do not require a flood rinse procedure any more. Finish can be put down with an applicator instead of swinging a mop, and there are products available that allow you to recoat in as little as 8 to 10 minutes.

The point I am trying to make, is simply this:

- Always keep an "open mind" when it comes to new innovative ideas and products in the industry. Don't be afraid to try something new. Remember the invention of the "horse-less carriage".
- State of the Art changes quickly. Look at the music industry; from albums to cassette tapes, to compact disks to MP3 players that you program with your computer (My neighbor's holds over 600 songs and is smaller than some cell phones).
- Look at productivity with equipment and innovations. Many times the overall cost savings will pay for the cost of new technology.
- Work smarter, not harder.

The janitorial industry may not be rocket science, but it's not just the old mop bucket and wringer any more.

Sam Colyott, Regional Manager, Betco Corporation

E-mail: scolyott@betco.com



PFMA Canada, Kent Chapter 3rd Annual Golf Outing

Friday, June 10, 2005

Deer Run Golf Course

R.R. #1, Bloomfield Rd., Blenheim, Ontario

Golf, Dinner & Cart: \$85 per golfer

Shot Gun Start 8:00 AM

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Industry Article

Arc Flash Hazards - 1976 to Today

Everyone in the electrical power world is by now well aware of NFPA's Bulletin 70E, now known to many simply as Arc Flash Hazard requirements. We receive calls everyday, from Engineers and Electricians, asking what they should be doing to comply. Unfortunately much of the marketplace is providing the answer as a "commodity." Just buy an "Arc Flash Hazard Analysis" and your problems, ie liabilities, go away. This approach ignores their immediate needs and ignores the other important "Chapters" and "Articles" of Bulletin 70E and ignores the critical part of an Arc Flash Hazard Safety Program, the "Implementation." The implementation is the major challenge. The engineering analysis without training and tools to implement the program fails the intent of OSHA, Title 29, Section 1910. Therefore what should one do? We suggest the following. But first, let's lay the foundation for these suggestions.

How important are the Arc Flash Hazard provisions of NFPA? We have been in the electrical power business going on four decades and this is by far the most important safety development in that time. And it is long overdue. Why? In the past the main concern was avoiding electrical shock. Today the concern is to also avoid electrical "Burn" and "Blast."

An electrical arc may cause horrific burn damage to your body in a fraction of a second. The arc temperature could be hotter than the sun. The amount of injury depends on (1) The temperature of the arc, (2) How close you are to the arc, and (3) How long the arc lasts. Note, there are some short circuit protective systems that provide very poor protection from arcing faults. It could take 30 seconds to clear an arcing fault instead of a fraction of a second. And you could be several feet away and still be burned.

The blast from a sudden arc could injure you by knock you down, off a ladder or platform, and could damage your ears, lungs and other internal organs. Fatal injury could occur.

Where did all this start? The National Fire Protection Association began work on NFPA Bulletin 70E in 1976 with the appointment of a committee on Electrical Safety Requirements for Employee Workplaces. In 1981 the 2nd Edition of the Standard included Part II, Safety-Related Work Practices. Over the years this Standard evolved and eventually became the 2004 Edition of NFPA 70E. NFPA is not a regulatory organization and this Standard was developed through the efforts of many volunteers "representing varied viewpoints and interests." Although NFPA 70E embodies many of the requirements of OSHA, 70E has not been adopted by OSHA per the procedures of section 6(b) of the OSHA Act. But, now that NFPA has presented to the public a written method of "reducing the risk of electrical injury" due to burn and blast, the legal world will expect a "reasonable person" to follow these methods or be liable for the consequences. In addition, OSHA Title 29, 1910.335(a) does require appropriate "electrical protective equipment."

What should you do? If you are a maintenance electrician working "on or near live parts," ie energized electrical equipment, at or under 240 volts AC, we suggest as a minimum you wear (1) 100% cotton underwear and undershirt, (2) 100% cotton long sleeve shirt and trousers or flame resistant shirt and trousers, and (3) safety glasses. If you are working around equipment over 240 volts, we suggest you also wear a pair of 8 cal/cm² coveralls, a face shield, and a pair of good leather gloves. The gloves are not for shock protection. Does this comply with 70E? NO IT DOES NOT. Does this mean you can work on or near exposed energized equipment over 240 volts AC. NO IT DOES NOT. YOU MUST HAVE GREATER PROTECTION. It does not because you do not know how much fault current is available and how long an arcing fault would last. YOU DO NOT KNOW THE LEVEL OF RISK OR THE "FLASH PROTECTION BOUNDARY." Does this mean you are protected if you just don't touch the energized parts? NO IT DOES NOT. You can not be exposed to the hazard of energized electrical parts. The suggested "Personal Clothing" (PC) and "Personal Protective Equipment" (PPE) is only a suggested minimum for work at 240 volts AC and less until a proper risk analysis is performed. Note, even the risk level at 240 volts and 120 volts could exceed the temporary minimum protection suggested above. You must not assume that following these suggestions in any way makes it safe to ignore NFPA 70E. In addition, you do not have the right to put yourself or someone else at risk of injury by assuming you are protected from a shock, arc burn or arc blast. What should one do if you have to work on energized parts and you don't

have the results of an Arc Flash Hazard Analysis? Answer, You don't! Turn the equipment off before servicing.

NFPA 70E covers more than Arc Flash Hazards. It has four chapters. Article 130 (Working On or Near Live Parts) of Chapter I is the critical section dealing with Arc Flash Hazards. The Chapter Titles are (I) Safety-Related Work Practices, (II) Safety-Related Maintenance Requirements, (III) Safety Requirements for Special Equipment and (IV) Installation Safety Requirements.

The purpose of NFPA 70E is to reduce the risk to a level that would prevent you from receiving a second degree burn or worse if a fault did occur. Determining the level of risk requires an Arc Flash Hazard Analysis. The basic features of the analysis are as follows: (1) Obtain the fault current available from the electric utility, (2) Collect information on the electrical power distribution equipment and protective system, (3) Prepare a one-line drawing, (4) Perform an Arc Flash Hazard Analysis, (5) Prepare labels to be attached to all the electrical devices in the power distribution system and on building and production equipment, (6) Prepare a "Required PC and PPE Document" and (7) Train personnel on the Arc Flash Hazard Program and the proper use of Protective Clothing (PC) and Personal Protective Equipment (PPE).

In summary, an Arc Flash Hazard Safety Program is a tremendous improvement in electrical safety. If you have some exposure, at least get the minimum PC and PPE until a risk analysis has been performed. But don't assume the suggested PC and PPE protects you around energized exposed electrical equipment. It does not. If you must turn the power off to be safe, then you cannot choose to do otherwise. You do not have the right to choose to be unsafe.

Walter Powell
MIDWEST Electrical Testing
E-mail: waltp@swgr.com



PFMA Tri-State Chapter 3rd Annual Golf Outing

Wednesday, June 1, 2005
Cedar Creek Country Club

LaCrosse, WI

Contact: Carl Lange
8058 223rd Street
Cadott, WI 54727
Ph: 715-289-3310

E-mail: cflange@core.com

Contact: Dave Johnson
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