

Address changes to: PFMA Inc., 5105 Scott Lane, West Bend, WI 53095

# PFMA CONNECTION

**The Resource for Plant and  
Facilities Maintenance Professionals**

**Madison 2003 Plant Engineering &  
Maintenance Expo  
Wednesday, October 1  
Marriott Madison West  
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**Volume 2, Issue 3**

**September 2003**



## PFMA Inc. President's Report

March 8th, 2003 saw the first official meeting of PFMA Inc. At this meeting, the original appointed board of directors and representatives from all chapters came together to elect a board of directors. Your elected board is as follows:

President: Jim Lang	<i>Central Wisconsin Chapter</i>
Vice President: John Murphy	<i>Milwaukee Area Chapter</i>
Secretary: Carl Lange	<i>Tri-State Chapter</i>
Treasurer: John Skadah	<i>Milwaukee Area Chapter</i>

Appointed Directors were named from each chapter as follows:

Marshland:	Doug Prunty
Central Wisconsin:	Ron O'Kray
Tri-State:	Jim Bansemer
Milwaukee:	Ken Kieck
Madison:	Bill Duter

Please give these people your full support. This group will be taking your ideas and using them to make PFMA an active and growing organization.

Chuck Roamer and Ken Kieck have accepted the challenge of drafting a set of by-laws for PFMA Inc. They have agreed to have this draft ready by September so that it can be forwarded to each chapter prior to the fall meeting. A formal review of the by-laws will be scheduled for this meeting.

The fall meeting of PFMA Inc. has been scheduled for October 25th at the Wintergreen Resort and Conference Center, Wisconsin Dells. The agenda will be set after all chapters have had some input. Two key items that will be on the agenda are: Review of the by-laws and a report from the PFMA Foundation.

The PFM Foundation, a separate corporation from PFMA Inc., was created to handle the distribution of funds for various scholarships and grants as contracted. In July of this year a joint meeting was held between PFMA Inc. and PFM Foundation, to see what the ground rules would be to handle the distribution of scholarships and grants for all of the PFMA Inc. chapters. Currently the Foundation has been working with both the Milwaukee Area Chapter and the Marshland Chapter to develop scholarship procedures for all chapters to use. PFMA Inc. was asked if there would be other areas in which the Foundation could be of help. We have asked the Foundation to concentrate only on scholarships and grants at this time. PFM Foundation will be presenting a formal proposal at the October meeting on the requirements for scholarships and grants.

At the March meeting all chapters presented a very positive overview of their respective chapters. Currently there are active chapters in Milwaukee, Central Wisconsin and Marshland. Tri-State and Capitol Chapters have active members and will become active chapters this fall. We can't forget our friends to the north that have started PFMA of Canada. Our international membership is about 500 and growing. Speaking of membership, all members in good standing should have received their copy of the annual PFMA Membership Directory. Please make good use of this resource.

PFMA Inc. is an actively growing organization. We are looking for new members and new ideas. PFMA Inc. needs your input to make it better. Please make your requests and suggestions known to your chapter or to the PFMA Inc. Board listed in this article. Remember, one of the mottos of PFMA Inc. is "What can we do for you?"

Have a Great Day!  
James L. Lang  
President, PFMA Inc.



PFMA Capitol Chapter conducted a tour of Hellenbrand Water Conditioning, Waunakee, WI, May 13, 2003.

# President Messages

## PRESIDENT'S MESSAGE Milwaukee Area Chapter

Well the summer is over and the 2003/2004 PFMA membership meeting season is in full swing. Since our last meeting in May, the Milwaukee Chapter has moved the monthly dinner meetings to a new location. After many years at the Legacy in New Berlin, we relocated to Klemmer's Banquet Center at 10401 W. Oklahoma Ave. It is conveniently located two blocks West of the I-894 Oklahoma Ave. off ramp. Please visit our web site ([www.pfmaint.com](http://www.pfmaint.com)) for upcoming meeting dates and agenda. I am confident that the informational topics slated for our dinner meetings and plant tours will provide our members with an opportunity for professional development and valuable networking experiences. Please plan to join us at the November dinner meeting where the PFMA will award their first scholarships to a group of deserving students.

As these scholarship recipients move toward achieving their educational goals, let us not forget our own need to keep abreast of technology changes in an ever-changing world. Upon graduation, these students will need to develop a continuous learning mentality to advance in their chosen careers. We also need to be in this continuous learning mode and expose ourselves to new ideas, technology, and maintenance practices. In the June 2003 edition of *Maintenance Technology*, author Gary Johnson addressed maintenance education and training programs. Mr. Johnson states in his article *Tackling the Skills Shortage*: "Between retirements and the scarcity of entry-level craftspeople, we have a severe and accelerating crisis – a nationwide shortage: of qualified people for our manufacturing industries."

We are seeing this shortage right here in our own backyard. Not only is there a scarcity of skilled craftspeople, but also the skilled maintenance managers needed to efficiently manage increasingly automated facilities. Quoting from our mission statement; "A goal of the PFMA is to provide premiere resource training, education, and other professional development skills that contribute to the ongoing success of a member's career or occupation." We need to extend these training opportunities to our employees and entry level workers. It is our responsibility to the maintenance profession to train and develop our successors and next generation of maintenance professionals. Once again, I urge you to visit our web site and watch for PFMA mailings on up-coming training sessions. If you have any special training needs, please contact either our Education Committee or me. I look forward to seeing you at our meetings and tours.

Kenneth J. Kieck

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## PRESIDENT'S MESSAGE CENTRAL WISCONSIN CHAPTER

As we return from our summer hiatus, we look at the individual need for each and every member or recipient of this newspaper to become involved in the activities of PFMA.

If you are a recipient but not a member, come join us for a chapter meeting in your area to check us out - dinner will be on us. We offer outstanding programs related to the maintenance needs of every industry.

If you are already a member, come out to the meetings and help us help those in the field. We always welcome your input and assistance.

The Central Wisconsin Chapter is committed to providing informative and state-of-the-art programs, which will make every maintenance individual's job easier. During the present economic downturn, additional information and technologies could improve your chances of growth as opposed to the alternative.

As we identify the various upcoming chapter meetings, look at them with your interests in mind. Come, lend your questions and ideas. Gain from the sharing of knowledge among your fellow members.

Last, mark your calendar for the annual Central WI PFMA Expo, Tuesday, March 23, 2004.

Neil Stein  
Vice-President  
Central Wisconsin Chapter

## PRESIDENT'S MESSAGE MARSHLAND CHAPTER

I hope everyone is enjoying the season, as it will quickly and sadly, turn away from late sunsets.

Before we head into reconvening in the fall season, the Marshland Area Chapter of the Plant and Facilities Maintenance Association can reflect back on a successful first half of the 2003 calendar year. Most recently, we enjoyed a successful golf outing with a fabulous turnout. We also toured the new RB Royal facility in Fond du Lac, WI, another fantastic outing.

As we look forward, there are plans developing to include several more plant tours and an array of encompassed programs, from buildings and grounds to equipment/machine maintenance.

We will begin another membership drive in September. As a first year chapter, I am very pleased with our Board's interaction, the drive to increase membership, and the ideas shared with this great maintenance organization.

Upcoming Events: September 24th, 2003 (Tour & Membership Drive)  
Dinner meeting with Board meeting to follow

October 15th, 2003 (DNR Presentation)  
Dinner meeting with Board meeting to follow

I hope to see you at a future meeting. We welcome all prospective members, and members from other chapters.

Doug Prunty

# Madison 2003 Plant Engineering & Maintenance Expo



**Make Plans To Attend This Free Event**

## Plant Engineering & Maintenance Expo

**Wednesday, October 1, 2003**

**Show Hours: 10:00 a.m. – 5:00 p.m.**

*Here is your opportunity to consider a wide variety of industrial products and services that will help your company stay ahead of the competition in today's ever-changing marketplace.*

**Directions to the Expo: Highway 12/18 West, Greenway exit; left on John Q. Hammons Drive  
Marriott Madison West, 1313 John Q. Hammons Drive, Middleton, WI 53562**

**Attending the PFMA Madison Expo will:**

- Update you on new products offering solutions to your plant engineering, facilities and plant maintenance challenges.
- Introduce you to a wide variety of vendors that can offer your company the competitive edge
- Provide you with great networking opportunities for future business relationships

**Look For:**

- Over 75 booths • Free admission • Free parking

**It's Easy**

- Pre-register to attend now! (See the pre-registration card below)
- Pre-registration is encouraged but not required.
- We invite you to bring others from your company! For multiple registrations, attach copies of this card for each additional attendee, or pre-register each attendee at our website: [www.pfmmainc.com](http://www.pfmmainc.com).

**Vendor Seminar Topics**

[ 10:00am - 11:00am ]

**How The New Building Code Has An Impact On Roofing Decisions**

Since the State of Wisconsin adopted a new building code there has been some confusion about its requirements as it relates to re-roofing existing buildings. This session will help answer some of the questions regarding removal, insulation, criteria and roofing performance attributes.

*Presented by: Tom Halat, Pioneer Roofing*

[ 11:30am - 12:00pm ]

**Objective Roof Asset Management**

*Presented by: Ben Rucka, JT Roofing*

[ 1:00pm - 2:00pm ]

**Maintenance Excellence**

Plan to attend this seminar if you are a maintenance supervisor, worker or planner. Find out what world class maintenance organizations are doing to improve productivity, asset reliability, and maintenance cost.

*Presented by: Life Cycle Engineering, Inc.  
The nation's premier solution provider*

## Pre-Registration Form

To pre-register, complete this card and mail, fax or email as listed below.

Or visit our website for online registration: [www.pfmmainc.com](http://www.pfmmainc.com).

After September 15, name badges pre-ordered will be waiting for you at the show at Registration.

Registration on Wednesday, October 1, 2003 at the Marriott Madison West. Show Hours: 10:00 a.m. – 5:00 p.m.

Free Admission.

Name \_\_\_\_\_

Company Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone ( ) \_\_\_\_\_ Fax ( ) \_\_\_\_\_

Email \_\_\_\_\_

**Email:** [kklaus@execpc.com](mailto:kklaus@execpc.com)

**Fax:** (920) 261-1839

**Online:** [www.pfmmainc.com](http://www.pfmmainc.com)

**Or mail to:** PFMA, P.O. Box 3091, Madison, WI 53704-0091

Indicate your job function.

- |   |                                     |
|---|-------------------------------------|
| <input type="checkbox"/> Electrician              | <input type="checkbox"/> Production |
| <input type="checkbox"/> Engineering (Plant)      | <input type="checkbox"/> Purchasing |
| <input type="checkbox"/> Engineering (Other)      | <input type="checkbox"/> Quality    |
| <input type="checkbox"/> Maintenance (Supervisor) | <input type="checkbox"/> Safety     |
| <input type="checkbox"/> Maintenance (Trades)     | <input type="checkbox"/> Sales      |
| <input type="checkbox"/> Manager                  | <input type="checkbox"/> Other      |
| <input type="checkbox"/> Owner/President          |                                     |

# Madison Expo 2003

## Electrical Seminar

- The IBC (International Building Code) has special requirements for electrical installations in buildings and the 2002 NEC (National Electrical Code) has over 500 changes for this code cycle.
- Attend this seminar and learn some of the significant changes that will affect electrical installations we are involved in.
- Presented by renowned speaker Joe Hertel, Program Manager, State of Wisconsin Dept. of Commerce
- By attending this seminar you will earn CEU's for re-certification and receive a certificate of attendance from PFMA.

**Date:** October 1, 2003  
**Place:** Marriott Madison West, Middleton, WI  
**Time:** 9:30 a.m. - 11:30 a.m. and 1:00 p.m. - 3:00 p.m. (4 hours total for both sessions)  
**Cost:** \$40.00 for each 2 hour session (\$75.00 for both sessions)  
 Light refreshments are included.

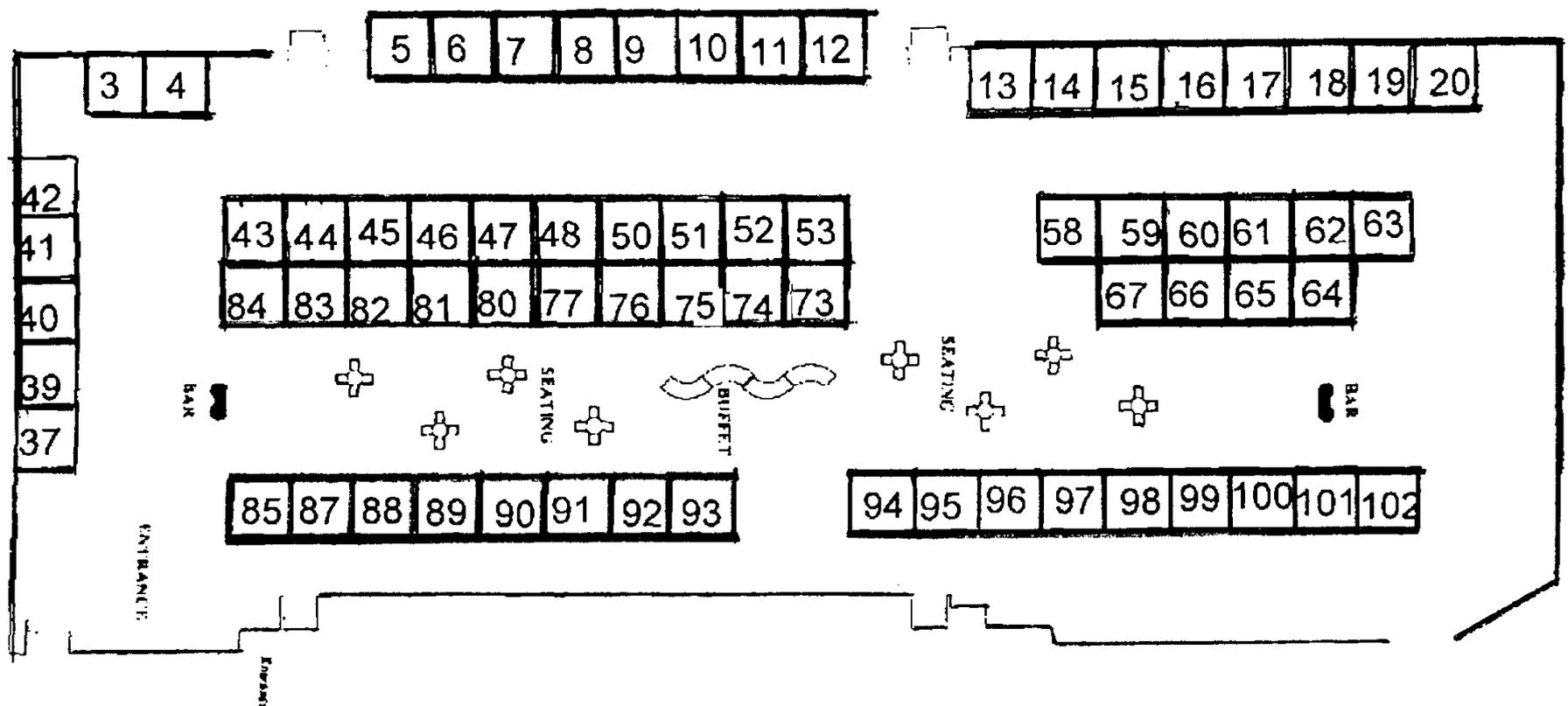
You can register for these seminars by sending your name, address, e-mail, phone and fax numbers along with you check made payable to PFMA. Please indicate which session you are attending (morning, afternoon or both).  
 Mail to: PFMA, 5105 Scott Lane, West Bend, WI 53095

For information on seminars only, contact Ted Kucharski at 262-594-5118

**Booth space still available!**  
**To confirm your booth space please contact Stefanie Dow at:**  
**Phone: 262-695-5725, Fax: 262-695-7518**  
**or Email: [dow@execpc.com](mailto:dow@execpc.com)**

## Exhibitors

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# PFMA Calendar of 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 Skadahl, e-mail: [skooter@nconnect.net](mailto:skooter@nconnect.net); phone: 262-644-6287; Marshland Area Chapter: Jeff Zwicky, e-mail: [jeffz@guenthersupply.com](mailto:jeffz@guenthersupply.com); phone: 920-921-0821 x316; Central Wisconsin Chapter: Jim Lang, email: [lazepine@dwave.net](mailto:lazepine@dwave.net); phone: 715-359-5682.

**Table-Top Displays** are now available at PFMA MAC meetings. Please contact Al Tredo by phone: 414-788-8912 or e-mail: [atrede@lselectric.com](mailto:atrede@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.

## September

- 09/09/03 Central Wisconsin Chapter- Regular meeting at CWA 6:00 PM. Tour Sunrise Medical.
- 09/16/03 MAC Membership Meeting, 5:30 PM. Location: Klemmer's Williamsburg Inn. OSHA Speaker- topic: An Overview of Health & Safety in the Workplace including Homeland Security. Table-Top display by TOTO USA: Plumbing Fixtures, G-Max toilets, maintenance-free flush valves and hydro-powered, sensor faucets. Table-Top display by Amy Beaudry of Eaton Cutler-Hammer.
- 09/24/03 Marshland Area Chapter, Tour & Membership Drive. Dinner meeting with board meeting to follow.

- 09/29/03 Central Wisconsin Chapter - Board meeting at CWA @ 6:00 PM.
- 09/30/03 MAC Operating Committee Meeting, 5:30 PM. Location: Klemmer's Williamsburg Inn.

## October

- 10/01/03 PFMA Madison Expo, Sponsored by PFMA Capitol Chapter, Marriott Madison West, Middleton, WI. Show Hours: 10 AM – 5 PM. Seminars begin registration at 9 AM.
- 10/14/03 Central Wisconsin Chapter- Regular meeting at CWA @ 7:00 PM. Dinner Seminar by Brady.
- 10/15/03 Marshland Area Chapter, DNR Presentation. Dinner meeting with board meeting to follow.
- 10/21/03 WCTC Tour- tour facility areas of electrical, graphics, industrial maintenance and hydraulic lab- dinner to follow on site.
- 10/25/03 PFMA INC Meeting, Wisconsin Dells.
- 10/27/03 Central Wisconsin Chapter- Board meeting at CWA @ 6:00 PM.
- 10/28/03 MAC Operating Committee Meeting, 5:30 PM. Location: Klemmer's Williamsburg Inn.



### PFMA Connection

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Business Information:  
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# PFMA Calendar of Events

## November

- 11/11/03 Central Wisconsin Chapter- Regular meeting at CWA 7:00 PM. Election of officers and dinner seminar.
- 11/18/03 MAC Membership Meeting, 5:30 PM.  
Location: Klemmer's Williamsburg Inn.  
Scholarship Presentation. Speaker: Jerry Markbreit, NFL official and head trainer for NFL referees.
- 11/24/03 Central Wisconsin Chapter- Board Meeting at CWA 6 PM.
- 11/25/03 MAC Operating Committee Meeting, 5:30 PM.  
Location: Klemmer's Williamsburg Inn.

## December

- 12/01/03 Central Wisconsin Chapter- Board Meeting at CWA 6:00 PM.
- 12/09/03 Central Wisconsin Chapter- Regular Meeting at CWA.  
Christmas Party at Steven's Point CC.
- 12/16/03 Membership Holiday Party, 5:30 PM; Dinner at 6 PM.  
Location: Klemmer's Williamsburg Inn.
- 12/29/03 Central Wisconsin Chapter- Board Meeting at CWA 6:00 PM.

## January

- 01/05/04 Central Wisconsin Chapter- Board Meeting at CWA 6:00 PM.
- 01/13/04 Central Wisconsin Chapter- Regular Meeting at CWA 6:00 PM. Tour Stora Enso Converting Plant.
- 01/20/04 Orion Tour in Plymouth, piggybacked with Toro Parts Distribution Center- dinner will follow at a local area venue.
- 01/26/04 Central Wisconsin Chapter- Board Meeting at CWA 6:00 PM.
- 01/27/04 MAC Operating Committee Meeting, 5:30 PM.  
Location: Klemmer's Williamsburg Inn.

## February

- 02/10/04 Central Wisconsin Chapter- Regular Meeting at CWA @ 6:00 PM. VIP Nite.
- 02/17/04 MAC Membership Meeting, 5:30 PM.  
Location: Klemmer's Williamsburg Inn.  
Speaker: Paul E. Feuerstein, Feuerstein Engineering.  
Topic: Vibration Puzzle.
- 02/24/04 MAC Operating Committee Meeting, 5:30 PM.  
Location: Klemmer's Williamsburg Inn.

## March

- 03/16/04 MAC Membership Meeting, 5:30 PM.  
Location: Klemmer's Williamsburg Inn.  
Speaker: Trane Company. Topic: Earthwise Energy.
- 03/23/04 PFMA Central Wisconsin Expo, Holiday Inn & Convention Center, Stevens Point Wisconsin.  
Show Hours: 9:30 AM – 5:00 PM.

- 03/30/04 PFMA Operating Committee Meeting, 5:30 PM.  
Location: Klemmer's Williamsburg Inn.

## April

- Apr. 07-08 PFMA Milwaukee Expo, Wisconsin Exposition Center at State Fair Park. Show Hours 11 AM – 7 PM each day.
- 04/20/04 MAC Membership Meeting, 5:30 PM.  
Location: Klemmer's Williamsburg Inn.  
Annual Scholarship Presentation. Speaker TBA.
- 04/27/04 MAC Operating Committee Meeting, 5:30 PM.  
Location: Klemmer's Williamsburg Inn.

## May

- 05/18/04 MAC Membership Meeting, 5:30 PM.  
Location: Klemmer's Williamsburg Inn. Wisconsin Manufacturing Extension Partnership.  
Speaker: Keith Lodahl.  
Topic: Planned Predictive Maintenance.
- 05/25/04 MAC Operating Committee Meeting, 5:30 PM.  
Location: Klemmer's Williamsburg Inn.

**Please visit the PFMA website for updates and additions to the calendar: [www.pfmainc.com](http://www.pfmainc.com).**

To add items to the calendar, please contact Stefanie Dow at: [dow@execpc.com](mailto:dow@execpc.com).

## PFMA Connection Article and Photo Submissions

**Gain greater recognition for your company's expertise in the marketplace.**

**Submit an article and/or photo for publication!**

PFMA Connection is looking for articles and photos for publication in upcoming issues. This is an excellent opportunity to showcase your objective knowledge of plant and facilities maintenance-related topics while earning valuable publicity for your company.

**Content ideas may include (but are not limited to):**

- Highlights of an industry trend
- Technical product applications
- Pending legislation and its impact on the field of maintenance
- Opinion column on an industrial topic
- Problem Solving/Trouble-shooting ideas

### Guidelines:

Articles should be of an objective nature, minimum 250 words, maximum 500 words.

**Please submit your articles on disk or e-mail for the editor's consideration to:**

Stefanie Dow

[dow@execpc.com](mailto:dow@execpc.com)

Or mail to: PFMA, 5105 Scott Lane, West Bend, WI 53095

Questions?

Contact Stefanie Dow, phone: 262-695-7479 • fax: 262-695-7518

e-mail: [dow@execpc.com](mailto:dow@execpc.com)

Visit our website: [www.pfmainc.com](http://www.pfmainc.com)

## Chapter News

### Tri-State Chapter

The PFMA Tri-State Chapter will launch in September, with the first meeting scheduled for September 9, 2003, at 6:00 PM. Monthly meetings are being planned for the second Tuesday of each month. Both education and plant tours are also planned.

#### The chapter has appointed the following officers:

Jeff Butteris, President  
 Carl Lange, Treasurer  
 Wayne Nowicki, Secretary

Letters will be sent out to maintenance and purchasing personnel to invite them to upcoming meetings. Please contact Carl Lange to learn more about joining the Tri-State Chapter and more details on upcoming meetings.

Carl Lange, Treasurer  
 8058 223rd Street  
 Cadott, WI 54727  
 Phone: 715-289-3310  
 Fax: 715-289-3811  
 Cell: 715-828-2653

### Central Wisconsin Chapter

The Central Wisconsin Chapter held their annual expo on May 13, 2003, at the Holiday Inn & Convention Center in Stevens Point. Their were over 70 booths sold for this show.

On June 2 the chapter hosted their annual golf outing at The Ridges golf course in Wisconsin Rapids, WI. Tom Ticknor did his usual great job of organizing this event.

On June 9 the board held their meeting at Zag's place.

July 15 was the date for the Chapter's annual picnic. Held at Worzella Park in Plover, over 40 people enjoyed fellowship and a catered meal. Dessert was provided by Dick Zag and Frank Serafin.

#### Upcoming events for the Central Wisconsin Chapter

August 25, 2003	Board Meeting
September 9, 2003	Regular Meeting
September 29, 2003	Board Meeting
October 14, 2003	Regular Meeting
October 27, 2003	Board Meeting
November 11, 2003	Regular Meeting
November 24, 2003	Board Meeting
December 9, 2003	Christmas Party
December 29, 2003	Board Meeting

### PFMA Canada Golf Tournament Report

Friday, June 6, 2003, was a historic day for the PFMA in Canada. Not only did it mark the 59th anniversary of the "D" Day Allied troop landings in Normandy, France, it was the day that we initiated our *first ever PFMA Canada golf tournament*.

The golf committee had met all the normal challenges in organizing this inaugural event, (although some of them had experience in organizing 11 similar events affiliated with another maintenance organization). The major concern was the early summer weather which had been cool, wet and windy. Apprehension filled the air as the tournament day approached. The golf gods smiled upon us as the sun was out in full, with light winds and 80 degree temperatures.

With a lot of focused effort the organizers were able to field 133 golfers in 33 teams. Every one had a great time enjoying the golf, the libations and the camaraderie, as well as the Black Angus steak dinner, the auction, the draw, and the prize table.

The Thames Machine team captained by Al Nauer won the scramble tournament at - 12. Cheryl Payne won the women's longest drive, Carl Smith won the men's longest drive. There was no winner for the women's closest to the pin. The men's closest to the pin was won by Mark Badder. Not only did Mark win closest to the pin, he won it with a **HOLE IN ONE**.

We would like to thank the 18 companies that sponsored us with tee signs as well as all the participants who purchased mulligans, putting contest balls, draw tickets, and who took part in the auction. Their generosity raised \$ 1,057.00 for the Chatham-Kent Big Brothers Association. A special heartfelt thanks must go to Gerry Wright & Peter Davidson of Chatham Bearings, John Trudell of Nova Industrial and Chris Zimmer of Zimmer Controls who did such an amazing job as our Golf Tournament Organizing committee.





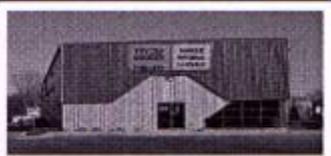
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**New Berlin**



**Madison**

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--	---

Service You Can Count On  
From the People Who Care!

## Industry Articles

# Best Practices: Lighting

By Nels Andersen, Energy Advisor, Focus on Energy

Lighting can be a significant operating expense in an industrial facility. Outlined here are the Best Practices for lighting. Best Practices in lighting covers both technologies and procedures that, when adopted, will assure you are maximizing the revenue generating potential for your business. Properly designed lighting can also make work environments safer and more productive by improving employee comfort and increasing plant efficiency. These are the energy efficiency technologies, policies and practices for lighting that the best in industry are employing to economically reduce energy costs.

### Checklist for Improvement

Lighting level standards should be established for your facility and then verified with a light meter to ensure proper lighting levels have been established and are maintained.

- High efficiency T-8 lamps with electronic ballasts are used wherever possible.
- High color rendering index lamps (e.g. 800 series or their equivalent) are used for T-8 fluorescent lighting where light quality is important.
- Occupancy sensors or other controls are used in areas where the lighting might be left on when the space is not in use.
- Lighting is a part of production process shutdown procedures.
- When upgrading lighting, task lighting is maximized and ambient or overhead lighting is minimized.
- As much as possible, lights used at night are not on during bright daylight hours.
- Areas that receive day lighting have been evaluated for installation of dimming controls.
- The use of daylighting has been evaluated and implemented if practical.
- LED lamps or retrofit fluorescent lamps are used in exit signs and signal lighting.
- Incandescent lights are used only for low running time and specialty applications.
- Redundant safety lighting is controlled so that it shuts off automatically when the main lighting is operating.
- Lighting conversion lamps or conversion kits are not used in the facility, except for exit signs.
- Facility personnel identify opportunities for lighting and lighting control improvements.

If your lighting system does not meet these standards, you may have a significant opportunity to lower business expenses. Be certain you know what your lighting costs and how efficiency can result in savings and productivity improvements that enhance the bottom line.

*Focus on Energy is a public-private partnership offering energy information and services to energy utility customers throughout Wisconsin. These services are delivered by a group of firms contracted by the Wisconsin Department of Administration's Division of Energy. The goals of this program are to encourage energy efficiency and use of renewable energy, enhance the environment, and ensure the future supply of energy for Wisconsin. Focus on Energy services are available to the customers of the participating utilities which includes 85 percent of the homes, local governments, schools, farms and businesses in Wisconsin. The remaining 15 percent are customers of certain municipal utilities and rural electric cooperatives that have currently chosen not to participate in Focus on Energy. Those served by municipals and cooperatives should check with their utility to determine if they are offering similar programs.*

For more information, visit [focusonenergy.com](http://focusonenergy.com) or call 800.762.7077.



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Madison, WI 53704

## The Job Board

The job board isn't a new idea to PFMA but I suspect it is an idea that surfaces at times when employment is not at peak performance. John Murphy has recently revisited it. This is a good idea that should be operational not just at the worst of times, but also at the best of times.

PFMA is over 400 members and is growing fast.

With input from all members let's make this a viable opportunity to come to the aid of the entire membership of all chapters.

To those of you seeking to sell your skills (the unemployed), let us know about you and your skills; to the employed, what are your employer's needs as to maintenance people? Your first response right now may be "they aren't hiring, they have no needs." This may be true, but don't drop the thought right there. Times will change! What skills will your employer require to replace the skilled people that were displaced and need to be replaced? PFMA needs your input as to what will be available before a position is advertised in trade journals and newspapers.

With our economy being in the current state of maintenance



Peter Zielski, Chairman of PFMA Capitol Chapter addresses the May 13, 2003 meeting at Hellenbrand Water Conditioning, Waunakee, WI.

and financial procrastination, it is the intent of "the job board", first and foremost, to come to the rescue of those looking to sell their skills to prospective employers. As that need is fulfilled we may be able to provide job connections to members who want to go on the move within and between all chapters and beyond.

Hopefully, with time and effort, we will convince employers that PFMA is the source for people with maintenance skills. Hence a new thought: **THE SKILL SOURCE !**

All information will be kept confidential. The plan is for you to let "the skill source" know of your needs and skills. We'll advise you of employment sources as they become available to us, **THE SKILL SOURCE**. You will need to do the rest of the work: the contacts; the interviews; the résumés; and what ever else a prospective employer will require.

Let us know of your needs. **THE SKILL SOURCE** contact: Paul E. Feuerstein (PFMA member) at Feuerstein Engineering: 414-964-3034, PO Box 170921 Milwaukee, WI. 53217.

feuereng@execpc.com

## Calendar of Expositions:

Make plans to exhibit in and attend these upcoming expositions:

### March 23, 2004

Plant Engineering & Maintenance Expo  
Sponsored by PFMA Inc. of Central Wisconsin  
Tuesday, 9:30 AM – 5:00 PM  
Holiday Inn & Convention Center  
Stevens Point, Wisconsin

### April 7 & 8, 2004

Plant Engineering & Maintenance Expo  
Sponsored by PFMA Milwaukee Area Chapter  
Wednesday & Thursday  
11 AM – 7 PM each day  
Wisconsin Exposition Center at State Fair Park  
West Allis, Wisconsin

To confirm booth space at these expos, contact Stefanie Dow at phone: 262-695-7479, fax: 262-695-7518, e-mail: [dow@execpc.com](mailto:dow@execpc.com).

To pre-register to attend these shows, visit our website: [www.pfmainc.com](http://www.pfmainc.com).

# 2004 PFMA Products & Services Directory



PFMA is proud to introduce:

## 2004 PFMA Products & Services Directory

A Buyer's Guide for Plant and Facilities Maintenance Professionals  
 Featured in the November, 2003 issue, PFMA Connection

**Listing Submission Deadline: October 1, 2003**

**Advertising Space Reservation Deadline: October 15, 2003**

The Products & Services Directory is a special feature to the November 2003 issue of PFMA Connection, the official publication of the PFMA. This buyer's guide will be a convenient resource for readers to refer to throughout the year to assist them in making purchasing decisions. This directory will also be posted at the PFMA website year-round: [www.pfmainc.com](http://www.pfmainc.com).

- Each PFMA member will receive (1) free listing under a standard category heading\*.
- Each advertiser in this issue will receive (1) free listing under a standard category heading.
- 5x contract advertisers will receive their logo above their listing at no charge.
- 5x contract advertisers will receive a link at the PFMA website at no charge

**Additional listings can be purchased for \$125/listing, under the categories of your choice.**

Please attach additional completed copies of this form for each listing purchased along with full payment.\*\*

### \*Standard Listing Categories for the 2004 PFMA Products & Services Directory:

Asphalt Paving Contractors	Chemicals	Electrical Contractors	Generators	Motor Repair/Rebuilding
Absorbents	Cleaning/Industrial	Electrical Equipment/Supplies	Hardware	Motors/Gear motors
Advertising Specialties	Clothing/Uniforms	Electronic Components	Heat Exchangers	Packing/Shipping Supplies
Aerial Work Platforms	Coatings	Electronic Field Services	Hoists/Parts/Repair	Piping/Tubing
Air Cleaning & Purifying	Communications Equipment	Elevators	HVAC Contractors	Plastics
Automated Systems/Parts	Compressors	Employment Services	Hydraulics/Pneumatics	Plumbing Contractors
Bathroom Supplies	Computer Services	Engineering Services	Industrial Supplies	Pumps
Batteries	Construction Equipment	Environmental Compliance	Landscape Contractors	Recycling
Bearings	Construction Management	Epoxy/Coatings	Lift Trucks	Roofing Contractors
Belts	Consultants	Equipment Rentals	Lighting	Safety Products
Blower Systems	Controls	Fabrication & Assembly	Lubricants	Security Services
Boilers	Cooling Towers	Fasteners	Machine Tools	Tanks
Bolting	Cranes	Fences	Maintenance Services	Test Equipment
Building Contractors	Degreasing Agents	Filtration Systems/Equipment	Maintenance Supplies	Valves
Building Maintenance	Displays	Fire Protection	Material Handling System	Vibration Analysis
Cable	Doors	First Aid Supplies	Mats/Towels	Water Treatment Services
Calibration Sales & Repair	Dust Collection	Floor Coating & Maintenance	Metal Finishing	Welding Services
Casters & Glides	Education	Fuels	Metal Products	Wireless Communications

Listing Response Form (Please print or type):

Category Heading: \_\_\_\_\_

Company Name: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Phone Number: \_\_\_\_\_ Fax Number: \_\_\_\_\_

Website & E-mail address: \_\_\_\_\_

30 word description of your product or service: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Mail this listing form to :  
 John Skadah, PFMA, 5105 Scott Lane, West Bend, WI 53095 or fax to: 262-695-7518.

**2004 PFMA Products & Services Directory Sample Listing\***

\*Logo is complimentary for 5x contract advertisers; Option to add a logo to a listing for +\$125.

Lift Trucks

Yale Equipment & Services Inc.  
 W130N4901 Campbell Dr.,  
 Menomonee Falls, WI 53051 Ph: 262-783-7510  
 Fax: 262-783-7995 [www.yaleslls.com](http://www.yaleslls.com)  
 Contact: Jerry Janiszewski  
 Full service equipment distributor.  
 Parts for all lift truck makes and other equipment lines. Service available at your facility or ours. New and used equipment. Rentals, financing, training.

\*\*For additional paid listings, please enclose your check payable to PFMA or list your MasterCard or Visa card number, expiration date and cardholder name here.

# Membership Application



## Membership Application\*

The PFMA is a non-profit organization born to foster an exchange of information among maintenance professionals and provide technical information on emerging trends in plant and facility operations. A goal of the PFMA is to provide premier resource training, education, and other professional development skills that contribute to the ongoing success of a member's career or occupation.

**Plant & Facilities Maintenance Association, Inc.**  
**5105 Scott Lane, West Bend, WI 53095**  
**Phone: 262-644-6287 Fax: 262-644-6528**

\*PFMA Inc. membership committee must approve all applications

### Membership Type (Check one)

- In-Plant/Regular Membership  
Annual Dues:  
\$50.00/U.S. Funds
- Academic Membership  
Annual Dues:  
\$40.00/U.S. Funds
- Vendor/Affiliate Membership  
Annual Dues:  
\$60.00/U.S. Funds

### Chapters (Check one)

- Capitol Area (Madison)
- Central WI (Wausau)
- Marshland (Fond du Lac)
- Milwaukee Area
- Tri State Chapter (LaCrosse)
- PFMA Canada

### Membership Description

Any person whose career or occupation is directly involved in plant or facilities maintenance, such as a maintenance supervisor, engineer, or accredited craftsperson.

Any person whose career or occupation is directly involved in the education and/or training of the maintenance professional or craftsperson.

Any person whose career or occupation supports a plant or facility maintenance function, such as sales, service, or consulting.

Mr.  Ms.  First Name \_\_\_\_\_ MI \_\_\_\_\_ Last Name \_\_\_\_\_

Company Name: \_\_\_\_\_

Position: \_\_\_\_\_

Job duties/Responsibilities \_\_\_\_\_

Company Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Phone Number: \_\_\_\_\_ Fax Number: \_\_\_\_\_ Email: \_\_\_\_\_

Home Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Phone Number: \_\_\_\_\_ Fax Number: \_\_\_\_\_ Email: \_\_\_\_\_

**Payment Method**

Check or Money Order

MasterCard  Visa  Expires:   /

Print Name on Card: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**Send this form and mail with payment to:**

PFMA, Inc.  
 5105 Scott Lane  
 West Bend, WI 53095

Visit our Website:  
[www.pfmainc.com](http://www.pfmainc.com)