

## The Rocky Mountain State Welcomes WASDA's 2006 Fall Meeting and Partnership Forum!

This year, WASDA Distributor and Manufacturer Members will come together in downtown Denver to take part in the Annual Fall Meeting and Partnership Forum, Sunday, October 15 through Tuesday, October 17. Take advantage of this invaluable members-only event to get out and network, learn about what's new in the Association and participate in contact table meetings.

### Networking

Don't miss the chance to meet your peers during the Welcome Reception and the Networking Reception. Engage in conversation with others in your field and WASDA newcomers. You never know who might help you with that next big idea!

### Association Updates

What have the committees and officers been working on lately? Find out during the Business Session on Monday morning. Committee Chairs and officers will update WASDA members on the latest Association news. This is a great time to find out about member benefits, discover opportunities within the Association and learn how the committees are working hard to maximize your membership.

### Contact Tables

Many members have found the contact tables to be the most cost-effective and efficient way to speak with colleagues about services, products and innovations within the industry. Each 20 minute, face-to-face session will be hosted by a distributor. Don't forget distributors and manufactures are responsible for arranging their own appointments. To find out who is already registered, visit [www.wasda.com](http://www.wasda.com) and look for the Advanced Registration List, updated weekly. If you don't see a company registered, call them and remind them not to miss out!

### Location, Location, Location

An important aspect to any meeting is its location. Downtown Denver is the perfect setting to host the 2006 Fall Meeting. Not only is it centrally located, but there are also several attractions. The Grand Hyatt Denver is located in the Central Business District which provides attendees great opportunities for shopping, dining and enter-

tainment. Just a hop, skip and a jump away is the 16th Street Mall; this Mall spans one mile long and offers a variety of dining and shopping options. If you have a little spare time you can visit the Colorado State Capital, the Colorado History Museum or you can just simply relax in the City Park, Denver's largest urban park.

### Hotel and Registration

Don't wait to book your hotel reservation! WASDA members receive a special room rate of \$189 single/\$214 double. To make your reservation, call The Grand Hyatt Denver Downtown at (888) 591-1234 or visit [www.wasda.com](http://www.wasda.com) and follow the link. The deadline for reservations is Friday, September 15, 2006. To find more information about the 2006 Fall Meeting and Partnership Forum visit [www.wasda.com](http://www.wasda.com).

Register now at [www.wasda.com](http://www.wasda.com). The deadline to register is September 15, 2006. Don't miss the 2006 Fall Meeting; the results are sure to be tremendous!

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*Bringing together all elements of the waterworks and sewer distribution industry for the purpose of promoting, educating and representing its participants.*

### WASDA

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## Message from the President

The year continues to fly by as it seems we just left Arizona. By now, we are in our busy season and I hope all members are having a good year. Although October seems like a long time away, take a few moments and start your planning for the Fall Meeting & Partnership Forum. The Fall Meeting will be held in Denver this year and we are expecting record attendance so please book early. I would like to ask the distributors to leave time to sit with some of our smaller and newer manufacturers. Remember, you never know what opportunities exist if you have a closed mind.

I still don't have all the reports back on WASDA's initiative to display at the AWWA show in June, but the preliminary reports tell of a professional display and presence. All reports I have received so far say our efforts were well received.

On a personal note, my wife's bone marrow transplant went well. While she did end up spending 64 of 73 days in the hospital, the early reports are good. We are now going through the extremely slow process of recovery.

While we were told it would be slow we weren't prepared for how slow. We also realize there still will be bumps in the road, however each day we are farther away from danger and closer to full recovery.

I hope the rest of the summer brings you and your family health and prosperity. I look forward to seeing everyone in Denver this October.

Sincerely,



Michael J. Dooley  
WASDA President



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### WASDA 2006 Fall Meeting & Partnership Forum Lodging

Due to your feedback from the 2005 Fall Meeting, WASDA has extended the Partnership Forum this year through 5:00 p.m. on Tuesday, October 17. This additional time will allow you to schedule more appointments and maximize the value of doing business at this year's meeting! In light of the extended Tuesday schedule, some members will opt to stay in Denver through Wednesday morning. There are a limited number of rooms available at the Grand Hyatt Denver on the evening of Tuesday, October 17. If you are unable to get a reservation at the Grand Hyatt on Tuesday, October 17, WASDA would like to recommend the following alternate hotels. WASDA has not set aside a block of rooms at any of the below hotels and as such, rate and availability are subject to change.

#### **Downtown Hotels**

Courtyard Marriott Denver Downtown, 934 16th Street, Denver, Colorado 80202, Phone: 303-571-1114, <http://marriott.com/dencd>, Approximate Rate: \$189 per night

Residence Inn Denver City Center, 1725 Champa Street, Denver, Colorado 80202, Phone: 303-296-3444, <http://marriott.com/property/propertypage/denrd>, Approximate Rate: \$229 per night

Adams Mark Denver, 1550 Court Plaza, Denver, Colorado 80202, Phone: 800-444-2326 or 303-893-3333, <http://www.adamsmark.com/denver/index.asp>, Approximate Rate: \$229 per night

#### **Airport Hotels**

*Both of the below hotels are located 5 miles from the airport and offer complimentary airport shuttle transportation.*  
Courtyard by Marriott Denver International Airport, 6901 Tower Road, Denver, CO 80249, Phone: 71-303-371-0300, <http://marriott.com/property/propertypage/DENAP>, Approximate Rate: \$199 per night

Embassy Suites Denver Airport, 7001 Yampa Street, Denver, CO 80249, Phone: 303-574-3000, [www.embassysuites-denverairport.com](http://www.embassysuites-denverairport.com), Approximate Rate: \$229 per night

For a list of additional hotels, please visit the following site via the Denver Convention & Visitors Bureau: <http://www.denver.org/Listings.aspx?SID=2>

# Committee Corner

If you are reading this page, you obviously have an interest in WASDA's success and we need your help. The Strategic Visioning Task Force has emphasized a renewed effort to have the committees do more and become revitalized. We need your help. Please consider joining a committee to help us make WASDA the best organization possible. If interested in helping please, contact me (mike@mjpipe.com) or Lindsay Groff at WASDA Headquarters (lgroff@fernley.com.)

Mike Dooley  
WASDA President

## **Associate Committee**

The Fall Meeting & Partnership Forum, to be held in Denver October 15-17, 2006, is the contact table event. Don't forget to schedule your times with the distributor members early. If more than one time slot is necessary, you are permitted to schedule multiple time slots but please be sure not to be late to the next schedule meeting if you leave the meeting area.

*Walter Cooper*  
*Associate Member Committee Chair*

## **Government Relations Committee**

I have an update on H.R. 4560, the Clean Water Trust Act. As reported to you in February, this bill was introduced in December of last year by Rep. Jim Dunning of Tennessee. As of today, the bill has 16 co-sponsors (8 D's and 8 R's), so there appears to be Bi-Partisan interest. The bill has now been referred to three separate sub committees for comment. By October, when we meet in Denver, I should be able to provide you with more details.

I encourage all WASDA members to track the progress of this bill of the Library of Congress website <http://thomas.loc.gov/>

Thanks to all the member companies who wrote to their Congressional Representatives and urged co-sponsorship. We CAN make a difference.

*Peter Krainock*  
*Government Relations Committee Chair*

## **Marketing Committee**

The second quarter of 2006 was a very busy time for the Industry Marketing Committee. We finalized and placed a three-part advertisement in the June edition of the AWWA Opflow magazine. This was a generic ad campaign based on placing the WASDA name before the

readers. This is the beginning of our efforts to have municipals, engineers, and contractors to see the WASDA brand and recognize it as an important organization in the industry. We are discussing a follow-up ad also to be placed in Opflow for the fall as well as other avenues to use to get the WASDA name out. Check out the ad at the end of this newsletter!

We also set up a booth at the recent AWWA ACE in San Antonio. Thanks to Ford Meter Box Company for giving us the booth and helping put the panels together for an effective display. At the booth, we provided "Proud Member of WASDA" ribbons to identify WASDA members as well as WASDA lanyards on which to hang the ID badges. We provided booth plaques to WASDA members in attendance at the ACE so visitors could see who the WASDA members were. (All other members will be getting a plaque in the near future to use as they wish.) Many thanks to all the volunteers who helped man the booth during the show! We could not have done it without you!

I would like to take just a moment to recognize and thank the other members of this committee: Jim Fuller, Sam Peirce, and Dave Putnam for their industry dedication and caring.

*Dave Yoder*  
*Marketing Committee Chair*

## **Program Committee**

The Program Committee has been putting the final touches on the Fall Meeting & Partnership Forum this fall in Denver. Registration for the October event is now open. Register today!

The 2007 Annual Meeting will be held at the Marco Island Marriott Resort on February 24 – 28. Events and speakers are currently being lined up. Any suggestions or recommendations are welcomed.

Proposals are currently being solicited for the 2007 Fall Meeting & Partnership Forum. The Forum will be held in Downtown Chicago.

The Program Committee is always looking for new members and ideas for future meetings!

*Deron Johnson*  
*Program Committee Chair*

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# Association News



## 2006 - 2007 WASDA Membership Directory

The directory has been printed and mailed to the membership. If you did not receive your copy, contact headquarters today. Thank you to all of our advertisers who made this directory possible.

### Member News

Clow Valve Company has updated their website at [www.clowvalve.com](http://www.clowvalve.com). The new site includes product drawings, submittal information, operation and maintenance manuals and detailed information on Clow's Distributor Network.

Please check us out on [www.clowvalve.com](http://www.clowvalve.com).  
Submitted by: Mike Vore ([mvore@clowvalve.com](mailto:mvore@clowvalve.com))  
General Sales Manager, Clow Valve Company  
(641) 673-8611

## As if your clients needed another reason to work with your company...

Use your WASDA membership to the fullest by letting your customers know they are working with a trusted member of WASDA. Who wouldn't want to do business with a company that actively pursues education, keeps up with government relations and takes opportunities to improve their products and services by networking with others in the industry? How do you make this known to your clients, you ask? Easy, display the WASDA logo on your company's website today! It's simple and takes just a few minutes! Go to [www.wasda.com](http://www.wasda.com) and log into the Members Only page. Click on Forms and Logos and then Download WASDA Logo. In just a few easy steps you can ensure that your clients know they are working with one of the best in the industry!

### Calendar of Events

#### WASDA 2006 Fall Meeting & Partnership Forum

Denver, CO  
October 15 - 17, 2006  
Grand Hyatt Denver Downtown

#### WASDA 2007 Annual Meeting

Marco Island, FL  
February 25 - 28, 2007  
Marriott Marco Island Florida Resort & Spa

## Committee Corner

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### WASDA Strategic Visioning Task Force Visits WASDA Headquarters



WASDA Strategic Visioning Task Force hard at work with facilitator, Marcia Holston at WASDA Headquarters in Philadelphia.

### Strategic Visioning Task Force

WASDA's Strategic Visioning Task Force held a day and a half session at WASDA Headquarters in Philadelphia in the middle of July. The purpose of this meeting was to revisit WASDA's original plan to make sure it is appropriate and valid and to revise the plan where required in order to continue WASDA's position as the leading Association in our industry. Though the "new" plan will be in draft at the time you read this, please feel free to give any of the committee members your own thoughts and ideas. This plan is intended for all WASDA members, not a select few.

*Mike Dooley*  
SVTF Committee Chair & WASDA President

## Scholarship News



*Courtney Ebert*  
Hayes Pipe Supply, Inc.

As a recent graduate of Parkview High School in Lilburn, Georgia, Courtney Ebert will be attending The University of Georgia in the fall. Courtney plans on pursuing her life-long passion which is writing, by majoring in Pre-Journalism and hopes to work for a “prestigious newspaper or publishing company.”



*Jacqueline Kearney*  
Hughes Supply, Inc.

My name is Jackie Kearney. I am 18 years old and I am from Catonsville, MD. I recently graduated from Seton Keough High School where I finished in the top 3% of my class. At Seton Keough, I ran cross country and played lacrosse and was the captain for both teams. I held the position of National Honor Society Secretary as well as Athletic Association Treasurer. Next year I will be attending Mt. Saint Mary's University in Emmitsburg, MD. I will be playing lacrosse and I plan to major in Math with the goal of either teaching or becoming an engineer.



*Lauren Moore*  
Groeniger and Company of Modesto, CA

Hello! My name is Lauren Moore and I am 18 years old. I recently graduated Co-Valedictorian of East Union High School in Manteca, California. Aside from my commitment to academics, I've been extremely involved in exploring my passion for acting. I've performed seven acting roles in the past four years. Also, I found time to join the East Union swim team my senior year, which was very rewarding for me. Thus far, I am very satisfied with my experiences in education, both in the classroom and through extra-curricular activities.

Next year, I will be attending the University of California at Santa Cruz and majoring in psychology. I have chosen this major because I find the human mind to be a fascinating and universal subject. I hope to obtain my Master's Degree in this field and to establish a career in industrial/organizational psychology or high school counseling.

## Scholarship News



*Sarai Hope Stuart*

Western Industrial Supply of Dana Kepner Company, Inc.

And now introducing... Sarai Hope Stuart. I generally go by Hope, but I will answer to Sarai when I feel like I am in trouble. I am 18 years old, until September 19, and will graduate Amarillo High School of Amarillo, TX.

I will be attending the University of Oklahoma in the fall of 2006 located in Norman, OK. I am currently majoring in biology and plan to minor in forensic science. Yes, I know that you are thinking about the television show CSI, but the show is loosely based on the true heroes. I hope to be able to make a difference in people's lives, for the better that is. It's always been a goal worth striving for.

Thank you for this wonderful opportunity and the award. I appreciate the support and honor.

Sincerely,  
Hope Stuart

*L.B. Woodruff, III*  
Hughes Supply, Inc.

I, L.B. Woodruff III, am 18 years old. I graduated from Edgewood Academy on May 18, 2006. I graduated Salutatorian of my class with a 4.0223 GPA and a 27 on my ACT. I will be attending the University of Alabama in Tuscaloosa starting the fall of 2006. While at Alabama I will strive to be one of the best and brightest. I plan to graduate from Alabama with a Bachelor's Degree in Chemical Engineering, preparing myself to create a better future for all.



*Congratulations 2006 Stager Scholarship Winners!*

# Scholarship News

## Stager Scholarship Renewals

*Angela Barry*  
National Water Works Supply, Inc.

*Lindsey Bradshaw*  
National Waterworks, Inc.

*Michael Campbell*  
The C.I. Thornburg Co. Inc.

*Brittany Estok*  
Utility Supply Co.

*Dustin Gray*  
Hughes Supply, Inc.

*Paige Greenley*  
United Pipe and Supply

*Allison Johnson*  
Consolidated Supply

*Joseph Lofink*  
National Water Works Supply, Inc.

*Travis Looper*  
Hughes Supply, Inc.

*Ronnie Richards*  
Hughes Supply, Inc.

*Eric Searcy*  
United Pipe and Supply

*Jessie Shields*  
Water Works Supply Corporation

*Sara Tapan*  
Hughes Supply, Inc.

*Megan Wiessman*  
IMCO Utility Supply Company

*Shae Williams*  
Dana Kepner Company, Inc.

*Caitlin Yoder*  
Ohio Water and Waste Supply Co.  
Inc.

## WASDA Headquarters Renews Professional Accreditation

Fernley & Fernley, Inc., the Philadelphia-based association management company (AMC) that serves as WASDA Headquarters, recently renewed its professional accreditation designation from the International Association of Association Management Companies (IAAMC). The IAAMC accreditation standard is approved by the American National Standards Institute (ANSI), a not-for-profit institution that certifies organizations to develop consensus standards using an impartial process recognized and accepted worldwide.

Fernley & Fernley, which originally earned charter accreditation status when the IAAMC ANSI Standard Program was established in 2002, is one of only 36 AMCs out of 676 in the industry to have received this significant achievement.

The IAAMC accreditation program is a voluntary process that requires written documentation and an independent review to confirm that Fernley & Fernley meets or exceeds the Standard's requirements. These requirements ensure that Fernley & Fernley follows standard accounting procedures, has documented contract review and transition procedures, maintains adequate insurance coverage, abides by written record keeping policies, employs fair hiring practices and promotes continuing educating and training programs for its associates. Achievement of this accreditation demonstrates that WASDA Headquarters operates with and is committed to providing the highest level of professionalism and responsibility.



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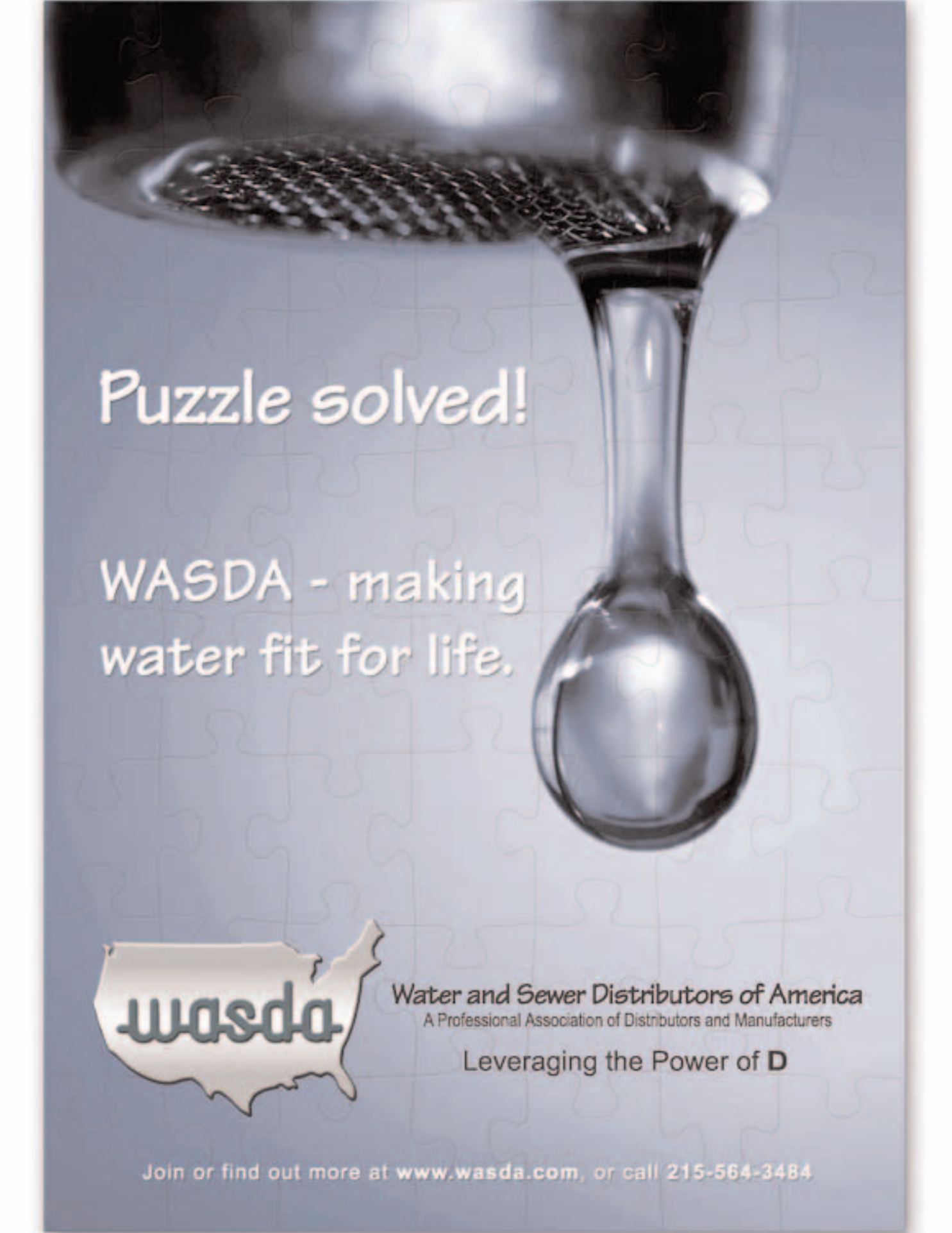


*Connections* is a publication of the Water and Sewer Distributors of America.

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Dave Yoder  
Sam Peirce  
Lindsay Groff  
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# WASDA WELCOMES YOUR INPUT

**MEMBERS OF WASDA ONLY**, please use this form to provide WASDA with news about your company and input on issues you'd like to see covered in *Connections*.

## Member News

List any recent employee promotions, branch openings, strategic alliances, acquisitions, etc.:

## Topic Suggestions

Are there any issues you'd like to see addressed, such as market conditions, improving your operations, international issues, business technologies, ISO certification, etc., in a future issue of *Connections*? Suggest an article and author or submit an article yourself.

## Quality Kudos

Has your company recently been recognized for its "quality" efforts: ISO certifications, favored distributor, special awards, etc.? Share your success with other WASDA members by listing the information here:

## WWW Update

Since the printing of the directory, if your company has acquired a new website or email and would like to publish the update in *Connections*, please list it here:

**Submitted by:**

Name: \_\_\_\_\_ Title \_\_\_\_\_

Company: \_\_\_\_\_ Phone: \_\_\_\_\_

Your e-mail address: \_\_\_\_\_ Company e-mail address: \_\_\_\_\_

**Return this form by fax to: WASDA • Lindsay Groff • 215-963-9785**