

WASDA's 2007 Fall Meeting and Partnership Forum Heads to Chicago

By Trish Sherrick, Senior Meeting Manager

It hardly seems possible that it was already 6 months ago that we were savoring the February sun poolside in Marco Island for the WASDA Annual Meeting. Believe it or not, fall is right around the corner and so is the WASDA 2007 Fall Meeting and Partnership Forum. This year's meeting returns back to Chicago, this time at the Chicago Renaissance Hotel. The 2007 Fall Meeting and Partnership Forum will take place Sunday, October 7 – Tuesday, October 9, 2007. Take advantage of this members-only event to network, learn about what's new in the Association and participate in the ever-popular contact table meetings.

Contact Tables

The contact table program is the focus of the meeting. It is the most cost-efficient opportunity for Distributors and Manufacturers to speak with each other about services, products and innovations within the industry. Having key industry leaders all in one place dramatically reduces the time and cost to visit with each one individually. Each 20 minute, face-to-face meeting will be hosted by a Distributor company; however, both Distributors and Manufacturers are responsible for scheduling appointments with each other. You can book double or triple time slots in advance if both parties agree. Please note that the 2007 Fall Meeting & Partnership Forum Advance Registration List is posted at www.wasda.com and will be updated weekly. New this year in an effort to streamline the appointment making process, there is also a list on the website which identifies the key scheduling contact for each registered Distributor company. If you don't see a company on the registration list, call them and remind them not to miss out!

Business Session & Committee Reports

The Business Session on Monday from 11:30 a.m. – 1:30 p.m. will serve as the platform for each Committee Chair to report on the status of the work of their committees. Learn how the committees are working hard to maximize your membership. In addition to the committee updates, Eben Wyman will speak to the group over lunch regarding Government Relations. Eben serves as Vice

President of Government Relations for the National Utility Contractor Association, where he heads NUCA's Government Relations Department and Political Action Committee. He is also the liaison to NUCA's Damage Prevention Committee and Gas Distribution Forum. NUCA serves as chair of the Clean Water Council, a group of 30 national organizations representing underground construction contractors, design professionals, manufacturers and suppliers, labor representatives and others committed to ensuring a high quality of life through sound environmental infrastructure

Networking

Mix and mingle with your peers at Sunday night's Welcome Reception and Monday night's Cocktail Reception. Stop by to enjoy delicious appetizers and cocktails while networking with leaders in the industry. Enjoy these relaxed, informal settings to catch up with fellow members.

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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.

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Message from the President

Greetings,

This year continues to fly by as it seems we just left Marco Island. By now we are in our busy season, though many of us are fighting difficult weather patterns and the housing slowdown. Through all this 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 Chicago this year and we are again expecting record attendance, so please book early. Again, I would like to ask the distributors to leave time to sit with some of our smaller and newer manufacturers. Remember, you may never know what opportunities exist if you have a closed mind.

This summer the WASDA Board approved having a booth at the AWWA show next year in Atlanta. Through negotiations with AWWA, WASDA is getting a complimentary booth and they gave us a preferential time to select our booth. Therefore, we were able to get a good booth space at a perfect price. AWWA has also asked WASDA to enter into a "Partnering Agreement" and they have sent me a draft of this agreement. I have given the draft to legal counsel and it will be discussed at the October board meeting. WASDA has certainly come a

long way in the last eight years.

Please be sure to check out the Committee Corner in this Connection Newsletter, the Committees are very active and doing a great job. Please think about volunteering your time to help them continue moving WASDA forward.



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

Sincerely,

A handwritten signature in black ink that reads "Michael J. Dooley". The signature is written in a cursive, slightly slanted style.

Michael J. Dooley
WASDA President

Welcome New Distributor Members!

Pacific Pipeline Supply

Welcome New Associate Members!

King Innovation

Calendar of Events

2008 Annual Meeting

Sunday, February 24 – Wednesday, February 27
Hilton Torey Pines
La Jolla, CA

2008 Fall Meeting & Partnership Forum

Sunday, October 26 – Tuesday, October 28
Grand Hyatt Denver
Denver, CO

Remember, "The Price" video is available!

Price fixing is no joke, as dramatized in the anti-trust movie, "The Price." Take this opportunity to educate yourself and your staff by renting "The Price", free* from WASDA Headquarters. Rentals are on a first-come, first-served basis. To rent a copy, please contact Sarah Hagy at WASDA Headquarters.

*Shipping charges apply

Fall Meeting Preview

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Chicago, "My kind of Town"

Frank Sinatra said it best. Chicago is a town that offers something for everyone. It is a city of great neighborhoods, reflecting its history of immigration. Little Italy still



The Watertower

hosts some of the city's finest Italian restaurants and two Chinatowns (one on the south side and one on the north side) both have excellent food and interesting shops with Asian antiques. Chicago has a sizeable Greek population and you can get a taste of roasted fish and ouzo in Greek town in the West Loop. Chicago is also home to a large Latino population and there are great restaurants serving the cuisine of specific regions of these countries.

African-Americans also immigrated to Chicago in large numbers after World War II and their presence is reflected in the cultural life of the city. They brought the blues to Chicago and made it big. You can hear the blues at places like the House of Blues and the Kingston Mines.

Food is already on our minds so we might as well recommend some Chicago culinary specialties. Chicago is known for its deep-dish pizza. Some great places to try include Giordano's, Uno's, or Gino's East. As an ode to the old meat packing days of Chicago... why not have a Chicago hot dog. A classic place to have such a masterpiece is the Weiner Circle in Chicago's Near North Side where you will get your "dog" with a little attitude.

Chicago also has hundreds of top-notch fine dining restaurants. Make your dinner reservations early, especially for Sunday night as the LaSalle Bank Chicago Marathon will take place on Sunday, October 7.

Of course Chicago has much more than great food. Within blocks of Renaissance Hotel you will be close to great shopping on a stretch of Michigan Avenue, called the Magnificent Mile. Apart from the shops and malls, you might want to see a few special sites including the Wrigley building, the Tribune building, and the historic Water Tower, the only part of the original downtown that did not burn down during the Chicago Fire. The Chicago Fire actually cleared the way for Chicago to become the paving ground for architectural advancement over the last century. If you enjoy architecture, this is the place. We'd recommend taking one of the architectural tours by boat on the river or by bus but you can also visit individual buildings like the Sears Tower or the John Hancock building. If you wander over to Lake Michigan from downtown, you'll encounter the Art Institute of Chicago and Grant Park. You can finish off your tour of Chicago by visiting the Navy Pier with a new incarnation of the original Ferris Wheel (in the city where it premiered in 1893), IMAX theaters, hundreds of shops, and tour boats that let you see Chicago from the lake.

Hotel and Registration

WASDA's meeting kicks off on Sunday, October 7, the same day that the Chicago Marathon will take place. Don't wait to book your hotel reservation at the Chicago Renaissance Hotel. While WASDA has reserved a block of rooms, they could sell out prior to the September 7th cut-off date. Please reserve your room today! WASDA members will receive a discounted rate of \$279 per single/double per night. Reservations can be made by calling the Chicago Renaissance Hotel at 800-228-9290.

A downloadable registration form and online registration is available at www.wasda.com. The deadline for early registration is September 7, 2007. We will see you in Chicago!



Committee Corner

Associate Member Committee

Don't forget, WASDA Members are encouraged to use the WASDA logo on all of their advertisements. This is a great way to show your support of the industry and the WASDA Mission. If you do not have the logo on file, please contact Sarah Hagy at WASDA Headquarters today!

Walter Cooper
Associate Member Committee Chair

Government Relations Committee

The horrific bridge collapse in Minneapolis has generated a firestorm of editorials regarding the condition of our aging infrastructure. Water and sewer systems have been mentioned alongside bridges and highways in the recent calls for some sort of an infrastructure trust fund initiated by the federal government. Momentum is building for some historic legislation in the coming year.

Eben Wyman, Vice President of Government Relations for NUCA is our featured speaker at the Fall Meeting and Partnership Forum. Eben will give us a status report on all infrastructure related legislation as well as give us a sense as to how organizations such as NUCA and WASDA can actually make things happen in our nation's capital.

Peter Krainock
Government Relations Chair

Marketing Committee Corner

The Marketing Committee completed a project designed to get new Distributor members interested in attending the October Fall Partnership Forum during the 2nd Quarter of this year. We designed a promotional mailing to as many non-WASDA Distributors as we could. The mailer offered them an incentive to attend the Fall Meeting & Partnership Forum and to give WASDA a "test drive". We "sweetened" the deal by including a packet of M&M's, (with the WASDA logo right on the M&M's) to try to get the attention of the company's decision maker. Lindsay reports that there are a number of "hot" prospects that have replied to this promotion. The Marketing Committee would also like to thank the Membership Committee, Walter Cooper and Kevin Murphy for their help in compiling a list of prospective distributor members.

The Marketing Committee is looking to finish the year with some more advertising in industry publications. Our

main focus at this point has been AWWA's Opflow, but we are always looking for new ideas for publications to place our advertisements. Please contact me if you have any good ideas as to which publications might be a good fit for WASDA. We will also start to focus our efforts on our return to the ACE in Atlanta in 2008. We really want to make a strong effort to get the WASDA name out on the floor of the ACE. We are also very interested in opinions from our membership on the best approach to take at ACE. We are new to exhibiting at ACE and many of our Manufacturer Members have been exhibiting for years. Your knowledge is very valuable to us.

Please feel free to contact me or any member of the Marketing Committee if you have any questions or comments.

Thanks,
Sam Peirce
Marketing Committee Chair

Membership Committee Corner

The Membership Committee is working hard on our latest promotion for the Fall Meeting. We have special incentives for non-member companies to attend the Partnership Forum. If you know of a potential member, please contact myself or Lindsay Groff.

Thank you!
John Schulte
Membership Committee Chair

Program Committee Corner

The Program Committee is finalizing the Partnership Forum this fall in Chicago at the Renaissance Chicago Hotel. Registration for the Oct. event is already open. Make sure that you make your reservations early!

The 2008 Annual Meeting will be held at the Hilton La Jolla Torrey Pines on Feb. 24 – 28. Events and speakers are currently being lined up. Any suggestions or recommendations are welcomed.

The 2008 Partnership Forum will be held in Denver at the Grand Hyatt Downtown.

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

Deron Johnson
Program Committee Chair

Ten Steps to Create a Sustainable Supply Chain

Source Nik Kaestner, GreenBiz

http://www.greenbiz.com/news/columns_third.cfm?NewsID=35145

Most businesses are not directly involved in the manufacturing process and the environmental impact of their products may be unapparent to management as well as customers. Savvy businesses know, however, that the responsibility for their products begins when they are conceived, designed, and ordered.

This sets in motion a cascade of events that includes resource extraction, transportation, production, packaging, distribution, sales, consumer use, and disposal. Each step in the process has its associated environmental ills, and a conscientious company would be expected to account for all of them.

Even use and disposal, which have traditionally been considered consumer issues, are strongly influenced by decisions made during the design phase. In this way, a company dictates the energy use of its products during operation, their health effects on users, and their ease of recycling or remanufacturing.

During last month's Socially and Environmentally Responsible Supply Chain Conference at the Stanford's Graduate School of Business, leading businesses including Starbucks, Wal-Mart, Disney, Gap, Timberland, and Hewlett-Packard shared some insight into their efforts to green the supply chain.

Each has made great strides in aligning profits with principles and responding to the demands and values of its consumers. Several themes kept coming up during presentations and follow-up discussions that continued for the better part of a day:

1. Start with the Top

No effort to take a long, hard look at the way a company's products are made will be successful without the support of top-level management. Many resources and substantial funding are required to tackle such a project and internal champions will need all the support they can get.

2. Make the Business Case

Besides its inherent moral value, sustainable supply chain management has direct business benefits that must be clearly communicated to doubtful employees and managers. Chief among these are the public relations benefits of developing a positive brand identity and the reduction in risk that such a strategy provides. Shell Oil took quite a pounding when the public found out it planned to sink the Brent Spar in the Atlantic, and it took many years for its image to recover.

3. Develop a Code of Conduct

Before rushing out to identify possible certification firms, it is important that a company assess the various certification schemes that exist and develop a code of conduct that describes the values it is seeking in a socially responsible supply chain. After an exhaustive vetting process, Starbucks decided to develop its own C.A.F.E. standards because it did not feel that any of the certification schemes went far enough.

4. Collaborate with Critics

Especially for companies that re developing a sustainable supply chain strategy due to past criticism from NGOs or human rights organizations, no tactic does more to convey the sincerity of a company's efforts than an invitation to critics to participate in the process of changing course. That is why Home Depot worked with the Rainforest Action Network, Starbucks consulted the Rainforest Alliance and Transfair International, and Wal Mart has asked Environmental Defense to open an office in Arkansas.

5. Use Scorecards to Rate Suppliers

Vague ideas about responsible supply chain practices do not give suppliers enough guidance as they seek to improve their performance vis-à-vis company standards. Developing scorecards to rate suppliers is therefore a critical component of any effort to improve performance and also businesses to document their efforts for auditors.

6. Verify Through Third-Party Certification

It goes without saying that a self-certifying program is no better to the public and especially to critics than no program at all. Any truly credible effort to address supply chain issues must include an outside audit to document compliance with accepted standards and to identify areas for improvement.

7. Team up with Competitors

The global head of procurement at Starbucks was adamant in his call for convergence between varying supply chain standards within an industry. He said that it makes no sense to recreate the wheel when another company has already done the leg work but joked that no other coffee retailer has yet to license the C.A.F.E. standards from Starbucks despite his company's sincere desire to do so.

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Ten Steps to Create a Sustainable Supply Chain

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8. Take Corrective Action

Often companies cite the possibility of failing a compliance audit as a reason not to engage their suppliers in responsible supply chain management. Participants at the forum pointed out, however, that unless there is public proof that a supplier rating scheme has teeth, it will not be perceived as a valid form of certification. In other words, flunking suppliers are an excellent public relations opportunity.

9. Empower Suppliers Build Capacity

While repeated failure to meet standards is grounds for supplier dismissal, companies are advised to engage their suppliers before it gets to this point to facilitate compliance and to improve performance. Most importantly, suppliers should be given the capacity to increase their own performance. Starbucks, for example, has several Farm Development Centers that help farmers to improve their farming practices so they use fewer chemicals and maintain soil health.

10. Encourage Transparency

A successful responsible supply chain management strategy is not complete without publicity. After all, while

internal standards are laudable, true industry-wide shifts in procurement will not happen until companies feel the need to compete on a social and environmental level, not just an economic one. Without public awareness of corporate social responsibility efforts, competitors will not be encouraged to develop programs of their own.

To initiate a sustainable supply chain strategy, then, it is critical to gain management buy-in, collaborate with non-profits to develop credible standards, help suppliers achieve best practices, and let customers know about your efforts. Numerous firms like Bureau Veritas and Verité can help businesses improve their current standards or start a new program from scratch. In the end, companies will find that their efforts provide marketing and performance benefits that make the whole process worthwhile.

Nik Kaestner is the principal of Green Squared Consulting, a sustainability consulting firm that shows businesses and organization that environmental stewardship can improve their bottom line while protecting the environment. His firm can be reached through its website, Green2Consulting.com or (415) 287-0476.

Customized Discounts for WASDA Members!

Through a unique partnership, WASDA has made it easy for members to save on all types of shipping services. We've teamed up with the leading transportation providers in the industry, including **Yellow Transportation, Roadway Express, UPS Supply Chain Solutions, DHL, USF & New Penn**. Whether you ship envelopes, packages, or heavy freight, these carriers have a solution.



Save at least **64%** with Yellow and Roadway on North American LTL freight

Save **20%** on International air freight and **45%** on heavy North American air freight with UPS Supply Chain Solutions

Save up to **25%** with DHL on express air, ground, and international services

Save at least **64%** with USF and New Penn on regional, next day less than truckload freight services throughout the U.S. and parts of Canada regional next day less than truckload

To take advantage of your WASDA member benefits, or to find out how much you can save on your next shipment, call your shipping benefit consultants at **1-800-MEMBERS (636-2377) Ext 303**. For more information about the **WASDA Shipping Program**, visit <http://secure.membersales.com/NAW/shippingplus.asp>.

Who Produces High Profit and Why?

Understanding the Three Key Profit Variables

Submitted by The Profit Planning Group

The just completed 2007 WASDA Statistical Report provides the most comprehensive set of benchmarks available on financial performance in the industry. The report suggests that there continue to be major differences between the typical firm and the high-profit firm. The differences are significant for both planning and control purposes.

What High Profit Means

The typical firm in the benchmarking survey is the firm exactly in the middle of all firms in terms of its financial results. That is, half of the companies will perform better than the typical one and half will perform worse. To a certain extent, typical can be thought of as “good enough.” After all, the firm is performing as well as half of the firms. In reality, though, typical is simply not good enough.

The typical firm generates sales of \$23,043,355. On that sales base, it produces a pre-tax profit of \$921,734. This means the firm produces a profit margin of 4.0% of sales. Stated somewhat differently, each \$1.00 of sales results in 4.0 cents of profit.

The high-profit company generates a profit margin of 5.9%. This means that with the same sales base, the high-profit organization would produce \$1,359,558 in profit.

This would give the high-profit firm an annual profit advantage of \$437,824. However, this does not tell the entire story. The high-profit company has more money available to invest in additional assets. If the additional assets are chosen properly, they will support higher sales. On those higher sales, the firm can then produce even higher profits. It is a cycle that allows the high-profit companies to move well ahead of the typical ones. Over time, the typical firm reaches the point where it simply can't catch up.

How to Get There

Reaching high-profit performance is a matter of identifying what is important and developing a plan to do better on those factors. In common parlance, the items that are important are called the critical profit variables (CPVs). The CPVs are outlined in Exhibit 1 with specific information on the results produced by both the typical and high-profit firm.

When considering Exhibit 1, it is important to note that no single business produces superior results on every single

CPV. The successful firms are those that can combine the CPVs in a way that maximizes overall profitability.

All of the CPVs have the potential to be important for any given firm. However, in industry after industry, three factors stand out as being the most important. These are sales growth, gross margin and payroll expenses. Firms that can successfully control these items have a major financial advantage.

- **Sales Growth**—Rapid sales growth is not a requirement for driving higher profits. However, it is absolutely essential to generate at least moderate growth. Moderate is, of course, a subjective term. At a minimum, the firm should be able to increase its sales at least as fast as operating expenses increase. Ideally, it should target sales increases somewhere between one to two percentage points faster than operating expenses.
- **Gross Margin**—The ability to generate an adequate gross margin continues to be one of the major determinants of profitability. While the high-profit firm does not necessarily have a higher gross margin every year, it consistently has a higher gross margin over the long term. The pressures on gross margin, from both suppliers and customers, are not going to diminish. However, financial success necessitates producing small systematic improvements in the gross margin percentage every year.
- **Payroll Expenses**—Payroll is by far the most important expense factor, which means that controlling payroll is essential to controlling expenses. In recent years payroll has replaced gross margin as the single most important driver of profitability as payroll expenses, especially fringe benefits, have increased relentlessly.

Probably the best ratio available to evaluate payroll is the Personnel Productivity Ratio (PPR). The PPR measures the percentage of every gross margin dollar that must be devoted to payroll and fringe benefits. Computationally, the PPR is simply payroll and fringes divided by gross margin. Strategically, it measures how much it costs to produce the value the firm provides to its customer base.

One of the major challenges faced by companies in every line of trade in recent years has been an expansion of the services provided to customers. While increased service automatically increases payroll costs, those expenses have not been reflected in higher gross margins. Of all the CPVs, the PPR is easily the most difficult to bring back into line quickly.

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Who Produces High Profit and Why?

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Firms that can control sales growth, gross margin and payroll are much more likely to generate high profits than those that do not. The other CPVs represent opportunities to fine-tune the business. They are important, but are secondary to the big three identified above.

- **Non-Payroll Expenses**—In analyzing non-payroll expenses, companies typically measure them as a percent of sales. In most instances, non-payroll expenses need only minor adjustments. Unfortunately, there are numerous areas within the firm that need to be examined. Controlling non-payroll expenses will probably always involve examining every expense category with the hope of making modest improvements in a number of different areas.
- **Inventory Turnover**—The rate of inventory turnover has a dramatic impact on cash flow. As a result, it has been a major area of concern for the last several years.

It was suggested above that firms need to generate at least a modest rate of sales growth. If that growth is to be maintained without running out of cash, then inventory turnover must be improved, at least slightly. For most businesses that slight increase in turnover will be enough to ensure financial integrity.

- **Average Collection Period**—Like inventory turnover, the average collection period (sometimes called the days sales outstanding) has more of an impact on cash flow than on profitability. It also usually proves to be a very difficult ratio to improve. For most firms, a realistic goal is to maintain performance at existing levels.

In reviewing the CPVs in Exhibit 1 it should be remembered that the high-profit company is far from perfect. Individual firms may far outperform the high-profit firm on individual factors. What the high-profit firm does is put together a set of CPVs that results in greater profitability. It is a pattern that every firm should use as a role model.

	Typical	High Profit
Net Sales	\$23,043,355	\$23,043,355
Profit Before Taxes	\$921,734	\$1,359,558
Sales Growth	11.8%	20.7%
Gross Margin	23.1%	25.4%
Personnel Productivity Ratio	51.6%	50.4%
Non-Payroll Expenses	6.5%	6.3%
Inventory Turnover (times)	4.3	4.4
Average Collection Period (days)	47.1	40.0



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

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Lindsay Groff
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2007 Matt Stager Memorial Scholarship Winners



Timothy Dixon
United Pipe and Supply

I am a recent graduate from West Albany High School. I graduated with honors in the top ten percent of my class. I played four years of soccer, basketball, and track. I was a member of the National Honors Society and an active student leader for Young Life. My goals in life are to graduate from medical school and become a doctor. To achieve this, I am going to attend Oregon State University and major in biochemistry and biophysics. Math and sciences have always been my strong point, so I am very excited to pursue a career that deals mainly with these subjects.



Meghan May
Trumbull Industries

My name is Meghan May, and I am a Canfield High School 2007 graduate. I have a 3.982 GPA, and I am in the top ten percent of my class. I participated in Keyclub, Interact, National Honors Society, and the Cardinal newspaper staff. I will attend John Carroll University in the fall. I am undecided about my major, but I am considering biology and mathematics. No matter what field I choose to study, I want to pick a career that involves helping others. Additionally, I want to continue my education of the Italian language. I am hopeful that I will study abroad in Italy and continue to volunteer for my school and community.



Victoria Lawrence
Hayes Pipe and Supply

My name is Victoria Lawrence or Tori for short. I am eighteen years old, and I have lived in Nashville, Tennessee for all of my life. I attended Davidson Academy starting in K-3 and received my diploma with honors this past May. I will be starting at Union University in Jackson, Tennessee as a freshman in the fall. I am majoring in art with an emphasis on photography. I will also be working toward a teaching license. I might also take a few elective English, creative writing, or history classes. I will also take a sufficient amount of Spanish to become fluent. After graduating from Union, I would love to spend a year in Spain and use the time to take photographs, write, and paint or even teach English as a second language. Afterwards, I want to teach high school juniors. While teaching, I plan to build up photography clients. After teaching a couple of years, I want to open a photography and graphic design studio. I also want to continue to write and paint on the side. I want to take the chance to thank WASDA for helping me to be on the path to reach my goals and live my dreams.

2007 Matt Stager Memorial Scholarship Winners



Meaghan Jones
Consolidated Supply Company

I am honored to be named a recipient of the Matt Stager Memorial Scholarship on behalf of myself and Consolidated Supply Co. Thank you for the wonderful opportunity you have given me. I will attend Oregon State University this fall. I was previously enrolled in Jesuit High School in Beaverton, Oregon. I was highly involved in the Drama Department, working backstage on performances for three years with a Technical Theatre class. Some of my other interests are graphic design, reading and Christian retreat leadership. I developed a great interest in Chemistry during my junior year of high school. My experiences in this course led me to choose a major of Chemical Engineering. I have chosen to continue my education through challenging courses and some of the many internship opportunities to gain useful hands-on experience. I hope to gain insight through my studies leading to a successful, fulfilling and enjoyable career in engineering. Thanks to the Matt Stager Memorial Scholarship Committee and WASDA for their contribution to my education and my future!

2007 Matt Stager Memorial Scholarship Renewal Recipients (as of 8/6/07)

Angela Barry	National Waterworks
Courtney Ebert	Hayes Pipe Supply, Inc
Brittany Estok	Utility Supply Company
Jacqueline Kearney	Hughes Supply
Joseph Lofink	National Waterworks
Lauren Moore	Groeniger & Company
Ronnie Richards	Hughes Supply
Jessie Shields	Waterworks Supply Corp.
Hope Stuart	Dana Kepner Company
Megan Wiesemann	IMCO Utility Supply
Shae Williams	Dana Kepner
L.B. Woodruff III	Hughes Supply
Caitlin Yoder	HD Supply

Thank you to the Matt Stager Memorial Scholarship Selection Committee and WASDA!

To Whom It May Concern:

College life continues to go well for me. This year I was able to visit Berlin, Prague and Budapest as part of a Jewish Studies course. Next year I plan to study in Bologna, Italy for my second semester. The Matt Stager Memorial Scholarship has always assisted me with the purchase of my books and supplies and for that I am most appreciative.

Sincerely,
Jessie Shields

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