

PFMA CONNECTION



The Resource for Plant and
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PFMA Connection

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**President's Message -
PFMA Milwaukee Area Chapter**

With 2014 upon us, it is time for your company to confirm your plans to exhibit and attend the 2014 Plant Engineering & Maintenance Expo, coming to Wisconsin State Fair Park on March 12 & 13, 2014. This is the only show of its kind locally where you can send your valued staff to learn about the latest technologies, products and services available face-to-face from local experts that will demonstrate how they will meet your needs. This personal contact with thousands of industrial professionals will stimulate future business relationships for your company. Job titles in attendance will include: plant managers, plant engineers, maintenance supervisors, facilities managers, building and grounds supervisors, purchasing managers, and the owners, presidents and top managers of area plants and facilities. If you sell to these individuals and would like to target them as future customers, this show is for you. In addition, this two-day show is an excellent opportunity to meet with your current customers in one central location. You can conduct many personal sales calls on the showroom floor, maximizing your time spent at the show. Make the annual Plant Engineering & Maintenance Expo an important part of your marketing mix. To confirm your booth space, contact Stefanie Dow: sdow@wi.rr.com.

Online Expo pre-registration is open at the PFMA website: www.pfmainc.com. To pre-register large groups and departments to attend the show from your company, e-mail your full attendee list with job titles to Stefanie Dow and she will prepare name badges for all for fast, free entrance to the show. While you are at the show, make time to attend one of the many technical seminars presented by our exhibitors, some offering CEUs. See the full list of seminar offerings in this issue.

The Expo is the main source of income for the PFMA Milwaukee Area Chapter and PFMA Inc. Most of the proceeds of this event will support the Plant & Facilities Maintenance Educational & Scholastic Foundation (PFM/ESF), which funds scholarships.

Please review the PFMA Calendar of Events in this issue to add PFMA facility tours and membership meetings to your own monthly calendar. These are a great way to network with other industry professionals, share ideas and take in feature presentations offering solutions to some of the daily challenges of doing business. All meetings, tours and events are open to PFMA members and guests. To join PFMA, complete the PFMA Membership Application in this issue.

We look forward to seeing you at a future PFMA event!

John T. Murphy
President, Milwaukee Area Chapter



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Chapter News~ PFMA Milwaukee Area Chapter

PFMA kicked off the fall meeting schedule on Tuesday, September 17, 2013 at Mama Mia's, 18880 W Bluemound Rd, Brookfield, WI with a feature presentation by Daniel Stoehr, owner of Daniels Training Services, entitled: The Materials of Trade Exception to the USDOT HazMat Transportation Regulations. This subject matter affects many maintenance personnel who may need to transport small amounts of hazardous materials including paints, solvents, acids, gases, etc. Dan will be presenting two seminars at the 2014 Plant Engineering & Maintenance Expo sponsored by PFMA Milwaukee Area Chapter on March 12 & 13 at Wisconsin State Fair Park. See the seminar schedule in this issue to include these seminars in your upcoming Expo attendance plans. Contact Dan with any specific questions: info@danielstraining.com.

On October 15, 2013, PFMA member Matt Whitaker of AMS Steam Products, LLC invited PFMA members and guests to tour Hot Water Products, 7254 N Teutonia Ave, Milwaukee. We thank Matt and Hot Water Products for their hospitality and for graciously opening their doors for this tour. Thank you also to Tom Kretowicz, a new PFMA member from Niagara Machine, Inc. who offered an informative demonstration with his company's floor cleaning machine during the tour. If your company would like to host an upcoming plant or facility tour, please contact Stefanie Dow to add it to the PFMA tour schedule: sdow@wi.rr.com.

On Tuesday, November 19, 2013, Ahern Milwaukee hosted the next tour on PFMA's fall schedule at their showroom at 3201 W Canal Street, Milwaukee. Thank you to Grant Horn of Ahern Milwaukee for hosting this tour and making it a strong networking event for all in attendance.

The first PFMA membership meeting in 2014 will be held on Tuesday, January 21, 2014 at Mama Mia's, 18880 W Bluemound Rd, Brookfield, WI at 5:30 PM. Our interactive feature presentation and demonstration will be presented by Baycom, West Allis, WI, showcasing their TRBO digital radio and wireless systems. This presentation will highlight the newest applications available to the manufacturing industry, relevant to plant and maintenance managers. Pizza, beer & soda will be served. Fee: \$15 for PFMA members, \$20 for non-members. All are welcome. Please RSVP with payment to Stefanie Dow by January 17, 2014: sdow@wi.rr.com or charge by phone: 262-695-7479.

Finally, the 13th Annual PFMA Milwaukee Golf Outing to benefit the Plant & Facilities Maintenance Educational & Scholastic Foundation (PFM/ESF) will be held Tuesday, June 17, 2014 at Western Lakes Golf Club, Pewaukee, WI. This past year we had 119 golfers, offering an excellent opportunity for networking throughout the day's activities. We are currently accepting golfers, sponsorships and prize donations. Contact Stefanie Dow to confirm your company's participation: sdow@wi.rr.com.

Chapter News ~ PFMA Central Wisconsin Chapter

PFMA Central Wisconsin Chapter awarded scholarships to three Mid-State Technical College (MSTC) students at the annual MSTC Scholarship Awards Reception on September 5, 2013 in Wisconsin Rapids, WI.



Pictured from left to right: Jeff Dankmeyer, Doug Schultz, President, PFMA Central Wisconsin Chapter, Samantha Denenberg and Austin Cornelissen.

Board Members:

- President: Doug Schultz, e-mail: dschultz8878@gmail.com
- Vice President: Paul Schlaefer, e-mail: pjschlaefer@gmail.com
- Treasurer: Bob Wroblewski, e-mail: bob.wroblewski@newpagecorp.com
- Secretary: Shane Hoffman, e-mail: shane.hoffman@miron-construction.com

Board Members at Large:

- Jim Lang, e-mail: lazepine@aol.com
- Dennis Demos, e-mail: dennis.demos@sentry.com
- Dick Boehmer, e-mail: clownlady@dwave.net
- Jim Nooyen, e-mail: james.nooyen@newpagecorp.com
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PFMA IN-HOUSE TRAINING OPPORTUNITIES

ATTENTION EMPLOYERS:

PFMA can provide in-house training to reinforce the fundamentals of plant and facilities maintenance and assist with compliance in changing codes and regulations.

Consider the benefit to your staff in updating their skills in these areas:

- Electrical
- Hydraulics
- Pneumatics
- HVAC
- Other Topics - We will adapt to meet your needs
- Machine Repair
- Codes & Regulations
- Trouble Shooting

PFMA can provide customized training sessions at your location to meet the needs of your plant and facility professionals. We can do "lunch & learn" or dedicated one-on-one sessions by the hour to fulfill the training needs of your staff.

**PLEASE CONTACT STEFANIE DOW TO SCHEDULE THIS OPPORTUNITY
FOR YOUR COMPANY: SDOW@WI.RR.COM OR PHONE: 262-695-7479**

PFMA

Milwaukee Area Chapter 13th Annual GOLF OUTING

To benefit the PFM/Educational & Scholastic Foundation

JUNE 17, 2014

Western Lakes Golf Course, W287N1963 Oakton Rd, Pewaukee, WI

FEE: \$125/golfer, \$500/foursome

HOLE SPONSORSHIP: \$300

CORPORATE SPONSORSHIP:

\$750- Includes foursome and hole sponsorship

Includes: 18 holes of golf with cart, all special events games on course, driving range, beer, drink tickets, Halfway Harry's refreshments, prize raffle, lunch, appetizers & dinner

DINNER ONLY: \$30/person

10:00 AM: Registration & Pre-Events Buffet Lunch

11:30 AM: Shotgun Start

5:00 PM Silent Auction & Dinner

TO REGISTER, VISIT THE PFMA WEBSITE: WWW.PFMAINC.COM

Now accepting sponsorships, silent auction donations and prizes!

Contact Stefanie Dow: E-mail: sdow@wi.rr.com • Phone: 262-695-7479





Richard Nass, Brand Director

My Opinion on Energy Efficiency: It's Universal

Last month, I attended the Hanover Fair, billed as the world's largest industrial trade show, in Hanover, Germany. I won't dispute the "world's largest" statement because it's the biggest I've ever attended. It was eye-opening for lots of reasons, including the difference in German trade show culture vs. that seen in US trade shows.

I got the impression that the Germans believe that attending trade shows is part of their jobs, a way to meet with manufacturers, a way to stay abreast of the latest technologies, and so on. They block off the time for the pertinent events and attend like it's mandatory. Conversely, the Americans tend to attend the shows when they really have a current need for info, or they have nothing better to do (which is really never the case these days).

One topic that was very prevalent at the show was energy efficiency. Those words seemed to work their way into just about every conversation. Clearly, some form of energy efficiency has migrated from "nice to have" to "must have."

"I got the impression that the Germans believe that attending trade shows is part of their jobs"

In one conversation with Bosch Rexroth, they told me they are trying to penetrate into countries where there simply isn't enough energy available to "do it the old way." So the choice comes down to finding a more energy-efficient method, or losing the business to a competitor. Clearly, they opted for the former.

As customers continue to ask for more efficiency with at least the same degree of productivity, Bosch Rexroth developed a strategy called For Energy Efficiency, or 4EE. Because Bosch uses the technique in its own facilities, it has a high level of confidence in the capabilities of 4EE. Basically, 4EE leverages the potential of all drive and control technologies to optimize across an application.

A meeting with Festo uncovered similar results. They believe that sustainable energy efficiency in automation requires a sophisticated concept that covers four areas: intelligent dimensioning, energy-efficient products and solutions, services, and training and consulting. The company has an ongoing internal training program to ensure that everyone within the company is up to speed on its latest and greatest techniques and technologies, which are then passed on to customers. The concepts are applied through the product lifecycle, from the initial design concept, and through delivery of the product, including training.

Throughout the Hanover Fair show, similar conversations were had, the only differences lying in the expertise of each vendor. Some saw their efficiencies through software, while others in various hardware techniques. But in the end, I didn't come across one vendor that didn't already have a strategy in place.

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PFMA Central Wisconsin 13th Annual GOLF OUTING

To benefit the PFM/Educational & Scholastic Foundation

TUESDAY, JUNE 17, 2014

Lake Arrowhead - Pines Course
1195 Apache Lane, Nekoosa, WI

FEE: \$100/golfer

INCLUDES:

- 18 holes of golf with card, lunch and buffet dinner
- Dinner Only Guests: \$25/person
- 10:00 AM: Registration
- 11:00 AM Shotgun Start
- 5:00 PM Buffet Dinner

TO REGISTER, VISIT THE PFMA WEBSITE:

WWW.PFMAINC.COM

Sponsorships & Door Prizes Appreciated

Questions? Contact Carol Krumm

E-mail: ckrumm@cctent.com



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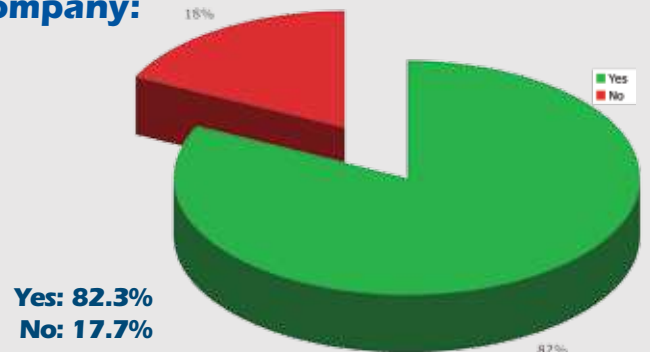
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People are talking about the PFMA Expo!

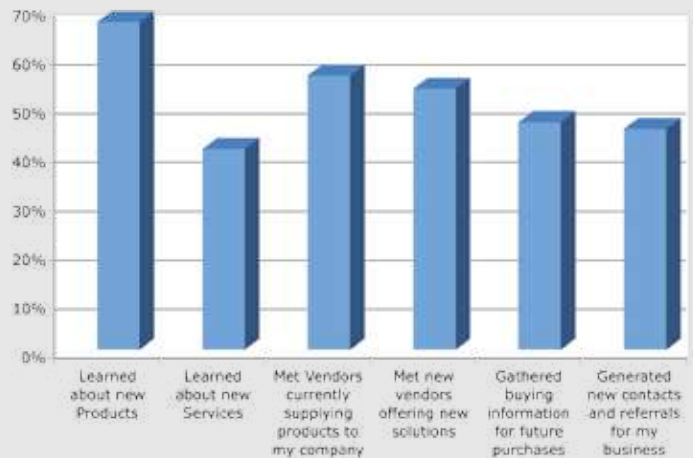
Here are Compelling Reasons for Your Company to Exhibit:

Results From the 2011 PFMA Expo Attendee Survey, Conducted Online by Survey Monkey:

Do you choose/recommend/approve purchases for your company:



In What Way Was the PFMA Expo Useful to You?



- Learned about new products: **67.1%**
- Learned about new services: **41.1%**
- Met vendors currently supplying products to my company: **56.2%**
- Met new vendors offering new solutions: **53.4%**
- Gathered buying information for future purchases: **46.6%**
- Generated new contacts and referrals for my business: **45.2%**

What Did You Enjoy Most About Attending the PFMA Expo?

- "We always find some information we wouldn't get any other way"*
- "Meeting all the voices on the phone in person"*
- "Easy accessibility to vendors"*
- "Able to contact many vendors at one time, rather than schedule appointments at work"*
- "Seeing the new and improved products on the market and live demonstrations~ the whole experience was well worth my time"*
- "It is located in Wisconsin!"*

Join the PFMA Expo Now!

All 2014 Exhibitors receive a logo and link at the PFMA website to pre-sell your company's products and services in advance of the show, maximizing your trade show investment.

CONFIRM YOUR BOOTH SPACE NOW!

Contact Stefanie Dow: sdow@wi.rr.com

Plant & Facilities



PFMA

Maintenance Association



PFMA Member Profile

Robert Gustave Richter, Jr., President

Water Doctors

901 N. Grandview Blvd.
Waukesha, WI 53188
262-549-7733
800-207-DOCS
www.h2odoctors.com
email: Drbob@h2odoctors.com



Age: 60

Family: Bob and Rachelle are proud parents of seven children with ages from 19 to 36. Our children are Emily, Steven, Joe, Angela, Julie, Shawn and Chris. We have two terrific sons-in-law, Jon and Nate and a very sweet daughter-in-law, Susie. A very special recent arrival joined our family....OUR FIRST GRANDBABY....beautiful KATE!

Education/Career/Business Development Highlights:

Bob founded Water Doctors in 1982 and is Southeastern Wisconsin's only authorized independent Kinetico Water Systems dealer, offering the world's best drinking water system and the industry's only non-electrically operated water softeners for every family's budget—and we guarantee the lowest price on any comparable system from any competitor. We also offer the most comprehensive warranty in the industry! Bob is extraordinarily proud of the many National awards he and his awesome staff have accomplished in the past three decades. Water Doctors is a perennial National Top 20 Authorized Independent Kinetico Dealer and as leader in the industry with hands down the most efficient operating engineered water systems has been recognized as the sole provider of water equipment for the likes of Pick 'n Save, all Waukesha County Public Buildings, Kingsway Homes, Belman Homes and several thousand residential applications in Southeastern Wisconsin. Water Doctors recently received the fifth consecutive US Commerce award for Best Water Purification Company in Waukesha. Only one tenth of a percent of businesses in the United States receive the award more than twice. Bob is a National Water Quality Certified Water Specialist, Licensed Wisconsin Master Plumber and Contractor. He is a member of the Water Quality Association of Wisconsin and has served on the Board since 1992 and is currently an Officer. Also as a commitment to small business growth and development he is a Board of Director for the City of Waukesha Chamber of Commerce.

Business Goals:

Aspire to be the best water treatment company ever. This can only be done by having the best staff, products and customer service. Our mantra is ... MISSION, VISION AND CULTURE and we don't leave home without it!

Personal Goals:

I love my family and the life we have, we have been truly blessed. I look forward to each day with them and I am so excited to be a new Grandpa. My beautiful wife Rachelle and I are looking to travel and our next trip is a "visit" to New Zealand and Australia.

What do you like to do for fun?

I enjoy cooking most anything. I have been known to play a little golf (153 rounds to date in 2013) and have made donations to the Native Americans via a really big building on Canal Street.

Advice you have for young people starting out in a competitive workforce:

Operate with this order of principle...CUSTOMER, COMPANY then SELF. When the customer is happy, the company is happy and self is fulfilled.



Calendar of Upcoming Events

To RSVP to any of the events listed below, please make payment to PFMA, 2108A Silvernail Rd #290, Pewaukee, WI 53072 or charge by phone: 262-695-7479. PFMA accepts checks, MasterCard, Visa, American Express & Discover.

2014 January

01/07/14 PFMA Milwaukee Operating Committee Meeting, 5:30 PM @ The Chancery, 2100 E Moreland Blvd, Waukesha

01/21/14 PFMA Milwaukee Membership Meeting, 5:30 PM @ Mama Mia's, 18880 W Bluemound Rd, Brookfield, WI. Feature Presentation by Baycom Wireless, West Allis, WI. Fee: \$15 for PFMA members, \$20 for non-members. Pizza, Beer & Soda will be served. Please RSVP by 1/17/14 with payment to Stefanie Dow: sdow@wi.rr.com.

February

02/04/14 PFMA Milwaukee Operating Committee Meeting, 5:30 PM @ The Chancery, 2100 E Moreland Blvd, Waukesha

02/18/14 PFMA Milwaukee Membership Meeting, 5:30 PM

March

03/04/14 PFMA Milwaukee Operating Committee Meeting, 5:30 PM @ The Chancery, 2100 E Moreland Blvd, Waukesha

03/12/14 & 03/13/14 Plant Engineering & Maintenance Expo Sponsored by PFMA Milwaukee Area Chapter, Wisconsin Exposition Center at State Fair Park. Show Hours: Wednesday, 03/12/14: 10 AM – 5 PM, Thursday, 03/13/14: 10 AM – 4 PM. Reserve your booth space now! Contact Stefanie Dow: sdow@wi.rr.com Pre-Register to attend: www.pfmainc.com

April

04/01/14 PFMA Milwaukee Operating Committee Meeting, 5:30 PM @ The Chancery, 2100 E Moreland Blvd, Waukesha

04/15/14 PFMA Milwaukee Facility Tour @ WIS Logistics, 5600 S Westridge Dr, New Berlin, WI @ 5:30 PM. Pizza and Soda will be served. Please RSVP to Stefanie Dow by 4/11/14 with payment to Stefanie Dow: sdow@wi.rr.com.

04/17/14 PFMA Central WI Chapter is once again co-sponsoring a bus with W.A. Roosevelt to attend the Upper Midwest Electrical Expo in Minneapolis, MN: <http://www.ncel.org>. Please contact Tim Fisher at W.A. Roosevelt Co., e-mail: fistim@waroosevelt.com or Dennis Demos: dennis.demos@sentry.com for more details and to confirm your participa-

tion. We plan to offer an NEC Code seminar for 2 CEUs on the bus ride to the show. Watch your PFMA e-mails for further information on this opportunity.

May

05/06/14 PFMA Milwaukee Operating Committee Meeting, 5:30 PM @ The Chancery, 2100 E Moreland Blvd, Waukesha

05/20/14 PFMA Milwaukee Membership Meeting, 5:30 PM @ Mama Mia's, 18880 W Bluemound Rd, Brookfield, WI. Feature Presentation: Arc Flash Awareness, by Debra Everly, PhD, Midwest Certified Training, Milwaukee Lead & Asbestos Information Center. Pizza, Beer & Soda will be served. Please RSVP to Stefanie Dow by 5/15/14 with payment: sdow@wi.rr.com.

June

06/17/14 PFMA Milwaukee Area Chapter 13th Annual Golf Outing to benefit the PFM Educational & Scholastic Foundation, Western Lakes Golf Club, Pewaukee, WI. Register Golfers, Sponsorships and Prize Donations Now! Contact Stefanie Dow: sdow@wi.rr.com

06/17/14 PFMA Central Wisconsin Chapter 14th Annual Golf Outing to benefit the PFM Educational & Scholastic Foundation, Pines Course, Lake Arrowhead, 1195 Apache Ln, Nekoosa, WI. Contact Carol Krumm, e-mail: ckrumm@cctent.com

September

09/02/14 PFMA Milwaukee Operating Committee Meeting, 5:30 PM @ The Chancery, 2100 E Moreland Blvd, Waukesha

09/09/14 PFMA Marshland Golf Outing, Golf Course TBA. Save the Date!

09/16/14 PFMA Milwaukee Membership Meeting, 5:30 PM

October

10/07/14 PFMA Milwaukee Operating Committee Meeting, 5:30 PM @ The Chancery, 2100 E Moreland Blvd, Waukesha

10/21/14 PFMA Milwaukee Membership Meeting, 5:30 PM

November

11/04/14 PFMA Milwaukee Operating Committee Meeting, 5:30 PM @ The Chancery, 2100 E Moreland Blvd, Waukesha

11/18/14 PFMA Milwaukee Membership Meeting, 5:30 PM

To host a plant or facility tour, please contact Stefanie Dow: sdow@wi.rr.com

This calendar is posted at the PFMA website and is frequently updated: www.pfmainc.com



To host a plant or facility tour, please contact Stefanie Dow: sdow@wi.rr.com

This calendar is posted at the PFMA website and is frequently updated: www.pfmainc.com

Please note: Dates and venues are subject to change, pending locations of plant tours. Generally, PFMA Milwaukee Area Chapter Membership Meetings & Plant Tours are scheduled on the third Tuesday of the month from September-May.



2013 PFMA Marshland Chapter

On Tuesday, September 10, 2013, the PFM/Educational & Scholastic Foundation, in conjunction with the PFMA Marshland Chapter, held their 12th annual golf outing at Fox Lake Golf Club. It was one of the hottest days of September in history. A stiff breeze helped ease the discomfort of the day, though. This year's outing consisted of 44 golfers and 16 hole sponsors, from companies throughout the area. The four par 3 holes were again used as betting holes, bringing in \$450 from our generous golfers. Our string event and 50/50 cash raffle brought in another \$340. The low medalist team this year was sponsored by Modular Piping Supply. The team consisted of these golfers: Mark Schoenherr, Bruce Mundt, Mike O'Brien and Paul Cantwell, with a winning score of 15 under par. Congratulations to Modular Piping Supply on their victory. After golf, we sat down to stuff ourselves with the very good food prepared and served by the staff of FLGC. After dinner, a moment of silence was observed in memory of those who lost their lives in the tragedy of 9/11, followed by the Pledge of Allegiance. Door prizes were awarded. The grand prize of \$250 cash was won by Bill Calabria, of Watertech of America. We selected the winning ticket for the 50/50 raffle and Mark Woodruff of W.J. Woodruff Roofing Contractors was the lucky winner this year. The winning piece of string from the string event was held by the team from Wiese Trucking LLC. Thanks to all of the volunteers who helped make this day a huge success: Frank Kuczkowski, Nicole Draves, Diann Viss, David Strobel, Rick Wrzesinske and Angie Vis. Thanks to the members of the golf committee: Dave Draves, Doug Prunty, David Knapp, Chuck Roamer and our president, Tim Brenner. It is through their efforts that we have been able to continue to hold a successful golf outing year after year. Our 13th annual outing is being scheduled for September 9th, 2014, with course yet to be determined. We hope to see you all then.



Winning Team: Modular Piping Supply
 Players (not in order): Mark Schoenherr, Bruce Mundt, Mike O'Brien, Paul Cantwell



SPECIAL THANKS TO OUR GOLF TEAM SPONSORS:

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- Hallman Lindsay Quality Paints
- J.F. Ahern Company
- Modular Piping Supply
- Quality Control Services
- Stainless Manufacturing & Design
- Total Water Treatment
- TW Metals
- W.J. Woodruff Roofing Contractors
- W.W. Electric Motors
- Watertech of America
- Wiese Trucking LLC

SPECIAL THANKS TO OUR HOLE SPONSORS:

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- H. Ertel, Inc.
- Hallman Lindsay Quality Paints
- Integrity Saw & Tool Inc.
- J. F. Ahern Company
- Marchant Schmidt

- Quality Control Services
- Society Insurance
- Total Water Treatment
- W.J. Woodruff Roofing Contractors
- W.W. Electric Motors
- Watertech of America
- Wiese Trucking LLC
- Wind Access Engineering, Inc.



Golf Outing



THANKS TO OUR PRIZE DONORS:

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- Fox Lake Golf Club
- Leroy Meats of Horicon
- Modular Piping Supply

- Total Water Treatment
- TW Metals
- W.J. Woodruff Roofing Contractors

Submitted by:
Dave "Dyno" Draves
PFMA Marshland Chapter



Plant Engineering & Maintenance Expo 2014

Sponsored by:



Plant Engineering & Maintenance Expo

**Wisconsin
State Fair Park**

**Wisconsin Exposition Center
Hall B**

PFMA Expo Show Hours

Wednesday

March 12, 2014

Show Hours

10:00 a.m. – 5:00 p.m.

Thursday

March 13, 2014

Show Hours

10:00 a.m. – 4:00 p.m.

Booth space still available at the 2014 Plant Engineering & Maintenance Expo.
 There's still room for your company to exhibit at this expo!
 Reserve your booth space now!
 Call Stefanie Dow at 262-695-7479, fax: 262-264-1014
 email: sdow@wi.rr.com or visit our website: www.pfmainc.com

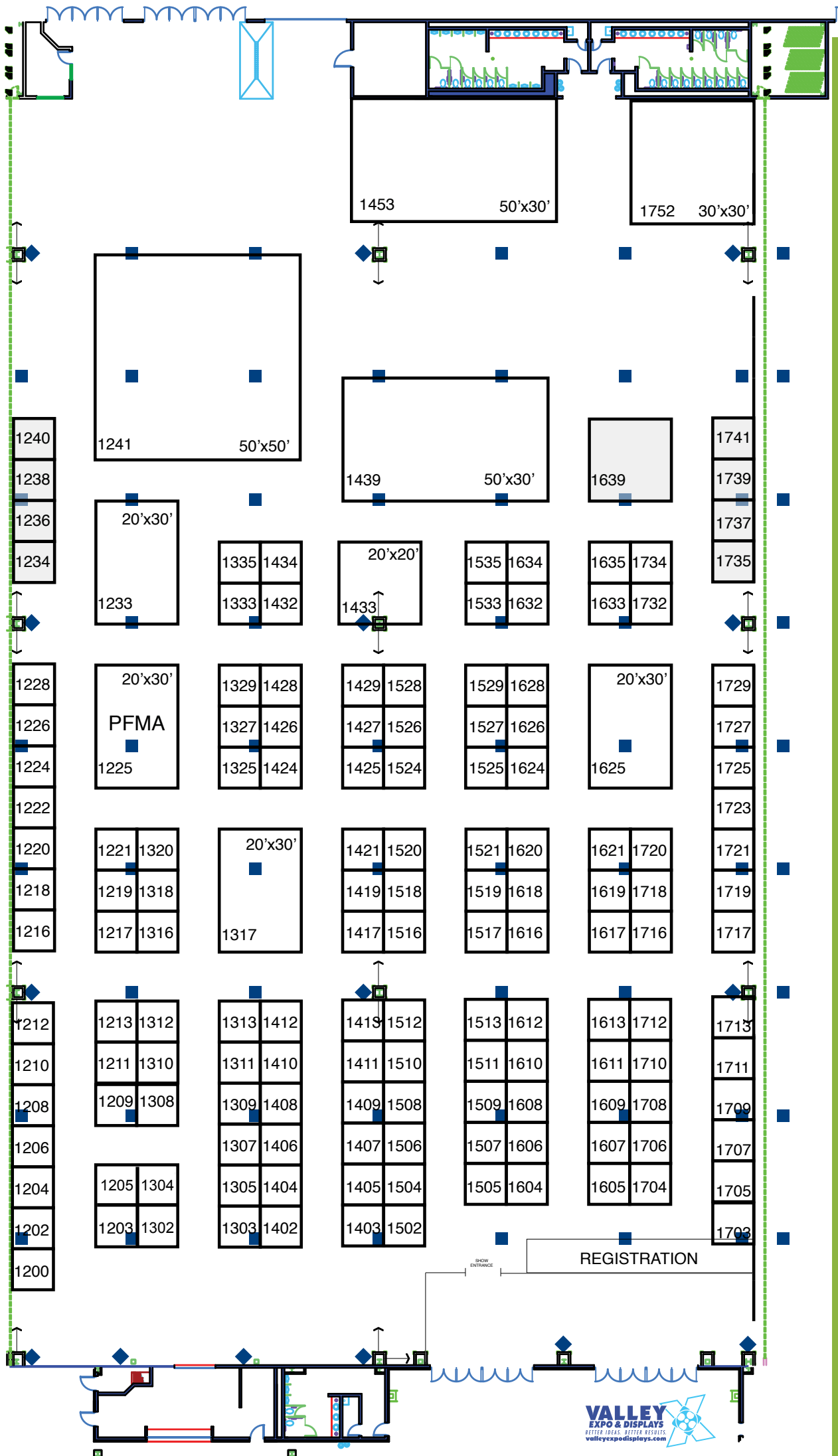
Admission and Pre-Registration Form

To receive your name badge prior to the show, please mail to:
 PFMA 2108 A. Silvernail Rd. #290, Pewaukee, WI 53072 or fax to: 262-264-1014
 Advance name badge requests must be received by: February 10, 2014

Name _____			<p>Job Title:</p> <input type="checkbox"/> Building & Grounds Supervisor <input type="checkbox"/> Engineer <input type="checkbox"/> Facilities Manager <input type="checkbox"/> Maintenance Supervisor <input type="checkbox"/> Maintenance (Trades) <input type="checkbox"/> Owner/President/Top Management <input type="checkbox"/> Plant Engineer <input type="checkbox"/> Plant Manager <input type="checkbox"/> Purchasing <input type="checkbox"/> Other (Please Specify)
Company Name _____			
Address _____			
City _____	State _____	Zip _____	
Phone _____	Fax _____	Email _____	
Sponsored by PFMA _____			
<input type="checkbox"/> Please Send More Information on PFMA Phone 262-695-7479 Fax 262-264-1014			
Are you responsible for buying, approving, recommending products/services for your organization: <input type="checkbox"/> Yes <input type="checkbox"/> No			
Free Admission with the registration form.			

Plant Engineering & Maintenance Expo 2014

March 12-13, 2014 - WI Exposition Center Hall B



* Grey booths are for Future Expansion

For a complete listing of Exhibitors, see page 14

Visit our Website at www.pfmainc.com for the most current listing of exhibitors.

Plant Engineering & Maintenance Expo 2014

2014 Plant Engineering & Maintenance Expo

Sponsored by PFMA Milwaukee Area Chapter

Company Name.....	Booth #		Booth #
ABC of Wisconsin.....	TBD	L&A Crystal	1734
Action Fire & Alarm.....	TBD	L.W. Allen Inc.....	1303, 1305
Aerial Work Platforms	TBD	LaForce Inc.	1504, 1506
Air Quality Controllers.....	1407	Lakeside Painting.....	TBD
American Leak Detection.....	TBD	Langer Roofing & Sheet Metal, Inc.	TBD
AMS Steam Products LLC	TBD	Lappin Electric Co.	TBD
ASE Flo-Rite Inc.....	TBD	Mared Mechanical Contractors	TBD
Asphalt Paving Contractors	TBD	Masonry Restoration Inc.....	1525
Association for Facilities Engineering	1218	Metal Supermarkets.....	TBD
Badger Fluid System Technologies.....	1729	Milwaukee Alarm Company.....	TBD
Badger Tag & Label.....	1426	Milwaukee Area Technical College.....	1220
Badger Thermal Unlimited.....	TBD	Milwaukee Lead & Asbestos Information Center	TBD
Balestrieri Environmental & Development, Inc.	1513	Milwaukee Lead/Asbestos Information	1226
Batzner Pest Management.....	TBD	Modular Piping Supply	1725
Baycom Inc.	1508	North Shore Environmental & Construction	1307
Burgess Snow & Ice Control	TBD	Otis Elevator	TBD
Butters-Fetting Company Inc.	1616	PFMA.....	1225
Capital Equipment & Handling Inc.	1711, 1713	Precision Roofing Services Inc.....	1712
Centimark	TBD	Quality Door & Hardware.....	1635
Central Supply Co.	1605	Remis Power Systems, Inc.....	1527
CertaPro Painters Waukesha County.....	TBD	Rinderle Door Company	1402
Class 1 Air, Inc.....	TBD	Robinson Brothers Environmental, Inc.....	TBD
Coating & Foam Solutions, LLC.....	TBD	Roman Electric Co.	1200
Consolidated Doors, Inc.	1624	Schranz Roofing Inc.	TBD
Delta Products Group.....	1417	ServiceMaster Recovery Services.....	TBD
DIC Imaging Products USA LLC.....	1520	Snow Plow Solutions Inc.	1317
Dirty Ducts Cleaning	TBD	Stepp Equipment Co.	TBD
Doral Corporation	TBD	Technitrol, Inc.	1413
E H Wolf & Sons, Inc.	1512	The Sherwin Williams Company	TBD
eblake & associates	TBD	TOTAL Mechanical.....	1633
Entest Inc.	TBD	Total Water Treatment Systems, Inc.	1533
Facility Graphic Solutions, Inc.....	1518	United Milwaukee Scrap LLC	TBD
General Communications Inc.....	1704	US Alliance Fire Protection	1404
Grunau Company Inc.	TBD	Viking Electric Supply.....	TBD
Hastings Air Energy Control	TBD	Villani Landshapers.....	TBD
HFI Fluid Power Products	TBD	Warehouse Equipment Company, Inc.	1434
Holton Brothers, Inc.....	1612	Watertech of America	TBD
Hot Water Products, Inc./AMS Steam.....	1505, 1604	Waukesha County Technical College.....	1222
Hotsy Cleaning Systems Inc.....	TBD	Weitzer Sales Ltd.....	1302
Hydraulic Component Services Inc.....	1607	Werner Electric Supply	1519
Industrial Equipment & Service Inc.	TBD	Winter Services Inc.....	TBD
International Sprinter.....	TBD	Wisconsin Control Corporation.....	1606, 1608
Jensen Equipment Co.	TBD	Wisconsin Operating Engineers	TBD
JF Cook/Overhead Door Co.....	TBD	Zorn Compressor & Equipment Inc.	1620
JM Brennan, Inc.	1516		
JMB & Associates	1412		
KI Pumps & Systems Inc.....	1403, 1502		
Klatt Equipment Inc.	TBD		
KONE Inc./KONE Elevator	TBD		
Kotze Construction.....	1507		

Current listing as of 11/1/13

Seminars

PFMA Milwaukee Area Chapter Presents These Electrical Seminars at the 2014 PFMA Expo:

Each seminar offers 4 hours of credential credit to qualified participants.

Attend both and receive (8) hours of credential credit.

Wednesday, March 12, 2014
8:00 AM to 12:00 Noon
 Topic: Changes to the 2011 NEC

For more information please call:
 Ted Kucharski at 262-594-5118 or
 E-mail: fpe@netwurx.net. Visit our website: www.pfmainc.com.

Thursday, March 13, 2014
8:00 AM to 12:00 Noon
 Topic: NEC Article 409
 Presented by Daniel Neeser
 Eaton/Bussman Business

*Please note: For multiple attendees from the same company, please print a separate page for each attendee and note e-mail address for confirmation.

WI Exposition Center
 WI State Fair Park
 8200 W Greenfield Ave
 West Allis, WI 53214

Seminars will be presented by Joe Hertel, Former Supervising Electrical Engineer, State of Wisconsin-Department of Commerce.

Bring your NEC and calculator for the class!

Fee: \$70/per seminar
 Includes: Course materials, continental breakfast and two Expo beverage tickets

These seminars will address the requirements for the Journeyman Industrial Electrician Wisconsin License, UDC Electrical Inspector, Beginner Electrician Registration, Commercial Electrical Inspector Certification, Industrial Journeyman Electrician, Master Electrician, Residential Journeyman Electrician, Residential Master Electrician.



March 12-13, 2014

Check the session(s) you will be attending @ \$70 each:
 Please check the appropriate box:

- Session 1: Wednesday, March 12, 2014
8:00 AM-12:00 Noon
- Session 2: Thursday, March 13, 2014
8:00 AM-12:00 Noon

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Plant Engineering & Maintenance Expo 2014

2014 PFMA Expo Seminar Schedule

The following seminars are presented free by PFMA Expo Exhibitors:

Wednesday, March 12, 2014:

Conference Area 1: 12:30 PM – 2:30 PM

Title: Steam Fundamentals Course

Presenter: Robert Brennan, AMS Steam Products, LLC

Discussion on the basics of steam and the best practices in Steam System Management including Steam 101, distribution, condensate removal, and introduction to steam traps.

Conference Area 2: 12:30 PM – 2:30 PM

Title: Arc Flash Training (2 CEUs)

Presenter: Wes Powell, Werner Electric Supply

In this course, we will examine the new 2004 NFPA-70E and how it interrelates with OSHA cfr29- 1910 for electrical maintenance. While “arc-flash” seems to be the current buzz word, it has been with us for quite some time and will be one of the major focuses of the seminar. Participants should expect to become involved with demonstrations of Personal Protective Equipment (PPE) and the standards that apply to their use for highly effective and useful training. Job titles eligible for 2 CEUs are: Master Electrician and Journeyman Electrician.

Conference Area 3: 12:30 PM – 1:30 PM

Title: Making Maintenance & Safety More Visual

Presenter: Robin Kressin, Facility Graphic Solutions, Inc.

Visuals are a key component of many Maintenance, Safety and Lean techniques. Research shows that people learn 75% visually, therefore, Workplace Visuals simplify interactions between people and machines and as a result can increase productivity by 15-30% and improve safety overall after effective implementation. Learn ways to embed critical information in your physical workplace through Workplace Visuals- right where information is needed for “just-in-time” communication. Simplify training, achieve faster detection of hazards and operating abnormalities, provide quicker troubleshooting and enable standardization.

Conference Area 4: 12:30 PM - 1:30 PM

Title: Benefits of UV Curable Floor Coatings Over Traditional Floor Finishes (Wax).

Presenters: Julie Franco & Russ Anderson, DIC Imaging Products USA LLC
Learn with a hands-on demonstration of how to finish a floor using a UV curable coating and the benefits associated.

Conference Area 3: 2:00 PM – 3:00 PM

Title: Applying Variable Frequency Drives to Your HVAC System

Presenter: Brian McGarry, JMB & Associates, LLC

Learn: How VFDs Save Energy, What Makes Up a Well Designed VFD, Harmonics/EFI, Bypass? Bearing Currents/Wiring Recommendations, Communication Protocols~ Electrical Installation, Mechanical Installation, Controls.

Conference Area 4: 2:00 PM – 3:00 PM

Title: The Identification and Management of Universal Waste in Wisconsin

Presenter: Daniel Stoehr, Owner, Daniels Training

The regulations of the WI DNR provide an option for facilities to manage hazardous waste according to the much less stringent universal waste regulations. To take advantage of this option you must first identify the potential universal waste generated at your facility: lamps, batteries, mercury-containing devices, anti-freeze, and e-waste; and then manage it according to the regulations. This presentation will provide you everything you need to know to ensure compliance with these critical and useful regulations.

Conference Area 1: 3:00 PM - 4:30 PM

Title: Machine Guarding: Reasons To Do A Risk Assessment And Your Available Options for Machine Guarding (1 CEU)

Presenter: Thomas Gensch, Wisconsin Control Corporation

Job titles eligible for 1 CEU are: Beginning Electrician, Master Electrician, Commercial Electrical Inspector, Journeyman Electrician & Industrial Journeyman Electrician

Thursday, March 13, 2014:

Conference Area 1: 12:30 PM – 2:30 PM

Title: Water and Hydronic Heating for Today (2 CEUs)

Presenter: Howard Endres, Hot Water Products Inc.

Come learn about the latest in water and hydronic testing. Topics include: Products & Applications including water tube, fire tube and high mass boilers; Low Mass vs. High Mass including base board, in-floor, air coils and cast iron, High Temp vs Low Temp including retrofit, new construction, and outdoor reset, Water Heating including high efficiency condensing, atmospheric, boilers and steam generators; and general maintenance considerations. Job titles eligible for 2 CEUs are: Journeyman Plumber, Journeyman Plumber- Restricted Appliance, Master Plumber, Master Plumber- Restricted Appliance.

Conference Area 2: 12:30 PM – 1:30 PM

Title: Successful Steps on Beginning a Renovation/Demolition Project and what you show know/have completed prior to the start.

Presenter: Beth Nethery, Balestrieri Environmental & Development Inc.

Conference Area 3: 12:30 PM – 1:30 PM

Title: Thermal Management (1 CEU)

Presenter: Tony Monday, Werner Electric Supply

Protecting the electronics inside enclosures is important and a safety measure that needs to be taken. In this course you will learn when to use cooling and what types of cooling to consider, as well as the pros and cons of different types of cooling. There will be a brief overview of cooling sizing software to consider. Job titles eligible for 1 CEU are: Master Electrician and Journeyman Electrician.

Conference Area 2: 2:00 PM – 3:00 PM

Title: Permanent Electrical Safety Devices (PESD)

Presenter: Dan Hebeisen- National Sales Manager, Grace Engineered Products

Learn about electrical safety through the use of Programmed Ports, Voltage Indicators and IR (Infrared) Viewing Windows.

Conference Area 3: 2:00 PM – 3:00 PM

Title: The Requirements for Hazardous Waste Generators in Wisconsin

Presenter: Daniel Stoehr, Owner, Daniels Training

Whether you generate a small amount of hazardous waste or a lot, you will be subject to the regulations of the WI DNR. This presentation will provide guidance on how to avoid the common hazardous waste violations found by the WI DNR. Don't become another statistic!

Conference Area 4: 2:00 PM – 3:00 PM

Title: Meltric Devices including switch rated plugs

Presenter: Bryan Stephans, Bunell & Associates

You will learn about the decontactor series from Meltric, its uses and benefits, high ampacity and power distribution.

Industry News

Industry Rags in Wisconsin

USEPA's Final Rule for its new solvent-contaminated wipe conditional exclusion was published in the July 31, 2013 Federal Register and will go into effect six months from that date: January 31, 2014. However, the new regulation will only be effective in states that lack an authorized hazardous waste program (Alaska, Iowa, Puerto Rico, and Indian Country). It will not be effective in Wisconsin, which has an authorized hazardous waste program, until the WDNR is able to draft its own regulations. Those regulations will be applicable only within Wisconsin and may be more stringent than the USEPA's but cannot be less so. In the meantime, the regulated community in Wisconsin looking to learn how to manage its solvent-contaminated wipes should refer to WDNR policy on the subject found in this WDNR guidance document: Handling Solvent-Laden Cleaning Towels, Wipes and Rags, Publication WA 1207, Rev. 2007 and summarized in this article.



The WDNR identifies and defines three types of materials subject to the policy:

- An **industrial shop towel** is a reusable woven textile that is laundered or dry-cleaned a number of times before it wears out and must be discarded. Solvent-contaminated shop towels are *usually washed or dry-cleaned* at commercial laundry facilities.

- An **industrial wipe** is a non-woven towel generally *designed for one-time use*. Paper towels, which are similar to wipes, can also be used for cleaning up solvent in the workplace.

- **Industrial rags** are made from old clothing or are cloth remnants from textile mills and are generally meant to be discarded *after use*.

For the purposes of the WDNR policy, an **Industrial Towel** may be any of the above three types that, after use, will be laundered or dry-cleaned and then reused. Typically this will be limited to just **industrial shop towels**. A **Wipe**



may be an **industrial wipe, industrial rag, or paper towel** that is discarded after use.

While on-site, **Industrial Towels** and **Wipes** contaminated with solvents must be managed as follows:

- Store in a closed, non-leaking container.
- Keep containers away from sources of ignition.
- There is not a specific labeling requirement other than to identify the contents: dirty, used, or contaminated industrial towels or wipes.
- Do not mix with other wastes, either hazardous or non-hazardous.
- There can be no free liquids in the container.
- A centrifuge can be used - on-site or off - to remove liquid solvent. Other methods of solvent extraction will be considered for approval by the WDNR on a case-by-case basis. Solvent extracted by any means will be subject to a hazardous waste determination.

The exclusion from regulation for **Industrial Towels** and **Wipes** contaminated with solvents in Wisconsin will depend on your compliance with the above requirements and their ultimate destination:

- **Industrial Towels** destined for laundering and/or dry-cleaning before reuse are excluded from regulation as a hazardous waste in Wisconsin.

- **Industrial Towels** and **Wipes** that cannot be laundered and/or dry-cleaned before reuse and are to be burned for energy recovery must be managed as a hazardous waste only if they exhibit a hazardous waste characteristic: Ignitability, Corrosivity, Reactivity, or Toxicity. The presence of a listed, spent, organic solvent (which is likely) does not require its management as a hazardous waste under this condition. If a hazardous waste, it must be sent to a licensed or permitted hazardous waste energy recovery facility using a licensed hazardous waste transporter. If a non-hazardous waste the towels or wipes can be managed at a solid waste energy

recovery facility, if allowed by the facility's operating permit. For transportation, a licensed solid waste transporter should be used.

- **Industrial Towels** and **Wipes** that are land-filled are subject to full regulation in Wisconsin, which includes a hazardous waste determination. If determined to be a hazardous waste (either characteristic or listed) the **Industrial Towels** and **Wipes** will need to be managed as such in compliance with Wisconsin's hazardous waste regulations. If a non-hazardous waste, **Industrial Towels** and **Wipes** may be sent to a solid waste landfill using a licensed solid waste transporter.

Keep in mind that as of this writing Wisconsin does not have regulations for the Handling of Solvent-Laden Cleaning Towels, Wipes, and Rags, but instead is managing them through policy and guidance documents. The WDNR is working on drafting regulations that will strive to be harmonious with the USEPA Final Rule while taking into account Wisconsin's state-specific needs. If you have a question about Wisconsin's regulations regarding Solvent-Laden Cleaning Towels, Wipes, and Rags you should contact Patricia Chabot with the Wisconsin Department of Natural Resources at: patricia.chabot@wisconsin.gov or 608.264.6015.

If you have questions about any other aspect of the Wisconsin hazardous waste regulations, including the requirement to provide annual training to all applicable facility personnel of a Large Quantity Generator of hazardous waste (NR 665.0016), please contact me.

Daniel Stoehr
 Daniels Training Services
 Info@DanielsTraining.com
 www.DanielsTraining.com
 815.821.1550



Industry News

Safety Guarding and Operational Efficiency in Assembly Applications

Chris Soranno, Safety Compliance Manager

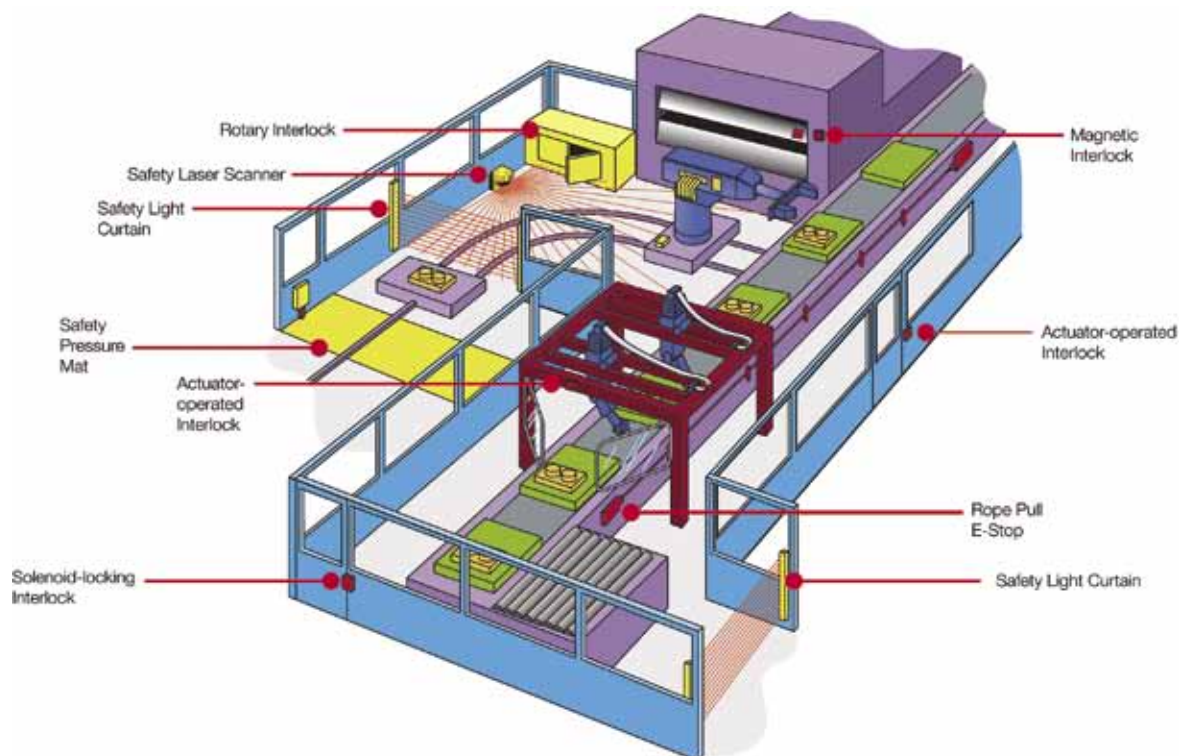
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There are managers and employees who view safety requirements and safeguarding, with barriers in particular, as overly burdensome and an impediment to efficient production. Likely, there are situations where guarding or barriers have been an obstacle. But it does not have to be that way. Work situations requiring guarding or barriers can and should be analyzed first to properly protect people. However, the impacts on required tasks and material flow into and out of work areas should also be analyzed and barrier guards designed to accomplish both.

We have often “learned safety by accident.” That is, we investigate incidents, determine their causes, and determine how to improve the design and operations in the future.

The problem is often this accident-investigation / corrective action process is typically one dimensional in that it focuses on the hazard; the adverse outcome in injury, damage, or other consequences. The recommendations for corrective action typically are only for safety improvements—removal or isolation of the hazard or its potential to cause harm. These recommendations are then incorporated into design standards for new equipment, often without considering their consequences to overall operation.

For mechanical hazards, the protective designs can include the addition of barrier guards. These are relatively inexpensive and are passive—nothing has to be “triggered” for the protective fea-



tures to be achieved. The downside is while extensive barrier guards might be effective in keeping people or other equipment from being exposed to mechanical hazards, the overall outcome can be less than desirable. It could even be the real cause of some future adverse outcomes in their own right.

New assembly equipment or assembly equipment undergoing major changes should be reviewed for safety and operations prior to start-up. In addition, periodic reviews should be conducted of equipment for safety and efficient operation in the work site where the equipment is installed.

These reviews should be conducted by a team and planned with an agenda and minutes. A review team should have a leader who is capable in leading the analysis process and moving the team to completion of the analysis in reasonable time. In addition to the primary objective, this review process is a means to establish and build employee involvement in safety and operational efficiency. Members of the team should include those who use the equipment, who work in the area where the equipment is located and operated, and who maintain the equipment. If practical, it should also include those who designed the equipment. It is useful to have a representative of the management leadership team in the review. For efficiency in the analysis process, a team maximum of 5 -6 members is ideal. Not everyone who participates in the analysis has to be a full member of the team. Some could join the team only during discussion of areas within their specialty.

The principle here is that mechanical barrier guards should be designed not only to protect against adverse outcomes from hazards, but also to facilitate interaction of personnel with the work and materials. Guarding for new equipment—or added to existing equipment—should be reviewed first as to how it protects people and other vulnerable equipment, but also how it enables people to interact with the equipment to efficiently and safely complete their tasks.

Reviews of barrier guards should include analysis of their strength if there is potential for broken parts, tooling, or fixtures being expelled by the equipment or if they have to stop and contain a moving piece of equipment, such as a robot arm or broken fixtures, tooling, or material.

Another concern is if guards are required to

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Industry News

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be removed periodically to access equipment for troubleshooting or maintenance. What will provide assurance that the guards will be replaced? Interlocks may be optimum, and are best justified when the frequency of access is moderate. When interlocks are not used, the guards should be secured with fasteners which require the use of a tool to remove or adjust them. In addition, applying highlighting / contrasting paint in the intended guard location may be used to call attention to a missing guard. Warning signs and training operators not to operate the equipment with guards removed are also part of an integrated approach.

Operational information and history should also be reviewed to identify and analyze whether guards are achieving their safety objectives—protecting people and other equipment. Is guarding being removed or rendered inoperative to perform the work tasks? Why and at what frequency? Is another safeguarding approach more conducive to the frequency of those tasks?

Following the safety phase of the review, attention should then focus on how personnel are interfacing with the barrier guards and other safety devices.

This second phase—what is required to safely and efficiently operate the equipment—creates challenges since it can be portrayed as being concerned more about costs than safety. The response is to affirm that safety is the first priority. Indeed, it is hazards, their risks, and associated control measures that should be identified and analyzed first. But then a review of how the barrier guards affect work tasks is appropriate. Otherwise, the ultimate outcome may become adverse to safety as people eventually devise ways to render the barrier guards ineffective so that they can accomplish their tasks in the most effective way—as they perceive it. People are very creative in determining how to best accomplish their own task requirements, and when not provided with acceptable boundaries, sometimes modifications are implemented at the expense of safety.

Removal of barrier guards to accomplish tasks has already been mentioned as a safety focus. But their removal is often driven by perceived obstacles to accomplishing tasks, so that potential should be revisited briefly and the team satisfied that all instances of guard removal have been addressed.

Another area of operational efficiency for analysis is material movement both into and out of the work area. What is required for material handling to occur and how does that interface with barrier guards or other safety features? Do operators have to devise alternative means to move material because of the identified, or already installed, barrier guards or other safety solutions?



The review team might propose solutions to any safety/operational efficiency conflicts or refer the issue to technical or design personnel to explore.

Another operational issue to explore—often having safety implications—includes the person/equipment interface or ergonomics. How do the operators or the maintenance technicians have to position themselves to accomplish their tasks? This is an appropriate focus of a review, in and of itself. But after barrier guards are defined, the issue should be revisited to see if additional ergonomics concerns can be identified.

When the analysis is completed, a summary of the findings and recommendations should be documented. The old saying, “What gets documented, gets done” is very appropriate. A feedback loop should also be established to document the outcome of recommendations. The analysis should not be considered finished until this feedback is completed. It is important, particularly in the safety phase, to document resolution of recommendations. Note that resolution of a recommendation does not necessarily mean it is completed as recommended or even completed at all. However, resolution does mean that changes to recommendations—particularly those with clear safety impact—or decisions not to implement a recommendation be fully documented in the report. This report and documentation can be the initial basis of future reviews.

How often should these reviews be conducted? A review should be conducted at least yearly, but also before startup when any of the following has occurred:

- modification or reconfiguration of the equipment or process (including remanufacturing, rebuilding, overhaul and repair, reconditioning, refurbishing, or restoring);
- relocation or redeployment of the equipment or process;

- following a safety incident or near hit;
- following equipment or tooling change or adjustment (such as dies, rolls, knives, etc.); and
- following any incident which could cause damage to the safeguarding (such as impact with from expelled parts, collision with moving equipment, etc.).

To even out the review workload, allocate them throughout a five year period so that some reviews are being done each year instead of conducting them all in one year.

In summary:

1. Establish review teams to analyze equipment for safety and then for the combination of safety and operational efficiency.
2. Diversify membership of review teams to bring appropriate technical and actual operational/maintenance experience to the review.
3. Focus on safety issues first before moving to efficiency issues.
4. Issue a written report with recommendations.
5. Follow up to assure that the report includes resolution of recommendations.
6. Establish a schedule for periodic reviews of existing equipment. New equipment and significant changes should have a review prior to startup.
7. Maintain the review reports on file to serve as evidence of the review and as a basis for beginning the next scheduled review.



2013 Plant Engineering & Maintenance Expo

