

H & S NEWS

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FROM THE CEO/PRESIDENT...



There is not enough space in this letter to list all the issues I feel are affecting the economy, so I will quote the following statement made in 1931 by Adrian Rogers.

“You cannot legislate the poor into prosperity by legislating the wealthy out of prosperity. What one person receives without working for, another person must work for without receiving. The government cannot give to anybody anything that the government does not first take from somebody else. When half of the people get the idea that they do not have to work because the other half is going to take care of them, and when the other half gets the idea that it does no good to work because somebody else is going to get what they work for, that my dear friend is the beginning of the end of any nation. You cannot multiply wealth by dividing it.”

I am extremely disappointed with both political parties for not developing legislation for the good of the people; they seem more interested in the destruction of each other rather than what is best for our country. I cannot predict or offer good insight into the economy at this time, we are all guessing at this point.

Herb Haggard

Inside this issue:

Tech Tip	2
Hurco Show	2
Up-selling Champ	3
Employee of the Quarter	3
From our Executive VP	3
Wellness & Salesman Highlight	4

Droopysocks Speaks

Though no one can go back and make a brand new start, anyone can start from now and make a brand new ending.

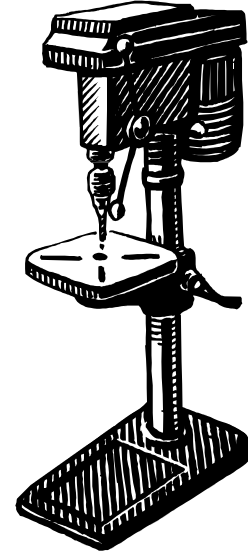
- Anonymous

Haggard & Stocking Your One-stop distributor.

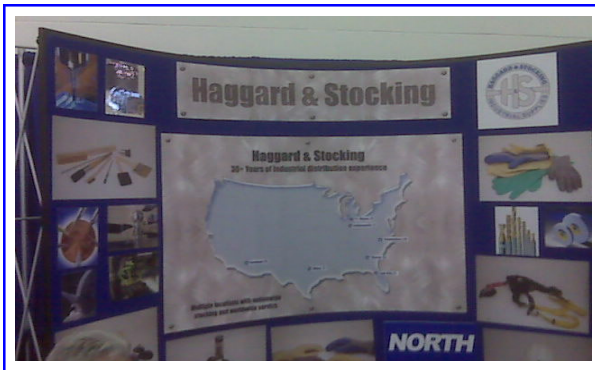
TECH TIPS...

THREADING: TAPER PIPE REAMERS

One practice that is frequently recommended for taper pipe tapping may not always be that beneficial. Many believe that holes should be reamed with a tapered reamer prior to tapping. If reaming depth is not closely controlled, it may cause the tap to cut unacceptable threads or shorten tap life. (Suggested diameter size at large end of hole is available through our technical hotline) A hole correctly reamed to size is approximately .008 to .010 smaller than the minor diameter of the threads after the hole is tapped to try and insure that full thread height is achieved. Reaming an oversized hole will result in insufficient thread height. If the reamed hole is too small, it will subject the tap to an extreme cutting load. Even a correctly reamed hole is subject to these forces at the cutting points, or thread crests, because all the teeth begin cutting at the same time. Additional, materials that tend to work-harden could pose problems for the following tap. Unless there is a compelling reason for taper pipe reaming, it may be best to adjust the drilled holes so that they can be tapped without reaming. In some cases, such as high-pressure assembly where four or more “perfect” threads are required, reaming would be called for. But, in most cases, tapping a non-reamed hole will produce enough “perfect” threads to satisfy sealing requirements. In other words, taper pipe reaming should not be considered standard procedure.



HURCO EXPO — JULY 24TH...



the machines. Haggard & Stocking is proud to partner with an industrial technology leader such as Hurco. The Expo is designed to bring to visiting end users new products, new technologies and new efficiencies that will help them produce parts and products more cost effectively.

Along with our booth, Haggard & Stocking provided samples of new and innovative tooling from a variety of our manufacturers, which created a great deal of interest. This Technology Expo has allowed Haggard & Stocking to demonstrate, to our customer base, our desire to not just provide tooling but to provide solutions. We hope to see you at next year's Expo.

On July 24th Haggard & Stocking participated in the 9th Annual Technology Expo at Hurco Machine builders and dealers. Haggard & Stocking was proud to participate as the only industrial distributor presenting at the Technology Expo. Hurco Companies, Inc. is a global industrial automation company that designs and produces interactive computer controls, software and computerized machine systems for the worldwide metal cutting and metal forming industries. Hurco is a manufacturer of machining and turning centers, also designing in-house CNC controls for



A WORD FROM OUR EXECUTIVE VICE PRESIDENT...



MEASURING SAVINGS....

The local paper detailed the bids for the city's trash pick-up and recycling business. The contract (up for renewal) valued at approximately \$9 million has seen fierce competition. The reports from City Hall says the front runner and favorite for the contract is the low bidder! Upon further review, the local news has reported that this low bidder has (a) No previous experience with trash pick-up, nor recycling (b) Has no local presence (c) Currently has no trucks, nor the employees to perform the work! The mayor is excited at the prospects of saving the taxpayers money. This is the world we live in today. America values experience, problem solving abilities and a proven track record yet actions speak louder than words. We live in a world where common sense is superseded by the "promise" of a larger return- a bigger savings. There are lessons to be learned with this story and others we encounter in the workplace. Americans may value service but refuse to pay for its benefits. Americans may value process improvements and increased machining capabilities but refuse to pay for its benefits. America's love affair with innovation and advancement seemingly has "caught the last train for the coast". I'm concerned about America's manufacturing future and its abilities to be competitive on the world's stage with this present attitude. The good news here is; opportunity always presents itself in these difficult times. There will be market opportunity as current decisions fail to deliver on unrealistic promises. We must remain vigilant in our quest for providing profitable solutions for our customers. We must focus on the bottom line impact of our actions with customers. Now more than ever, we must deliver tangible savings for our customers!

Kevin Burnett

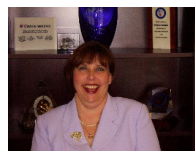
EMPLOYEE OF THE QTR & UPSELL CHAMP OF THE QTR



Employee of the 3rd Qtr 2009— Rick Sarasien (Ft Wayne)

In addition to his normal duties, Rick has played a major role in compiling and documenting the many facets of the Honeywell Aerospace and Turbine housing Projects. Each of these parts (over 100) has its own set of holders, inserts, collets, etc. Rick has spent many hours and produced accurate work and spreadsheets! Congrats, Rick!

Upsell Champ 3rd Qtr 2009— Donna Presdorf



Congratulations to Donna Presdorf for up-selling almost \$2,500.00 for the 3rd Quarter. This takes a conscience effort on the part of our customer service representatives on a daily basis. We appreciate those who go the extra mile.

Great work, Donna!

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Wellness Tip...**Try breakfast for dinner...**

Tired? Don't feel like making dinner? Have you ever felt like having a bowl of cereal was a cop-out? It's not if you follow these simple steps: 1. Choose a whole grain, healthy cereal. 2. Pick a fruit - berries or a banana. 3. Pour fat free or low fat milk over the cereal - and you've got a super nutritious, simple meal including whole grains, antioxidant-rich fruit, and milk with nine essential nutrients, including protein, calcium and vitamin D.

Check out our website!
www.haggard-stocking.com
Also, check us out on Facebook~!!!

What makes High Achievers different?

A researcher has identified nine factors that differentiate high achievers from other people.

After interviewing 65 highly successful people, Dr. B. Eugene Griessman, author of *The Achievement Factors*, noted that high achievers:

- Discover what they're best at and love doing.
- Work hard at developing their competency. But they view their work as fun.
- Know how to manage their time, which they see as a limited and valuable resource.
- Are persistent. They always find a way to make the important things happen.
- Get what they need through work. Their work enables them to gain recognition, earn a living and contribute to society.
- Are able to concentrate completely on the task before them without being distracted.
- Know how to function properly in most situations. They understand that it's important to be in the right place at the right time and to have mentors and people who discover them.

The final two factors: They are able (1) to perceive opportunities and (2) to seize them even if it means taking risks or creating their own paths.

—communication briefing

SALESMAN HIGHLIGHT— Dave McPhee**1. Other parts of the country/world you have lived or traveled to?**

I have traveled to Mexico, Caribbean and Canada.

2. Family?

Wife, Sandra, three girls, Michele, Tracy, Jennifer, and seven grandchildren [six boys, one girl]

3. Favorite pastime or hobby?

I enjoy playing golf and watching the grandkids play ball.

4. Favorite quote?

“All great changes in America, start at the dinner table.” [Ronald Reagan]

5. If you could have dinner with anyone of your choice (living or deceased), who would it be and why?

Jesus Christ, to see what real love looks like.