

H & S NEWS

Volume III Issue 2

April 2010

FROM THE CEO/PRESIDENT...



We are completing the first quarter of 2010 and our sales are up 4% compared to first quarter 2009. I view this as a flat economy which is disappointing, but not totally unexpected. The balance of 2010 will most likely produce similar results unless Congress ceases playing a game of political "chicken" and addresses the issue of creating permanent jobs in all sectors of our economy. This goal will not be accomplished by passing bills that continually tax businesses and individuals and do little other than increase

the size of government. A recent article stated that 52% of the workforce in Indiana is employed by a government entity (schools, police, township, county, state, federal government, etc., excluding military). This means that 48% of Indiana's workforce bears the burden of ever increasing government spending. Until our elected officials set aside partisan politics and begin acting in the best interest of the populace rather than their political party, we will continue to see major challenges to the well-being of small business, which is the largest employer throughout the nation. While I am somewhat disgusted by the inability of our elected officials to come together for the common good; the people of the United States continually amaze me in their generosity as evidenced by the outpouring of donations and assistance to the Haiti and Chile relief efforts. Our elected officials would do well to emulate the everyday person on the street and do that which is right, rather than that which only serves to benefit them, lobbyists or a political party.

Herb Haggard

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Droopysocks Speaks

"Ability is what you're capable of. Motivation determines what you do. Attitude determines how well you do it."

Haggard & Stocking Your One-stop distributor.

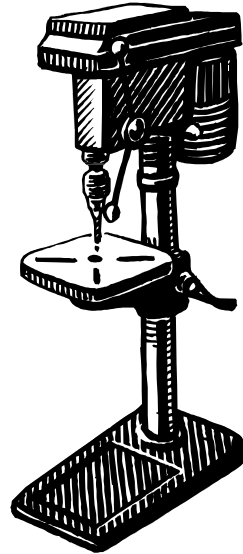
TECH TIPS...

MILLING/DRILLING: CARBIDE VS. HSS: HOW TO SELECT?

HSS cutting tools are very tough, with a much higher resistance to shock and are very forgiving in applications where machine conditions are not ideal. Machine tools with low horsepower, low spindle speed, manually operated, or have overall poor rigidity should be tooled with HSS.

The development of Cobalt HSS and Powdered Metal along with PVD coatings has helped bridged the gap between HSS and Carbide. These materials have the toughness of HSS, but can in many cases operate near the same speeds and feeds as carbide.

Carbide cutting tools can withstand much higher cutting speeds (not feeds) and temperatures than HSS and typically operate at 2 1/2 to 4 times the speed of HSS. However they can only withstand these high speeds if the machine tool has the strength, rigidity, spindle speed, and power to make use of what carbide tools have to offer. Modern machining centers are generally capable of operating at these higher speeds and feeds, and carbide is a logical choice for drills and end mills up to one inch in diameter. Over 1" the high cost of solid carbide may make HSS, Cobalt HSS and PM cutting tools more economical.



EXCEL MISSIONS - HAITI RELIEF..

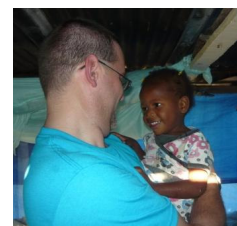
One of our customers goes on mission trips to Haiti regularly. When the earth quake devastation occurred, we were made aware that he, along with others, would be going to Haiti the last week in January to aid the victims. Haggard & Stocking sent safety supplies and collected \$1,750 in monetary donations. Below is info on Excel Missions and pictures taken in Haiti.



We are a small nondenominational mission group based out of Attica IN. We have made several trips to the country of Haiti and have made many friends who we consider our brothers and sisters in Christ. God has helped us to be able to support a small Christian school just outside of Port-Au-Prince with about 230 children. We are also in the process of building a church in the same area that is about 80% complete. We haven't heard any report about the school or the church since

the earth quake. We are praying that they are still standing and God's protection is upon them.

We also go to a place about 15 miles west of Port-Au-Prince which got hit really hard. I was able to contact Franck who has been our good friend in Haiti for several years. Franck said they are devastated most of their homes are gone but they were safe and were giving God all the credit. Franck said he is having problems finding food for his family. In Haiti they live day by day on food and there is never extra for the next day. He said they would appreciate any help we could offer and asked for us to continue praying for them.



A WORD FROM OUR EXECUTIVE VICE PRESIDENT...



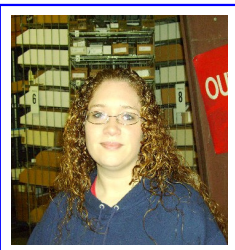
As April welcomes 2010's second quarter there are signs of promising business data. GDP and corporate activity continues to accelerate after positive reports of profits during the early months of the year. Investors who have sat on the sidelines for months, are returning to the market in large numbers. Big oil has reported enormous success in the Gulf in recent weeks. Boeing has announced better days ahead and even our friends in Washington are moving past the health bill fiasco. Spring has sprung and warmer weather is just around the corner.

We approach the weeks ahead with this encouraging news hoping that it may foretell a memorable summer and fall for business. Haggard & Stocking has witnessed an increase in activity; and more importantly in attitudes these past few weeks. Opportunities are presenting themselves daily. We are fielding customer requests for tangible cost savings that are focusing on performance and tooling yields (as opposed to initial costs). The marketplace will have a tough time duplicating the frenzy of the 1990's but the future is focused largely on technological advancements. Wind, solar, hybrid, hydrogen and electrical power generation present new horizons for the future.

I look forward to the upcoming months and their challenges. Those that can apply new tooling, illustrate bolder concepts, improve current processes and implement machining efficiencies are sure to reap benefits that will move the economy in a positive direction. All of us at Haggard & Stocking hope you will allow us to contribute to your success!

Kevin Burnett

EMPLOYEE OF THE QTR & UPSELL CHAMP OF THE QTR



Employee of the 1st Qtr 2010— Ida Johnson

Ida works in our Safety Division handling all the shipping and receiving. She has gone to great efforts in helping anywhere she can, including with the H&S physical inventory counting, assisting in the

Accounting Department and has covered for the H&S Shipping Department, while the H&S warehouse needed help during employee shortages.

Congrats Ida!



Upsell Champ 1st Qtr 2010— Joyce Ettner

Joyce is, once again, our Upsell Champ for the first quarter 2010. Joyce had extra sales of over \$700 for this quarter. Thanks for your continued efforts in adding to the sales figures for H&S. We also thank the other CSR's for their efforts as well.

Congrats, Joyce!

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Wellness Tip...Caffeine

Most of us have uncountable cups of coffee at work. The coffee machine is nearby, there is stress at work and you need something to give you a zing. So what could be more convenient than coffee? However, you need to remember that coffee may give you an initial boost for a couple of hours but like all stimulants those hours are followed by lethargy and drowsiness. So too much of coffee really doesn't make you fresh and instead leaves you tired in the long run. Try limiting your coffee to two cups a day and not more.

<http://ezinearticles.com/>

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

Always Be a Professional

What does it mean to be a professional? How can you become more professional? How do you avoid unprofessional behavior? Here are some tips on this most important aspect of being successful in your field:

1. Maintain a professional attitude.
2. Look like a professional.
3. Believe in yourself.
4. Believe in your product or service.
5. Treat people courteously, respectfully, and with empathy.
6. Handle problems.
7. Never lose your temper.
8. Be knowledgeable.
9. Be on time.
10. Answer messages promptly.
11. Keep your promises.
12. Be organized
13. Work to get along with your colleagues.

Jan Goldberg (Dartnell)

SALESMAN HIGHLIGHT– DAVID ALLEN-AEROSPACE DIV**1. Other parts of the country/world you have lived or traveled to?**

I have lived in Oregon, Washington, Arizona, Indiana. Traveled all over the US, Western Canada and over the border into Mexico. Once to Jamaica for a very long week.

2. Family?

Married to Susan for 18 years and have a daughter, Elizabeth, who is 14 going on 25. Good times!

3. Favorite pastime or hobby?

Travel, music, technology in no particular order.

4. Favorite quote?

“The true measure of a man is how he treats someone who can do him absolutely no good.”

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

Albert Einstein. I've always been fascinated by his intellect and humanity and would love to talk to him about both.