

H & S NEWS

Volume III Issue 3

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FROM THE CEO/PRESIDENT...



We just completed our fiscal year on June 30th; I am pleased to say that the year was very positive. I want to thank everyone for their commitment, sacrifices and trust during this past year. I have been asked for my projections for the 2010/2011 fiscal year and once again I am concerned about what lies ahead. An example:

- Effect of the oil spill
- The DOW is close to 10,000 and struggles to achieve and maintain positive gains
- The European monetary issues
- The short-term programs developed by the President and Congress (Cash for Clunkers, New Homeowner Credits,

Extended Unemployment Benefits, Health Care Reform, etc.) all had little to no effect on stabilizing the economy and promoting growth

- The American people are still suffering from high unemployment and have little confidence in the future
- Unresolved illegal immigration issues

I can list many other on-going issues which make it difficult to prognosticate greater than 30-days in the future; historical data is worthless at this time. Haggard & Stocking has developed a 12-month budget in spite of all the above issues; we are forecasting a 5 – 10% lower sales volume for the new fiscal year. With all the above said, our goal is to blow out the budget. Have a good year and again I wish to say “Thank You” for your efforts this past fiscal year.

I thought this was an interesting article, I hope everyone enjoys the read.

Hover over the link and press control + click to follow to the article, or copy the link and paste in your browser.

http://newsletters.haggard-stocking.com.s3.amazonaws.com/2010_Government_is_Growing.pdf

Herb Haggard

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Droopysocks Speaks

Having sight, does not necessarily mean you have vision!

Jim Stovall

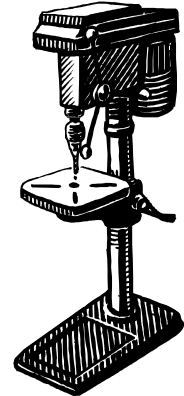
Haggard & Stocking Your One-stop distributor.

TECH TIPS...

SAWBLADES; BANDSAW BLADE BREAK-IN

Achieving superior blade life is very dependent upon proper break-in procedures. First, define the recommended band-speed for the material to be cut. When cutting easily machined materials, cutting rate (square inches per minute) should be set at 1/3 to 1/2 the recommended rate for the first 50 to 75 square inches of material cut. Gradually increase the feed pressure/rate until you achieve the recommended cutting rate after 50 to 75 square inches. When possible, the first gradual adjustment should not be made until the total width of the blade is in the cut.

When cutting difficult to machine materials, such as tool steels or work hardening alloys, set cutting rate at 75% of the recommended rate for the first 25 square inches. Gradually increase the feed until you achieve the recommended cutting rate after 25 square inches. When possible, the first adjustment should not be made until the total width of the blade is in the cut.



A PATTERN OF SUCCESS....

I have had the privilege, in my lifetime, to meet a variety of famous people. Some of these encounters have occurred in social settings; such as receptions, dinners or formal meets and greets. Some of these encounters were orchestrated through mutual friends. I can say that one of the most memorable encounters with greatness I have ever had was for the briefest of moments with a man who would humbly deny his greatness. While attending a college basketball game in Indianapolis I accidentally bumped into a kindly older gentleman. When I offered my apologies I was star struck to realize that I had just body checked John Wooden. Being a youth coach and resident of the hometown of John Wooden's birthplace I have always had a great respect for Coach Wooden.

Since Coach's recent passing, there have been many articles of his greatness on the court, his humility off of the court and his passion for his faith and family. There really isn't anything new that I can add to what has already been said about this great man. I can only add my opinion and observation of what made Coach Wooden one of my heroes. I have tremendous respect for Coach Wooden's philosophies of life and Coach himself, as he always accomplished Competitive Greatness through first building a foundation of personal and work ethics. In his players, Coach Wooden always worried about building complete good character first, good teammates second and an obtaining success through combining that with plain old hard work. Coach Wooden's philosophies work, not only on the basketball court but in work and life as well.

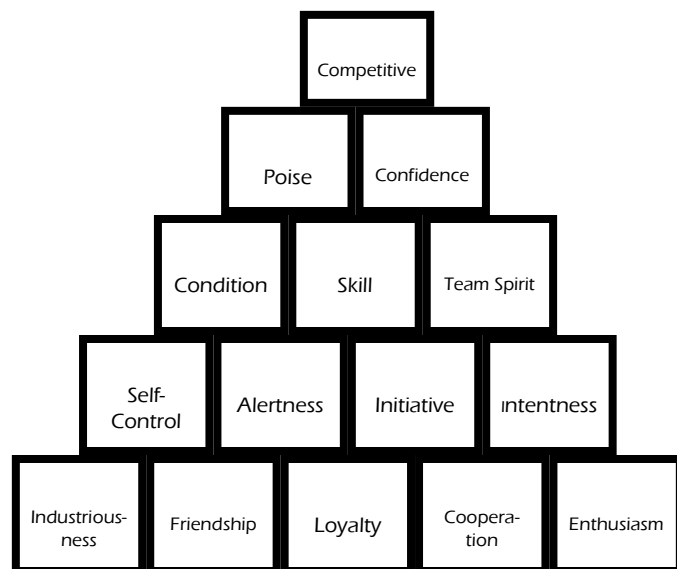
I take great pride in our staff at Haggard & Stocking and I truly believe that our company exemplifies a lot of Coach Wooden's principles. I believe we have a staff of great people with a desire to deliver to the marketplace the best possible goods and services available. I believe we have a great sense of work ethic, enthusiasm and team spirit that would make Coach Wooden proud. We strive, at Haggard & Stocking, to be the best that we can be. This parallels one of Coach's many often recited quotes, "Success is peace of mind, which is a direct result of self-satisfaction in knowing you did your best

to become the best that you are capable of becoming." -John Wooden.

Lastly I challenge you the reader to apply Coach Wooden's philosophies to your life. His philosophies may not make you the richest person in the world, or for that matter the most successful. I can assure you that by following Coach's Philosophies you will be a better person. "Be more concerned with your character than your reputation, because your character is what you really are, while your reputation is merely what others think you are"- [John Wooden](#)

Jeff Haggard, VP Sales

Coach Wooden's Pyramid of Success



A WORD FROM OUR EXECUTIVE VICE PRESIDENT...



Sitting at my desk searching for a topic for this article, I am confronted with the continuous bad news from the Gulf. I must confess that my mind cannot comprehend the vast emotions the residents must feel. The view of the locals' future must be in stark contrast to many of us in other parts of the country. Did technology let the residents down? Can we blame corporations or government? Was it ignorance or arrogance that led to the events causing the calamity and its aftermath? What all of us know is that oil is here for the immediate future. We power our homes, commute and consume many of the products we encounter daily because of oil. Any notion of our oil dependence being replaced soon is unrealistic. What does make sense is the technology that will allow citizens of the world to do more with the same amount or less oil. A prime example is work with regards to lighting technology. Americans should see and realize substantial energy savings in a the next year or two in their homes, on their streets and in their workplace. LED lighting (and similar products) could very well reduce energy –now generated by oil- by 25% or more. Efficient technology for the next decade is the challenge that we face. Yes, there is a place for wind power generation (wind must blow) and solar (sun must shine) and hydrogen technology (government and Big business must work together) to assist in reducing our oil consumption. Producing energy from weeds and algae and a host of other products are also at hand. Technology and science remains the seemingly best solution to rational and efficient use (and possible reduction) of existing energy sources. It also seems plausible that technology could provide a platform for wide scale job growth and manufacturing advances. Technology and science didn't let the Gulf region down. The application and execution of technology driven by the demand for profit and, of course, politics let the Gulf down and has altered the future of the region!

Kevin Burnett

EMPLOYEE OF THE QTR & UPSELL CHAMP OF THE QTR

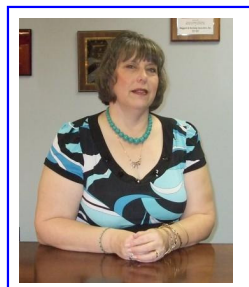


Employee of the 3rd Qtr 2010— Jeff Riggs

Jeff has been a long time employee of Haggard & Stocking that has proven to be dependable wherever needed. Jeff is always willing to pitch to provide help in areas that need help. Jeff assumed the duties of warehouse

manager after our manager faced time off due to a vehicular accident. Jeff quietly accomplishes the tasks needed to maintain the high level of service that our customers have grown to expect from our warehouse.

Congratulations Jeff!



Upsell Champ 3rd Qtr 2010— Donna Presdorf

Donna has upsells of over \$3,400 for the 3rd quarter of 2010. She has won this award several times in the past and we congratulate her on her continued efforts to, not only help H&S

sales, but aid the customer with their purchasing needs.

Congratulations, Donna!

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Wellness Tip...

The U.S. Department of Agriculture (USDA) food pyramid recommends a balance of food types. To get your daily dose of antioxidants, vitamin C, calcium, omega-3 fatty acids and folic acid, use these foods as the foundation for planning your meals. Include these foods in your diet every day to get the essential fiber and nutrients most Americans lack.

- 4 slices whole-grain bread
- 1 cup whole-grain cereal
- 1 apple, orange or 1/2 cup berries
- 1 peach, pear or banana
- 1 tomato or 1/2 sweet pepper
- 1/2 cup green beans, carrots or peas
- 1/2 cup asparagus, broccoli, kale or spinach
- 3 cups low-fat milk or yogurt, or 3 ounces semi-hard cheese
- 2 tablespoons walnuts, flaxseed, peanuts, peanut butter or cashews
- 8 cups of water

<http://www.bjc.org/?id=5639&sid=1>

What do people want?

Psychologists pinpoint five powerful wants that nearly everyone share:

- People want to do the right thing.
- People want to find better ways to do things.
- People want to achieve things they can be proud of.
- People want to belong to a group with extraordinary achievements.
- People want respect and recognition for who they are and what they achieve.

Remember these wants when you call on customers. Although more pressing wants, such as saving money or improving productivity, will be on the surface, achievement, recognition, and belonging are strong motivators for all buyers.

-Salesmanship

Check out our website!
www.haggard-stocking.com

CUSTOMER HIGHLIGHT– Randy Jones-Mears Machine

1. Other parts of the country/world you have lived or traveled to?

As a Purchasing Manager, I've had the fortunate opportunity to travel extensively all over the world including: China, Japan, UK, India, Germany, Turkey, and Pakistan.

2. Family?

I've been Married for over 10 years to my Beautiful wife Lisa. I have 3 Children Brittany, Michael, and Emily. Plus our newest addition, my granddaughter Nicole.

3. Favorite pastime or hobby?

Golf of course!!! The highlight of my Golfing Career would have to be receiving a fishing Pole by Jeff Haggard for having the worst humanly possible score at Haggard's golf outing last year. I was politely asked to find a new hobby.

4. Favorite quote?

'I would not live forever, because we should not live forever, because if we were supposed to live forever, then we would live forever, but we cannot live forever, which is why I would not live forever,'

--Miss Alabama in the 1994 Miss USA contest.

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

Marilyn Monroe.....the reason is most likely evident!