

# H & S NEWS

Volume III Issue 1

January 2010

## FROM THE CEO/PRESIDENT...



Well, we have just finished 2009 and what a year of turmoil. We have seen a loss of 8 million jobs, numbers of hours worked per week is down to 33 – the lowest since WWII, unemployment is at 10.2% or 17.5% if you include the people who have given-up looking for work and, a government in disarray.

With all the above H&S has been able to reduce overall expenses, reduce inventory levels and retain profitability. This has all been achieved by an exceptional workforce dedicated to customer service and the willingness to do whatever is necessary to remain a viable company. I personally want to thank everyone for a job well done in 2009.

Economists are not predicting a recovery until the end of 2010 or possibly into 2011. H&S will be faced with the on-going difficulties of 2009 and unforeseen issues that may arise in 2010, however I feel we have positioned ourselves to grow and prosper during the long and arduous recovery.

Herb Haggard

*Merry Christmas & Happy New Year to all!!*

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## Droopysocks Speaks

***"Courage is resistance to fear, mastery of fear - not absence of fear."***

*...Mark Twain*

## Haggard & Stocking Your One-stop distributor.

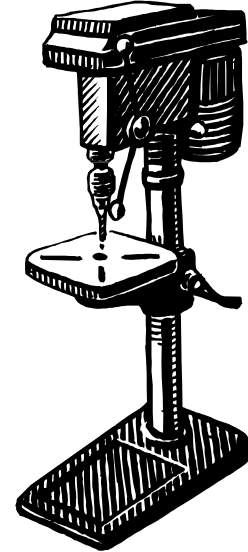
### TECH TIPS...

#### MILLING: COOLANT FOR CARBIDE MILLS

When to use misters or flood coolant depends on the application. When conditions permit, misters are preferred for solid carbide end mills, particularly in high-speed machining and finishing operations. As the cutting edges of an end mill go in and out of the cut, the heating and cooling of the edges can cause thermal shock. Misters using cutting oils or coolants are very effective at reducing this effect.

*PVD coatings like TiAlN create a thermal barrier, allowing higher operating speeds, which dissipates more of the heat with the chip. These coatings are very capable of running in dry or near dry conditions.*

*Misters also eliminate the cost associated with the disposal and maintenance of cutting fluids, and the contamination of chips. In heavy roughing operations with high radial depths of cut, the need for chip flushing, work piece temperature control, or when other tooling is involved, flood coolant should be used.*



### H&S VOLUNTEERS FOR SERVANT'S HEART

11/24/09—Haggard & Stocking inside and outside sales people volunteered in helping sort and pass out Thanksgiving food to families in need.

Servant's Heart is a not-for-profit organization formed by Bill Boone. Each Thanksgiving donations are made to Servant's Heart by companies and individuals in order to feed families in need, based upon qualification dependent upon family size. Haggard & Stocking employees have given food in past years, but this year many employees gave of their time as well!

Servant's Heart is not only a once-a-year charity, they also run a clothing and food pantry for families who are in need throughout the year.



## A WORD FROM OUR EXECUTIVE VICE PRESIDENT...

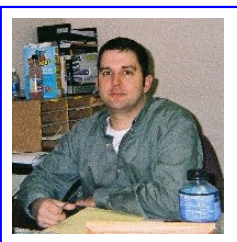


American manufacturing moves into a new decade full of tough challenges. Unlike past economic recessions, the prospect of business entities returning to some semblance of normalcy is just not plausible. The obvious reasons are that many businesses no longer exist. Those that have remained face real downsizing pressures. Relocation outside the US is common conversation in many boardrooms. Realities surrounding dwindling profit margins, disappointing market shares and increased operating costs threaten our nation's prosperity. What must we do to not only survive but thrive in America? While America waits for the next generation of ideas from its entrepreneurs, we must find a safe haven in which to operate. The high tech and housing booms associated with the 90's, and this past decade, are usually generational events. Could there be another around the corner? I believe the answer *could* be yes if American small business could get some relief from OUR friendly government. Research is crucial to future success. New equipment purchases are crucial to future success. Newly formed businesses are critical to future success. A government that makes cash available for small and medium size business is critical to future success. Businesses that understand true manufacturing costs are crucial to future success. These are not revelations foreign to anyone. A society that is more interested in the personal life of an athlete than the nation's well being is not facing the future. Americans are resilient when facing challenges. Businesses across this country have made and are making difficult moves to remain open. America needs help and is desperate for hope and leadership. What we must face is that help is only coming from within and that we must help each other. Purchasing locally, buying goods that provide tangible results, buying American and patronizing those you know is not isolationism, it is the seeds for sowing American business!

H&S continues to demonstrate its solution based, cost conscious approach to the marketplace. Give us a chance to make a difference in your business. Get to know us and see the positive contributions we can show your operations! Best of luck in the New Year and beyond. All of us are going to need it!

Kevin Burnett

## EMPLOYEE OF THE QTR & UPSELL CHAMP OF THE QTR



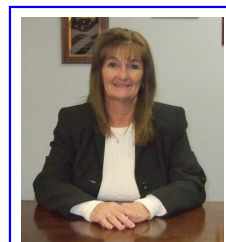
### Employee of the 4th Qtr 2009—Andy Mallett

Andy is a Senior Accountant in our Accounting Department in Indianapolis. He was nominated for helping in other areas of the department, over and above his normal

duties.

He is also a great source in answering questions about the computer, or Microsoft programs when asked by co-workers.

Congrats, Andy!



### Upsell Champ 4th Qtr 2009—Joyce Ettner

Congratulations to Joyce Ettner for upselling over \$1,500.00 in the 4th Quarter! It was a very close race this quarter, but Joyce pulled through the last

week of the year. Thanks to all those who gave Joyce a run for her money!

Congrats, Joyce!

## Departmental Decorating Contest 2009



The Aerospace and Safety Division won First Place again this year, depicting “The Night Before Christmas”. The judges found their skit to be very entertaining, with Oscar’s going to the actors! We’ll let everyone guess who Santa was!

Congratulations!

(Pictured: Rob Willmann, Paula Gendron, Jill Chaney, Tiffany Davenport, Heather Patrick, Ron Barnett, Johanna Hotopp, Debbie Smiley)

Second Place went to the Customer Service and Purchasing Department who chose, “The Grinch Who Stole Christmas”. Those in costume were: the Grinch, the mayor, the mayors girlfriend, Cindy Lou and Cindy Lou’s mother. We’ll let everyone guess who the Grinch was!

Congratulations!

(Pictured: Mike O’Neal, Donna Presdorf, Brenda Stidd, Joyce Ettner, Karl Guth, Beth Cooper, Randy Rayer, Bruce Spalding)



Third place went to our Accounting Department who came up with their own story....”The Haggard & Stocking Elf”. Our Elf, of course, is the shortest person at H&S....guess who!!!

Congratulations!

(Pictured: Paul Mills, Amy Gooding, Carrie Despain, Shelley Shaw)



# Indy Christmas Luncheon



Herb & Marie Haggard



Our cooks and taste-testers! (Bryan Prilliman, Jack Russell, Jeff Haggard, Rob McMath, Brad Frye)



Our 2 cooks, Jeff Haggard & Jack Russell, pretty relaxed!



David Keith, Inventory Management...happy with his Secret Santa gift!



Our Elf, Carrie Despain, Accounting.



The Grinch, Beth Cooper, Receptionist.



Everyone gathered, ready for the feast, and a feast it was!

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**Wellness Tip...Tend the garden of your mind...**

Your thoughts create your life. Everything that you do or create, is a thought first. Everything that was ever invented was created first in someone's mind. Your thoughts influence your moods, your feelings and even how your body functions. So, tend your thoughts well. Think happy thoughts. Have an attitude of gratitude. When something goes wrong, think about what you can learn from the experience.

Source: [www.wellnesstips.ca/](http://www.wellnesstips.ca/)

Check out our website!  
[www.haggard-stocking.com](http://www.haggard-stocking.com)  
Also, check us out on Facebook~!!!

**Two-minute, on-the-job morale boosters...**

- **Tickle your funny bone.** Whenever you see a cartoon or joke that makes you laugh, clip it and keep it in a folder. When you need a pick-me-up, reach for the file and laugh away.
- **Write a gratitude list.** When we're down, we tend to have a pity party, thinking of everything that is or could be wrong. Instead, take two minutes to write a list of the things that make you happy or grateful.
- **Listen to music.** Sing out loud if you have your own office. Sing to yourself if you don't. If your workplace allows it, pop on headphones and listen to some favorite, pump-me-up tunes.
- **Spread cheer.** Take a two-minute walk around the office, say hello to everyone you see and give each a compliment. Making others happy can brighten your day.
- **Energize with exercise.** Stand up and stretch your muscles, reaching for the sky, touching toes and doing knee bends. When you get blood flowing, you'll brighten up.
- **Make plans for fun.** Take two minutes to plan—at least mentally—an outing with your kids, a date with your spouse or special friend or time for a hobby you enjoy.

Source: "Two-Minute On-the-Job Morale Boosters," by Harriet Meyerson, [www.confidencecenter.com](http://www.confidencecenter.com)

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

I have traveled to the western United States to sightsee through Yellowstone, Yosemite, and Glacier National Parks. I have lived in Northern Indiana my whole life and the only two places that I have traveled outside the country are the Bahamas and Canada.

**2. Family?**

I am single and have no kids. I have two siblings, both older than me.

**3. Favorite pastime or hobby?**

My favorite hobbies are waterfowl hunting and fishing. I also love football and enjoy most any competitive sport.

**4. Favorite quote?**

And in the end, it's not the years in your life that count, it's the life in your years. ~ Abraham Lincoln

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

Barack Hussein Obama, because I have questions.