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SPECIAL HOLIDAY EDITION FROM NAPSA: Wishing You a Wonderful Holiday Season!

November 2011



The members of NAPSA are committed to promoting and educating the power sweeping community while enhancing the environment.

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NAPSA Recognizes Service to the Industry

When you visit the Governance page of the NAPSA website (www.powersweeping.org), you may notice a few changes. NAPSA would like to share that James Larko of Katsam Enterprises, St. Louis, Missouri, has been elected to serve the remaining term vacated by Kevin Kroeger as Board President. Jim's remaining term as the Vice President of NAPSA is being filled by Ken Lindsey of Commercial Power Sweep, Napa, California. Additionally, Gregg Blair of Superior Tire and Rubber, Warren, Pennsylvania has been elected to serve the remaining term of Rod Savage as Board Treasurer.

Mr. Savage resigned from the Board as a result of career changes that have taken him in a different direction. Mr. Kroeger elected to resign in order to resolve his personal conflict regarding participation by select Board members in a national sweeper marketing cooperative. The Board accepted

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Mr. Kroeger's resignation with reluctance however personal friendships with members and staff remain in-tact and he remains a NAPSA member.

The national marketing cooperative, 1800SWEEPER.COM, was created and is managed by a NAPSA supporter/member who is not a current leader. Participation in the cooperative was offered to various NAPSA members at the cooperative's discretion and direction. Territories in this cooperative are determined by the management of the cooperative. This organization functions as a buying cooperative and marketing entity for the companies that join.

So you may be asking yourself, what makes this organization different from NAPSA? The North American Power Sweeping Association is a non-profit 501 C 6 organization that was developed to represent the global interests of the power sweeping industry. NAPSA membership requires sweeping as the primary line of business or that the members participate in the industry as a supplier such as sweeper manufacturing. Members of NAPSA are not financially tied to other members in any way. As expressed in its mission statement: The members of NAPSA are committed to promoting and educating the power sweeping community while enhancing the environment.

The NAPSA Board of Directors and staff would like to join with everyone in thanking Kevin Kroeger and Rod Savage for the service and dedication that they have given to the power sweeping industry in their positions and wish both of them the best in their endeavors.

NAPSA Mourns the Loss of Dale McCaskill, Sr.

It is with great sadness that NAPSA announces the loss of a friend and valued member of the organization. Mr. Dale McCaskill, Sr. of Southco Commercial Property in Lugoff, South Carolina, died suddenly on Saturday, November 19,

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2011. Mr. McCaskill was a founding member of NAPSA and spent several years serving the industry on the Board of Directors as a Director, President and Past President. Dale will be missed by his family, his friends and the industry that he served.

NAPSA Welcomes Its New Members

BMP Maintenance, LLC | Gary Verrillone
73 Houston Road | Gorham, ME 04038
(207) 892-9250

Johnson North America | Bob O'Hara
606 A & B Performance Road | Mooresville, NC 28115
(704) 658-1333

Candidates for National Board of Directors

The democratic process is alive and well at NAPSA. The North American Power Sweeping Association is pleased to announce the slate of candidates for the National Board of Directors 2012 election! The candidates are:

Contractor Director Candidate

Sylvia Richards
Asphalt Enterprises, Inc.
Vice President/Co-Owner
Raleigh, NC

Sylvia has been a NAPSA contractor member since 2009 but in the sweeping industry since 1999. Sylvia learned quickly that NAPSA's networking opportunities can be invaluable and after implementing ideas from the workshops, she feels the need to share her lessons and experiences with others. Sylvia brings a Master of Business Administration as well as 27 years of business experience. Sylvia would like to offer her experience, education and fresh perspective to the membership through participation on the NAPSA Board of Directors. Sylvia would like to give back to the industry through NAPSA participation and wants to focus on increasing positive exposure and visibility of the industry.

Associate Director Candidates

Frank Chulick
Stewart-Amos Sweeper Co.
President
Harrisburg, PA

As a NAPSA member and consistent supporter since 2007, Frank would like to offer his 31 years in the power sweeping industry and diverse perspective to work toward membership growth and enhancement. With a degree in finance from the University of Missouri, Frank spent two years in that industry then discovered the manufacturing side of sweeping. Frank

understands the value of representing the industry through NAPSA membership but also believes in creating the "bottom-line" benefit for the sweepers themselves. He is committed to membership growth through retention and increased communication.

Chris Crews
Schwarze Industries, Inc.
National Sales Manager, S-Series
Huntsville, AL

Certainly not new to the sweeping industry, Chris would like to jump start his NAPSA involvement by participating in governance. His goal for his term would be to increase education and financial stability for the industry. Chris offers 28 years of experience in the manufacturing side of the sweeping industry inclusive of seven years as an independent business owner. He is excited about participating in growing the industry and its trade organization as well as serving the membership to improve their stability.

Tracy Day
Nite-Hawk Sweepers
President
Kent, WA

When you look at the NAPSA roles you will find Tracy's name as a founding member. One year after joining as a founding member of NAPSA, Tracy joined the Board of Directors and has been an avid contributor and staunch support ever since. Tracy hopes to continue his legacy of service to the power sweeping industry with another term as he feels there is still room for growth and he is willing and excited to facilitate it. In addition to his NAPSA Board experience, Tracy has extensive leadership experience with other groups. Tracy brings a Bachelors degree from Fresno State University and experience as an independent businessman. These attributes coupled with his sweeping knowledge gives him a global perspective that he wants to continue to bring to NAPSA for improved service development and continued membership growth.

Voting for NAPSA leadership began on November 11, 2011 and will close on November 30, 2011. Votes will be tallied and results will be released in December. Eligible NAPSA members may vote by following the link: [BALLOT](#).

FS Solutions Announces New Business Expansion Strategy

LEEDS, ALA. (Oct. 26, 2011) - FS Solutions, a subsidiary of Federal Signal Corporation's Environmental Solutions Group, today announced the rollout of a new business expansion strategy, which includes an expansion of FS Solution centers, inventory and service offerings in North America, to continue to meet the needs of the company's industrial contractor customers. FS Solutions centers - currently located in Leeds, Ala.; Long Beach, Calif.; Streator, Ill.; Gonzales, La.; Toledo, Ohio; Lexington, S.C.; and La Porte, Texas - provide genuine OEM parts and factory-trained, certified technicians to offer recommendations and resolutions to any challenges customers may present.

"Based on careful consideration of comprehensive customer research, and the steady growth in recent years from one FS Solutions location to seven locations, our new strategy summarizes our

approach to our customers. We help our customers succeed and achieve sustained productivity by responding with urgency, flexibility and a commitment to go the extra mile," said Tony Fuller, director of industrial sales for FS Solutions. "At FS Solutions, we want to help our customers 'Be Unstoppable,'" he added, referring to the company's new tagline created as a result of the business expansion strategy. The new tagline embodies the actions FS Solutions is taking to improve and expand its level of customer service and support.

FS Solutions recently relocated its Houston location to a more spacious center in nearby La Porte. The larger facility offers greater support with a wider selection of parts, accessories and rentals, and more room for large service jobs - from basic repair and refurbishing vacuum trucks, to pump-related mechanical problems and replacing worn parts. The Lexington center, which opened earlier this month, provides waterblast equipment rentals, parts, accessories and the training customers need to run their waterblasting business more profitably. And as one of six other FS Solutions locations that serve as authorized StoneAge® repair facilities, the Lexington center helps customers maintain their StoneAge tools used for specialized waterblast cleaning applications.

The implementation of the new strategy is designed to increase the clarity, consistency and strength of the FS Solutions brand. "There is no doubt that FS Solutions is a recognized brand in North America, but we need to take it even further by informing our customers, partners and employees about the catalyst behind everything that we do - our commitment to being 'Unstoppable,'" Fuller said.

According to Fuller, the fundamental success of FS Solutions will continue to be closely tied to offering customers the products, services and expertise they want, when and where they need it most. "Over the next year, we will expand our FS Solutions locations and service offerings in key areas throughout North America," Fuller said. "We have the right market growth, organization and people to successfully carry out our new brand strategy and meet the expectations of tomorrow's customers."

Fuller cited specific examples of FS Solutions' expanded service offerings, which include state-of-the-art chassis diagnostic software at the centers in Leeds and La Porte, and U.S. Department of Transportation (DOT) 407/412 inspection services for cargo tank equipped vehicles offered at the centers in Long Beach, Leeds and soon to be available at the center in La Porte. "Ensuring that our customers' vehicles comply with U.S. DOT 407/412 cargo tank regulations helps them reduce downtime and minimize the potential for costly fines," he said.

With nearly 100 years of collective experience in industrial vacuum loading, sewer and catch basin cleaning, vacuum excavation and industrial high-pressure waterblasting, FS Solutions offers unsurpassed expertise and a unique breadth of product lines and trusted brands to meet the needs of industrial cleaning contractors and other industry professionals. For more information about products and services available from the FS Solutions centers or to find the nearest location, call 800/822-8785, or visit www.fssolutionsgroup.com.

So How Do Spend Your Time?

"It's important to live in the is and not in the was."

Colis Cowherd

Dr. Alan Zimmerman's Personal Commentary:

If you were to list the most important things in your life, you would probably list such things as your family and friends, your faith, health, and career. They would all be good answers, but none of them would amount to much if you didn't spend TIME on them.

That's why your use of TIME is one of the biggest determining factors in the amount of success and happiness you're going to experience. If you use your time WISELY, you will be happier and more successful. But if you waste your time, you will waste your life.

As author Jim Rohn so aptly wrote, "Time is more valuable than money. You can get more money, but you cannot get more time."

So what constitutes a WISE use of time? It includes some of the following strategies that I teach in my program on "The Payoff Principle: How To Motivate Yourself To Win Every Time In Any Situation."

1. Spend more time in the present than you do in the past or the future.

After all, there's not much you can do about the past or the future ... right now. As psychologist Abraham Maslow taught us, "I can feel guilty about the past, apprehensive about the future, but only in the present can I act."

In other words, your power resides in the NOW ... in the present. You can do something NOW to learn from your past or get to feel better about your past. You can do something NOW that will impact your future for the better. So spend more time in the present than you do reminiscing or regretting your past or fretting about your future.

Sparky Anderson said it quite well, saying, "People who live in the past generally are afraid to compete in the present. I've got my faults, but living in the past is not one of them. There's no future in it."

When you spend more time in the present, you need to...

2. Focus on the most important things in your present.

It's a lesson that one boy ... who grew into a man ... never learned. As Glenn Van Ekeren tells the story, a young boy was walking home from school when he saw a shiny new penny on the ground. He raced over to it, grabbed it, and put it in his pocket. During the rest of his walk he beamed with pride.

He thought he was the luckiest boy in the world. He was a penny richer just because he was observant of his surroundings. And he was giddy with excitement, dreaming of all the treasure he might find in the future.

From then on, every time the boy was out for a walk he kept his head down. His attention was always focused on the ground with the hope of finding money. And he grew into adulthood preoccupied with finding money.

Throughout his lifetime, he discovered a dollar bill, 2 half dollars, 9 quarters, 40 dimes, 19 nickels, and 352 pennies.

But during that same amount of time he missed 35,127 sunsets, 10 shooting stars, a glimpse of a legendary world leader, a flower that blooms once every 7 years, 20 kites dancing through the air, and countless people spreading good cheer with friendly smiles.

Any one of those missed encounters would have been worth so much more than his total findings of \$12.72. Wouldn't you agree?

So even though he was focused on the present, he was focused on the wrong things in the present. Could the same thing be said about you? Hopefully not.

As I mentioned above, take a moment to list the most important things in your life, and then take another moment to consider whether or not you're focusing enough of your present time on those things. As writer William Feather warned, "Plenty of people miss their share of happiness, not because they never found it, but because they didn't stop to enjoy it."

Once you're focused on the most important things in the present, make sure you...

3. Find meaning in your present.

Truly happy people have learned to do this. In fact, it's often the key difference between the positive, upbeat individual and the person who is negative and depressed.

That's what Jimmy learned. His story was outlined in Bill Roiter's book, "Beyond Work."

As a young man, Jimmy looked for a job he liked. To pass the time and pay his bills, he took up driving a cab -- and found that he liked it. He especially liked setting his own hours and meeting the large variety of passengers whose lives intersected with his. It was the start of his 40-year career as a cab driver.

With his wife's help, he saved enough money to buy his own cab license and he went on to buy nine more cabs. He found himself not only doing the driving and socializing he loved but also running a successful business.

When his wife died some years later, the joy went out of running the business. Jimmy sold all but one of his cabs. He had enough money to retire, but he found that his new sitting-around lifestyle left him alone and unfulfilled. He needed the activity, the social connections, and the meaning of his former life.

So Jimmy decided to keep a modified version of his former life. He would get up early in the morning, as he always had, drive until lunchtime, and then relax in the afternoon. He once again found meaning in the present. As Robert M. Young put it, "People are always asking about the good old days. I say, why don't you say the good 'now' days? Isn't 'now' the only time you're living?"

In addition to finding the meaning in your present, don't forget to...

4. Find humor in your present.

- FREE YORKSHIRE TERRIER. 8 years old. Hateful little dog. Bites.
- FREE PUPPIES: 1/2 Cocker Spaniel, 1/2 sneaky neighbor's dog.
- FREE PUPPIES: Mother, AKC German Shepherd. Father, Super Dog ... able to leap tall fences in a single bound.
- FOUND DIRTY WHITE DOG: Looks like a rat ... been out a while. Better be a reward.
- NORDIC TRACK: \$300 hardly used. Call Chubby.
- GEORGIA PEACHES: California grown - 89 cents lb.
- JOINING NUDIST COLONY: Must sell washer and dryer \$300.
- WEDDING DRESS FOR SALE: Worn once by mistake. Call Stephanie.
- FOR SALE BY OWNER: Complete set of Encyclopedia Britannica, 45 volumes. Excellent condition. \$1,000 or best offer. No longer needed, got married last month. Wife knows everything.

Laughter is good for your heart and soul. It spices up your present. So will this 5th strategy.

5. Squeeze all the joy out of your present.

Don't rush it. Savor the good times ... right now ... in the present ... instead of rushing to the next thing and the next thing.

Try Mark Collis' technique. As one of my "Tuesday Tip" subscribers, he wrote, "How many people spend the entire month of December decorating, cleaning, purchasing and preparing for Christmas only to spend it all in a 30-minute orgy of gift opening? In our family we have made a point of savoring the moment. Even when my children were small, we would open a present or two, then have a leisurely breakfast, then open one present at a time until everyone was done, stopping for a snack or coffee, trying on a sweater or playing a CD before moving on to the next one. We've been known to take three hours to get to that last present."

Of course that ritual might drive some people crazy, and maybe it should. They need to learn about living fully in the moment, instead of rushing it. They need to learn about squeezing as much joy as possible out of the present. As Mark went on to say, "For me, so much of the fun and joy of an experience is in the waiting and anticipation, not merely the event itself."

Finally, to ensure a great present...

6. Help others have a better present.

That's what Ruthann Ritchie does. She's a harpist in Minneapolis. She packs pack up her harp, ANYTIME she is called, day or night, to sit by the bed of someone who is dying, to play her harp for them. As she puts it, she helps the dying walk into heaven.

It's also what Derek learned to do, and it changed his life.

After completing his graduate studies, Derek became a successful investment broker in London, earning a lot of money. Yet he suffered from recurrent bouts of deep depression. After seeking professional help, Derek left his high-flying investment brokerage job and started working with a

housing association -- at a small fraction of his previous salary. His bouts with depression disappeared immediately.

Derek learned that he didn't value the kind of success he had achieved. He realized ... for him at least ... success was all about helping other people. And when he focused his energies on that kind of work, not only did he make the present better for other people, he made the present better for himself.

The same point applies to all of us. So ask yourself, "What are you doing ... in the present ... to help others have a better present?"

Action:

What are 3 things you're going to do TODAY to squееееееееze more joy out of your present? Make every day your payoff day!

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