

ITEMS



July 2013



What Bob brought to AB&I

Commentary by Michael Lowe

Ask ten people what they remember about first meeting Bob, and chances are they'll say his smile. I don't think I ever saw a day when Bob wasn't smiling most of the time. It was that smile, and the commitment that Bob brought to his work and to golf, that best characterize the Bob Blomberg that I knew and was proud to call my friend.

In many ways, Bob personified the spirit and soul of AB&I. Though tremendously successful, Bob had his troubles, too, troubles that could have dulled his spark if he'd let them get to him. To his tremendous credit, Bob persevered and continued to grow, never letting on about what was going on in the background. Bob continued to play the game of life, even in the hardest of rains, never losing his cool, and was always intent on winning that next hole, getting a little closer to the cup on that next tough shot. Bob was a classy guy, and all around him knew it. Those of us who worked with Bob for so many years, who saw how he related to his colleagues and his customers, certainly knew it.

Continued back page

In Memoriam

Bob Blomberg: Golfer, Businessman, and Bon Vivant

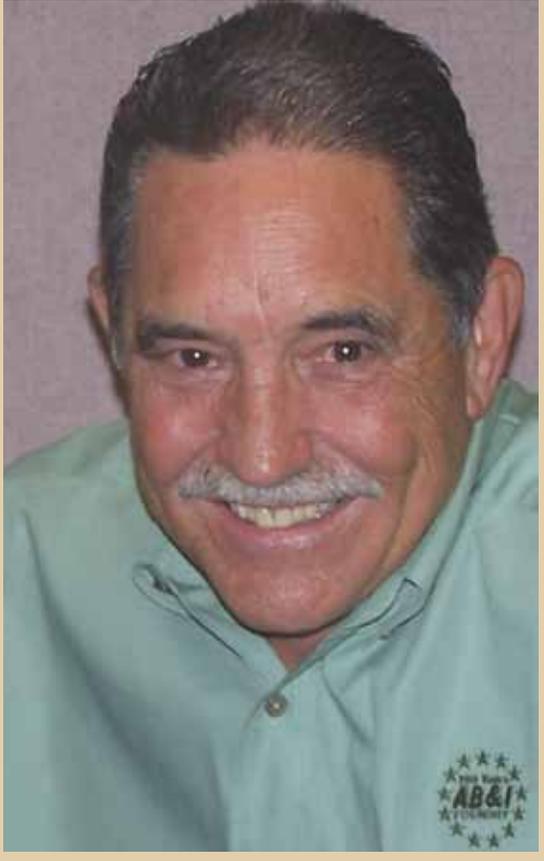
All in all, a good friend and a true gentleman

by Kip Wixson

I wish that I had written this article two weeks ago so that my good friend could have read it. He was far too humble to want to read about himself, but it is my honor to share with you the man that I knew.

I met Bob over 50 years ago, and even then the legend of Bob the golfer was growing. Bob was selling cars for a Chevrolet dealer in Oakland and we had many friends in common. As years went on, and his near victories and victories began to accumulate, Bob was the same guy or maybe more humble about his significant accomplishments. State Amateur runner up to Corey Pavin. Beat John Cook in another State amateur he played, and won Senior State Amateur, 6-time Oakland City. Invited to National Senior Amateur, invited to British Senior Amateur, and he was most proud of his 6-time winning of the prestigious Commuters. This past March, the Commuters named their Championship medal for Bob. It will hereafter be known as the "Bob Blomberg Medal." We are truly just scratching the surface with this abbreviated list of golf moments.

As much as Bob was referred to as a great golfer, the thing that most defined



him was his character. This true gentleman always made everyone that he played with feel that it was his honor to play with you. He paid great attention to what you said and, when asked was always willing to help, even though it may have been hopeless. Pros loved

Continued on Page 3

Engineers, Contractors, Owners Encouraged to Insist on End-to-End NSF Certified DWV Systems



The goal of every construction professional is to produce the very best project as efficiently as possible. Problems and delays that result from poor-quality materials can cut into that efficiency, and make a relatively smooth-running job turn into a nightmare.

Every component of the AB&I cast iron no-hub DWV product line has been NSF certified and designed to work together as a system, with each part working perfectly with the others. With the AB&I system, there is never a concern about quality or component compatibility, and there are no worries about product warranties or finger pointing in the event of a problem in the field. AB&I backs the complete system 100%, with one of the best warranties in the industry.

All AB&I pipe, fittings and standard couplings have been third-party tested by NSF International to confirm compliance with the plumbing standards set by the Cast Iron Soil Pipe Institute (CISPI) and ASTM. Unlike some industry listing agencies, NSF International performs comprehensive tests on all submitted products. In the case of AB&I, extensive materials and dimensional testing were performed, and manufacturing and documentation processes were evaluated to verify full standards compliance. After over a year of this testing and scrutiny, all AB&I cast iron no-hub pipe and fittings were verified to be in compliance with the CISPI 301 and ASTM A74 standards, and authorized to carry the NSF mark.

Shortly after AB&I pipe and fittings were certified by NSF, standard couplings also underwent extensive testing and review. Following a lengthy process, these couplings were also certified as fully compliant with the CISPI 310 standard.

"From pipe to joints, these components have been rigorously tested and field-proven to do their job," said Michael Lowe, AB&I's Vice President for Marketing and Sales. "As a result," continued Lowe, "engineers, contractors and building owners can all be assured that the AB&I DWV system installed will last the life of the building."

The need to verify compliance with industry standards came about over the past few years as a result of substandard materials being introduced into the American plumbing market. Cast iron pipe and fittings that contained arsenic and other hazardous materials, and couplings with gaskets made from rubber or other short-lived elastomers, made choosing quality products difficult for engineers and contractors. These look-alike products created risk and confusion in the market, so AB&I decided to

have their products tested and certified to show a distinction between quality materials and those that do not meet the standard.

Those who choose DWV materials are now encouraged to insist on products that carry the NSF mark. Products that carry the mark can be deemed safe and fully standards compliant. Those that do not carry the NSF mark may not meet the standard, and may not perform as expected.



Standard no-hub couplings have also been NSF-certified to meet the CISPI 310 standard.

What is NSF International?

NSF International is the world's pre-eminent third-party testing and certification agency serving the plumbing, sanitation and food industries. Products carrying the NSF mark have been certified 100% compliant with the standards specified in the certification. Manufacturers undergo unannounced inspections to ensure continuity of compliance. For more information, visit the NSF website at www.nsf.org.



What it Means to be "Green" at AB&I



AB&I receives award from U.S. EPA for environmental achievement

Sustainable manufacturing has been a policy at AB&I decades before it became a fashionable buzzword. The environmental and recycling programs at AB&I were started in the early 1970s, under the leadership of then-president Allan Boscacci, who was fully committed to making AB&I a cleaner, more

modern and neighbor-friendly manufacturer.

The "Green" initiative at AB&I consists of several parts, each contributing to an overall dedication to doing things right and keeping the environment clean and safe.

Raw Materials. AB&I uses 100% post-consumer scrap iron as the raw material for all cast iron products. This material comes in the form of hundreds of discarded iron products, including engine blocks, brake drums, automotive scrap and industrial discards. This scrap is tested for radiation before entering the foundry, and is sorted before being melted in the



cupola. Recycling this scrap iron relieves the load on area landfills (thousands of tons per year) and reduces the need to mine for, and process, iron ore.

Air Treatment. An extensive network of collection registers and large-diameter ducting gathers foundry fines and other airborne contaminants throughout the foundry, and routes this material to large baghouses for storage. Much of the material gathered is piped back to the cupola, for use in melting, thus furthering the foundry's aggressive recycling program.

Process Water Treatment. All water used in the manufacturing process is routed through an on-site treatment plant, cooled, then sent back to the foundry floor for use in cooling the cupola and other production stations.

Stormwater Treatment. Storm water runoff is gathered from throughout the foundry grounds and processed through a filtering system that removes contaminants.

Recycling Program. Nearly 100% of the supplies, materials and products used by the foundry, from the office to the production floor, are recycled, making AB&I a virtually-zero contributor to landfills and garbage dumps.

For more information, visit us online at www.abifoundry.com.



In memoriam

Bob Blomberg

Continued from Page 1

to play with him, and hacks loved to play with him because he always made you feel welcome – with his smile, his words of encouragement, or just a good laugh together.

I think that Bob was the type of player that Bobby Jones would have enjoyed playing a great game together. The reason I say that is because both were accomplished amateurs, never professionals, both made golf an integral part of what defined them and, most importantly, both gentlemen respected the game as a game of honor. It's a sport where there are no umpires or referees, and a golfer has only his honor to play "by the rules." Bob is surely in a league with greats.

About five years ago I went with Bob to a dinner at Spanish Bay Inn in Pebble Beach, where he received the honor of being awarded the Title of "Golf's Good Guy." There was never a more fitting award for Bob. That night he shared the podium with the Lady Golfer of the Year, Patty Sheehan, and Male Golfer of the Year, Tiger Woods. Patty and Tiger were in good company.

What many people didn't know was that Bob suffered from a number of physical problems his whole life and yet they never seemed to wipe out his indomitable smile.

Bob's years at AB&I somewhat mirrored his golf game. No one who has ever worked here can compare with his customer service attitude. Without fanfare, he was out in Shipping, grabbing some fittings and running them to a job or warehouse, "Because the customers need them." He walked in one afternoon and looked like he had just gone 15 rounds, and I said, "what's with you?" He matter-of-factly said he had driven to Eureka and back because the customer needed something right now. Another hole-in-one by Bob. He treated his customers with the same care and honesty that he brought to the game.

Bob was single for most of his life and then got serious about a high school classmate and married Lori just a few years ago. For all those years before, he was the consummate "ladies man" with class. A great dancer, a great listener, and a handsome man with a great smile. Yes, he could charm the ladies.

The world of golf, the business world, and the people that he touched so deeply are better for having known the unique, the one and only, Bob Blomberg.

The world is better for your life. Life, now, is not quite the same with Bob gone.

Rest in peace good friend.

Commentary by Michael Lowe

Bob

Continued from front page

Bob was a winner at golf, but that wasn't who Bob was. They say that sports don't build character, they reveal it, and that was definitely the case with Bob. Bob's honesty, deep integrity, and dedication to doing the best job he could, all while brightening the room with that smile and can-do attitude – that's who Bob was. Bob was a winner and true sportsman, willing to share his knowledge and know-how with anybody. Again, Bob was a gentleman.

When I think about Bob at AB&I, he forces me to consider all the other great friendships that have formed through the foundry over the years. I'm sure it's true of other companies, too, but I continue to be impressed with the quality of the people I work with and just how good they are at what they do. Losing a good friend like Bob also reminds me to look a little deeper at my colleagues, and remember to see them not only as teammates, but as fragile humans with good traits and maybe some not-so-good, strengths and weaknesses, and that's just fine. I can't help but think that the infectious optimism and good cheer displayed by Bob and others on the team have contributed in a major way to AB&I's success, to the company's enjoyment of the good times and dogged perseverance when things got tough. Looking back, I can see AB&I's victories and challenges reflected in the lifetime of my friend Bob, and I thank him for being such an important and inspirational part of our team.

The future for AB&I is bright. The foundry has withstood many difficulties since its beginnings in 1906, from fires to depressions, changing markets to more aggressive government regulation, but through it all we've emerged stronger, smarter, and better able to adapt. Our ability to face challenges and emerge victorious is due 100% to people like Bob Blomberg, a valued team member who will be missed very much.



The Monthly Chuckle...

We dedicate this column to our dear friend, Bob Blomberg



The Game of Golf



When it comes to putters, try before you buy: Never buy a putter until you've had a chance to throw it.

You can hit a 2-acre fairway 10-percent of the time, but hit a 2-inch branch 90-percent of the time.

Two longtime golf buddies were standing on a tee box overlooking a river, getting ready to hit their tee shots. One golfer pointed down the river, turned to the other golfer and said, "Look at those idiots fishing in the rain!"

The higher a golfer's handicap, the more likely he is to try to tell you what you're doing wrong.

If your opponent has trouble remembering whether he shot a six or a seven, it means he probably shot an eight.

The game of golf is 90-percent mental and 10-percent mental.

If you think it's hard to meet new people, pick up the wrong ball on a golf course.



More Golf

One of the advantages bowling has over golf is that you seldom lose a bowling ball.

-Don Carter, pro bowler

Golf's three ugliest words: Still your shot.

-Dave Marr

It took me seventeen years to get three thousand hits in baseball. I did it in one afternoon on the golf course.

- Hank Aaron

The reason the pro tells you to keep your head down is so you can't see him laughing.

- Phyllis Diller

I have a tip that can take 5 strokes off anyone's golf game. It's called an eraser.

-Arnold Palmer

Only a stupid golfer throws his club behind him. The smart golfer throws his club ahead so he can pick it up on the way to the next hole.

-Tommy Armour

He who has the fastest golf cart never has a bad lie.

-Mickey Mantle



Quick Sales Contacts...

Michael Lowe, VP Sales and Mktg
510.502.4805
michael.lowe@abifoundry.com

Gary Wickham, Senior Sales Mgr
CA-N (Bay Area), NV-S, AZ, CO, HI
510.501.5756
gary.wickham@abifoundry.com

Shannon Hooper, Regional Sales Mgr
CA-N, AK, WA, OR, ID, N. NV, MT, WY, UT
720.454.7109
shannon.hooper@abifoundry.com

Michael Lopez, Regional Sales Mgr
CA-S
626.340.5306
michael.lopez@abifoundry.com

Ethan Shull, Regional Sales Mgr
KS, MO, OK, TX, AR, NM, LA, TN, MS, AL, GA, NC, SC, FL
903.941.1543
ethan.shull@abifoundry.com

Brian Lee, Regional Sales Mgr
ND, SD, NE, MN, IA, WS, IL, MI, IN, OH, KY, New
England States, NY, PA, WV, VA, DE, MD, NJ,
CN, RI
614.371.1730
brian.lee@abifoundry.com



www.abifoundry.com

