

Seems the leaves are turning..

WE SELL
& REPAIR:

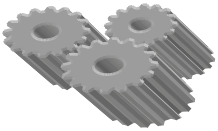
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NOTEWORTHY NEWS

- Yup, we're running late this time around, but with good reason!
- Just back from the ISSA (International Sanitary Supply Association) trade show in Las Vegas, we wanted to share the latest and more relevant information gleaned from the biggest trade show in the building maintenance industry. As has been mentioned in the past, the big news to us is the on going consolidation globally of the equipment manufacturers in the industry. From Europe, the two big players are Nilfisk, and Karcher. These two have been fierce competitors on the other side of the ocean for decades. In the past six years, they've each invested enormously in the acquisition of the leaders in the US., and now have serious control of *our* market.. More recent acquisitions include HydraMaster to Nilfisk (Advance), and the Castle Rock companies which include ProChem, Windsor, TecServ, Graco Manufacturing (not the paint sprayer manufacturer), and Century 400 being acquired by Karcher. You may recall that Landa, Hotsy and the other C-Tech companies were acquired by Karcher a few years back. What does all this mean? Well we wish we knew. Regardless of who was questioned everyone had a different opinion. Really this is all unprecedented on a global scale, the best advice we received was to stay focused on what you do day to day and let the chips fall

where they will. On the downside, loyalty amongst the companies is rare, they're all following the almighty dollar, and sales is king. Look for far more equipment manufactured in China and the associated issues such as parts availability. On the upside, the competition is breeding a rapid acceleration of technology into the equipment to stay ahead in the game. "Green" processes, cleaning compounds, and equipment are still making great strides as well.



"A sea of clouds" another view from the top of the Callahans.

IS YOUR EQUIPMENT GETTING TIRED?

- With the economy affecting most every aspect of businesses, many have been pushing the lifecycle beyond what was originally anticipated. Some thoughts on this:
- Preventative maintenance can help to keep your equipment going longer. Regular oil changes, filter changes and lubrication can have significant impact on the useable life of your tools and equipment.
- If you're forced to purchase new equipment, the same rules apply as in other purchases you've made. You usually get what you pay for, "bells and whistles" aside. If you aren't *certain* of what characteristics to look for, find a sales person you can trust for advice. As important, who is going to take care of it down the road?



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THE OREGON COAST ANYONE?

If your luck is anything like ours, you've seen a lot of wet weather, but if you're like most, WOW, what a place! Riding in the dunes, camping galore, fishing the tributaries or fishing and crabbing in the bays, our coast has a lot to offer. Perhaps not the warm temperatures of southern California, but so many more opportunities for adventure. Our last foray took us to Depot Bay. It just so happened they were having a town wide "treasure hunt" and most locals were dressed for the occasion in pirate cos-



North Cape Flacon

tumes. The town definitely has a pirate theme, and offers great food and good night time entertainment as well. Michael Dane at the Sea Hag can play nearly any 70's music you can think of and really plays to the crowd well. Dancing, great food, clean surroundings and friendly people made our night!

BUMBLE BERRY CRISP

6 cups berries
1 cup sugar
1 1/2 tsp lemon juice
1 1/3 cup quick oats
1 cup chopped nuts
1/3 cup brown sugar
1/2 cup butter
Pour berries into a 9 x 13 baking dish. Sprinkle with lemon juice and sugar. In a separate bowl combine oats, nuts and brown sugar. Melt butter and add to mix. Mix together until crumbly. Sprinkle over fruit and bake at 325° for 1 hour.