

WMI Quality Statement

WMI is committed to maintaining high customer satisfaction with its innovative water efficiency programs.

We will propose products and services that are “fit for use” and that will set the standard for quality and value in water efficiency.

We strive to be world class in every aspect of water efficiency by fostering a culture of honesty, openness, mutual respect and teamwork.

WMI understands the necessity of continual improvement (both as a company and as individuals) to keep us at the forefront of water conservation and to exceed customer expectations.



Happy Independence Day!

Independence Day is a federal holiday commemorating the adoption of the Declaration of Independence on July 4, 1776, that declared the United States’ independence from the Kingdom of Great Britain.

During the American Revolution, the legal separation of the Thirteen Colonies from Great Britain occurred on July 2, 1776, when the Second Continental Congress voted to approve a resolution of independence that had been proposed in June by Richard Henry Lee of Virginia declaring the United States independent from Great Britain. After voting for independence, Congress turned its attention to the Declaration of Independence, a statement explaining this decision, which had been prepared by a committee of five. Congress debated and revised the wording of the Declaration, finally approving it on July 4.

John Adams, a member of the declaration’s drafting committee, wrote to his wife Abigail:

“The second day of July, 1776, will be the most memorable epoch in the history of America. I am apt to believe that it will be celebrated by succeeding generations as the great anniversary festival. It ought to be commemorated as the day of deliverance, by solemn acts of devotion to God Almighty. It ought to be solemnized with pomp and parade, with shows, games, sports, guns, bells, bonfires, and illuminations, from one end of this continent to the other, from this time forward forever more.”

While Adams's prediction may have been off by two days, from the outset, Americans have and continue to celebrate their independence in the same pomp and circumstance he suggested. Happy 4th of July Water Management!

Where In The World Is WMI?



The TN personnel have had their traveling bags packed in recent months! **Chris Anderson** headed east at the end of May to assist with the Sheraton Hotel project in Philadelphia and then spent some time working out of the VA office. **Bill Harrison** and **Mike Maurer** have been traveling to Atlanta, GA and various cities in the state of Alabama for hotel assessments. And **Dan Sirakis** recently went to Ohio to do assessments at two housing complexes in the Columbus area.

Brian Vroom, James Benjamin, Giovany Gonzalez, and Mark Harewood started work on the GSA Silver Spring and New Carrollton Project. This project consist of 630 commercial toilets and 140 urinal installs. This project is about 25% complete.

Eddie Gonzalez, Kay Koroma, George Carroll, Max Horner, Alex Cimini and Andrew Oakes have been working on the Wingate Apartments project for some time. This is an 800 toilet install project consisting of garden style and high-rise apartments. This project is 75% complete.

Jeff Bell, Butch Deibler, Bob Smith and Douglas Martinez at the Lancaster County Jail and Courthouse project. They are about 95% complete with the original scope. Once done, they will start the change order section of the project which consists of installing cut off valves.

CryptoLocker Computer Virus

There is a threat is coming through e-mail that claims you have a voicemail and provides a link to a drop box. Please DO NOT open it!



The new virus, called the CryptoLocker virus, is spread by a small attachment from an unsolicited e-mail. If a naïve user clicks on this attachment, a program is launched in the background. This program silently goes through office documents and pictures on the user's workstation and network drives and encrypts files. Encryption scrambles the content of the files making them completely unusable without the private key needed to

unscramble the files. To obtain a private key, the hackers actually ask for ransom money to unscramble the files! So please, be careful what you click on!

To read more about this new virus, click on this link: Here is a link to a past newsletter about the CryptoLocker Virus: <http://www.invario.net/newsletter-12-new-virus-threat/>

And an additional note - Are you receiving too much junk mail? Just scroll down to the bottom of the email and click "unsubscribe". It's just that easy!

A Success Story

Embassy Suites – South San Francisco



In January 2014, work began at the Embassy Suites South San Francisco in an effort to reduce the consumption at this hotel. During the last year, the hotel was averaging 189 gallons per occupied room per day. With the installation of 312 Niagara Stealth toilets and 924 faucet ends in all the rooms, Water Management Inc. projected a savings of approximately 25% at this site. With data collected during the first two months since the work was completed, the savings have actually been over 33% with an average of 127 gallons per occupied room per day. This translates into a dollar savings of approximately \$15,591 for this hotel in the first two months alone! Certainly a success story for the hospitality sector of Water Management Inc.!

Noteworthy News

Service's New Transit Connect Vehicles

The Service department has recently acquired two new Transit Connect vehicles to help mobilize the team!

The vehicles are made by Ford, and they are more compact and easy to maneuver all the while providing us enough space to move our tools, products, and technicians around efficiently.



Did you know?

In a remarkable coincidence, both John Adams and Thomas Jefferson, the only signers of the Declaration of Independence to later serve as Presidents of the United States, died on the same day: July 4, 1826, which was the 50th anniversary of the Declaration. And although not a signer of the Declaration of Independence, but another founding father who became a President, James Monroe, also died on July 4, 1831, thus becoming the third President in a row who died on this memorable day.

Happy Anniversary!

Dennis Porter has been with Water Management for 15 years now! Dennis was hired in 1999, coming to us with experience as a courier, a maintenance engineer, and a warehouse supervisor. We value Dennis for his dependability and his willingness to travel. In addition to his full-time job, Dennis has devoted his time and energy to the Alexandria Boxing Club since 1989 (25 years!), and has successfully coached pro-boxers and champion amateurs. Thank you **Dennis** for all of your hard work and years of dedication! We couldn't do it without you!



Another Horner!

Congratulations are in order - **Richard** has become a grandfather again, and **Spencer** an uncle. **Richard's** daughter, Ginny, and husband, Ryan, welcomed T.J. (Theodore Joseph) on Wednesday, June 11th. Welcome to the world 'lil T.J.!

Hotel Assessment Project

The Hotel Assessment team has been moving forward with the nationwide project, and we are excited to have such a dedicated team working together!

Matthew Ridout has been heading up the project, with **Jessica Rauhala** in charge of scheduling and coordinating with our customer and our assessment team. We have almost 100 assessments to complete during June, July and August. So far, we've completed 37 assessments in the Mid-Atlantic, New England, South-east, and in Texas. Starting next week, we'll be covering hotels in the Mid-west, Western states, and the West Coast.



The assessments so far have been completed by **Mike Maurer, Bill Harrison, Russ Horner, Charlie Gildehaus, Rick Ferguson, and Matthew Ridout**. The team has worked together through regular conference calls and e-mails to coordinate, refine, and improve their processes and output. Thanks to all involved for working through the process of getting this project up and running and moving forward!

13 Things to Remember When Life Gets Rough

By Lara Starr

We've all gone through hard times. And we all get through them. However, some get through them better than others. So what is their secret? Most of it has to do with attitude. Here are 13 things to remember when life gets rough:

1. What is, is.

Buddha's famous saying tells us: "It is your resistance to 'what is' that causes your suffering." If you can change something, then take action! Change it! But if you can't

change it, then you have two choices: (1) either accept it and let go of the negativity, or (2) make yourself miserable by obsessing over it.

2. It's only a problem if you think it's a problem.

Many times, we are our own worst enemy. Happiness is really dependent on perspective. If you think something is a problem, then your thoughts and emotions will be negative. But if you think it's something you can learn from, then suddenly, it's not a problem anymore.



3. If you want things to change, you need to start with changing yourself.

Your outer world is a reflection of your inner world. We like to think that changing our circumstances will change us. But we have it backwards—we need to change ourselves first before our circumstances will change.

4. There is no such thing as failure—only learning opportunities.

All great people who have ever achieved anything have “failed” over and over. Thomas Edison who said, “I did not fail at inventing the light bulb, I just first found 99 ways that it didn’t work.” Take your so-called “failures” and learn something from them. Learn how to do it better next time.

5. If you don't get something you want, it may mean something better is coming.

Usually, when you look back at your life, you will be able to see why it was actually a good thing that something didn't work out. Maybe the job you didn't get would have made you spend more time away from your family, but the job you did get was more flexible.

6. Appreciate the present moment.

This moment will never come again, so don't let it pass you by! Soon it will just be a memory. Even moments that don't seem happy can be looked upon as something that you might miss someday. As the country song by Trace Adkins says, “You're gonna miss this...you're gonna want this back. You're gonna wish these days hadn't gone by so fast.”

7. Let go of desire.

Most people live with “attached mind.” What this means is that they attach themselves to a desire, and when they don't get it, their emotions plummet into negativity. Instead, try to practice “detached mind.” That means that when you want something, you will still be happy whether you get it or not.

8. Understand and be grateful for your fears.

Fear can be a great teacher, and overcoming fears can also make you feel victorious. For example, when I was in college, I feared public speaking (one of the top 3 fears of all humans). So I find it humorous now that not only do I speak in front of a group every day by being a college professor, I also teach public speaking! Overcoming fears just takes practice.

9. Allow yourself to experience joy.

Believe it or not, I know way too many people who don't allow themselves to have fun. Some people are actually addicted to their problems and the chaos in them so much that they wouldn't even know who they are without them. So try to allow yourself to be happy! Focus on joy, not your hardships.

10. Don't compare yourself to other people.

But if you do compare yourself, compare yourself with people who have it worse than you. Unemployed? Be grateful that you live in a country that gives unemployment compensation, because most people in the world live on less than \$750 a year. Focus on what you do have and be grateful.

11. You are not a victim.

You are only a "victim" of your own thoughts, words and actions. No one "does" something to you. You are the creator of your own experience. Take personal responsibility and realize that you can get out of your hard times. You just need to start with changing your thoughts and actions. Abandon your victim mentality and become victorious.

12. Things can—and do—change.

"And this too shall pass" is one of my favorite sayings. When we are stuck in a bad situation, we think that there is no way out. We think nothing will ever change. But guess what? It will! But you do need to take action for things to change. It won't magically happen all on its own.

13. Anything is possible.

Miracles happen every day. Really—they do. I wish I had enough space to write about all the miraculous things that have happened to people I know—from healing cancer naturally to having their soul mate appear out of nowhere. Trust me: it happens all the time. You just need to believe it does.

HR Corner



TravelConnect Travel Assistance Services

As part of your employee benefits package at Water Management Inc., your Lincoln Financial Group® life insurance coverage includes our *TravelConnect* program, which focuses on travel, medical and safety-related services you may need while traveling. Lincoln Financial has partnered with MEDEX Assistance Corporation, a worldwide leader in travel assistance, to make this valuable benefit available.

The *TravelConnect* benefit is provided at no additional cost to you and includes a wealth of services when traveling just 100 miles or more from home. Services are provided for both business and leisure travel. Whether you want the weather forecast for your destination or need emergency medical help halfway around the world, MEDEX has the staff and resources to provide support 24 hours a day, seven days a week. Use the services as much or as little as you need.

Comprehensive coverage

A sampling of our services:

Medical evacuation and transportation - In a medical emergency, MEDEX will arrange and pay for the transportation of the patient to the nearest medical facility able to treat

the illness or injury. Once the patient is able to travel home, MEDEX will arrange and pay for the trip. Dependent child transportation. If a medical emergency leaves no parent available, MEDEX will either arrange and pay for the child's trip home or arrange and pay for a family member to travel to and care for the child.

Treatment monitoring - MEDEX acts as the care manager when the traveler has a medical emergency. The role of MEDEX varies from case to case. They can request medical records and have them reviewed by their medical director to ensure the treatment is appropriate. They could act as an intermediary. They could provide medical translation services for the patient and/or family. They could act as the communication conduit between the patient and their family back home.

They also provide these services:

- Destination info —weather, currency and more
- Emergency travel arrangements and funds transfer
- Lost or stolen travel documents assistance
- Language translation services
- Medical and dental referrals
- Assistance with corrective lenses or medical device replacement
- Arrangement for the delivery of medications, vaccines or blood
- Updates to family, employer and/or home physician
- Repatriation of a deceased traveler
- Security and political evacuation assistance

To utilize *TravelConnect*, call Lincoln Financial at 1-800-423-2765 and tell them you are employed by Water Management Inc.

Milestones



July Birthdays



July Anniversaries

Jeff Bell – 7/01
Pastor Mackall – 7/01
Reggie Williams – 7/22
Dave Taylor – 7/27

Dave Taylor – 23 years
Mike Maurer – 21 years
Buster Vroom – 17 years
Reggie Williams – 14 years
Joel Matthews – 5 years
Nery Martinez – 5 years