

Happy April 1st

Congratulations

“If it is to be – it is up to me!”

ALP = Advanced Leadership Program
CLP = CommScope Leadership Program
ELD = Enterprise Leadership Development - CommScope
EMP = Executive Management Program
IMP = In-house Management Programs
MCG = Managing Change Workshop
NEG = Negotiation – CommScope Program
PSP = Professional Sales Program

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Did You Know?

- A cat has 32 muscles in each ear.
- A crocodile cannot stick out its tongue.
- A snail can sleep for three years.
- Butterflies taste with their feet.
- Cats have over 100 vocal sounds. Dogs have 10.
- There are 293 ways to make change for a dollar bill.
- The cruise liner QE2 moves only six inches for every gallon of diesel fuel it burns.
- There are more chickens than people in the world.
- Your stomach has to produce a new layer of mucus every two weeks or it will digest itself.
- Winston Churchill was born in a ladies room during a dance.
- The microwave was invented after a researcher walked by a radar tube and a chocolate bar melted in his pocket.
- Tigers have striped skin as well as striped fur.
- In the last 4,000 years no new animals have been domesticated.
- Peanuts are one of the ingredients in dynamite.
- On a Canadian two-dollar bill the flag flying over the Parliament building is the American flag.
- It is impossible to sneeze with your eyes open.
- The eye of an Ostrich is larger than its brain.
- From birth, a person’s eye remains the same size but their ears and nose continue to grow.

(Thank You – Paul Rook)

2015 → 2016 Seminars

Professional Sales Program

Class 14

▶ **WEEK 1 – MAY 18 – 22, 2015** ◀

WEEK 2 - AUG 17 – 21, 2015

WEEK 3 – NOV 16 – 20, 2015

WEEK 4 – FEB 15 – 19, 2016

Executive Management Programs

CLASS 50

▶ **WEEK 1 – JUN 08 – 12, 2015** ◀

WEEK 2 – SEP 14 – 18, 2015

WEEK 3 – DEC 07 – 11, 2015

WEEK 4 – MAR 07 – 11, 2016

WEEK 5 – JUN 13 – 17, 2016

CLASS 51

▶ **WEEK 1 – OCT 12 – 16, 2015** ◀

WEEK 2 – JAN 18 – 22, 2016

WEEK 3 – APR 18 – 22, 2016

WEEK 4 – JUL 18 – 22, 2016

WEEK 5 – OCT 17 – 21, 2016

CLASS 52

▶ **WEEK 1 – FEB 22 – 26, 2016** ◀

WEEK 2 – MAY 16 - 20, 2016

WEEK 3 – AUG 15 - 19, 2016

WEEK 4 – NOV 14 - 18, 2016

WEEK 5 – FEB 06 – 10, 2017

To enroll participants in any class please contact Tom Stevens at inmco@mindspring.com. We need their name, title, phone number, and email address.

Chronological Class Calendar

2015

EMP 48/3 – APR 13 – 17

▶ **PSP 14/1 MAY 18 - 22** ◀

▶ **EMP 50/1 – JUN 08 – 12** ◀

EMP 47/5 – JUN 15 – 19

EMP 48/4 – JUL 13 – 17

PSP 14/2 – AUG 17 - 21

EMP 50/2 – SEP 14 – 18

▶ **EMP 51/1 – OCT 12 – 16** ◀

EMP 48/5 – OCT 19- 23

PSP 14/3 – NOV 15 - 20

EMP 50/3 – DEC 07 – 11

2016

EMP 51/2 – JAN 18 – 22

PSP 14/4 – FEB 15 - 19

▶ **EMP 52/1 – FEB 22 – 26** ◀

EMP 50/4 - MAR 07 – 11

EMP 51/3 – APR 18 – 22

EMP 52/2 – MAY 16 – 20

▶ **EMP 53/1 – JUN 06 – 10** ◀

EMP 50/5 – JUN 13 - 17

Stevens Statement & John's Jottings
(are being combined to bring you some very important news)

Gravity and the Earth's Rotation

The earth is millions of years old. For most of that time people thought the world was flat. Then in the 6th century BC Pythagoras proposed that it was round or spherical. This led people to wonder why they didn't fall off the earth. Sir Isaac Newton in 1727 explained this by discovering gravity. Gravity kept our feet firmly on the ground as well as those of animals and everything else that was on earth.

What is called the "field of gravity" has been doing its job quite well for millions of years. However, the United Nations has just released a study that indicates since the year 2002 the field of gravity has, for some reason, slowed down and is not keeping up with items being produced, including people. The field of gravity is diminishing in size and strength.

Interestingly, sports organizations have been the first to recognize gravity's affect. The NBA and the NCAA have verified that since 2002 basketball players have been jumping higher. They are considering raising the basketball hoop twelve inches in the coming season. High jumpers and pole-vaulters are also reaching new heights.

In the world of baseball the number of homeruns being recorded since 2002 have dramatically increased. Without gravity to pull the baseball towards the earth the baseball will, of course, travel further. Since 2002 the speed of fastballs has increased for the same reason. Baseball is considering increasing the weight of baseballs. Footballs, of course, will travel further. Underinflated footballs will go even further – it is estimated it gives the football two additional seconds in the air. A long time in the sport of football.

NASCAR has seen the accident rate, where cars leave the track and go skyward, increase dramatically. To offset this gravity decrease they are looking at increasing the weight of their racecars. Another solution being considered is outlawing the use of air-inflated tires and going to solid rubber tires.

Sometime between 470 – 385 BC Philolatus revealed that the earth rotated on its axis as well as rotating around the sun. This rotation is slowing down and becoming erratic. Several reasons are being proposed as the cause. For millions of years the earth has been rotating and balancing things up. A big mountain on one side of the world and over time a corresponding big mountain on the other side of the earth has been formed giving equilibrium and balance. A desert in one area and on the other side of the earth another desert. More balance and equilibrium. Now, as a result of new methods of construction huge buildings are being built on one side of the world without enough time for balance to occur on the other side of the world. This is called the "Theory of Balanced Equilibrium."

A new science is emerging called Equalosity. Departments of Equalosity are being formed at major universities around the world. Interestingly the faculty are not calling themselves scientists but rather "equalosatists." The United States is considering a new cabinet level department – The Department of Equalosity. The theory of Balanced Equilibrium would require the following. For example – Shanghai has undertaken a gigantic building program. Before a city could undertake such a program in the future they would have to buy land on the exact other side of the world and construct a structure of equal size, weight and, mass to offset the construction in Shanghai. A company wishing to build a manufacturing plant in Knoxville, TN that would employ 1,000 workers would have to build a structure of the same size, weight and, mass as the plant, equipment, people, and their home sites on the opposite side of the world. This would have to be done in tandem so that everything was finished at the same time.

The diminishing fields of gravity are separate problems entirely. Constructing highways with magnetic strips to hold automobiles to the pavement is being explored. This would permit the development of driverless electric automobiles. So far a specific solution to the gravity dilemma has not been proposed.

The result of diminished gravity on airplanes is almost too catastrophic to think about. As a plane ascends it automatically gets further away from its field of gravity. The result could be the plane would catapult into outer space. In fact, some agencies are wondering whether this could have caused the disappearance of the Asian airplane. Is it possible that for an instant the effect of lightening and wind shear caused the plane to lose contact with gravity? Various agencies are quietly scanning outer space in an effort to locate the missing plane.

As a result of his studies in the 60's of Equalosity and Nexuisity our own Dr. Stevens has been asked to join the UN Commission on Equalosity. Stevens was quoted - "Back in the 60's we saw this coming but we could not get anyone to pay attention. I hope it is not too late to avert the tragedy that would be caused by the loss of gravity and the earth spinning out of control."

Former Vice President Al Gore has stated – "The problems of Gravity and Equalosity make global warming insignificant in comparison."

We will keep you updated on these two situations.

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"It's only when we truly know and understand that we have a limited time on earth – and that we have no way of knowing when our time is up, we will then begin to live each day to the fullest, as if it was the only one we had left." Elisabeth Kubler-Ross
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? KNIHT – MARCH ANSWERS- THINK ?

Hidden Countries

Below are seven countries whose letters have been scrambled. Once the letters have been unscrambled the first letter of each of these countries can then be scrambled to spell another country. What are the seven countries and what country do their first letters form?

CEEEGR = GREECE

AEHIIOPT = ETHIOPIA

AAIMNOR = ROMANIA

AAAACDGMRS = MADAGASCAR

AADNORR = ANDORRA

ANORWY = NORWAY

EEMNY = YEMEN

ANSWER - GERMANY

Hidden Numbers

Hidden in the sentences below are the numbers 1 → 10 in words. A number might appear in more than one sentence, but there is only one way to find all ten numbers. For example –

• My parents told me to never cross the road without looking. (Number one.)

3. The robins love hiding among the smooth reeds.

7. It's always worth looking after your friends, even if they've upset you.

8. Even heavyweight boxers like using soft tissues when they have a cold.

5. To avoid the calf I veered sharply to the left.

9. The eggs were boxed thirteen instead of a dozen in each baker's delivery box.

1. Having salmon every day for lunch gets a little boring after a while.

10. The attendance at the local football match exceeded last weeks by many thousands.

4. We need to waterproof our boots to make sure we don't get wet.

2. Meeting friends after work allows executives to network effectively.

6. The orchestra sounded magnificent with the three virtuosi xylophonists.

ANSWER – See the italicized and underlined letters above.

Who's The Thief?

After a robbery went bad the police rounded up five suspects to be interviewed. The police managed to get a confession. Below is a summary of their statements to the police. Exactly five of these statements are true. Let's see if you would make a good detective? From the statements who is the guilty party?

- Adrian said – It wasn't Barry. It was Cedric.
- Barry said – It wasn't Adrian. It was Derek.
- Cedric said – It wasn't Derek. It wasn't Barry.
- Derek said – It wasn't Eric. It was Adrian.
- Eric said – It wasn't Cedric. It was Derek.
- ❖ Who did the police arrest?

ANSWER – Eric committed the robbery. If we assume that Adrian was the culprit we can see that there would be six true statements. We can repeat this with all five suspects and quickly see that only Eric being the culprit would result in exactly five statements being true.

? KNIHT – APRIL - THINK ?

Word Power – let's see how good you are with the English language.

- What is the only English word that ends in the letters "mt?"
- What is the only State whose name is only one syllable?
- What is the longest word you can type using only your left hand?
- What is the longest word you can type using only your right hand?
- There are two words in the English language that have all five vowels in order – what are they?
- What is the longest word that can be made on a typewriter using only the letters on one row of the keyboard?
- What word can be used to indicate 1/100 th of a second?
- What words rhyme with purple, orange, silver and month?
- A person's left hand does what percentage of the typing – 36% - 42% - 56% - 68%?
- What is unusual about the sentence – "The quick brown fox jumps over the lazy dog?"
- The longest English word contains 31 letters – what is it?
- The longest English word that does not contain an "e" has 21 letters – what is it?

Splitting Words

Below are ten words that have been split in half. The first column has all of the starts and the second column has all of the ends. Can you pair the letters and remake the ten words?

BO	AF
BR	RE
FO	NE
GO	AF
HO	KE
JO	EW
LE	IN
LO	AM
LO	ND
SO	PE

ANSWER –

Did You Know?

- A dime has 118 ridges around the edge.
- A Dragonfly has a life span of only 24 hours.
- All 50 States are listed across the top of the Lincoln Memorial depicted on the back of the \$5 bill.
- Babies are born without kneecaps. They develop between the ages of two to six years.

Weever Apps & Xerox Canada Partners

McBRIDE, Steve – (PSP-02) – Bus - 905-218-6584 – smcbride@weeverapps.com – Founder and CEO of Weever Apps, Inc. told reporter Meredith MacLeod of the Hamilton Spectator – “Every company has one big break it looks for,” as he described their new partnership with Xerox of Canada. Weever will develop mobile apps to automate and simplify how companies working with Xerox handle workflow, document sharing, and data management between field staff and central offices.

To get a sense of how it works, take the case of Weever’s work with the Canadian arm of a German boiler manufacturer. Weever created a platform to manage the work orders for 1,000 installers in North America. In the past the installers handled those documents manually, along with the paperwork for rebates and warranties. The documents were scanned or faxed to headquarters to be handled again.

Weever’s app allows the installer to process a work order on a tablet and then scan a bar code on the boiler to activate a rebate or warranty.

“An app allows a business to be more productive and cut costs,” McBride said. Digital data collection can incorporate pictures and electronic signatures, create estimates using real-time pricing and geo-locate staff or equipment.

McBride said Xerox’s national sales team will open doors for Weever’s work. “They don’t have a mobile development team and we don’t have a sales force – so it’s a perfect fit for both.”

The deal has been two years in the making. Weever knocked on a lot of doors at Xerox and once they found the right person to talk to, Xerox wanted to see Weever prove its business application solutions.

Charles Chang, General Manager of Business Partner Alliance and Solutions Marketing, said Xerox carefully studied Weever’s track record before signing the deal. He said, “They may be seen as a small company but they have some very large customers that they have developed solutions for.” These include London Life, Hewlett Packard, and the US Democratic Party. He went on to say, “We wanted for them to perform in the marketplace to establish they would be here for the long run.” The partnership was launched February 4 and already has been productive. McBride expects Weever’s staff of 15 – which includes all four founders – will grow by 35% by the end of the year.

Weever began operations a little less than four years ago. The focus at that time was converting websites to mobile platforms. It offered free templates and customized solutions to create downloadable apps. Then Weever discovered its big customers struggled with managing documents and data collection from field workers carrying mobile devices. When they refocused the company the opportunities exploded.

Now businesses can use the company’s templates for \$69 a month or partner with its developers to create custom solutions to tedious or mundane steps in workflow. The company’s technology – protected by a US patent – has been used by millions worldwide.

Weever won Hamilton’s first Lion’s Lair entrepreneurship competition. Weever will soon move out of its facility in the McMaster Innovation Park to larger quarters on James Street South, Studio 3, Hamilton, Ontario Canada – Cell – 905-516-2911.

Another example of listening to your customers and helping them solve their problems. INM now uses a Weever app to disseminate the surveys used in our various seminar programs. It works perfectly and has simplified the survey process tremendously. Give Steve a call and see what they can do for you.

“Your most unhappy customers are your greatest source of learning.” – Bill Gates

“I have not failed. I’ve just found 10,000 ways that won’t work.” Thomas Edison

Post Office Facts

- The longest Main Street in the US is located in Island Park, ID — it’s 33 miles long.
- Most unusual delivery method is by mule train in AZ. Each mule carries about 130 pounds of mail, food, supplies, and furniture down the 8-mile trail to the Havasupai Indians at the bottom of the Grand Canyon, averaging 4,000 pounds per day.
- Another unusual delivery method — by boat in MI. The JW Westcott is a 45-foot contract mail boat out of Detroit, MI, that delivers mail to passing ships in the Detroit River. The JW Westcott has its own ZIP Code — 48222.
- Another unusual delivery method — dock- to-dock delivery on the Magnolia River in AL. A 17-foot contract mail boat delivers to 176 dockside mailboxes on a 31-mile stretch of the river.
- There are nearly 42,000 ZIP Codes in the country.
- The lowest ZIP Code is 00501, a unique ZIP Code for the Internal Revenue Service in Holtsville, NY.
- The highest ZIP Code is 99950 in Ketchikan, AK.
- The easiest ZIP Code to remember is 12345, a unique ZIP Code for General Electric in Schenectady, NY.
- The longest rural delivery route is Route 081 in Mangum, OK. The carrier travels 187.6 miles daily and delivers to 240 boxes.
- The shortest rural delivery route is Route 016 in Santa Clarita, CA. The carrier travels 2 miles daily and delivers to 531 boxes.
- The Postal Service moves mail using planes, trains, trucks, cars, boats, ferries, helicopters, subways, float planes, hovercrafts, T-3s, mules, bicycles and feet.
- The Postal Service receives 89 percent of its retail revenue from 10,000 of its nearly 32,000 postal-operated retail locations.
- Working with the U.S. Department of State, the Postal Service accepted 5.7 million passport applications in 2012, generating \$182 million in revenue.