

Editor's Note

The Water Quiz was pretty successful last month, at least in terms of participation. So we're running another quiz this month. See below center for the details. Thanks to all who are saying they enjoy this newsletter.

To make "Hardwood On-Line" a true industry news magazine, it must have your input. We welcome any of your ideas for articles, letters to the editor, and basically, anything that you believe would enhance upcoming issues.

[Please e-mail us your comments and feedback.](#)

PEOPLE YOU SHOULD KNOW



Frank Pusateri, Plant Manager

If there was one phrase you here around Hardwood Line more than any other it would probably be "ask Frank". For over 15 years, Plant Manger, Frank Pusateri, has been responsible for not only production, but quality control and plant safety as well. But his responsibilities don't just stop at overseeing product manufacturing. He has a hand in the entire production process: from reviewing the design specs for an order to defining the fabrication processes necessary to complete it. Frank also supplies CAM part programs to the automated machines and maintains Hardwood Line's LAN and internet services.

"The toughest part of my job is balancing production order due dates with plant resources" says Frank. "If it was just internal resources that needed to coordinated that wouldn't be so bad. What makes things a little more complicated is the coordination of outside resources such as raw materials. What I really enjoy is to see it all work. To be involved in a product from its concept to its development. Its a great thing to witness the birth of a new product."

Frank grew up on the Northwest side of Chicago and attended Taft High school. He received a BS from the College of Industry and Technology at Northern Illinois University, with an emphasis on Numerical Control Programming and Computer Technology.

He currently resides in the Northwestern Chicago suburb of Palatine, Illinois, with his wife Sandi, daughter Kimberly and son Scott. He enjoys spending his spare time with his family, hiking, backpacking and Geocaching (Its kind of high tech treasure hunting using a GPS). He also does the proverbial "Bussman's holiday" on occasion and enjoys factory tours to watch raw materials converted to finished goods.

Buy Equipment Earn Miles

In an effort to simplify the ordering process for our customers we are now accepting Visa and Mastercard to purchase our equipment.

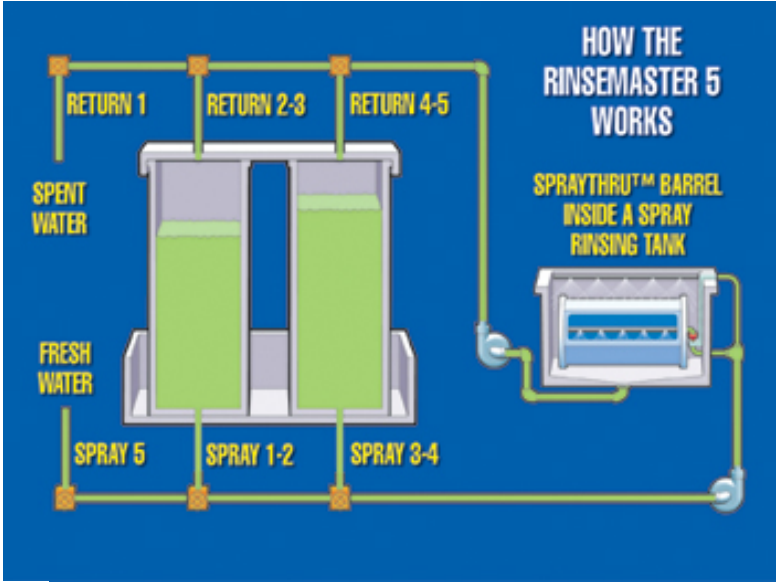
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The New RinseMaster 5 - Doing More With Less



When you see "New and Improved" attached to a product your first instinct is to think "UH-OH more complicated." Hardwood Line's RinseMaster 5 (RM5) is New and Improved yet simpler than the original.

I realize some of you may be new to the RinseMaster, so, before I start listing the many improved features of the RM5, let me give you a quick review of the RinseMaster concept.

The RM5 delivers five counterflow sprays to the load inside a rinsing tank. Each of the five sprays flood the work with progressively cleaner water – ending with a fresh water spray. During each spray cycle, only the water used in the first spray is redirected away from the system or processed for recovery. The subsequent sprays are collected by the RinseMaster for reuse in the following cycles. The net result is exceptional rinse ratios using very little water. Since only the water from the first spray in the five spray cycle is discharged, it is only a relatively small amount of water, if any, that requires further handling for pollution control. In most cases, all of this first spray discharge water can be returned to the process tank as makeup for dragout and evaporative losses, resulting in a totally closed loop system with no waste treatment. This conforms to a "Point of Source Minimization Program". It is also an extremely cost effective solution; no replacement cost of lost dragout chemistry; no treatment or disposal costs.

Now, what's *New and Improved*? Virtually everything! Hardwood Line has taken apart the original RinseMaster concept and re-invented it from the ground up.

For starters, the RM5 is no longer a fixed size unit. It is now a non-pressurized open tank configuration that allows each customer to specify the size best suited for his application and footprint. Easily removable tops on each of the two holding tanks provide access to the float switches and make periodic cleaning simple. The two tanks are positioned in a containment tray to prevent spills and keep things tidy. Portholes in the tanks' removable cover allow for a quick visual inspection.

The original RinseMaster depended on air pressure to deliver water to the work tank, while a pump returned the spent rinse water to the holding tanks. The RM5 now uses 2 pumps, the return pump, still performs the same function, but now, a spray pump delivers rinse water to the rinse tank. This additional pump allows for higher pressure rinsing sprays.

Filters in the return line prevent suspended particles from making there way back to the holding tanks. An audible pressure sensitive alarm tells you when the filter needs cleaning.

Hardwood Line has truly achieved *more using less*, but the concept doesn't just stop at re-engineering the product. Are you ready for this - the new RM5 is **less expensive** than the original! How's that for value engineering!

Call or email for a free brochure describing the benefits of SprayThru Rinsing Systems or click below to download one.

[DOWNLOAD BROCHURE](#)

February Quiz- The Mix

One bucket contains a gallon of water, another a gallon of alcohol. A cup of alcohol from the second bucket is poured into the bucket of water. A cup of the resulting mixture is then poured back into the bucket of alcohol. Is there:

- (a) More water in the alcohol than alcohol in the water;
- (b) More alcohol in the water than water in the alcohol;
- (c) The same amount of water in the alcohol as alcohol in the water?

As usual we will give you something just for trying. Answer will appear next month. E-mail us your answers by February 28,2004. Include your name and mailing address so we can send you a prize for participating.

[E-mail your answers here](#)

Business Tips

Okay, you've been asked to write a letter of recommendation for that guy you can't stand. Worried that he'll sue you if you tell the truth? You can have it both ways, you know. Say what you feel - just say it carefully.

For the chronically absent employee: "A man like him is hard to find." Or, "It seemed her career was just taking off."

For the office drunk: "I feel his real talent is wasted here." Or, "We generally found him loaded with work to do." Or how about, "Every hour with him was a happy hour."

For an employee with no ambition: "You would indeed be fortunate to get this person to work for you."

For an employee who is so unproductive you won't bother to replace him at all: "I can assure you that no person would be better for this job."

For an employee not worth hiring: "I would urge you to waste no time in making this candidate an offer of employment." Or, "All in all, I cannot say enough good things about this candidate." Or, "I cannot recommend him too highly."

For a stupid employee: "There is nothing you can teach a man like him." Or, "I recommend this candidate with no qualifications whatsoever."

For a dishonest employee: "Her true ability was deceiving." Or consider, "This man is an unbelievable worker."

Answers to our Water Quiz

Thanks to all who participated in our contest last month. Could you believe that of the 124 entries we received, no one got them all correct. As promised, we are sending all who participated a consolation prize.

Answers appear in bold below.

1. How many gallons of water do you use to wash your car?
a) 43
2. How much water does a washing machine use for 1 load?
g) 50 gallons
3. How many gallons of water does a 10-gallon hat hold?
c) 3/4
4. How much water does a dishwasher use for 1 load of dishes.
d) 16 gallons
5. How much water does the average American use per day?
f) 180 gallons
6. How many gallons of water are used to flush a new style toilet?
e) 3
7. How many gallons of water are used to flush an old style toilet?
b) 7

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Ask Woody



Dear Woody:

I read about the Asmega Platexpress system in your last issue (DEC 03). I was interested in the system when I first saw a demo of it at SURFIN 02. It seems like a great system and fits my needs pretty well, but I'm having some reservations. In particular, because the Platexpress is made in Europe, I'm concerned about support. When my system goes down, I don't want help and parts to be half a world away.

Homeboy Plater

Dear Homey.,

Dude, take a deep breath - Now check your watch - Its 2004! I'll bet if you look around your house, half your appliances are made outside the U.S. My TV is a Sony, my stereo is a Panasonic, and since I'm a beaver, I don't drive, but many of my relatives have been run over by Japanese cars. I'll bet you never worried about support on any of these products. Why? Because All of these companies have established strong international support organizations. The same holds true for Asmega.

If something goes wrong with your system your first call will be to Hardwood Line in the good ole U.S.A. Sure, you can call Asmega in Italy if you want. Yes, its a direct call. Just dial the number and they pick it up. Oh, and they speak English. Not so hard to believe, considering the fact that you're reading a column written by a beaver.

But, like I said, your first call is to Hardwood Line, the sole U.S. distributor of the Platexpress. They have a completely trained staff on hand to address any of your technical problems, as well as a fully stocked replaceable parts department. Hardwood not only supplies the barrels for this system, they put their 75 years of experience behind their support of it. That's something I can put my teeth into.

There's more. Asmega offers a 1 year warranty on parts and labor on the Platexpress. Asmega has a worldwide reputation for manufacturing reliable, quality equipment. If your system ever experiences a problem, the controller is connected via modem directly to Asmega allowing them to perform a complete remote diagnostics of your system. A much better communications system than the "tail flapping on the water" method we use in the forest.

I've seen the Platexpress and I think its a great system. I'm not just saying that because I write a column for the Hardwood Line newsletter. Hardwood also offers other excellent systems depending on your requirements. If you feel that the Platexpress is the right system for you, go for it. Please don't discount it, just because it's built overseas.

Woody

[P.S.Click Here for more information on the Platexpress.](#)

Got a question for Woody? Click here to e-mail Woody

Be sure to include your Name, Company Name and Phone Number (in case Woody needs more details).