



*Mid-America Fittings, Inc.*

## CEO Meets With Vice President To Discuss China Impact

On Friday, December 7th Mid-America Fittings founder and CEO, Scott Shane had the opportunity to share his concerns regarding the influx of imported brass fittings with Vice President Richard B. Cheney during a private informal gathering of small business owners in Leawood, Kansas.

Discussion topics ranged from the lack of country of origin markings on imported brass fittings, to metallurgic content standards, to continued Department of Defense procurement of imported fittings for strategic weapons, defense, and related support systems.

Mr. Shane reinforced highlights of the recent U.S.-China Economic and Security Review Commission's annual report to Congress that strongly urged the U.S. government to take action now or risk a future void in the ability to manufacture such parts domestically. That void, due to a drastic reduction in the number of viable U.S. manufacturers, could prevent the government from procuring critical replacement parts in times of global or regional geo-political crisis.

While the Vice President was a concerned listener no immediate action or follow-up discussions have been scheduled as of the printing of this newsletter. "I think the lack of a sense of urgency is due to the fact that there is no current shortage of parts, prices are artificially lower than domestically produced parts, and there is no political

crisis with these supplying countries like China or Taiwan. However, the moment there is an escalation of tensions the likelihood of the U.S. being cut off from spare parts is very high," said Mr. Shane. "If we continue to wait and do nothing we will put more small and medium manufacturing companies out of business and when we really need them they will not be there," Mr. Shane continued. "It's not just about our business," he continued "It's about all small and medium sized U.S. business which employs 60% of the U.S. manufacturing sector jobs and 40% of the total U.S. manufacturing output." Mr. Shane concluded.

Until a formal long-term solution can be reached Mid-America Fittings will continue to sound the trumpet regarding inferior brass fittings invading our shores. We are hopeful that this will get someone's attention in Washington who wants to protect our national security and national labor force as much as we do. As we watch fewer and fewer brass fittings actually being made in the U.S. we are hopeful that it won't be too late when something is finally done. We are not looking for an advantage. We are just looking for a level playing field on which to play. We are thankful for all of our customers who place a value on quality and domestic content over price. We would encourage your company to discuss this matter with your state's representatives in Washington whenever an opportunity arises.

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## New MQ Push-In Product Line to Launch In January

After more than two years of development and testing Mid-America Fittings, Inc. is pleased to announce the arrival of our full line of nickel-plated push-in fittings for use with poly, nylon, and copper tubing. These fittings have been designed around years of customer feedback about what was needed in the marketplace.

When you said you needed a consistent and timely source of supply we listened. When you said you needed fittings that could hold up under pressure and withstand the rigors of a variety of application and installation scenarios we listened.

When you told us you wanted a nickel plated fitting that was suitable for water or air applications with viton o-rings and a superior collet design we heard you.

We know that once you try our new fittings you will not want to go back to brand "X", "Y", or "Z" again. We have priced these fittings to allow you to gain a true foothold in the push-in fitting market segment and make money doing it. No longer will you have to worry about little or no margin for you in order to hold price for your end-user customer. Find them on line under "MQ Series".