

MAR 2011 / VOL 5 / ISSUE 3

# HUB

INSIDER

**IS YOUR SUPPLIER  
SUPPORTING YOU**  
OR ARE YOU SUPPORTING YOUR SUPPLIER?

CUSTOMER SPOTLIGHT  
**SOUTHERN  
PRECAST** pg4

BRAINTEASER  
**WIN COOL  
HUB STUFF!** pg8

**HUB**  
INDUSTRIAL SUPPLY

COVER STORY

# HOW HEAVY ARE YOUR SUPPLIES?

AT HUB INDUSTRIAL SUPPLY, WE ARE TAKING THE INITIATIVE TO PUT CASH BACK IN YOUR POCKET

Greetings once again!

I think I would probably get unanimous agreement from all of you if I were to make the statement that “the business climate has changed over the past few years.” It would also likely be safe to say that most of us are still adjusting to the new temperatures.

Obviously, it has always been important, but now more than ever, what is the most important thing in your business? The answer is simple—CASH!

For that reason, we realized that if we are to be able to continue working for you, our BOSS, we have to make it our passion not simply to be the place where you get your supplies. We have to be the supplier that helps keep more cash in your bank account, and that leaves us with the tough question of, “How do we do it?”

As much as we would all like to see lower gas prices and buy our milk for less at the grocery store, the cost of raw materials is increasing. For that reason, by the time you get your milk and gas, it costs more, which really compounds

the problem and increases the need for more efficient buying.

This is why we ask, “Is your supplier supporting you or are you supporting your supplier?” The pictures of me holding the box and standing on the box were a lot of fun to take but they do bring to light a significant question that must be answered. What happens if you are forced to hold supply inventory just to get your product out? How else could those resources be used to make your business better? What would you do with the cash that was made available by reducing your inventory by 30%? By 50%? What about 80%?

How heavy is your supplier? Are you holding them up or are you standing on top of them with two free hands available for growing your business? We'd love to hear how we can help you get to the top of the box.

Have a great month!

GABRIEL ☺

President

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SINCE 1952



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**What would you do with  
the cash that was made  
available by reducing your  
inventory by 30%–80%?**

To Place an Order, Call Toll Free at 1-800-743-9401

**HUB**  
INDUSTRIAL SUPPLY

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# Preconceived Notions About Precast? Forget it!

**A**s part of the Lindsay Concrete Group, Southern Precast is no newcomer when it comes to concrete. Since 1961, Lindsay Concrete has been manufacturing concrete products for customers in wide variety of industries.

In 1986 they founded Southern Precast in Alachua, FL and started their business making one product. Within their first year they were off and running and, with an expanded facility, were sending more than 20 products through their gates.

Today, after 12 expansions to their manufacturing and support facilities, those same gates see more than 150 products pass through them.

A short list of products includes: custom utility vaults, manholes, and transformer pads. Southern Precast has also been approved by numerous electrical utility and telecommunication companies in Florida and Georgia as well as both the Florida and Georgia departments of transportation.

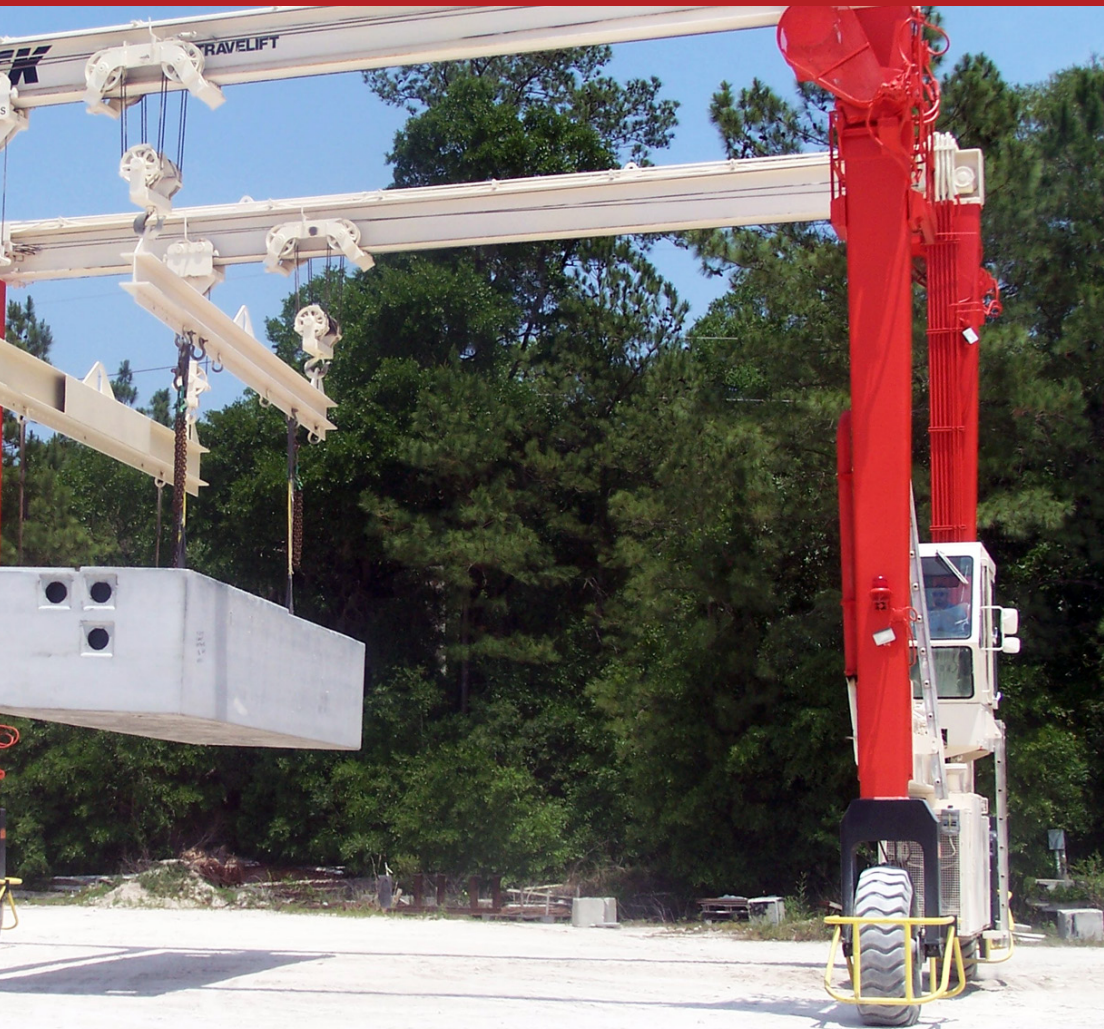
In 2004 all of the plants operated by the Lindsay Group celebrated their 15 year anniversary of approval by the National Precast Concrete Association (NPCA) and are still approved members today. To be certified by the NPCA requires an ongoing and rigorous adherence to the highest industry standards.

For more information about Southern Precast and the Lindsay Group of companies:

**Click:** [southern.lindsayconcrete.com](http://southern.lindsayconcrete.com)

**Call:** (386) 462-2015





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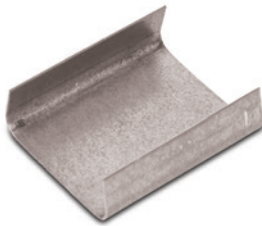


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YOUR CHOICE OF 1/2" / 5/8" / 3/4"

SAME DAY SHIPPING TILL 6PM ET HURRY, OFFER EXPIRES 3/31/11



### Product Details

- Your choice of width
- The metal seals are made with high strength carbon steel for a secure hold
- The all-purpose tensioner is used on flat surfaces with open type seals
- Double notch seal for maximum hold

### Kit Contents

- 100lb roll of standard grade steel strapping
- Heavy-duty strapping dispenser cart
- 5,000 open metal seals
- Manual tensioners
- Manual sealers



**www.**



# WHO'S ON THE WEB?

- 1. Only 16.6% of world population surf the Internet**
- 2. In North America, 70 out of 100 surf the Internet**
- 3. 1 billion users around the globe are surfing the Internet every month**
- 4. 19% of internet users are from United States**
- 5. Around 18 countries still don't have an Internet connection**
- 6. The amount of Internet surfers in Asia is 11 times the population of Australia**

To Place an Order, Call Toll Free at 1-800-743-9401





PO Box 3609  
Lake City, Florida 32056  
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# RIDDLE ME THIS!

## MARCH'S BRAINTEASER

### THIS MONTH'S RIDDLE

Unfortunately, your clock is unreliable. It loses exactly 24 minutes every hour. It is now showing 3:00am and you know that is was correct at midnight when you set it. The clock stopped 1 hour ago, what is the correct time now?



**HUB DUFFLE BAGS**  
5 Drawing Winners

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### LAST MONTH'S RIDDLE

You have six pairs of black gloves and six pairs of brown gloves in a drawer. In complete darkness, how many gloves must you take from the drawer in order to be sure to get a pair that match?

**Answer: 13. You could possibly take out 6 black left hand gloves and then 6 brown left hand gloves, the next one would have to be either the right hand or left hand match.**

**CONGRATS!!!** To Cindy Munoz and Russ Day who each won the helicopters and to Bob Philippus, Joe Owens and Nikki Griffith who each won the Restaurant.com gift cards!



**HUB COFFEE MUGS**  
15 Winners