

HUB

INSIDER

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ANSWER + ENTER TO WIN A
\$500 BEST BUY GIFT CARD!

SEE DETAILS ON PAGE 3



HUB
INDUSTRIAL SUPPLY

HUB INDUSTRIAL FEATURE

HIDDEN



WEEKI WACHEE

WHERE MERMAIDS PLAY



A couple months ago, we started our plan to assist the Florida tourism board by bringing you a feature on Ichetucknee Springs State Park near Ft. White, Florida. This month our tour of hidden gems continues further south to Weeki Wachee State Park in Weeki Wachee, FL.

In 1946 Newton Perry, a former sailor in the U.S. Navy who taught underwater training during World War II, decided it was the perfect place to start a new business. The town and spring sit at what is now the intersection of U.S. Highway 19 and Florida State Road 50 about an hour north of Tampa. At the time, there were no businesses and 19 was the only paved road. The spring was filled with junk of all different varieties.

After clearing out the junk, Perry started experimenting with a new form of underwater breathing that allowed the use of a compressor feeding air through a free flowing hose instead of the traditional method of strapping a bulky (and obviously noticeable) tank to the person's back. Hiding the hoses in the spring's natural background gave a person the appearance that they were a natural part

of the spring. He built an underground theatre with a plate glass wall so his audience could view the show aquarium style. From there, he went looking for his mermaids and in 1947, the first show opened – one day before Chuck Yeager broke the sound barrier.

In the early days, the mermaids would hear a car coming, run to the road in their bathing suits to lure drivers in, and then jump into the springs to perform. During the 50's, Weeki Wachee was one of the most popular tourist attractions in the country and was used as a location for filming movies. In '59 the park was purchased by the American Broadcasting Company (ABC) and the shows became much more elaborate using fancy props and performing shows such as The Wizard of Oz and Peter Pan. During the '60s ladies came from as far away as Tokyo to audition for the role of mermaid, and celebrities, including names like Elvis and Don Knotts, frequented the park.

Today, the park lives on and the mermaid shows continue. In addition to the shows, you can also spend some time swimming or riding the rides at Buccaneer Bay, Florida's only spring fed waterpark.

For more facts about this truly spectacular combination of man and nature at work you can check out their website: www.weekiwachee.com

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HUB
INDUSTRIAL SUPPLY

Learn more at www.hubindustrial.com



JONNY MAKES IT TO THE WHITE BOX

LAKE CITY—After months of campaigning and voting, the President of You're the Boss election finally came to an end in late June with Same Day Shipping Party candidate Jonny skating to a comfortable victory.

The so-called oyster loving man led the field from early on in the voting and held it until the very end. He did face a few challenges from others at various points in the race, but the final vote tally on June 28 showed an uncontested plurality in favor of Jonny.

The father of three now will have the honor of having his face adorn the boxes and cartons that HUB uses to ship supplies to customers all over the HUB nation. The boxes will feature Jonny's face for a 12 month period.



Now the HUB Nation waits expectantly to see if Mr. Same Day Shipping will live up to his campaign promises of more research and development of industry-specific products and more of your favorite items brought into our quick-ship catalog. The third campaign promise of better looking packaging is likely to be debated by pundits, with some agreeing that his face does indeed improve the look of HUB's packaging and others taking the position that it brings no improvement at all.

A total of 20 prizes were given away to voters during the course of the election. The final drawing awarded jumbo helicopters to four people. The two big winners walked away with Beats by Dr. Dre noise cancelling headphones and an iPad.

BUTTERFLIES

A N D O T H E R T E R R O R S



For a little girl growing up in Florida where stinging insects come in many forms, it's understandable why she had this reaction. For those of us more familiar with the behavior of butterflies, the urge to laugh at her reaction is nearly irresistible.

We've all experienced terrifying fears that we can look back now and laugh about. Very seldom do our worst fears come to pass. If we divorce ourselves from the drama of everyday life, it's easy to see the pointlessness of fretting over things that might happen or that we don't fully understand. It doesn't make sense to live life that way. Yet we all know people who seem to take a strange comfort in having things to dread in their lives. As soon as one peril gets resolved, they are on to worrying about the next one.

The little girl on our cover with the horrified expression is Alexis Cady, one of my nieces. The picture tells the whole story—she was reacting to the startling “attack” of the monarch butterfly that landed on her pants.

How do *you* deal with the undefined threats in your life? Are you an optimist or a pessimist? If a butterfly alights on your pants, how do you typically react? Here is an interesting idea: the folks who respond to unfamiliar situations with curiosity and confidence are going to be more successful in life than those who greet every change in their world with the suspicion that it is going to hurt them.

This is the premise of David Topus' recent book, *Talk to Strangers: How Everyday Random Encounters Can Expand Your Business, Career, Income and Life* (published by John Wiley and Sons). The book catalogs the many advantages to be gained by

fearlessly making friends with strangers we encounter in public situations such as elevators, coffee shops, and planes.

To quote one reviewer: "Anyone who reads this book will recall times in their lives when they have stepped outside their comfort zone and experienced those rare moments of serendipity." You never know what interesting things can happen until you break the ice. Maybe you will gain a new client. Maybe you will learn about an opportunity that you would not have otherwise been privy to. Sometimes you will get stung by an unpleasant or boring person, and you might conceivably risk being victimized by a con man, but the rewards far outweigh the risks.

Topus has built a profitable business out of networking in this fashion, even going to the extreme of taking a flight to a destination only to turn around and fly right back just for the opportunity to meet random business executives in a setting where people have time to talk. *That* sounds a little creepy, but Topus has learned how to schmooze people in a non-threatening way, and he claims this technique is more cost-effective in bringing new high-quality clients to his marketing company than other more traditional methods.

So next time you find yourself in an unfamiliar situation, make the most of it. Think of it as a "butterfly moment" that might turn out to be the best thing that happened to you in a long time.

Have a great month!

GABRIEL ☺

PRESIDENT



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

HUB 5
INDUSTRIAL SUPPLY



HUB FEATURED EMPLOYEE

XAVIER STEWART

When Xavier Stewart appeared for the first time on a recent Monday Morning Minute, we got more than the usual amount of feedback. People were curious to know more about the brawny 6'3" warehouse worker standing next to Bennett Lacey from the sales department, who stands 5'7" with his shoes on.

A native of Montana, Xavier spent the first 25 years of his life living on the Crow Indian reservation. In spite of his European name, he is a Native American. He left his home a few years ago to seek his fortunes elsewhere and wound up in Lake City FL where some of his relatives were living. Here he met and married his wife, Angela. They have two very young daughters, Esther and Eleora.

Growing up on the reservation was in some ways like living in another country. Although many of the

▲ Xavier is the big one on the left.

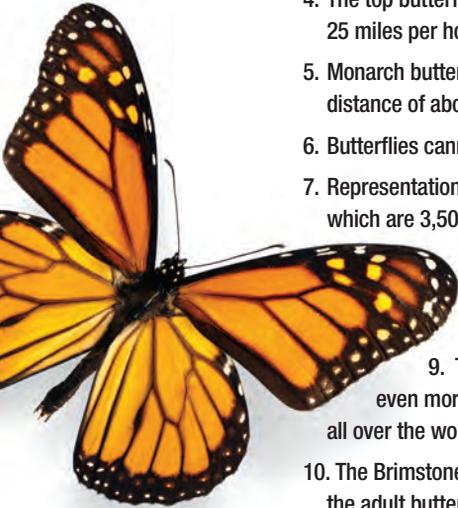
residents of the reservation speak the Crow language in preference to English, Xavier's family spoke English in the home. "I used to know more Crow than I do now," he says. One of the privileges of membership in the Crow Nation is the right to hunt buffalo, and Xavier dreams of a vacation to the hunting grounds in the next year or two to exercise his privilege. He says his wife likes the idea as well.

When he's not working, Xavier loves spending time with his family and fishing.

Xavier has been on the HUB team for a year, and he says he enjoys the positive work environment that exists between him and his fellow warehouse staffers. "We all believe in working hard and taking care of customers' orders as efficiently as possible," he says.



MONARCH(Y)



1. Butterflies range in size from a tiny 1/8" to a huge almost 12".
2. Butterflies can see red, green, and yellow.
3. Some people say that when the black bands on the Woollybear caterpillar are wide, a cold winter is coming.
4. The top butterfly flight speed is 12 miles per hour. Some moths can fly 25 miles per hour!
5. Monarch butterflies journey from the Great Lakes to the Gulf of Mexico, a distance of about 2,000 miles, and return to the north again in the spring.
6. Butterflies cannot fly if their body temperature is less than 86°.
7. Representations of butterflies are seen in Egyptian frescoes at Thebes, which are 3,500 years old.
8. Antarctica is the only continent on which no Lepidoptera (scientific name for butterflies and moths) have been found.
9. There are about 24,000 species of butterflies. The moths are even more numerous: about 140,000 species of them were counted all over the world.
10. The Brimstone butterfly (*Gonepteryx rhamni*) has the longest lifetime of the adult butterflies: 9-10 months.

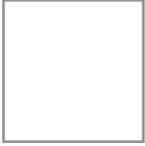
CUSTOMER COUNT:

8,292

HUB Industrial welcomes our 85 new customers this month.

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

HUB 7
INDUSTRIAL SUPPLY



HUB INDUSTRIAL SUPPLY

PO Box 3609
Lake City, Florida 32056
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RIDDLE ME THIS! JULY'S BRAINTEASER



Who Will I Become?

It's hard to tell if this wormlike creature is coming or going. Setting aside the question of whether to spray your bushes if you see one of these, the question is, what will he be when he grows up?

Send answer to: gabriel@hubindustrial.com

LAST MONTH'S RIDDLE: The off-duty policeman was walking past a doorway when he heard a commotion behind the closed door that got his attention. Urgent voices were begging, "Don't do it, Kevin!" The policeman stopped and listened until a loud shot rang out followed by the sound of a body hitting the floor. The policeman flung open the door to discover the dead victim and the smoking gun on the floor, and three others with shocked expressions on their faces. One was a lawyer, one was a surgeon, and the third was a sous chef. The policeman arrested the lawyer without asking a single question. How did he know whom to arrest? (hint: none were wearing any sort of name tags)

ANSWER: THE OFFICER CORRECTLY PRESUMED THAT THE LAWYER MUST BE KEVIN, SINCE THE SURGEON, THE SOUS CHEF AND THE VICTIM WERE ALL FEMALES.

LAST MONTH'S WINNERS!

45-PC DRILL SET

Joseph Francis
Dave Scala
Ronnie Felton

10-PC LED LASHLIGHT COMBO

Joe Paquin
Kerry Conley
Kimberley Reid



75-PC DRILL SET
2 Winners



MAGNETIC FLASHLIGHT SET
5 Winners



ALL CORRECT ENTRIES WILL BE ELIGIBLE FOR A \$500 BEST BUY CARD DRAWING IN AUGUST!