

HUB

MARCH 2013 / VOL 7 / ISSUE 3

INSIDER

PEARL FRYAR
**GROWS
DREAMS**

**WIN A RC MINI
HELICOPTER!**
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HUB
INDUSTRIAL SUPPLY

Tupelo GOLD

Tupelo trees have clusters of inconspicuous greenish flowers, which later develop into berrylike fruits. The bloom lasts a mere 2-3 weeks in April and May. The nectar of this flower is intensely sweet, and it is the substance from which bees produce what many believe to be the finest honey in the world.

According to slowfoodusa.org, "Pure Tupelo honey is light amber in color; some note a green cast. It has a pear-like and hoppy aroma and a coveted flavor that fans describe as mild, delicate, buttery, floral, like cotton candy and like rosewater."

Beekeepers who specialize in producing this exotic formulation go through great lengths to ensure the purity of their product. One producer describes the procedure like this:

"In order to get fine unmixed Tupelo honey, bee colonies must be stripped of all their stores just as the white Tupelo bloom begins. The bees are then given clean boxes with combs in which to place the fresh Tupelo Nectar. When Tupelo production is over, this new crop must be removed before it can be mixed with additional honey sources. The timing of this operation is most critical; years of experience are needed to produce a fine product that will certify as Tupelo honey."

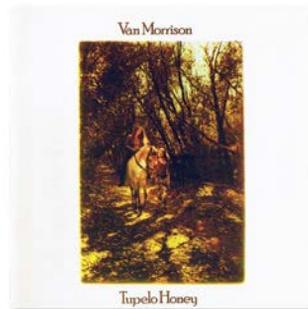
The hives are sometimes located in special docks that are only accessible by boats. Many

THERE'S A SCRUBBY TREE THAT GROWS ALONG THE BANKS OF RIVERS IN NORTHERN FLORIDA AND SOUTHERN GEORGIA CALLED THE WHITE TUPELO GUM TREE.

Tupelo trees are located within protected national forests, and special arrangements must be made to work these areas. All that effort pays off when the crop makes its way to market. Pure Tupelo honey costs between 2 and 4 times what other honey sells for.

From slowfoodusa.org:

Because of its unusually high fructose content (versus sucrose), Tupelo honey will not granulate. A granulated Tupelo honey indicates an impure Tupelo honey. Also because of its low sucrose content, some diabetics may eat it. Certified Tupelo honey is not heated, processed, or filtered; neither is it mixed in any amount with honey procured from other blossoms. Even a slight amount of another honey (gallberry honey, which is harvested just before Tupelo, is the most common interloper) is not tolerated in pure Tupelo honey.



Sources: www.slowfoodusa.org, www.floridaTupelohoney.com



"She's as sweet as Tupelo honey

She's an angel of the first degree

She's as sweet as Tupelo honey

Just like honey from the bee"

-Van Morrison



BREAKFAST OF SALES CHAMPIONS

Charlie Lacey prepares to make breakfast bagels for a recent staff meeting



TUNE IN MONDAY

Tune in every Monday morning to HUB's Monday Morning Minute for the chance to win hundreds of dollars in credit off your next invoice!

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A wooden signpost stands in a lush garden. The sign is white with a wooden border and is supported by a wooden post. The text on the sign reads "How to Win the Yard of the Month Competition". The sign is surrounded by green foliage, including ferns, daisies, and a butterfly on the left side.

How to Win the Yard of the Month Competition

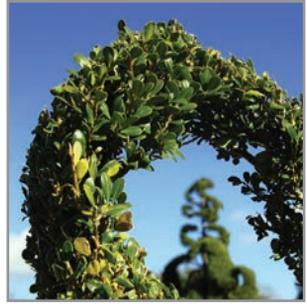
ON A RESIDENTIAL STREET IN THE SLEEPY TOWN OF BISHOPVILLE, SOUTH CAROLINA, THERE IS A 3½-ACRE HOMESTEAD THAT ATTRACTS VISITORS FROM ALL OVER THE WORLD.

The modest brick house that has been home to Pearl Fryar for the past 30 years is surrounded by landscaping so unique and smile-inspiring that it has been the subject of full-length documentaries and countless magazine articles. It's a compelling story because the man behind the landscaping is a living monument to the triumph of will over the negative forces that so often turn men mean and bitter.

When you look at the bizarrely beautiful landscape Fryar has created with living trees and shrubs, it is at once amazing to think that this man has never had

any formal horticultural training; yet at the same time, one wonders if a formally trained arborist would ever dare to try such rule-breaking techniques that are on display everywhere on his property.

"People are always coming into my garden and saying to me, 'Well, the book says that plant can't take that kind of pruning,'" Fryar says, "And I say, 'I didn't know that!'" What Fryar lacked in book learning, he has more than made up for with his intuitive understanding of plants. Most of the topiary gracing his property started out as sickly giveaway



plants rescued from the recycle pile at the local nursery. Nowadays the universities are inviting him to give lectures on how he can do what their own books say can't be done.

The same discipline and lust for life that transformed a cornfield into a feel-good botanical wonderland has characterized Fryar's approach to life in general. He won't talk about any of the troubles he's experienced, though it's pretty clear he's seen more than his share. The son of sharecroppers, he must have suffered discrimination growing up in the Jim Crow south. He apparently took it all in stride, however, pursuing a degree in mathematics, and was living a middle-class life with his family in New York when his company transferred him to Bishopville in 1980. The racism there was more front and center than it was in the North. One of the reasons he started his garden was to disprove a comment he

heard when he was frozen out of buying a house in an established neighborhood. He figured if he could win the community's "Yard of the Month" award, it would contradict the notion that "black folks won't keep up their yard."

For more information about Pearl Fryar's garden and his philanthropy, I recommend you see "A Man Named Pearl," the award-winning documentary (2006).

Have a Great Month!

GABRIEL ☺

PRESIDENT



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HUB 5
INDUSTRIAL SUPPLY



HUB FEATURED EMPLOYEE

SHAWN JOHNSON

▲ Shawn and his family in a rare moment of inactivity

Shawn Johnson is a familiar face to viewers of HUB's Monday Morning Minute. His voice is also well-known to anyone who has spent any time "on-hold" in our telephone system. What is less well-known to the general populace of HUB Nation is the important role Shawn fills as inside sales manager.

"I love the details," Shawn says. "I love fixing problems—better still, I love fixing things before they even become problems."

As HUB continues to grow and expand its reach in the marketplace, the potential for something going wrong is ever present. And where there's danger, that's where you will find Shawn. Now in his thirties, Shawn has been making things move smoothly at HUB since his early twenties.

"I had a little more hair back then," Shawn says.

He also had fewer children back then. Shawn has been married to his high-school sweetheart, Melanie,

for 17 years. They have 4 sons and one daughter. Raising a family of that size calls for some big-time problem solving skills as well, but Shawn is equal to the challenge.

Somewhere along the line, Shawn was recruited to participate in one of our video presentations, and it was at that time that his natural "announcer's voice" became self-evident. Since then, his role as voice-over and news announcer has been cultivated as a welcome counterpart to the more serious business that characterizes the majority of his duties. The self-important, aloof persona he has developed for his newscasting duties on the Monday Morning Minutes with sidekick Jeanenne is strictly for comic effect; his only concern is that people may assume that's what he's like in person.

"I'm really much more accessible in real life," Shawn says.



HONEYDO

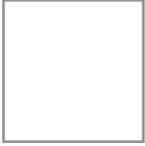
- The honeybee is not born knowing how to make honey; the younger bees are taught by the more experienced ones.
- Some worker bees are nurse bees. Their job is to feed the larvae.
- A honeybee visits between 50 and 100 flowers during one collection flight from the hive. In order to produce 1 pound of honey, 2 million flowers must be visited.
- A hive of bees must fly 55,000 miles to produce a pound of honey. One bee colony can produce 60 to 100 pounds of honey per year.
- An average worker bee makes only about 1/12 teaspoon of honey in its lifetime.
- It would take approximately 1 ounce of honey to fuel a bee's flight around the world.
- Honey is the primary food source for the bee. The reason honeybees are so busy collecting nectar from flowers and blossoms is to make sufficient food stores for their colony over the winter months. The nectar is converted to honey by the honeybee and stored in the wax honeycomb.
- The United States has an estimated 211,600 beekeepers.
- Honeybees never sleep.

CUSTOMER COUNT

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Answer: When you are in Wyoming, Michigan.

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Jeff Calavan

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Jim Emede
Dale Clouse
Gary Jarvis



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3 Winners



MINI HELICOPTER
5 Winners