

HUB

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INSIDER

DREAMING OF THE BEACH

LOOKING AHEAD TO SUMMER DAYS

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MEAT
HANDLERS



HUB
INDUSTRIAL SUPPLY



21 GUNS

Have you ever wondered about the tradition of the 21-gun salute? Why 21? What does it all mean?

The origin of gun salutes is usually attributed to soldiers or other armed types demonstrating peaceful intentions by placing their weapons (even back to the days of swords and spears) in a position that rendered them ineffective.

As cannons and small arms came into use, a good way to "render them ineffective," thereby demonstrating peaceful intentions, was to fire them, as reloading was a real pain. At sea, seven shots became the norm, probably because of superstition and mysticism about the number seven. On land, with a less limited supply of gunpowder, they could fire three guns for every one shot from a ship, so a salute from a ship of seven guns would be answered by a salute from the shore batteries of 21 guns. When gunpowder technology and storage improved, ships at sea adopted the salute of 21 guns.

There is a complex protocol for salutes. Despite the common cliche, 21 guns are only used to salute a

national flag, the sovereign or chief of state of a foreign nation, a member of a reigning royal family, and anyone who's ever been elected President of the US. There are personal salutes (along with ruffles, flourishes, and appropriate music) for people of all kinds of ranks. A vice-president, speaker of the house, American or foreign ambassador, a premier or prime minister (unless they are the sovereign), chief justice, cabinet member, state governor, secretary or ranking general of a branch of the armed forces, and president pro tem of the senate all receive 19 gun salutes on entering. (The rules differ for exiting.) Generals, admirals, the assistant secretary of defense, and chairpersons of House committees receive 17. There are 15, 13, and 11 gun salutes for people of descending rank, both military and civilian.

For a full-honor funeral at Arlington, a President gets 21 guns. A secretary of defense, chairman of the Joint Chiefs of Staff, or other military officer given command over multiple branches of the service receives 19. Seventeen guns are fired for a four-star general, 15 for a three-star, 13 for a two-star, 11 for a one-star.

Source: www.straightdope.com

Photo source: www.francaisdeletranger.org

The screenshot shows the HUB Industrial Supply website. At the top, there's a search bar and navigation links for 'HOME', 'LOG IN', 'REGISTER', 'CONTACT', and 'SEARCH'. Below the header, there are sections for 'PAINT & CHEMICALS' and 'SAFETY PRODUCTS'. The main content area displays a grid of product categories like 'SAFETY EQUIPMENT', 'INDUSTRIAL SUPPLY', 'MANUFACTURING', 'INDUSTRIAL', 'SAFETY', and 'INDUSTRIAL'. On the right side, there's a promotional banner for 'QUICKSHIP' with the text 'SAME DAY SHIPPING GUARANTEED OR YOU GET IT FREE' and '365 DAY GUARANTEED OR YOU GET IT FREE'. Below this, there's a section titled 'MY ORDERED ITEMS' with a table showing purchase history for various items.

AWESEMENESS.COM

It's been two years since we threw out our old website architecture and built a new site from the ground up. Although there were some immediate improvements when we rolled out the new site, the real value of the platform was the potential that it offered for future refinement and customization. If you've visited our site lately, you may have noticed that pages are loading quickly and it scales very nicely whether you are viewing on a big screen or your smartphone. Beyond these enhancements, there have been some really beneficial add-ons introduced recently that give our clients instant access to information that can save them time and greatly improve control over procurement.

The key to these controls is to have your HUB account linked to the website. This is more than just registering a user name; it requires a little bit of authentication. Once this is accomplished, it opens the window to your contract pricing and enables access to all kinds of user tools from viewing history and tracking orders.

And how about this: if you manage multiple locations, the tools allow you to monitor purchase history of each location in a variety of filtered views. You can view purchase history of specific items by region or by location.

And there's more features coming all the time. If you have any suggestions for what new features we should add that would make your job easier, let us know!



QUAD FORCE

There's a new flying machine joining our famous fleet of remote helicopters! Our new quadcopter multiplies your flying enjoyment with its added maneuverability and complexity of controls. It even comes with an on-board camera that shoots photos and video and writes them to a micro SD card (not included).

So, how can you get your hands on this bad boy? It's FREE to any facility that purchases at least \$800 in new line items between now and the expiration date. Simply mention the offer code QUAD800 with your order. Offer expires 5/29/2015; limit one per facility. For more information, go to <http://mmm.hubindustrial.com/get-ready-for-fun/>.



STARTING THE DAY OFF RIGHT

Krista Springer submitted this "mug shot" of herself after she received her HUB mug when she responded to an offer on our Monday Morning Minute. If you aren't already starting your Monday with our video caffeine substitute, sign up at <http://mmm.hubindustrial.com/register/>.

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COVER STORY

LIFE CAN BE BEACHY

For many parts of the country, this has been a brutal winter. Here in North Florida, this winter has been no better or worse than it usually is, which means we've had some bitter cold days and a lot of rain in between the days that it was warm and sunny. I think everybody is ready for a change of seasons right about now, no matter where they live.

That's why I'm looking ahead to summer days and dreaming about the beach. Every year, it's a tradition for the news agencies to publish a list of the top ten beaches in the U.S. In preparation for this story, I looked it up and discovered that there are actually 3 different popular lists to choose from.

The one I remember from previous years is published by a professor from Florida International University, Dr. Stephen P. Leatherman. Dr. Leatherman—or Dr. Beach, as he likes to be called—has a Ph.D. in Environmental (Coastal) Sciences and has been rating beaches in a serious way since 1991. His role as de facto beach

rater came about when a travel writer asked him to cite his favorite beaches in 1989, and his offhand answer caused such a reaction that he spent the next two years devising a 50-point checklist and scoring beaches so that the next time he gave his opinion, he could defend his choices with cold, hard facts.

Dr. Beach's Top picks for 2014 were Duke Kahanamoku Beach (Oahu, HI), Barefoot Beach (Bonita Springs, FL), and St. George Island State Park (Apalachicola, FL).

Another list, published by www.americasbestonline.com, lists their top 3 as follows: Bahia Honda State Park (Bahia Honda Key, FL), Hapuna Beach (Kamuela, HI), and Fort De Soto Park (Pinellas Co., FL).

The recently published TripAdvisor list puts Siesta Beach (Siesta Key, FL) at the top of their list for 2015, followed by Saint Pete Beach (St. Petersburg, FL), and Ka'anapali beach (Lahaina, HI).



I find it interesting that Florida and Hawaii are consistently at the top of every list. I also find it interesting that all of the Florida beaches on the top of these lists are on the Gulf of Mexico side of our fair state. Daytona Beach? Fort Lauderdale? Miami Beach? These evidently don't score as highly as their reputation would suggest. And where is California on any of these lists? For all the songs the Beach Boys sang glorifying the California coast, you'd think there'd be some better representation on these lists.

I asked our team members for an informal vote, and the area that got the most votes was the "Emerald Coast" beaches around Destin in the panhandle. This is an area that is a 4-to-5-hour drive from Lake City. The sand is sugary soft and white and the water is often a beautiful azure blue.

The closest ocean beaches are near Jacksonville, 90-minutes from here. They were also popular choices in my survey.

I would agree that the prettiest beaches I've been to are on the Gulf side of Florida. Naples was very beautiful the time I went there. It's hard to pick a favorite because I like different beaches for different reasons. But when it's sunny and the water's clear, there's no better way to spend time with friends and family than at the beach.

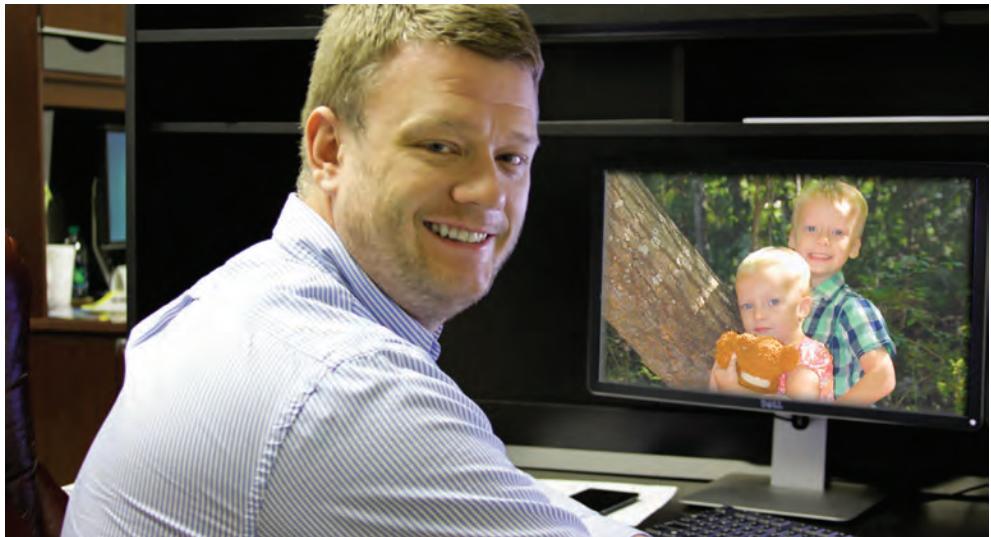
What's your favorite beach destination? I'd love to know your list!

GABRIEL
GABRIEL CURRY
gabriel@hubindustrial.com



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HUB's family atmosphere was an important reason he decided to work here

**FEATURED EMPLOYEE
ARON CHORLEY**

This is a story about an English boy who fell in love with an English girl. The two of them had big dreams of a life together in Bath. They bought a house at the height of the real estate boom and two years later, the economy in England started to turn cartwheels. Interest rates started climbing and their variable rate mortgage began to climb along with it until it became unaffordable.

This was the crossroads that Aron Chorley found himself facing in 2007. He and Emily weighed their options, and they decided to sell out and move to the U.S.A.

Immigration wasn't too difficult because Emily held dual citizenship. Her father was a U.S. airman and, though her mother was British and she had grown up in England, Emily had been born in the U.S. They chose to relocate to Lake City because that's where Emily's mum and dad were now living in their retirement.

Though he was trained in industrial engineering, Aron took employment at a sign company where Emily was working. His employer recognized his aptitude for design and began to rely on him more and more until he had become the chief

designer.

About a year ago, HUB vice president Stuart Johnson began recruiting him to become creative director for HUB's marketing department. "I was attracted to the family atmosphere of the company," Aron recalls. "I could see it was a positive work environment where everyone seemed happy to be there."

It wasn't long before he turned in his notice and came to work for HUB.

Aron's tasks include responsibility for the look of our printed and web materials. His intuitive feel for design and simplicity is reflected in our website and catalog covers. He's also been recruited to do voice work on our videos and telephone "on-hold" messaging because his British accent is so attractive to American ears.

He and Emily have two children—Evan, 5 and Isabel, 3. He enjoys spending time with friends and family, going to the beach, and playing racquetball.

HUB has been blessed with Aron's exceptional talents. And to think it all started because his mortgage payment got too high!

DID YA KNOW?

FUN FACTS

WORLD'S MOST VISITED TOURIST ATTRACTIONS:



- 1. LAS VEGAS STRIP**
(39,668,000)
- 2. TIMES SQUARE NY**
(39,200,000)
- 3. CENTRAL PARK NY**
(37,500,000)
- 4. UNION STATION DC**
(32,850,000)
- 5. NIAGARA FALLS NY**
(22,500,000)
- 6. GRAND CENTRAL TERMINAL NY**
(21,600,000)
- 7. FANEUIL HALL MARKETPLACE MA**
(18,000,000)
- 8. MAGIC KINGDOM (DISNEY WORLD) FL**
(17,536,000)
- 9. DISNEYLAND CA**
(15,963,000)
- 10. FORBIDDEN CITY (BEIJING)**
(15,300,000)

CUSTOMER COUNT

10881

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Last Issue's Winners:

Stanley 12 in 1
Johnny Smith
Kerry Gauthier
Lisa Street

Tripod Flashlight
Chad Galbreath
Mark Severance
Penny Sturdevant

10pk led flashlight combo
Barbara Thompson
Enzo Tarallo
Sylvia Crower

**Smart Digital
Meat Thermometer**



3
WINNERS

RIDDLE ME THIS! THIS MONTH'S
BRAINTEASER

Send your answer to gabriel@hubindustrial.com

A man bets his neighbor that his son can jump higher than the neighbor's garage without a trampoline or any other assistance. How did he win the bet?

Last Month's Riddle: The task was to find a 4-digit numeric sequence that met the following requirements:

2nd & 3rd digit of the code is same

4th digit is 2X times 1st digit

Last 2 digits together is 2X times first two digits together.

Answer: 4998



2
WINNERS

Grill Set



3
WINNERS

Meat Claws