

Schwausch, Jay

From: Buschke, Vickie
Sent: Friday, July 10, 2009 11:31 AM
To: Schwausch, Jay
Subject: RE: Stonel Linkage Kit List

Thanks, Jay.

Vickie Buschke
Inside Sales Representative
Rawson LP
713-684-1436 - Office
713-684-1409 - Fax

From: Schwausch, Jay
Sent: Friday, July 10, 2009 11:13 AM
To: Armstrong, Diana; Baggett, Dora; Bresenhan, Liz; Buschke, Vickie; Campbell, Mechelle; Gamble, Bret; Ludke, Cory; Martinez, Norma; Murray, Denise; Rodgers, Linda; Roper, Rhonda; Yan, Mari; Blanco, Paula; Buchanan, Mike; Gleason, Rick; Miles, Nathan; Rhodes, Rene; Schwausch, Jay; Stark, Jack; Tejada, Simon
Subject: Stonel Linkage Kit List

Here is a spreadsheet with the linkage kit list for the Stonel Quartz going on the Jamesbury valves / actuators. It can save you from going to the website every time and then having to click on a few more links to get where you need to be.

I have done only the Quartz for now, because that is 99% of the volume of business.

Jay Schwausch
Technical Quotes Representative
Rawson, LP
Tel: 713-684-1425
Fax: 713-684-1469

Schwausch, Jay

From: Yan, Mari
Sent: Friday, July 10, 2009 11:21 AM
To: Schwausch, Jay
Subject: RE: Stonel Linkage Kit List

Thanks!!!

Mari

From: Schwausch, Jay
Sent: Friday, July 10, 2009 11:13 AM
To: Armstrong, Diana; Baggett, Dora; Bresenhan, Liz; Buschke, Vickie; Campbell, Mechelle; Gamble, Bret; Ludke, Cory; Martinez, Norma; Murray, Denise; Rodgers, Linda; Roper, Rhonda; Yan, Mari; Blanco, Paula; Buchanan, Mike; Gleason, Rick; Miles, Nathan; Rhodes, Rene; Schwausch, Jay; Stark, Jack; Tejada, Simon
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I have done only the Quartz for now, because that is 99% of the volume of business.

Jay Schwausch
Technical Quotes Representative
Rawson, LP
Tel: 713-684-1425
Fax: 713-684-1469

Schwausch, Jay

From: Stark, Jack
Sent: Monday, June 08, 2009 1:51 PM
To: Schwausch, Jay
Subject: RE: Speed Calc Spreadsheet

Thanks!

From: Schwausch, Jay
Sent: Monday, June 08, 2009 1:38 PM
To: Quotes; Houston Sales
Subject: Speed Calc Spreadsheet

For those who use the Speed Calc Spreadsheet, see below.

I tweaked the Stroke Calculation Spreadsheet a bit (applicable to actuator series "B1", "QP" and "VPVL".)
Some of the data input is done for you.

If you follow the Actuator Model number format as shown to the right of the input area when viewing the spreadsheet, it will pull in the actuator's displacement for you automatically.

Here are a couple examples:

B1CU25/95L, B1JU32/105L, VPVL800SR4/5B, QPX1M, etc

(At the bottom of this email is a list of the actuators covered - which is all that were in the product bulletins.)

(NOTE: The displacement can be overridden for those times when you using an actuator not found on the list.)

The following features were added as well:

- The "Comp. Factor" and "Delta P Const." are brought in for you automatically once you enter the supply pressure.
- The Actuator P/N is brought down and inserted at the bottom of the sheet once you enter it at the top of the sheet.

(I know... it's in two places. But that is the way I received the spreadsheet, so I just went with it.)

- Units of Measure now show up after you enter your data.
- Supply Pressure: You enter 80, and it displays 80 PSI.
- Total Vol.: It is displayed as 640. Cu. In.
- Stroke Time: You enter 2.4, and it displays 2.4 Sec's.

Jay Schwausch
Technical Quotes Representative
Rawson, LP
Tel: 713-684-1425
Fax: 713-684-1469

Schwausch, Jay

From: Gamble, Bret
Sent: Tuesday, February 24, 2009 9:02 PM
To: Schwausch, Jay
Subject: RE: 2296 control valve

Jay – thanks again for your help. You're a great team player. I'm looking forward to working with you on the Sharepoint team.

Bret

From: Schwausch, Jay
Sent: Tuesday, February 24, 2009 2:41 PM
To: Gamble, Bret
Subject: RE: 2296 control valve

Bret,

Here is the generic sizing sheet.

Jay

From: Gamble, Bret
Sent: Tuesday, February 24, 2009 7:59 AM
To: Schwausch, Jay
Subject: FW: 2296 control valve

Hi Jay,

Would you look at what I have done? Will it work in his application?

Thank you,
Bret Gamble
Customer Service Manager
Rawson L.P.
713-684-1400 Office
713-684-1409 Fax

From: Ryan, Joseph [mailto:Joseph.Ryan@Airliquide.com]
Sent: Monday, February 16, 2009 11:05 PM
To: Gamble, Bret
Subject: RE: 2296 control valve

Bret,

I'm really stuck for time. Can you confirm that this valve will successfully operate with a pneumatic source as low as 15 psi with the specified pneumatic operator? And can you run the calculations on pressure drop using a 1 1/2" version of the same valve? How much would that save me? Many thanks for all your help. We are ready to place an order for this valve tomorrow if we can nail down these questions.

Thanks,

Joseph A. Ryan
Project Specialist
Air Liquide Industrial US LP
8008 S. 222nd St., Kent, WA 98032
Work: 425-427-8110
Fax: 425-996-0418
email: Joseph.Ryan@AirLiquide.com
Web: www.airliquide.com

From: Gamble, Bret [<mailto:bret.gamble@rawsonlp.com>]
Sent: Friday, February 13, 2009 2:59 PM
To: Ryan, Joseph
Subject: 2296 control valve

Joseph,

Please find below quote for Cashco # 2296 control valve. I have also attached size program results for a normal condition of 20psig inlet and 19.5psi outlet, -350F, 2.72 GPM. In order to maintain your inlet pressure, a back pressure regulator may be required. Also please let me know if you require any accessories, positioner, solenoid... They probably will not affect delivery

46E-1B37-00000009B
MODEL "2296" PNEUMATIC CONTROL VALVE 2" SIZE, SST BODY/BONNET, STANDARD CONSTRUCTION; NPT SCREWED CONNECTION; 11-30 PSIG BENCH RANGE, REVERSE ACTION ATO-FC, LINEAR CHARACTERISTIC, FULL PORT, S1 TRIM; NO ENCLOSURE RATING; HANDWHEEL ASSEMBLY; STANDARD COMMERCIAL PAINTING, CRYOGENIC INCLUDES (OPT-55) & EXT. COLUMN (OPT-36) CLEANED PER CASHCO SPECIFICATION #S-1134';
\$4185.00 each
Delivery: 3 weeks ARO

Thank you,
Bret Gamble
Rawson L.P.
713-684-1400 Office
713-684-1409 Fax

Schwausch, Jay

From: Greenberg, Jeff
Sent: Wednesday, April 30, 2008 2:11 PM
To: Schwausch, Jay
Subject: RE: OOPS!

Of course, you are a unique and capable person. I am also excited about what you'll do for the group.

From: Schwausch, Jay
Sent: Wednesday, April 30, 2008 2:10 PM
To: Greenberg, Jeff
Subject: RE: OOPS!

Thanks,

I really am looking forward to working in the Quotes Department.

Once again, thank you for having the confidence in me to take on the position.
That really did mean a lot to me.

Jay Schwausch
Inside Sales
Rawson, LP
Tel: 713-684-1402
Fax: 713-684-1409

From: Greenberg, Jeff
Sent: Wednesday, April 30, 2008 2:07 PM
To: Schwausch, Jay
Subject: RE: OOPS!

If that is the biggest mistake you make in the new position we will be in good shape.

From: Schwausch, Jay
Sent: Wednesday, April 30, 2008 1:44 PM
To: Greenberg, Jeff
Subject: OOPS!

I asked Renee today about the parking place.
She said go ahead and start using it today.

I just found out that I missed it by one spot.
Sorry about that.

I'll do better tomorrow. ☺

I'm just glad it wasn't Tom Comstock's.

Jay Schwausch
Inside Sales
Rawson, LP
Tel: 713-684-1402
Fax: 713-684-1409

Schwausch, Jay

From: Greenberg, Jeff
Sent: Friday, February 22, 2008 3:30 PM
To: Schwausch, Jay
Cc: Gamble, Bret
Subject: RE: Rawson Cashco Product Champions

Jay, as always we appreciate the spirit and dedication you show in the activities that you handle here.

Jeff

From: Schwausch, Jay
Sent: Friday, February 22, 2008 3:12 PM
To: Greenberg, Jeff
Cc: Gamble, Bret
Subject: RE: Rawson Cashco Product Champions

Jeff / Bret,

Thank you for your show of confidence in me in this matter of being a Cashco Champion.

I may occasionally joke about Cascho and Rexa.
But, the truth be known, I do enjoy working with these products.
They are fun brain exercisers.

Jay Schwausch
Inside Sales
Rawson, LP
Tel: 713-684-1402
Fax: 713-684-1409

From: Greenberg, Jeff
Sent: Friday, February 22, 2008 2:56 PM
To: Aaron Brantley
Cc: Johnson, Dean; Gamble, Bret; Rhodes, Rene; Stark, Jack; Schwausch, Jay; Jaramillo, Susi; Svrcek, Keith; Greenberg, Jeff
Subject: Rawson Cashco Product Champions

Good Afternoon Aaron,

It's down to the wire and I appreciate your patience with me in getting this information back to you. After carefully analyzing the individuals that you and I discussed along with the sales of your products by our locations we have selected the following employees to participate in the program, Jack Stark, Jay Schwausch, and Keith Svrcek.

As we have agreed, these individual will be thoroughly trained in an effort to support your product line internally. We believe that this internal expertise will provide better service to our mutual customers, increased awareness of your products in Rawson, and relieve the factory of some of their daily burdens. We will provide instruction to our personnel on how to utilize these internal resources.

Please let me know the next steps to take to further the training for these individuals in order to prepare them for these responsibilities.

Thank you,

Schwausch, Jay

From: Kitchen, Greg
Sent: Wednesday, January 23, 2008 9:58 PM
To: jay.schwausch@rawsonlp.com
Subject: Thanks for your hard work

Jay,
\$Thanks for taking care of Electronic supply for me.\$I have asked them on numerous occasions to please call DP, but they keep calling Houston. Thanks for taking care of this for me and if I can do anything for you please let me know.

Sincerely,

Greg Kitchen
Outside Sales Representative
409.948.3446
greg.kitchen@rawsonlp.com

Schwausch, Jay

From: Mark H. Craig [MHCraig@CarterChambers.com]
Sent: Thursday, July 19, 2007 10:16 AM
To: Schwausch, Jay
Subject: Thank you

Seems you put in a lot of work, looks like we can use this. Thanks for your effort.

Mark H. Craig
Instrumentation Product Manager
Phone 225.612.3727
Fax 225.926.8111
Cell 225.921.3358
mhcraig@carterchambers.com
www.carterchambers.com

Schwausch, Jay

From: bobs [bobs@cashco.com]
Sent: Thursday, July 19, 2007 9:49 AM
To: Schwausch, Jay
Cc: Betz, Dennis; English, Greg; Aaron Brantley
Subject: RE: Cashco Tools

Jay – Thanks a lot. It really makes a difference when a rep steps up to the plate and shares his stuff with everyone else. The reps that care like this are far and between. I really appreciate your sharing with us. Keep up the good work

Bob

From: Schwausch, Jay [mailto:jay.schwausch@rawsonlp.com]
Sent: Thursday, July 19, 2007 8:40 AM
To: bobs
Subject: Cashco Tools

Bob,

I created a couple Cashco tools for my daily use since I am currently the designated “go-to” person in Inside Sales here at Rawson.

I thought I'd share them with you in case you thought they would be useful for others who are a part of the Cashco world. (In fact I still use the “Cashco Catalog Location” utility on a daily basis to get me to the right place quickly.)

One of the pages will help you determine the **Product Type** using the first two digits of the **Product Code** or... help you determine what the first two digits would be by entering the **Model Number/Letter**.

The other page will tell you where a particular brochure is located in the new **combined** Cashco catalog.

It tells you the **Product Make** (Cashco, KM, etc.), and...

the section (such as PRV or BPV), and...

the subsection (such as General Service or High Pressure), and...

finally the location in that subsection (such as first or seventh brochure in that section).

Let me know what you think.

Jay Schwausch
Inside Sales
Rawson, LP

Schwausch, Jay

From: Gamble, Bret
Sent: Friday, May 04, 2007 4:52 PM
To: Schwausch, Jay
Cc: Greenberg, Jeff
Subject: RE: Gift Card

You're welcome.
You are a great guy to work with.

Thanks,
Bret

From: Schwausch, Jay
Sent: Friday, May 04, 2007 4:40 PM
To: Gamble, Bret
Cc: Greenberg, Jeff
Subject: Gift Card

Bret / Jeff,

Thank you very much for the Gift Card.
I was truly, truly surprised because I was only doing what I thought was in the best interest of maintaining good customer relations.

I am very sincere when I say the Gift Card – or what the Gift Card actually represents - means a lot to me.
It's a really great feeling to know one's efforts are recognized.

Jay

Schwausch, Jay

From: Greenberg, Jeff
Sent: Friday, May 04, 2007 4:42 PM
To: Schwausch, Jay; Gamble, Bret
Cc: Carter, Lori; Brown, Robert
Subject: RE: Gift Card

You are very welcome. We are glad you are with us!

Jeff

From: Schwausch, Jay
Sent: Friday, May 04, 2007 4:40 PM
To: Gamble, Bret
Cc: Greenberg, Jeff
Subject: Gift Card

Bret / Jeff,

Thank you very much for the Gift Card.

I was truly, truly surprised because I was only doing what I thought was in the best interest of maintaining good customer relations.

I am very sincere when I say the Gift Card – or what the Gift Card actually represents - means a lot to me. It's a really great feeling to know one's efforts are recognized.

Jay

Schwausch, Jay

From: Gamble, Bret
Sent: Friday, May 04, 2007 2:40 PM
To: Williamson, Mark; Greenberg, Jeff
Cc: Schwausch, Jay
Subject: RE: Customer Feedback

Jay,

Thanks also for all your hard work. I know you treat everyone this way but it is nice to actually get an "attaboy" from the customers.

Thanks again,
Bret

From: Williamson, Mark
Sent: Friday, May 04, 2007 1:22 PM
To: Greenberg, Jeff; Gamble, Bret
Cc: Schwausch, Jay
Subject: Customer Feedback

Jeff & Bret,

Clarence Scott / Scott Clarence (not sure which) from Brandon Supply Corp in Santa Fe Springs, CA, called right after 5:00 yesterday to get a price quote and availability for two valves. I took the information and forwarded it in Selltis to Jay to work on this morning, since Jay had handled the previous order from this customer.

During the conversation, the customer mentioned how pleased he was with Jay's work. He appreciated that Jay stayed on top of his order, and that things happened just as Jay had said they would. He seemed very pleased with Jay's knowledge, professionalism and dedication to customer service.

FYI

Mark D. Williamson
Technical Quotes Associate
Rawson LP
Direct: 713.684.1480
Fax: 713.684.1409
2010 McAllister
Houston, TX 77092

Schwausch, Jay

From: Gamble, Bret
Sent: Tuesday, February 13, 2007 3:18 PM
To: Schwausch, Jay
Cc: Greenberg, Jeff
Subject: RE: HOUSTON.. WE HAVE ECOMM !!!

Jay,

This is great! Thanks for your help and persistence in solving this issue.

Bret

From: Schwausch, Jay
Sent: Tuesday, February 13, 2007 9:18 AM
To: Harbich, Gabriele
Cc: Gamble, Bret; Greenberg, Jeff
Subject: RE: HOUSTON.. WE HAVE ECOMM !!!

Gabrielle,

I have put together a "How-To" for the solution to the Cashco Ecom problem (in MS Word).
That file is attached.

Jeff,
Would you like me to have Terry Copeland forward this to all the districts that handle Cashco.

From: Harbich, Gabriele
Sent: Tuesday, February 13, 2007 9:00 AM
To: Information Systems
Cc: Schwausch, Jay
Subject: RE: HOUSTON.. WE HAVE ECOMM !!!

Jay figured out the ecom solution (one of the sign on screens is bypassed) and will do some screen prints for us.

Gabriele

From: Schwausch, Jay
Sent: Monday, February 12, 2007 3:39 PM
To: Harbich, Gabriele
Subject: HOUSTON.. WE HAVE ECOMM !!!

Call me.

Jay Schwausch
Inside Sales
Rawson, LP

Schwausch, Jay

From: Greenberg, Jeff
Sent: Tuesday, February 13, 2007 11:00 AM
To: Schwausch, Jay
Subject: RE: HOUSTON.. WE HAVE ECOMM !!!

Hello Jay – Please send it to Terry Dupre for distribution.

Thanks for making your fellow sales people's lives easier.

Jeff

From: Schwausch, Jay
Sent: Tuesday, February 13, 2007 9:18 AM
To: Harbich, Gabriele
Cc: Gamble, Bret; Greenberg, Jeff
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Inside Sales
Rawson, LP

Schwausch, Jay

From: Harbich, Gabriele
Sent: Tuesday, February 13, 2007 9:32 AM
To: Schwausch, Jay
Subject: RE: HOUSTON.. WE HAVE ECOMM !!!

Thanks Jay!

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To: Harbich, Gabriele
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To: Harbich, Gabriele
Subject: HOUSTON.. WE HAVE ECOMM !!!

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Jay Schwausch
Inside Sales
Rawson, LP

Schwausch, Jay

From: Gamble, Bret
Sent: Friday, February 09, 2007 10:25 AM
To: Schwausch, Jay
Cc: Greenberg, Jeff
Subject: RE: Cashco Transmittlas

Jay,

Thanks for taking the time to make these forms easier for everyone. They work like a charm.
I appreciate your extra efforts.

Thanks again,
Bret

From: Schwausch, Jay
Sent: Friday, February 09, 2007 7:51 AM
To: Houston Sales
Cc: Greenberg, Jeff
Subject: Cashco Transmittlas

For those who work with the Cashco products, you are aware of how their Transmittal Forms are in PDF format and aren't very user friendly.

I have revamped the Parts Transmittal Form and the Regulator Transmittal Form so you can actually put the prices in the actual boxes etc. I have also turned the check boxes into actual form check boxes you can use by merely clicking on it. Not only is the form much more legible after it's filled out, it is much easier to manipulate.

I will do the same with the other Transmittal Forms, such as the 764T and Linear Control Valve as time allows. If you have one you prefer to be put first, let me know.

If you have any questions, give me a call.

Jeff: Would you like me to forward this to Terry Dupre so she can forward it to the other districts that handle Cashco?

Jay Schwausch
Inside Sales
Rawson, LP

Schwausch, Jay

From: Justice, James
Sent: Friday, February 09, 2007 8:43 AM
To: Schwausch, Jay
Subject: RE: Cashco Transmittals

Jay,
Thank you for your extra efforts! I hope that you have it recognized and are compensated for it when the time comes.
James

From: Dupre, Terry
Sent: Friday, February 09, 2007 8:35 AM
To: Austin; Beaumont; Corpus Christi; Deer Park; Freeport; Port Lavaca
Cc: Ramsey, Sharyn
Subject: FW: Cashco Transmittals

From: Schwausch, Jay
Sent: Friday, February 09, 2007 7:51 AM
To: Houston Sales
Cc: Greenberg, Jeff
Subject: Cashco Transmittlas

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Jay Schwausch
Inside Sales
Rawson, LP

Schwausch, Jay

From: Baggett, Dora
Sent: Friday, February 09, 2007 8:27 AM
To: Fox, Pat; Schwausch, Jay; Houston Sales
Cc: Greenberg, Jeff
Subject: RE: Cashco Transmittlas

I agree. Pretty neat! Thanks Jay.

From: Fox, Pat
Sent: Friday, February 09, 2007 8:10 AM
To: Schwausch, Jay; Houston Sales
Cc: Greenberg, Jeff
Subject: RE: Cashco Transmittlas

Jay,
You are the man.
Thanks,
Pat

From: Schwausch, Jay
Sent: Friday, February 09, 2007 7:51 AM
To: Houston Sales
Cc: Greenberg, Jeff
Subject: Cashco Transmittlas

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Jay Schwausch
Inside Sales
Rawson, LP

Schwausch, Jay

From: Fox, Pat
Sent: Friday, February 09, 2007 8:10 AM
To: Schwausch, Jay; Houston Sales
Cc: Greenberg, Jeff
Subject: RE: Cashco Transmittlas

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Jay Schwausch
Inside Sales
Rawson, LP

Schwausch, Jay

From: Greenberg, Jeff
Sent: Friday, February 09, 2007 8:00 AM
To: Schwausch, Jay
Subject: RE: Cashco Transmittlas

Jay – as usual I appreciate your efforts to make everyone's job easier. Yes, please send this to Terry.

Jeff

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Cc: Greenberg, Jeff
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Jeff: Would you like me to forward this to Terry Dupre so she can forward it to the other districts that handle Cashco?

Jay Schwausch
Inside Sales
Rawson, LP

Schwausch, Jay

From: Greenberg, Jeff
Sent: Thursday, October 12, 2006 11:16 AM
To: Schwausch, Jay
Cc: Gamble, Bret; Fox, Pat
Subject: RE: Cashco Price Sheet

Good Morning Jay – You are a pretty amazing guy. I think we will want to send this out to other locations so it sounds like the PowerPoint is the best solution. Once you are finished I would suggest sending it to one person and see if they can get through it on their own. If so, you can send it to Terry Dupre for distribution.

Thanks for the time you take to develop the tools you do to make our lives easier. Make sure that Bret puts these under significant accomplishments during your reviews!

Jeff

From: Schwausch, Jay
Sent: Tuesday, October 10, 2006 9:12 AM
To: Gamble, Bret; Fox, Pat; Greenberg, Jeff
Subject: Cashco Price Sheet

Bret,

Due to the complication of pricing a Cashco regulator, I have developed an Excel SS for pricing the most commonly requested Series.

I have now been testing this spreadsheet for over a month, and have found no problems with it yet.

To date I have incorporated the following into the spreadsheet:

D Series
D Series (Stainless Steel)
HP Series
HP-1+6 Series
1000HP Series
1000HP Series (Stainless Steel)
1000HP-SF Series

Although I have only quoted them a couple times or so, I have started working on the Ranger Series as well.

For those who are at least a little familiar with Cashco, the spreadsheet is very easy to use once you've been shown how to use it, which should not take more than 5 minutes.

Before I give it out, I would like to:

- a. Briefly demonstrate it to those who would be using it, or...
- b. Create a **PowerPoint** tutorial on it's use. (This would not be that difficult and I would be more than happy to do so.)

I would appreciate any feedback.

Let me know which ("a." or "b." above) you would prefer I do.

NOTE: If you would like to be able to pass this on to other districts, then I definitely recommend we go with the PowerPoint tutorial.

I have included a screenshot from one of the pricing examples.

To price the regulator, all the user had to do was to put in the p/n and then...

put a 1 in the options section in the appropriate box. (← This is the main reason I would like to demonstrate it or create a tutorial before passing it out.)

Not only does this price out the regulator, but it puts in the basic description for the regulator as well.

(1) P/N Entered

(2) Option(s) Selected

(3) List Price & Consumer Net are calculated.

(4) Primary Description is Displayed

NOTE:
You are working on a 1/2" Size
CS Body / CS Spr Ch

Option (Code)	1/2"	3/4"	1"	1.1/4"	1.1/2"	2"
1 (1) CS Spr Ch	1					
3 (1)						
3 (4) Not In Use?						

Size & Trim	36	40	B1	B2	B3
1/2"	605	565	0	40	40
3/4"	615	565	0	40	40
1"	665	605	0	40	40
1-1/4"	845	910	0	50	50
1-1/2"	1250	1170	0	40	40
2"	1965	1865	0	70	70

Jay Schwausch
Inside Sales
Rawson, LP

Schwausch, Jay

From: Betz, Dennis
Sent: Tuesday, October 10, 2006 10:36 AM
To: Schwausch, Jay
Cc: Gamble, Bret; Greenberg, Jeff
Subject: RE: R. G. Laurence Solenoid Valves ??

Thanks for the info. We need to publish this to everyone in the sales group so they can be as helpful to our customers (and themselves) as possible. I would ask that we put this in some sort of document that is part of the indoctrination procedure for new hires so we stay on top of things from this point forward.

Jay, thank you for identifying a very easy way to find the otherwise unfindable.

Dennis

From: Schwausch, Jay
Sent: Tuesday, October 10, 2006 10:30 AM
To: Betz, Dennis
Subject: RE: R. G. Laurence Solenoid Valves ??

I used Google "Advanced Search" (http://www.google.com/advanced_search)
I typed in
laurence sc1b-var
It brought up a PDF file on the solenoid at www.lesliecontrols.com/iomindex/11_1_5_3Rev1.pdf
I checked the doc to see if it did indeed have the item, which it did.
Their homepage is of course the same link, except it is just up through the ".com" part.

Jay

From: Betz, Dennis
Sent: Tuesday, October 10, 2006 10:24 AM
To: Schwausch, Jay
Subject: RE: R. G. Laurence Solenoid Valves ??

Jay: I am interested in hearing how you found Laurence solenoids under Leslie Controls unless you already knew they were part of Leslie. If you searched some unique way to get there I would love to know how you did it. Please let me know.

Dennis

From: Schwausch, Jay
Sent: Tuesday, October 10, 2006 9:27 AM
To: Scott, Dennis; All Employees
Subject: RE: R. G. Laurence Solenoid Valves ??

Here you go...

Info on the valve...
http://www.lesliecontrols.com/iomindex/11_1_5_3Rev1.pdf#search=%22sc1b-var%22

Their homepage is, of course:
<http://www.lesliecontrols.com>

Good luck,

Jay Schwausch

From: Scott, Dennis
Sent: Tuesday, October 10, 2006 8:50 AM
To: All Employees
Subject: R. G. Laurence Solenoid Valves ??

We have an order for 8 each Laurence Solenoid FM Model SC1B-VAR-E10 Serial A108081-1 EUL 48 Volt/250/AC/DC/C 9 Watts "Soli-Con".

We can't find them on the net or in the ISA Directory. Would any of you have any contact information on this company?

If so, let Zoie or I know so we can complete the sale or cross them to an ASCO. ASCO didn't have them listed as on their competitor guide.

Thanks,

DENNIS A. SCOTT

RAWSON LP
7613 CANYON DRIVE
AMARILLO, TEXAS 79110

PHONE: 806 352 1492
FAX: 806 352 2176
CELL: 806 341 7315

EMAIL: DENNISSCOTT@RAWSONLP.COM

Schwausch, Jay

From: Fox, Pat
Sent: Tuesday, October 10, 2006 9:26 AM
To: Schwausch, Jay
Cc: Gamble, Bret; Greenberg, Jeff
Subject: RE: Cashco Price Sheet

Jay,
You are too much. From what I have seen, it is a great tool and anybody that has dealt with Cashco pricing and option adders will appreciate the spreadsheet. I would be cautious about letting this out to all employees until your time here and away from work is compensated for producing a quality tool.

Pat

From: Schwausch, Jay
Sent: Tuesday, October 10, 2006 9:12 AM
To: Gamble, Bret; Fox, Pat; Greenberg, Jeff
Subject: Cashco Price Sheet

Bret,

Due to the complication of pricing a Cashco regulator, I have developed an Excel SS for pricing the most commonly requested Series.

I have now been testing this spreadsheet for over a month, and have found no problems with it yet.

To date I have incorporated the following into the spreadsheet:

D Series
D Series (Stainless Steel)
HP Series
HP-1+6 Series
1000HP Series
1000HP Series (Stainless Steel)
1000HP-SF Series

Although I have only quoted them a couple times or so, I have started working on the Ranger Series as well.

For those who are at least a little familiar with Cashco, the spreadsheet is very easy to use once you've been shown how to use it, which should not take more than 5 minutes.

Before I give it out, I would like to:

- a. Briefly demonstrate it to those who would be using it, or...
- b. Create a **PowerPoint** tutorial on it's use. (This would not be that difficult and I would be more than happy to do so.)

I would appreciate any feedback.

Let me know which ("a." or "b." above) you would prefer I do.

NOTE: If you would like to be able to pass this on to other districts, then I definitely recommend we go with the PowerPoint tutorial.

I have included a screenshot from one of the pricing examples.

To price the regulator, all the user had to do was to put in the p/n and then...

put a 1 in the options section in the appropriate box. (← This is the main reason I would like to demonstrate it or create a tutorial before passing it out.)

Not only does this price out the regulator, but it puts in the basic description for the regulator as well.

Schwausch, Jay

From: Schwausch, Jay
Sent: Tuesday, October 10, 2006 9:12 AM
To: Gamble, Bret; Fox, Pat; Greenberg, Jeff
Subject: Cashco Price Sheet
Attachments: image001.jpg

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Schwausch, Jay

From: Gamble, Bret
Sent: Friday, September 22, 2006 3:46 PM
To: Schwausch, Jay
Cc: Greenberg, Jeff; McAlpine, Diane
Subject: FW: Selltis training

Jay,

I just wanted to say thanks again for your hard work and assistance with this training.
I've heard nothing but great comments on the job you did.

Bret

From: Gamble, Bret
Sent: Tuesday, September 19, 2006 5:02 PM
To: McAlpine, Diane
Cc: Schwausch, Jay; Greenberg, Jeff
Subject: Selltis training

Hi Diane,

Jay will be there to assist with the quotation section of Thursday's Selltis training at approx 1:30 PM.

Thanks,
Bret

Schwausch, Jay

From: Betz, Dennis
Sent: Thursday, April 06, 2006 11:53 AM
To: Schwausch, Jay
Cc: Greenberg, Jeff; Gamble, Bret
Subject: RE: CGA Fittings Updated Spreadsheet

Jay:

Thank you for taking the time to do the spreadsheet. This is so valuable to all of the inside and outside sales staff that I hope it will inspire others to distribute the things they may be doing to reduce the complexity of handling crossovers and shorten the time it takes to both quote and enter orders.

If you have other little tidbits of knowledge that could enhance our ability to handle the everyday work load, please do not hesitate to pass them on.

Thanks again

Dennis Betz

From: Schwausch, Jay
Sent: Thursday, April 06, 2006 11:15 AM
To: Dupre, Terry; Austin; Beaumont; Corpus Christi; Deer Park; Freeport; Houston Outside Sales; Houston Sales; Longview; Mexico City; Odessa; Plano; Port Lavaca; Texas City
Cc: McAlpine, Diane; Turner, Brenda; Greenberg, Jeff; Miller, Bob; Norsix, Katie; Betz, Dennis; Smith, Mike
Subject: CGA Fittings Updated Spreadsheet

My apologies...

Bur Rhonda Roper was kind enough to bring to my attention, that one of the items had the Washer left off in the spreadsheet.

She also mentioned that the statement regarding the Washer being optional could be misconstrued.

So, I have slightly modified the spreadsheet to make it all clearer.

Please delete your old spreadsheet and replace it with the newer one.

Thanks,

Jay

From: Dupre, Terry
Sent: Thursday, April 06, 2006 10:55 AM
To: Austin; Beaumont; Corpus Christi; Deer Park; Freeport; Houston Outside Sales; Houston Sales; Longview; Mexico City; Odessa; Plano; Port Lavaca; Texas City
Cc: McAlpine, Diane; Turner, Brenda; Greenberg, Jeff; Miller, Bob; Norsix, Katie; Betz, Dennis; Smith, Mike
Subject: FW: CGA Fittings

Please see Jay's email below about attachment.

From: Schwausch, Jay
Sent: Thursday, April 06, 2006 9:33 AM
To: Dupre, Terry
Subject: CGA Fittings

Terry,

Bob Miller sent out an email back in February of 2004 regarding the p/n's that compose the CGA Fittings. That list is now obsolete since we are using GasFlo p/n's. I have put together a small chart that shows the makeup of the CGA Fittings using the new (GasFlo) p/n's. Richard Beshoory suggested that I email this to you and you could forward it to all the branches. So, I am attaching the Excel spreadsheet file for you with this email.

Thanks,

Jay Schwausch
Inside Sales
Rawson, LP