



## TECH TIP #49

### THE FIRST THREE RULES OF PLUMBING

- Rule #1....Crap always runs down hill.
- Rule #2....Payday is on Friday.
- Rule #3....Never chew your fingernails.



## TECH TIP #50

### SPECIFICATIONS - DO'S & DON'TS

We don't know about you, but nothing is more frustrating than vague or incomplete specifications. When we are trying to quote a price from a set of plans, or price a piece of equipment for an institution or contractor, we always read the specs. We have found that the manufacturer usually has a set of "sample specifications" on their product brochure. However, our experience has taught us that "brochure specs" are kind of like buying your specs at a garage sale...they might fit, they might not.

We at Federal Corporation are extremely proficient at generating tight specs, not so tight that they limit the brand of equipment, but tight enough so that the **PLAYING FIELD IS LEVELED**. **DON'T SETTLE FOR LESS THAN WHAT YOUR APPLICATION CALLS FOR!** As you have probably seen, there are people out there who don't always have your best interest in mind!!

Reference to a particular brand of product should not be intended to exclude other product offerings, but it should reference a product that will fully satisfy the needs of the application.

**ADVANCED TECHTIPS...**Again, call us. We will help you with your specifications, visit the jobsite, and supply you with the websites and/or literature that you need to make sure you specify the correct products.