



WCPA TO MEET WITH IFAI PRESIDENT

Mary Hennessey, the Industrial Fabric Association International's newly installed president is set to meet with WCPA members September 6, 2012. The meeting will be held at A&R Tarpaulins Inc. in Fontana, California.

Members are encouraged to come and participate in the meeting.

Topics of discussion will be how to grow WCPA's membership, facilitate events and functions with IFAI, and more. If you have any suggestions, thoughts, comments, questions or concerns that you would like brought up during the meeting, please feel free to email them to wcpa2012@hotmail.com or contact Bud Weisbart directly at 909-829-4444.

The goal is to have 100 percent attendance. During the meeting, WCPA members will be able to hear the plans for the future of the Industrial Fabrics Association International and its relationship with our organization and other zones in our area.

The meeting will include a Q&A and time for suggestions to give Mary on how IFAI can best serve members. Lunch will be hosted. Also, we will be discussing WCPA topics that include the location for our Annual Meeting in 2013 and regional meetings.

If you would like to attend this event, please confirm as soon as you are able, to Carol Park at wcpa2012@hotmail.com or Bud Weisbart by calling him directly at 909-829-444.

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IRS Resources

Whenever we hear “IRS” people have a knee jerk reaction and think about bad, stressful things like audits.

But, did you know the IRS is an excellent resource on the laws and tax credits that can save your business money and time?

Example: the IRS provides an excellent resource on corporate and small business taxes. The information the IRS includes are things like free webinars and workshops that address tax questions.

Click this link – [IRS Events](#) – to go directly to the IRS page with events near you!

The IRS also provides resources on [corporate executive tax compliance](#), how to avoid double taxation by becoming an [S Corporation](#), information on newly enacted legislation under the [Affordable Care Act Tax Provisions](#), and a guide to [International Business Tax Information](#).

Just go to www.irs.gov and take a look around at the free, helpful tips and resources your tax dollars support!

Thank you!

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This month’s newsletter has a special article to me: recalling the life and contributions of one of our earliest members, Helmut Blum, the late founder, along with his late wife, Renate, of Blum Construction Co. and European Rolling Shutters.

The article – which is on the next page – is a collaboration between Helmut’s daughter and son-in-law, and current owners of this legacy company in San Jose, California, Linda Conner and Paul Conner.

I recall vividly meeting Helmut Blum. He was an outspoken advocate for what our industry’s products can do to reduce energy consumption.

He took it upon himself to set up and conduct a test to actually quantify the impact of exterior shading on interior temperatures.

That was Helmut: never reluctant to grab the issue and take it on himself, regardless of the length to which he would be swimming against the current...

The energy test was done well before our level of consciousness had risen to the current level of concern about our carbon footprint and green energy.

He had a vision, and he pursued it, and so we honor him for that.

I also recall vividly the anger and disappointment that Helmut expressed every time he returned from Europe.

He would with great passion describe to anyone who would listen how almost every building, home or commercial business, had awnings in European climates that were nowhere near as challenging as those here in the areas served by WCPA...

Why couldn’t our industry and

our communities understand?! Why indeed!

We need to pursue these issues raised long before their time had come by our friend Helmut, and in honor of his memory and of the nobility of our industry, dedicate ourselves to keep the message engaged.

And for those of you who may be interested, I still have CDs of Helmut’s original study and would be happy to burn copies and provide them to you.

Remembering and honoring leaders and innovators like Helmut Blum will help lead us into the future of this ever changing world.

Helmut’s ideas on green energy were ahead of his time. Today, our industry employs techniques and technology that I hope Helmut would have approved of.

The way we think about awnings, shade structures and other fabric products involves more than just the basics. It also involves more than just thinking about energy and the green movement, especially as we learn more about the impact of our exposure to the sun and the relation of the cumulative exposure to the sun’s rays to skin cancer on us and our children...

And, of course, it involves new ideas like incorporating solar, using recycled materials, using designs that help reduce energy consumption and more.

Without innovators like Helmut Blum, where would we be today?

It’s important to remember those who came before us and put us on the path we are on today and honor their memories by putting into practice that which they taught us.

IFAI Donates Office Supplies to Nonprofit

The Industrial Fabrics Association International was faced with a dilemma after it went through a spring cleaning project: a surplus of office supplies including chairs, filing cabinets, hanging file folders and notebooks.

IFAI – understanding the importance of helping others – looked into donating the extra items.

“Like our members, we are committed to recycling,” said Janet Atz, the IFAI employee who orchestrated the cleaning effort. “We figured there was a way to give office chairs and a bunch of three-ring binders to people who can use them. Teachers were a great fit.”

IFAI’s volunteers searched for a nonprofit organization to donate the items to; they found [Companies to Classrooms](#).

The nonprofit provides educational supplies to students and teachers.

Companies to Classrooms gives away the supplies, free of charge, to those in need.

If you would like further information on how to donate, visit [Companies to Classrooms](#)’ Web site.

Other great donation centers include the Salvation Army, Goodwill and local organizations that include Key Clubs and churches.

Helmut Siegfried Blum was born May 6, 1937 in a small town formerly known as Gumbinnen, East Prussia. Gumbinnen is now known as Gusev, Russia, and is about 73 miles east of Kaliningrad, Russia (formerly Koenigsberg, East Prussia).

Helmut and his family were part of the more than 5 million German residents that were forced out of the region after World War 2. Helmut’s post-war experiences kindled his self-reliance, entrepreneurial spirit, and his great appreciation for life’s most minute as well as for life’s most grand offerings.

From an early age, Helmut excelled in math, science, music, sports, and “socializing.”

While apprenticing as a Werkzeugmacher (toolmaker) at Wilhelm Karmann GmbH, Helmut also attended the Metal School in Osnabrueck, Germany. He received his diploma on March 31, 1961.

Between January 1963 and January 1967, Helmut went back to school full time to pursue the equivalent of a Master of Science in mechanical engineering. He graduated as a Diplom-Ingenieur, Maschinenbau, on February 1, 1967 from the Staatlichen Ingenieurakademie Beuth Berlin.

From the academy, he learned the wealth of a country with few natural resources lies in the creativity and intelligence of its inhabitants.

He was taught to readily face the challenges posed by working life and human demands; engineers develop new solutions and they create new products and new value. Helmut was educated in areas such as combustion engines, automobile construction, machine tools, and

power plant technology, as well as production engineering, precision engineering and micro-technology. On April 4, 1967, he started working as an IBM Staff Engineer at the manufacturing facility in Mainz, Germany. Helmut then had the joy of marrying Renate Schlie on April 29, 1967.

IBM sent the Blum family on several assignments to San Jose, California. The daughter, Linda Blum, was born between assignments, in 1971, in Mainz, Germany. Helmut saw the need for exterior, rolling shutters during these assignments and on travels throughout the United States. Helmut was shocked by the lack of external, rolling shutters, but he was also thrilled at the idea of educating Americans about the numerous benefits from using exterior, rolling shutters. Helmut imported materials, manufactured, and installed rolling shutters as a test in 1983; this was accomplished during an IBM assignment.

In May of 1982, two managers from the IBM Mainz facility recommended Helmut for permanent assignment in San Jose, California. They recognized that his wife, Renate, had health issues eased by the California climate but worsened significantly upon return to Mainz, Germany. Renate’s health situation was documented by both German and U.S. doctors. The permanent assignment was denied, and his final, San Jose assignment began January 31, 1986. On December 17, 1986, for the sake of Renate’s health and Linda’s education, Helmut requested (and was granted) a 6-month, unpaid leave of absence from April 5, 1987

SBA Offers Industry Specific Law Resources

The Small Business Administration is well known for its loan programs and its help with setting up a business. But, one of the many resources it provides is industry specific guidelines to laws and regulations.

The SBA's [Industry Guides](#) resource provides information and guidance for small businesses that operate in specific highly regulated industries, including manufacturing.

The resource also provides information on training, financing, and business growth strategies.

Also, the SBA offers guides for businesses that operate in federally-regulated industries. Those businesses need to register for a specific [federal license or permit](#).

You can call the SBA directly or go to its Web site at www.sba.gov to learn more about federal regulations and industry specific laws.



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through October 2, 1987 (exactly 180 days). This achieved two points:

- Helmut fulfilled 20 years of service to IBM (very important for pension provisions); and
- Time to pursue his business dreams.

Prior to his leave of absence, Helmut had already built and installed shutters, filed a Fictitious Business Name Statement, and even leased business premises. Helmut's education, work experience, and excellent personal relationships with his colleagues and management prepared him well for the rigors of running a business. Helmut expanded European Rolling Shutters product lines by adding retractable awnings and exterior, retractable solar screens. He and Renate incorporated on September 11, 1987 as Blum Construction Company, Inc.

For over 25 years, right up to his passing in December 2008, Helmut passionately built his business foundation and repeatedly demonstrated the benefits of exterior, retractable shade systems as highly-effective, energy conservation solutions. He was "Green" before green was cool or politically and socially mainstream.

Though he was often frustrated by the "deaf ears" that tuned out his dialogues, Helmut never let pass an opportunity to champion this industry's potential to truly help mankind.



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