

I called the **Psychic Hotline**. They answered, "Who's calling?" I said, "You tell me."



Two flies found some bologna clinging to the handle of a butcher knife. After eating all they could hold, they took off, only to fall on the ground with a thud. The moral of this story is: "Don't fly off the handle when you're full of baloney!"

In one of those western scenes so familiar on TV, two groups of men were shooting it out in the barroom of a shabby roadhouse.



Suddenly a meek little man entered the door and started right across the room toward the bar. All the shooting stopped.

The bartender got up from behind the safety of the bar and said, "Partner, it sure took real courage to walk right through all those six guns without lookin' right nor left."

"Not at all," replied the meek little man as he asked for a sarsaparilla. "You see, I owe money to everyone in the place."



Mahatma Gandhi, as you know, walked barefoot most of the time, which produced an impressive set of calluses on his feet. He also ate very little, which made him rather frail and with his odd diet, he suffered from bad breath. This made him (oh, man, this is so bad, it's good) ... **A super-calloused fragile mystic hexed by halitosis.**

And, finally, there was the person who sent twenty different puns to his friends, with the hope that at least ten of the puns would make them laugh. **No pun in ten did.**

ASTUTE OBSERVATIONS ABOUT LIFE

There's no fool like an old fool — you can't beat experience.

Time may be a great healer, but it's also a lousy beautician.



REMEMBER: amateurs built the Ark, professionals built the *Titanic*.



My inferiority complex is not as good as yours is.

Brain cells come and brain cells go, but fat cells live forever.

L&M AND encores

September 2009



MIGHT THE RECESSION BE RECEDING?

L&M RADIATOR, INC.

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We can only speculate by looking at L&M Radiator, Inc. orders. We will use a few “weasel words” as we go along because we do know that recessions always end, but we do not know when.

We have to talk about history before we speculate on the future. Last November (2008) orders coming in to L&M decreased to one-third of what they had been averaging for the last year or more. Further, they stayed at one-third until May of 2009. Note that we had a large backlog that carried us through March 2009, which is the end of our fiscal year, and resulted in a pretty good year for us. Because we had used up our backlog, we lost money in April and May – not mega bucks but still a loss. Orders coming in picked up in May – picked up to about one-half of where they were a year ago. We did some drastic cost cutting:

- 1. Laid off 200 of 500 employees in North America.**
- 2. Cut remaining production people to four days per week.**
- 3. The rest of the employees’ incomes were cut by 10%.**
- 4. We did not cut our prices even though some of our raw material (copper, etc.) prices did decrease.**

We made a profit in June and July – again, not mega bucks, but still a profit. As of this writing (August 20, 2009) August is looking OK (still one-half the sales of a year ago).

Is four months of somewhat increased sales a trend, or is it a blip? Obviously, we are hoping it is a trend and not a blip. Tune in next January when we will “probably” (last “weasel word”) continue this story.

Alex Chisholm