



We have not gone after lawyers for a long time

“Apologists for the profession contend that lawyers are as honest as other men, but this is not very encouraging.”
— Ferdinand Lundberg

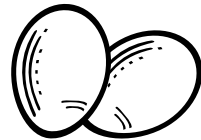
“Support your local lawyer – send your kid to medical school.”
— bumper sticker



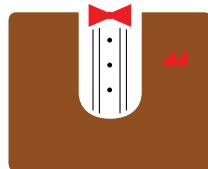
When you go to borrow money, dress as if you have plenty.



When you find someone doing small things well, put him or her in charge of bigger things.



A man goes to a psychiatrist and says, “Doc, my brother’s crazy, he thinks he’s a chicken.”
The doctor says, “Why don’t you turn him in?”
The guy says, “We would. But we need the eggs.”



An old woman is upset at her husband’s funeral. “You have him in a brown suit and I wanted him in a blue suit,” she said to the mortician. The mortician says, “We’ll take care of it, ma’am and yells back, **“Yo, Ed! Switch the heads on two and four!”**



It is game seven of the Stanley Cup final, and a man makes his way to his seat right at center ice. He sits down, noticing that the seat next to him is empty. He leans over and asks his neighbor if someone will be sitting there.

“No,” says the neighbor. “The seat is empty.”

“This is incredible,” said the man. “Who in their right mind would have a seat like this for the Stanley Cup and not use it?”

The neighbor says, “Well, actually, the seat belongs to me. I was supposed to come with my wife, but she passed away. This is the first Stanley Cup we haven’t attended together since we were married.”

“Oh, I’m so sorry to hear that. Couldn’t you find someone else to take her seat? A friend or a relative? Even a neighbor?”

The man shakes his head.
“They’re all at the funeral.”

L&M AND *encóres*

May 2010

RINSING YOUR COTTAGE CHEESE



Past *encóres* online at MESABI.com

L&M RADIATOR, INC.

Manufacturers and Distributors of MESABI® Flexible Core Heat Exchangers

1414 East 37th Street • Hibbing, MN 55746 U.S.A.
Phone: 218-263-8993 • Toll Free U.S.A. & Canada: 1-800-346-3500 • Fax: 218-263-8234 • E-mail: cool@MESABI.com

MANUFACTURING FACILITIES:

UNITED STATES
L&M Radiator, Inc.
Hibbing, Minnesota
L&M Radiator, Inc.
Independence, Iowa

L&M Radiator, Inc.
El Paso, Texas

L&M Radiator, Inc.
Yankton, South Dakota

AUSTRALIA
L&M Radiator Pty. Ltd.
East Victoria Park, W.A.

MEXICO
L y M de Mexico S.A. de C.V.
Hermosillo, Sonora



**AGAIN, WE RECENTLY READ A
BUSINESS-TYPE BOOK ENTITLED:**

GOOD TO GREAT BY JIM COLLINS
COPYRIGHT © 2001

This book has given us two ideas that we thought would make good subjects for our Encore (the first was the subject of our March Encore). Can you imagine “rinsing your cottage cheese” to get the very last bit of fat out? The author of the book apparently knew a much disciplined world-class athlete, who had won the Hawaii Iron Man Triathlon a number of times (bike, run and swim a ridiculous distance). This tri-athlete was fanatical about his intake of fat – to the point that he rinsed his cottage cheese before eating it.

Your author worked at a local creamery for three summers during high school (OSHA was not around). We daily ran all incoming milk through the separator twice, then put it back together as “pasteurized milk,” coffee cream,

whipping cream or ice cream. We always had a left-over blue liquid that we ran down the sewer, except one day per week, when we ran the blue liquid into a vat, added “starter” (whatever that was) and left it overnight. The next morning the mixture had separated, leaving maybe four inches of cottage cheese on the bottom, covered by maybe 10 inches of water, which we decanted off, and then packaged the cottage cheese. We did not believe there was ANY fat in cottage cheese.

Back to the book. The author used the phrase, “rinsing your cottage cheese” to describe a company that paid close attention to details, even very small details, that had to do with the way the company functioned.

We like to think that our company pays attention to small details. We, in fact, “rinse our cottage cheese.”

Alex Chisholm

