

Application Specialist

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Volume 1, Issue 3 November 7, 2005

Product Ideas & Career Enhancing News from your Friends at Clancey

Clancey Values:

- Make it easy to do business with us.
- Be creative.
- Add value.
- Solve problems quickly and completely.
- Always consider the long-term.
- Our word is our bond.

southco[®]
AUTHORIZED DISTRIBUTOR

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Clancey's
new website has
launched
www.clancey.com

Product Spotlight: Rotary Action Latches from Southco[®]

Concordville, PA

Southco[®] announces its entry into the rotary action latch market with a family of products. Clancey is excited to deliver these sought after latches to our customers.

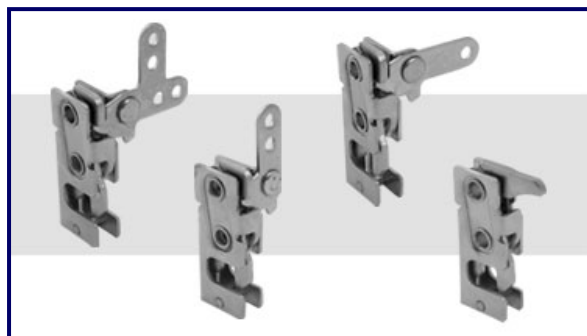
"Customers can expect the maximum amount of design flexibility from this product family," states Application Specialist Eric Clancey. "Southco[®] rotaries can be direct or remote activated, which allows you to position the latch where you need it."

Southco[®] offers mounting versatility with the rotary product line. Options include a through hole mount, or threaded mounts in either 1/4-20 and M6 sizes.

A standard striker bolt is available for customers who prefer not to have to fabricate their own strike shaft, or use a standard shoulder bolt.

This is great new product that offers a high quality alternative to the standard offerings in the market at a very attractive price. Clancey Application Specialists have samples with them for you to evaluate and they can cross reference your current part for a Southco replacement.

Come to Clancey for custom cable driven latch activators. Clancey has a wealth of experience developing remote activators for our line of locking gas springs.



rotary action latches are strong and easy to operate

Career Enhancement: Lead like the best—John Wooden

John Wooden achieved the pinnacle of success in his field through the consistent application of a formula for success, attention to the smallest details, rock solid character, and care for the men he led. Wooden would protest that all he did was his very best—each and every day.

For those of you who may not know him, John Wooden was the most successful coach in NCAA men's basketball history, leading UCLA to 10 National Championships, 4 undefeated seasons, and 88 straight victories. As a player, John Wooden was a state cham-

pion in high school and a national champion in college.

For a successful man, Wooden is a remarkably humble. In his book *Leadership*, the famed coach applies the leadership fundamentals that worked so well for him in basketball to business and life. His book is an enjoyable and quick read with player sidebars recalling what it was like to be on the receiving end of the coach's "lessons".

Foremost for Wooden personally was his "pyramid of success" — 15 personal

qualities that, if applied consistently, will allow a man and his team to achieve success. At the top of the pyramid is *competitive greatness*, which Wooden defines as being able to do your best when your best is required.

Wooden is also a man who understands the importance of details. At the first practice of the year he would show (by doing it himself) his players how to put their socks on. Why? Improper socks—blisters. Blisters—no fast break. No fast break—less of a chance to be successful.

You will find some useful

Continued on page 2

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Clancey News: New website with CAD downloads

Overland Park, KS

Clancey Company is pleased to introduce the launch of our new website, located at our previous web address www.clancey.com. "This is a

complete upgrade of our site and puts us at the top of our peer group in delivering resources for Engineers and Product Designers." states Bill Rieckhoff, Clancey Sales Manager.

Clancey customers will now have full access to 2D and 3D CAD downloads of Southco® products via our site. Clancey has made the registration process for CAD quick and easy, and drawings are offered in easily transferable file formats.

To offer more we have given customers the opportunity to send a quote, sample or catalog request direct from the product page they are reviewing. "Saving time is saving money." adds Dick Clancey.

We have dedicated resources and seek to expand our CAD capabilities to the other products we offer. We will be investing strategically to increase our web based resources and seek your input to do so. We encourage you to review our website and let us know what you would like to see. Please e-mail your comments to: bill@clancey.com.



"This is a complete upgrade of our site and puts Clancey at the top of our peer group in delivering resources for Engineers and Product Designers."
- Bill Rieckhoff,
Sales Manager

Upcoming Clancey Hardware & Hinge Trade Show Events:

National Fastener Distributors Assoc.
National Industrial Fastener Show / West Las Vegas, NV November 17-18, 2005
booth # 928

National Assoc. of Trailer Mfgs.
Annual Meeting and Convention Las Vegas, NV February 2-3, 2006
booth # 351

National Truck Equipment Assoc.
Work Truck Show Atlanta, GA March 1-3, 2006
booth # 112

Product News: Latching and Clamping Handles



"New" T & L Handle Door Latches

These new door handles from Clancey and Southco® are high quality and attractively priced. You will appreciate the details of the chrome plated or black powder coated finish, and enjoy the easy adjustment of the "set screw" style cam.

Latches are available locking or non-locking. Samples are available for review in your design. Contact your Application Specialist today.

Adjustable Clamping Handles

Clancey is at your service with its line of Elesa® adjustable clamping handles. These award winning "ergostyle" designs feel as nice in your hand as they look on your product. The ability to add color through the cap on the adjustment knob gives you flexibility to differentiate product functions on your machine.

These handles are available in inch or metric threading with projecting studs or inserts. Hub material is either steel or stainless steel. Stainless steel is suitable for food grade applications.



Career Enhancement: Leadership by John Wooden

tips on time management by learning how Wooden got the "most from each minute" by careful studying and planning his practices.

Like Wooden's philosophy, the whole of the book is stronger than any of its parts, but one strong concept is the discussion of "winning". For a man who amassed 885 wins as a coach, his players insist that he never used the word "win" or told them to "win the game". Coach

Wooden was unconcerned with "winning", but he was insistent that every man do his best. "Play UCLA basketball, and the outcome will take care of itself." Focus on and execute the fundamentals perfectly—is a practice we could all stand to reinforce. This book is an excellent read for anyone interested in leadership, and is ideal reading for a budding athlete of high school age.

Coach Wooden turned 95 years old, on Oct 14th.