

Dan's Letter™

"Please...let me introduce you to my mind...one article at a time."

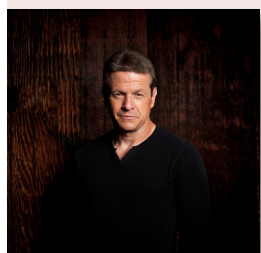


FROM THE DESK OF DAN ANDERSON

Sam Walton's Rules Of Business

Sam Walton, the founder of the Wal-Mart chain, had principles that have enabled the company to experience more than 40 years of success:

- Commit to your business. Love your work and do it the best you can every day.
- Share your profits with all your associates and treat them as partners. This will make the people perform beyond your wildest expectations.
- Motivate your partners. You have to constantly think of new ways to motivate.
- Communicate everything you possibly can to your partners. The more they understand, the more they'll care.
- Appreciate everything your associates do for the business. "Nothing else can quite substitute for a few well-chosen, well-timed, sincere words of praise."
- Celebrate your successes. Have fun. Find humor in your failures. Loosen up.
- Listen to everyone in your company. The ones who really talk to the customers are the ones who really know what's going on.



- Exceed your customer's expectations. Give them what they want —then give 'em a little more.

- Dan A.



(BPT) - There's nothing like sunshine, a warm breeze and the smell of delicious food on the grill. If you've been anticipating getting back to grilling, wait no longer! According to the Hearth, Patio & Barbecue Association, now that temperatures are warmer, it's the perfect opportunity to celebrate everything you love about outdoor cooking. If you already have a grill, this is a great time to upgrade, so you can cook more dishes for bigger get-togethers, or to try a different kind of grill, letting you experiment with new techniques like using a smoker.

What kind of grill is best for you? It depends on your space, what you like to cook and how you like to prepare it. First, ask yourself the following questions:

How much time do you want to spend cooking? If you've got a busy schedule, you may prefer the convenience of gas or electric grills. However, if you love spending time perfecting the perfect outdoor meal, you may enjoy a charcoal grill, smoker or kamado grill.

How much space do you have? Do you host frequent large gatherings? Go big on your barbecue size to optimize these special occasions. For a big backyard, a larger grill with a kitchen island can create a focal point for entertaining. But a premium portable or compact grill is your best

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option if you live in a condo or apartment, or for a cabin or other vacation destination with limited space.

What do you love to cook? Many grills offer extra features for particular foods. Think rotisseries if you love roasted chicken, or side burners for soups and stews. Crave the 'za? Consider a grill with ample space for pizza stones.

To help you discover your next favorite grill, here are the features of five major grill types to consider when making your choice.

Gas: If you want convenience and faster meal prep, a gas grill may be right for you. As with your kitchen stove, your food can be ready to cook in 10 minutes - and it's easy to regulate cooking temperatures.

Charcoal: If you love being hands-on with the nuances of outdoor grilling, a charcoal grill may be the choice for you. Some say charcoal provides the best flavor experience. You can use your charcoal grill for classic low and slow cooking - and high heat searing.

Pellet: This a great option for people seeking optimal flavor. With available pellets in hickory, mesquite and oak, you can enjoy a truly flavorful cooking experience.

Electric: If simplicity appeals to you most, an electric grill may be your best bet. Designed to produce constant heat and operate without an open flame - without charcoal or propane - they're especially suited for apartment or condo dwellers.

Kamado: For people who love cooking all styles and who keep grilling year-round, Kamado Grills' excellent insulation works perfectly for both grilling and smoking. They're very versatile, use wood and charcoal, and can also roast or bake.

Few products come in as wide an array of price ranges as grills, so almost anyone who wants a grill can find one that's within their budget. But remember - a more premium grill offers many more features to enjoy and tends to last longer, providing a stronger return on your investment.

Ready to get out there and cook? Get back to barbecue with this delicious recipe for Grilled Chicken Fajitas from food writer Brad Prose, founder of Chiles and Smoke. All you need is two pounds of chicken wings, Mexican seasonings like chili powder, chipotle powder, ginger and limes for a tasty marinade (4-12 hours), then you can wow your friends and family by grilling or smoking these flavorful wings.

Explore recipes and plenty of grilling inspiration at WhyIGrill.org - or find your new grill by locating a retailer near you at HPBA.org/Resources/Store-Locator.

Need More Brain Power? Eat Some Chocolate



Consumption of a cocoa drink rich in flavanols—a substance found in dark chocolate—gives the brain a boost of blood flow for two to three hours, a University of Nottingham study has found.

The increased blood flow could enhance performance, lead researcher Ian McDonald, professor of metabolic physiology, says. It can also improve general alertness. The study raises the possibility that ingredients of chocolate could be used to treat vascular impairment, such as strokes or dementia, and for maintaining vascular health.

The study also points to possibly using cocoa flavanols to enhance brain function when people suffer fatigue, sleep deprivation and the effects of aging.

McDonald emphasized that the level of cocoa-rich flavanol beverage was specifically designed for the study and not available commercially. Flavanols are also found in red wine, green tea and blueberries.

Children Should Be Taught Dog Bite Prevention

Don't leave your children alone with a dog, experts in the British Medical Journal advise.

Dog bites and maulings are a widespread problem; the United Kingdom alone reports 250,000 dog bite victims per year who seek treatment for minor injuries.

Children, the experts say, should be taught to treat dogs with respect, avoid direct eye contact and refrain from teasing them. Parents should teach their children not to approach an unfamiliar dog or to play with a dog while unsupervised.

Children should also be taught not to run or scream in the presence of a dog, not to pet a dog without letting it sniff them first, and not to disturb a dog while it is eating, sleeping or caring for puppies.

Dog owners also need to do their part by not leaving children unsupervised with a dog and by knowing what their responsibilities are.



TAKE A BREAK!

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Mango Salsa

Ingredients

3 ripe mangoes (peeled, seeded & diced)
 1/2 red bell pepper (chopped)
 1/4 cup red onion (diced)
 1/4 cup chopped cilantro (more to taste)
 1/2 jalapeno pepper (seeded and minced)
 juice of one lime
 Salt & Pepper to taste

Instructions

Before you get started, make sure your mango is ripe! It should be soft to squeeze and the color of the skin should be mostly red or yellow. You can also tell if it's ripe by the stem – if there's a yellow circle around it, then it's ready to use. Then cut the mango into cubes and dice the others veggies as well.

In a bowl, combine the mangoes, bell pepper, onion, cilantro and jalapeño. Add the lime and salt and pepper to taste. Stir to combine.

Refrigerate for at least 15 minutes to blend the flavors. Serve with chips or put on top of fish or chicken. *Enjoy!*

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"Please...let me introduce you to my mind...one article at a time."

OXYMORONIC

Here are some clever oxymorons for you:

Awfully good	Act naturally
Clearly confused	Alone together
Deafening silence	Bittersweet
Jumbo shrimp	Cruel kindness
Living dead	Found missing
Sweet sorrow	Virtual reality
Pretty ugly	Wise fool
Open secret	Unbiased opinion
Original copy	Painfully beautiful
Random order	Unusually normal

Remember, oxymorons are phrases that combine contradictory or opposite terms for rhetorical effect.

*Please...let me introduce
you to my mind...one
picture at a time...*

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