



Volume 26 No 03
The Electronic Version

2003
ISSN 0742-468X Since 1978

Welcome to *The Harlow Report - GIS*

Welcome to the 3rd issue of 2003! We've slightly modified the left hand navigation bar into four sections. First is the familiar Featured Articles sections - the title says it all. The second section is called More to Know and contains our monthly features of Out of the Box, GIS Net Surfing and News to Use. Section three is called Just 4 Laffs. This is where we put the truly off-beat stuff that comes across the wires to us. finally, there is other stuff that might be of interest to you, including the Cartoon of the Day.

This issue contains part 3 of a three-part series of excerpts from the Executive Summary of the newly released "GIS and Mobile Computing Solutions Market Study for North American Electric Utilities" conducted by InfoNetrix. We give a tip of the hat to the excellent speakers at this years' GITA conference, then tell you about the good news about crooked politicians.

Featured Articles

- **GMCS Market Study Excerpts Pt 3** In this comprehensive research study, seven signs of market evolution are discussed. We give you a look at the signs #6 and 7 in this issue.
- **GITA Speakers Awards** Organizations such as GITA rely on good speakers. Without them, the conference would sink. Say hello to this years' best speakers.
- **Why Crooked Politicians Are The Best Marketers In The World...** Everyday – no matter what your job – you wind up selling something. It might be a new idea, a better project plan, new technology, a raise, or why you are working too darn hard. Learn from the pros how to influence the rest of us.

More to Know

- Out of the Box
 - GIS Net Surfing.
 - News to Use.

Just 4 Laffs

- More Signs of the Times?
- Krazy R3p0rt Kardz

As always, we thank you for your support, and trust that you and your loved ones remain safe, healthy and prosperous.



GMCS Market Study Excerpts

Part 3 (of 3)

Editor's Note In the last 2 issues I provided excerpts from the Executive Summary of the definitive study of GIS & Mobile Computing Solutions (GMCS) for the North American Electric Utility Marketplace. The study was conducted by [InfoNetrix \(www.InfoNetrix.com\)](http://www.InfoNetrix.com), a market research and consulting firm with offices in New Orleans and Sacramento. Here we present part three of the three-part series. In this issue we cover the sixth and seventh signs of the "Seven Signs of GMCS Market Evolution," with the remainder covered in the next issue.

Although the GMCS market will experience a wide range of pervasive changes during the 2002-2006 forecast period as the result of many factors on several different levels, some factors will have a more significant impact on how the GMCS market evolves than others. The study refers to these factors as The Seven Signs of Market Evolution.

The Seven Signs of GMCS market evolution are listed below with a brief synopsis of each to be presented in serial form over a three -issue period. (More comprehensive analyses, as well as pertinent details about how each of these will impact the GMCS market are provided in Section 3: Principal Market Drivers, Issues & Trends.) The signs are:

1. Regulatory Policy & Governance
2. Economics & Investment
3. Technology, Integration & Standardization
4. Data Integrity & System Security
5. Web & Wireless Solutions
6. Enterprise Applications
7. Customer Satisfaction & Service

Enterprise Applications

Following decades of intensive development, pilot testing, deployment and support, GIS is now considered accepted technology. No longer can major procurement decisions be delayed or postponed indefinitely by repeatedly waiting for the final "proven" version. Just as relational databases are essential for storing and accessing conventional information, GIS is essential for the storage and retrieval of spatial information. Also, now that proven GIS platforms are available, utilities are beginning to harness the power of spatial technology for other enterprise applications as well.

In the near future, GMCS-based work management, outage management and trouble call management systems will likely become as common (and necessary) as accounting systems. Moreover, at some point along the way, the focus of these systems will turn from an application focus

into a more generic information platform focus — that is, the engine that drives other enterprise systems and applications.



Building the initial GMCS was risky, lengthy and expensive. Now, utility executives expect this investment to pay off. Maps themselves do not contribute to the bottom line. It is what you can do with an intelligent map that excites utilities. That is one reason that work order management outage management, and mobile systems are hot items. They feed off the GMCS and deliver productivity to the field and to the customer.

In the mainframe days there was a point when just about any key note speaker at an IT conference had a slide that showed a computer on an island, and claimed that “data processing is not an island.” Invariably, this would lead to a discussion of building a bridge to the rest of the corporation.

Guess what? These days, that slide is showing up at GIS conferences, and the IT guru’s declare that GIS is not an island and a bridge must be built to the enterprise.

Hollow rhetoric or not, it is the prevailing trend: GIS must — and will — become part of the enterprise systems culture.

Customer Satisfaction & Service

Prior to deregulation, the definitions of customer service and customer satisfaction were, at best, ambiguous as to what they really meant for the customer. Indeed, the idea that these terms carry an implied obligation on the part of the provider — in this case, the utility — to offer some type of remedy when customer expectations were not being met was often lacking in substance when the time to deliver satisfaction was at hand. Having operated under these loose



definitions for nearly a century, most utility customers had relatively little understanding or appreciation of what deregulation might portend regarding their ability to enjoy a greater level of service and satisfaction. For most, competition in the utility market was — and continues to be — perceived almost exclusively as a pricing matter. That is, in the minds of many utility customers, competition equals lower electricity prices.

The fact is, the introduction of competition brings market balance and equilibrium; not necessarily lower prices. Yet, part of that equation also involves bringing supplier products and services into line with user (i.e., customer) expectations. As the restructuring process continues and markets are opened to competition, increasing numbers of utility customers are gaining new insights about the role that deregulation plays in achieving improved levels of customer service and satisfaction — though not always in the ways they imagined.

The introduction of several new performance measurement standards such as the system and customer average interruption duration and frequency — commonly referred to as SAIDI, CAIDI, SAIFI and CAIFI — as well as other uniform measures of utility performance are being widely instituted by utilities throughout the U.S. and Canada. The benefits being realized through the implementation of these measures are several.

Besides providing a very specific and uniform methodology for evaluating utility performance, they have also translated into a much higher degree of accountability within the utilities them

selves with executive compensation now often tied in part to how well the utility scores on these performance measures. An immediate result of this new awareness and emphasis has been a drastic increase in the number of outage management systems (OMS) and work management systems (WMS) within the past two years. Although OMS/WMS were not specific targets of this study, a significant level of additional investment in mainly distribution level automation is expected as this trend continues. The focus in the next five years for GMCS will be to provide better utilization of, and better data to, field crews to keep customer service levels high.

Find out more

To learn more about the GMCS Market Report, and how you can obtain the complete study, visit InfoNetrix (www.InfoNetrix.com)



GITA Announces Conference 26

Speaker Award Recipients

Did you manage to attend The Geospatial Information & Technology Association (GITA <http://www.gita.org>) Conference in San Antonio? About 2,500 of your closest friends were there. That may not sound like a big crowd, but considering that GITA focuses on the power utility market, it is a decent attendance number. To put it in focus, consider that most utilities have implemented their AM/FM/Systems, so they don't have a big need to learn about the basics of the industry. Most will attend their supplier's users group meeting. But, the innovators, pioneers, and the hearty go to the GITA conference to hear about new trends and overcoming the odd implementation hurdle that may be unique to the industry.

As is their habit, GITA recently announced the 2003 Speaker Award winners from its Conference 26 in San Antonio. According to Ken Goering, (kgoering@gita.org) GITA spokesman, "The award recognizes the top five percent of session speakers, each of whom were rated by session attendees in the areas of quality of presentation, visual aids, session content, and relevance of topic."

And the winners are ...

- * Eric Ackerman, Edison Electric Institute, "Electricity Restructuring: New Opportunities and New Challenges for Geospatial Information"
- * Pat Drinnan, Aquila Networks Canada, "Data: The New Life Line for the Field!"
- * Nancy Lerner, EMA, Inc., "Using Business Case and ROI to Justify GIT Spending"
- * William Meehan, ESRI, "Forget the Intangibles: GIS Improves the Bottom Line"
- * Jennifer Nieland, Wisconsin Public Service Corp., "Using Change Management to Achieve Success in Second-Generation Mobile GIS Implementation"
- * Ed Parsons, Ordnance Survey, "The Role of Web Services for Spatial Data Delivery"
- * Christopher Tucker, IONIC Enterprise, "Designing Open GIS Conformant System Architecture for the Enterprise"

GITA's Conference 27 is set for April 25-28, 2004 at the Washington State Trade & Convention Center in Seattle.



Why Crooked Politicians Are The Best Marketers In The World...

by
Ben Settle

Editor's Note: Many of our readers work in Federal, State, or Local government organizations. That is to say, you may work for a politician. Ben Settle has an interesting take on the effectiveness of politicians, particularly if they are crooked. In this article he explains how they get their message out, and therefore how honest people can do the same. Naturally, nothing he writes that your politician is a crooked politician.

Ben Settle teaches entrepreneurs how to write sales letters that bring in cash, even if they think their writing skills are horrible. To subscribe to his e-newsletter, "Copywriting From The Trenches!" send a blank email to 7daysalesletter@boo.bamboobiz.net

Have you ever noticed how crooked politicians have literally mastered the art of scaring people?

Even though it usually translates into higher taxes and more misery all around, these politicians are able to get people to line up at the voting booths in droves to vote for them!

How?

Because most of the really crooked politicians have the art of scaring people down to a science. Ironically, good copywriters also do this too, just not to the same extent or exactly the same way. Just like crooked politicians, they know that the fear of loss, pain and inconvenience translates to big sales.



On the other hand, the one thing that the 2002 midterm elections proved is that unless these fears tactics are inherently honest, they will eventually fall flat on their face. A perfect example was the picture of President Bush pushing a senior citizen in a wheel chair off a cliff on the Democratic Party Website. It's fundamentally dishonest and relies on sleazy fear tactics.

But many good sales letters, ads and websites use the power of gut-wrenching fear to get massive sales. For example, one of the most powerful, yet tragically underused, sales letter "formulas" is the "problem-agitation-solution" formula. When this kind of sales letter is sent to the right person, it's almost impossible to put down!

Here's how it works:

Begin your sales letter by establishing a specific and painful problem. Let's pretend you're going to assemble a sales letter selling vitamins. To use this particular sales letter formula, you could go into pain-staking detail as to how the general population is deficient of basic vitamins and minerals.

You could use statistics from doctors, the government or whatever it takes to get your point across. The important thing is to get the reader to agree with you that there is indeed a problem and it's affecting his life right now.

Next, you would need to agitate him by taking that problem of vitamin deficiency and relentlessly rubbing the reader's face in it. You wouldn't want to go overboard, by lying or exaggerating, just make sure that the reader actually sees this particular problem face to face — and fully acknowledges it. During the agitation process you want the reader to mentally (if not physically) start to sweat and get that cold rush of paranoia filling up his belly. He needs to know that this problem isn't going to "just go away". Ideally you want him mentally wringing his hands in despair.

Take literally every single problem you talk about to its logical (and painful) conclusion. Just like when you set up the problem, take as much time as you need to get your point across.

Finally, the solution. This is where you whip out the answer to that deep, peace-of-mind-killing fear that you've just created: your particular vitamins.

You could go through every problem you put in the agitation part of the letter and prove how your vitamins can prevent all those terrible things from happening. Again, you must be truthful about this. Not only is this the honest and ethical thing to do, but there are laws in place to crack down on frauds. So you'd want to throw in relevant statistics and documentation whenever possible. Make your case so air-tight there's no room for an argument to breathe.

Make sure you talk about all of the things your vitamins do and how your specific vitamins can relieve the anxiety that you nursed along during the agitation part. I like to do this with bullet points and toss all the wonderful benefits I can at the reader in bite sized "nuggets" of information. That way it's easily read and absorbed by the mind.

Some of the best sales letters I've seen are just a series of benefits hidden inside a bunch of bullet points. So shoot those suckers off until you run out of ammo!

I really love the "problem-agitation-solution" sales letter formula. Try it in your next sales letter and watch it bring in more sales and put more money in your pocket (or at least whatever left over money the crooked politicians let you keep after taking their share, that they "earned" in taxes).



Out of the Box

Editor's note: In "Out of the Box" we bring you news snippets that are not necessarily related specifically to GIS. These are items that come across my screen that help me understand our industry, by understanding the world around us. For the complete article just click "Details Here." Think of it as thinking **Out of the Box**

In State and Local Government ...

- The Department of Homeland Security urged Americans to prepare for a terrorist attack that could involve biological, chemical or radiological weapons. ... Officials said people should take steps to protect themselves and their families. Some key questions raised by the latest alert are outlined in this FAQ Details Here: <http://www.usatoday.com/usatoday/20030211/4854954s.htm>

- An oil barge carrying two million gallons of home heating fuel ran aground in Long Island Sound, puncturing at least four of its dozen compartments and spilling some 2,500 gallons of light-grade oil, the Coast Guard said. Carl G. Annessa, the vice president and chief operating officer of Hornbeck Offshore Transportation, said the company immediately activated an emergency plan, contacting the Coast Guard as well as an environmental clean-up company called the National Response Corporation to coordinate the unloading of the remaining oil from the damaged barge. The slick was contained by a floating boom. Details Here:

<http://www.nytimes.com/2003/02/15/nyregion/15SPIL.html?ex=1045976400&en=4579f8e606422fc2&ei=5062&partner=GOOGLE>

- Fairfield County will be on the front edge of a statewide collaboration that has homeland security implications -- being the first to upgrade a mapping system. Fairfield County Auditor Barbara Curtiss' office was getting ready to upgrade the county's Geographic Information system, when the idea was born to use it as a prototype for the state to provide a standardization of the system. Details Here <http://www.lancastereagle.com/news/stories/20030201/localnews/896664.html>

In Technology ...

- Since the destruction of the space shuttle Columbia ..., squads of men and women have fanned out across eastern Texas toting state-of-the-art global positioning devices to mark the precise location of fallen tiles, mechanical parts and assorted debris. Besides performing a task that could help piece together the cause of the calamity, the searchers with their sophisticated global positioning equipment evoke an almost poignant contrast between the creaky 1970's-era space technology that lies scattered across the Southwest and the decidedly snazzy 21st-century commercial technology that is the space program's direct descendant. Details Here



<http://www.nytimes.com/2003/02/10/technology/10NECO.html?ntemail0>

- Sun Microsystems is set to announce a series of new computer and software offerings today in an effort to regain a sense of momentum and leadership in the corporate computing business. Details Here

<http://www.nytimes.com/2003/02/10/technology/10SUN.html?ntemail0>

- Printer cartridge case heads to court Judge hears argument in Lexmark case, which experts say could determine the future of low-cost, refurbished printer cartridges. Details Here

<http://www.pcworld.com/news/article/0,aid,109282,tk,dn021003X,00.asp>

- The online tax debate has suddenly become loud and bitter, with Wal-Mart Stores and Amazon.com as the leading antagonists. But the recent activity over Internet sales taxes may have only minimal impact on consumers and tax collectors, many retail executives and industry analysts say. Details Here <http://www.nytimes.com/2003/02/17/technology/17ECOM.html?ntemail0>

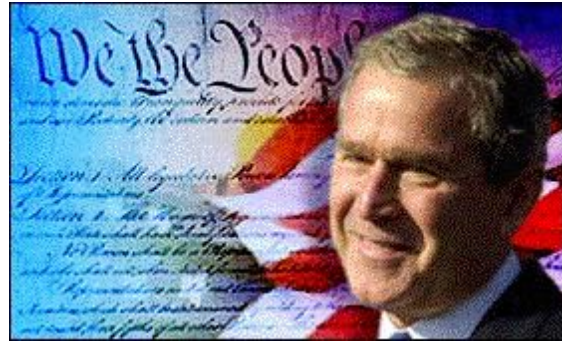
In Utilities ...

- The US Commodity Futures Trading Commission Thursday said it met with forty federal criminal law enforcement officers Feb 12 to share information on current investigations into possible illegal activities in the energy market. The CFTC said its Division of Enforcement met in Washington, with Assistant US Attorneys, FBI agents and US Postal Inspectors on possible round-trip trading, false reporting, and "fraud and manipulation by energy companies and their affiliates, employees and agents." Details Here http://www.platts.com/stories/risk_management2.html

- Surry, VA, nuclear power station manager disputes terror vulnerability study. A successful terrorist attack on spent nuclear-fuel storage sites could have disastrous consequences, suggests a study in an upcoming Princeton journal. An attack on spent-fuel storage pools such as those at Surry Power Station could produce results "significantly worse than Chernobyl," according to a New York Times account of the study. An airplane crashing into a spent-fuel storage pool, where used uranium is kept to cool, could cause an explosion that would release radiation from the spent fuel, the study reports. But local officials with Dominion Virginia Power and other nuclear experts think the study is overblown and riddled with speculation. Since Sept. 11, 2001, the nuclear industry has argued that an airplane

attack is unlikely to harm spent-fuel sites, which are designed to withstand tornadoes, earthquakes and hurricanes. Details Here <http://www.dailypress.com/news/dp-surryfeb03.0.6737160.story?coll=dp-headlines-topnews>

• Bush's budget for the Dept. of Energy. The new budget calls for spending \$23.4 billion, which is a 5.9 percent increase over the 2003 budget. A few budget highlights: it would expand programs to develop clean coal technologies, safeguard nuclear materials, move ahead with a proposed nuclear waste site in Nevada, and spur development of hydrogen fuel cells. It calls for spending \$7.2 billion for environmental cleanup of radioactive waste left over from Cold War nuclear weapons production, a slight increase over this year. It also earmarks \$6.2 billion, an increase of \$533 million, for maintaining current nuclear warheads. It calls for \$321 million for research into clean coal technology as part of a 10-year, \$2 billion program, double the spending on such programs in recent years. As previously announced, the budget would provide \$273 in fiscal 2004, as part of a \$1.5 billion, five-year program to promote development of hydrogen fuel-cells for cars and small power stations. The department, also as announced earlier, proposes spending \$1.3 billion, an increase of 30 percent, to improve safeguards on nuclear material, mostly in Russia, and expand programs to monitor possible trafficking in nuclear materials that could be used in a "dirty" bomb. Details Here



http://pro.energycentral.com/professional/news/power/news_article.cfm?id=3622092

• Missouri and Kansas utilities would be able to recover their security costs in confidential proceedings under legislation that has been filed in both states. In some instances, the utilities wouldn't even have to tell consumers how much they were being charged to cover the expenses, which are rising rapidly as utilities beef up their defenses against terrorism. Details Here

http://pro.energycentral.com/professional/news/power/news_article.cfm?id=3647023

• The U.S. power sector, loaded with a mountain of debt after a massive building spree during the past five years, faces a painful restructuring as the bills come due, affecting not just generators but also lenders, industry analysts say. During the heyday of electric deregulation in the late 1990s, energy companies borrowed about \$500 billion to expand their businesses and build natural gas-fired power plants. Details Here

http://pro.energycentral.com/professional/news/power/news_share_article.cfm?id=3640882

• Federal energy regulators approved rules on Thursday to keep secret certain information about U.S. power plants, large transmission lines and oil and natural gas pipelines, citing post-Sept. 11 security concerns. In keeping the information away from extremist groups, the rules would also restrict the general public's access. Details Here

http://pro.energycentral.com/professional/news/power/news_share_article.cfm?id=3660097



GIS Net Surfing

Stay Up-To-Date On Threats To The Nation

<http://www.hewgill.com/threat/>

Are you losing track of the current terrorist-alarm status? If so, you can put the Homeland Security Threat Monitor on your desktop. It checks periodically with the Department of Homeland Security for the proper setting. When the threat level increases, the monitor blinks. But if you really need this program, you need to listen to the news more.

IBM RECALLS MONITORS FOR FIRE HAZARD

<http://www.pc.ibm.com/g51recall/>

G51 and G51t monitors, manufactured between June and September 1997, are being recalled by IBM. The units have a component that can overheat and potentially cause a fire. Information on the model number and date of manufacture is on a label on the back of the monitors. The model numbers affected are 6541-02N, 6541-02E and 6541-02S.

SkyMap Pro

<http://www.skymap.com/>

See star charts and create your own planetarium. View the sky as seen from anywhere, for any date between 4000 B.C. and 8000 A.D. View over 15 million stars and 200,000 deep sky objects.

National Atlas

<http://www.nationalatlas.gov/>

The new National Atlas includes products and services designed to stimulate children and adults to visualize and understand complex relationships between environments, places, and people. It contributes to our knowledge of the environmental, resource, demographic, economic, social, political, and historical dimensions of American life.

Images of Baghdad

<http://www.digitalglobe.com/gallery/baghdad/>

For those of you who just did not get enough of the war < this site shows satellite images of Baghdad before and after bombings.



News to Use

ArcSDE 8.3 Is Now Shipping

<http://www.esri.com>

ESRI announced that ArcSDE 8.3 is now shipping. Released simultaneously for IBM DB2 and Informix, Microsoft SQL Server, and Oracle, ArcSDE 8.3 contains updates for MapObjects—Windows 2.2, ArcSDE CAD Client, ArcSDE C API, and ArcSDE Java API. ArcSDE plays a fundamental role within the ArcGIS system, providing an application server that integrates the storage of vector, raster, and survey data within a database management system. ArcSDE also provides support for managing long transactions and versions in complex, multiuser editing environments.

GDT's Dynamap® Canada Street Data

<http://www.esri.com/data>

ESRI announced that new commercial data from Geographic Data Technology Canada, (GDT-Canada), has been added to its online collection of downloadable data sets. Visitors to the data section of ESRI's Web site (www.esri.com/data) now can access and download user-defined areas of a special Internet-optimized version of GDT-Canada's Dynamap® Canada database containing detailed street and address coverage along with postal and census information, landmarks, and water features.

SMALLWORLD POWERON® REMOTE DISPATCH VERSION 2.0

<http://www.gepower.com>

GE Network Solutions, announced the release of its Smallworld PowerOn® Remote Dispatch 2.0 software product. A key component of the Smallworld PowerOn product suite, the Smallworld PowerOn Remote Dispatch software is a web-based tool for dispatching work crews from remote service centers. The product provides full access to the Smallworld PowerOn map window and allows users to view outage orders, maintenance orders, crews, and network status information from a web browser. Utility companies in production with the product have successfully decentralized dispatching capabilities during storms and other events that cause high volumes of outage orders. This latest release of the Smallworld PowerOn Remote Dispatch software delivers new functionality and product enhancements to support utility company efforts to improve network reliability and service restoration processes, according to the company.

Intergraph's GeoMedia® Version 5.1

<http://www.intergraph.com/gis>

Intergraph Mapping and Geospatial Solutions announced Version 5.1 of the GeoMedia® product suite. GeoMedia Version 5.1 speeds the collection, manipulation, and presentation of geospatial data, resulting in time savings for professionals performing common maintenance and editing operations for generating paper and digital maps, the most popular methods of displaying geospatial data. The

enhanced GeoMedia suite of products for the desktop and the Web will be available during the first half of 2003. Intergraph is now shipping version 5.1 of GeoMedia and GeoMedia Professional.

Metamend's Geographic Tagging for Web Pages Subheads

<http://www.metamend.com/>

Metamend completed development of its newest innovation in the field of search engine optimization. (SEO) The company has succeeded in creating ground breaking, address extraction technology which can read a web site, extract geographical data, then determine if the web site has a relevant physical presence as well as an online one. The technology is said to have a 99% accuracy rating on a city basis, when that information is present within the web site. Once verified, the address can then be correlated with existing Geographic Information Systems data to produce a set of Latitude and Longitude Coordinates. Step two in the process will be the ability to code or "Tag" the actual source code of the individual web site with accurate GIS information.

Azteca Systems' Cityworks User Conference

<http://www.azteca.com>

Azteca Systems, Inc. will host the third annual Cityworks User Conference, June 4–6, 2003, in Park City Utah. The conference is open to all Cityworks software users with current Update & Support or paid registration. This annual event draws about 200 attendees and exhibitors. "We are always very excited to host this event for the benefit of our user community," says Brian Haslam, president. "We truly envision this as a means to maintain and extend our support for our customers. Our entire staff is present to answer questions, solve technical issues, show off our newest technology and grow our relationships. I personally look forward to this event each and every year..."

SchlumbergerSema's Web Portal for Consumer Energy Management

<http://www.myenergyinfo.com>

SchlumbergerSema launched its MyEnergyInfo® Web portal. It gives utilities and energy providers an easy and secure method to offer their customers Web-based access to a variety of new real-time energy management services. The charter service of the MyEnergyInfo portal is Energy Viewer. This application provides residential and commercial customers with on-line, real-time energy consumption and cost information, along with the tools needed to better manage and control energy usage. Consumption data can be plotted versus temperature information, demand data can be graphed along with consumption, and data can be downloaded into spreadsheets or other applications.



More Signs of the Times?

Editor's note: Last year we brought you an article entitled "Signs of the Times," (<http://www.theharlowreport.com/2002/issue3/signs.asp>) a collection of off-beat road signs found across America. Here are a few more wacky signs ...



Otherwise it is dry!



As a Father of four, I agree



Calling George Carlin



Run Bullwinkle, run!



80% Guaranteed!



Well, that's one way to reduce the local population



Talk about your speed traps!



Thanks, but I think I'll keep on driving.



I hate it when they just randomly kill a family



Just make sure you pass right side up



Hey Bugsy, I got a great getaway route



Instead, wait until they take a nap.



Bedpan sold separately



Ouch!



The smart elderly cross elsewhere



When using a two-story outhouse, always use the one upstairs.

Krazy R3p0rt Kardz

Editor's Note: The following are purported to be actual comments made by NYC teachers on their report cards as part of their final narratives. All teachers were reprimanded, but these are great!

1. Since my last report, your child has hit rock bottom and has started to dig.
2. I would not allow this student to breed.
3. Your child has delusions of adequacy.
4. Your child is depriving a village somewhere of an idiot.
5. Your son sets low personal standards and then consistently fails to achieve them.
6. The student has a "full six-pack" but lacks the plastic thingy to hold it all together.
7. This child has been working with glue too much.
8. When your daughter's IQ reaches 50, she should sell.
9. The gates are down, the lights are flashing, but the train isn't coming.
10. If this student were any more stupid, he'd have to be watered twice a week.
11. It is impossible to believe the sperm that created this child beat out 1,000,000 others.



***If you change your
Email address,
tell us!***

Charlow@charter.net

