



The Tool Box

Serving the Electrical, HVAC & Plumbing Industries Since 1912

Volume 14, Issue 207 October 1, 2017

Take-a-ways From Irma By Jane Jenkins Herlong

Supposedly, animals react during unusual weather. I did not believe it until **my feralish kitty ran through our den, jumped up onto the TV cabinet, and began fighting the swirling rain bands of Irma** displayed on the television. If that wasn't enough, she then turned her attention to Jim Cantore, weather channel icon, and tried to fight him too. You go, Jenks. I think all who were affected by Hurricane Irma felt the same way.

That storm just kept flip-flopping! In my book, "Rhinestones on My Flip-flops" to be released in under two weeks, I focus on how life can change and flip so quickly, just like Hurricane Irma. Many "flip-flop stories" are included in my book but also how to sparkle and shine through these times.

My cat, Jenks, was honest about her feelings about the storm since animals do not have the ability to lie, but here are a few other take-a-ways from Irma.

1- **Be prepared.** Being a Charlestonian, Momma and Daddy taught me that if it looks like a storm is coming, get ready. **How many of us do not prepare for both physical or emotional storms until they are upon us?** When I am not "prayed-up," I panic.

2- **Priorities.** Emergency management reminded us for many days that you can replace your possessions, but cannot replace your life.

3- **Drama.** Lots of folks focus on drama and some enjoy it. Listen to the advice of those who are calm and have a sense of reality without the hype.

4- **Divine Moments.** A friend of mind told me that they have a rental home in North Carolina. Some folks from Texas booked the house and then had to cancel due to the traffic from evacuees. As soon as the call disconnected, folks living in the Tampa Bay area asked to rent the home. They drove 17 hours straight through to the mountains of North Carolina. My friends are such great people; they gave the house to the Floridians for 2 weeks at no charge which brings me to my last point ...

5- **Helping others.** What a testimony of faith to help those in need. Whatever we can do to aid those who need financial or physical help, please give. The highest calling in life is to serve others.

Well, Irma, thanks for the reminder but Jenks pretty much acted out how folks feel about you.

Yes, prepare for the storms in life, remember your priorities, watch out for drama, look for divine moments, and give back to serve others.

Miss South Carolina 1979, Jane Jenkins Herlong is a motivational speaker, writer, humorist and singer. Please check out her website at www.janjenkinsherlong.com

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Put Your
Heart, Mind
& Soul Into
Even Your
Smallest Acts.
This Is
The Secret
Of Success.

Swami Sivananda



**Mechanical Member:
JENNINGS-DILL, INC.**

Jennings-Dill, Inc., Mechanical Contractor is pleased to have served the Southeast in the design, installation, and maintenance of mechanical systems for seventy years. Our company takes great pride in our history and the reputation we've built focusing on safety, quality, integrity, and innovation.

Our organization offers a wide range of services to our customers: engineering, project management, piping, metal fabrication, service, process piping, millwright, and plumbing. We hold multi-state Mechanical Contracting, Plumbing, General Contracting, and Professional Engineering licenses. We have been privileged to complete numerous mechanical installations in Indiana, Texas, Iowa, Missouri, and Ireland, and to fabricate and ship equipment to Mexico, China, Thailand, Indonesia, and Brazil.

The successes that have allowed Jennings-Dill to celebrate our seventieth year are in large part due to the vision of our CEO and Chairman of the Board, Jack Dill, Jr., P.E. Jack joined the company in 1965 and brought with him uncompromising integrity, demand for the highest level of quality, and the ability to develop and maintain relationships. Jack has provided the guidance that has earned Jennings-Dill an outstanding reputation in our industry. Jennings-Dill is fortunate that Jack continues to provide leadership to the senior management team and contributes to the engineering efforts of the corporation.

Jennings-Dill is proud of our heritage and will continue to honor it. We will remain steadfast in the values that Jack Dill invested over 50 years establishing. We are committed to providing our employees with a workplace focused on safety, respect, support, and opportunities for growth. We embrace our responsibility to the community and the industry that we have served since 1947.

Jennings-Dill, Inc.
PO Box 6066
Greenville, SC 29606-6066
Phone: (864) 235-2518 Fax (864) 235-8035

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OCTOBER BIRTHDAYS

Eve Brewer	10/1	Easley Mechanical Services, Inc.	Wife of Jim
Bert King	10/3	Honorary Life Member	
Kelly Miller	10/3	Miller HVAC Service	Wife of Bob
Jason Shaluly	10/3	RepSouth	
Ophelia Brewer	10/5	Easley Mechanical Services, Inc.	Wife of Steve
Joyce Ann Kirkland	10/5	Honorary Life Member	Wife of Gary
Terry Walkup	10/5	Walkup Electrical Construction, LLC	Wife of Tommy
Gail Waldrop	10/14	Honorary Life Member	Wife of Benny
Frank Hill	10/22	Hill Plumbing & Electric Company, Inc.	
Henry Poplin	10/23	B & L Electric Company	
Beth Wilson	10/24	Control Management, Inc.	Wife of Phil
Randy Harley	10/26	Honorary Life Member	
Bill Kirkland	10/26	Bill Kirkland Heating & A/C, Inc.	
Jimmy Gatch	10/27	Gatch Electrical Contractors, Inc.	
Jeannie Duke	10/28	Honorary Life Member	Wife of Bob
Jane Brailsford	10/30	Honorary Life Member	Wife of Dan
Terry Smith	10/30	RepSouth	Wife of Bob
Susanne Dwight	10/31	Carolina Filters	Wife of Coles

Happy Birthday Members!
We Would Like To Announce Yours. If you would like to be listed,
please call the Birthday Hotline at 803-772-7834 or Email to mflowers@mcasc.com

“Tool Box Talks” - Safety Tip
Suggested Fleet Safety Rules

The following are safe driving rules that may be included in your minimum Fleet Safety Program. There are additional safe driving rules that may be appropriate for your fleet which can and could be included in your Fleet Safety Program:

- Do not take chances. To arrive safely is more important than to arrive on time.
- Drivers should be mentally and physically rested and alert prior to each trip.
- Drinking of alcoholic beverages while driving, or driving while under the influence of alcohol or restricted drugs is prohibited.
- Drivers must have a valid driver's license for the type of vehicle to be operated, and keep the license(s) with them at all times while driving.
- Traffic laws must be obeyed.
 - Speed shall never be faster than a rate consistent with existing speed laws and road, traffic and weather conditions. Posted speed limits must be obeyed.
 - Never attempt to exercise the right-of-way; always let the other driver go first.
 - Keep to the right except when overtaking slow-moving vehicles, or when getting into a position to make a left turn.
 - Never follow another vehicle so closely that you will not be able to make a safe stop under any conditions. Observe Timed Interval and Following Distance guidelines.
 - Turn signals must be used to show where you are heading: while going into traffic and before every turn or lane change.
 - Slow down and watch for children in school zones.
- Vehicles are to be driven by authorized drivers only.
- Do not give rides to hitchhikers or strangers.
- Seat belts should be worn by drivers and passengers.
- Check your vehicle daily before each trip, and check the vehicle visually each time before driving. Check lights, tires, brakes, and steering. An unsafe vehicle should not be operated until repairs are made.
- Drivers must report all accidents immediately, as required by law and their company rules.
- Drivers must report all arrests and traffic convictions to their company. Repeated traffic convictions or failure to report traffic accidents or convictions may result in disciplinary action.
- Drivers must adhere to other safe driving rules adopted by the company, prescribed by state or local laws or by the applicable D.O.T. Motor Carrier Safety Regulations.

PinPoint Safety, LLC - Mel Rosas
 12216 Pinegate Court, Pineville, NC 28134-9139
 Telephone (704) 277-5673 Fax (704) 900-8241

Birth Announcement

Eliana Laine Sasiene
 Born 9/5/17, 7:09 PM, 7 lbs. 10 oz., 19.5 inches
 Proud Parents: Matt & Kaili Sasiene
 Old Dominion Insulation, North Charleston

Concerns

Please keep Jonathan Watts with
Murray Supply Company, Columbia
In your thoughts and prayers.

Condolences

Mr. & Mrs. Danny Wilds & Family
MECA, Columbia
On the loss of his sister
Lori Wilds Chassereau

Mr. & Mrs. Al Robinson & Family
Ogletree, Deakins, Nash Smoak & Stewart, Washington
On the loss of his mother
Margot J. Robinson

Welcome New Members

Pee Dee	Carlton Thompkins ComeBack Equipment Rentals Myrtle Beach
Coastal	Matt Sasiene Old Dominion Insulation North Charleston Rusty Webb NextGen Technologies, Inc. Summerville Sarah Windham Dixon Hughes Goodman LLP Charleston

Anniversaries

Mr. & Mrs. Bill Campbell - 10/14
Mr. & Mrs. Pete Bailey - 10/19
Mr. & Mrs. Gary Kirkland - 10/19
Mr. & Mrs. Jim Maguire - 10/23
Mr. & Mrs. Mike Richardson - 10/25
Mr. & Mrs. Bob Miller - 10/27
Mr. & Mrs. Duwayne Jacobs - 10/28
Mr. & Mrs. Edward Gibbs - 10/29

Take the Short Cut to Go the Long Way

By Ann Elliott, The Berkana Company

Entrepreneurs like to get things done quickly. They do not like to waste time because time is money. It is tempting to take a short cut because it seems faster initially.

While a short cut works out occasionally, it most often takes longer and costs more.

We think fast is better. I heard an Atlanta developer say “patience is a sign of laziness.” Steady progress in pursuit of a worthy goal makes sense. Haste to get something done, not so much.

Think of getting your team to embrace a goal you know is important to accomplish. The goal is simple, important and measurable. If the team knows why it’s an unrealistic to pursue it, they resist.

To push ahead is a set up for delays down the line. In fact, the goal may even go off the track all together. If you are forced to abandon it, the resources you invested are wasted. If you have not fostered a culture of debate, the team says “yes” but behaves in ways to sabotage the efforts.

“Short cutting” the switchback on a hiking trail is a bad idea. It creates a new path up and down the hill which is faster. In time it kills vegetation and creates erosion. Restoring the trail to a functional state takes significant effort and resources. Staying on the designated path takes longer in the short term. It pays off in the long term.

Use the following seven steps to start:

- Determine a goal or process that is simple, important and measurable.
- Allow discussion amongst the implementers.
- Debate the advantages and problems.
- Make a decision (keep separate #2 and #3).
- Use scorekeeping that’s visible.
- Communicate progress clearly.
- Hold people accountable.

I witnessed the founder of his small company mandate the goals of the organization. The complicated measurements were difficult to follow. To my knowledge, the team did not engage in discussion or debate about the goals they were expected to execute. The scorekeeping for the sales team was visible. Each person had his or her own color. Good idea except the colors changed each month. You can see why people were confused when George was yellow one month and blue the next.

Whether your company has a team of 2 or a staff of 100s, take the time to engage them in discussion about the goal or the process. Give them an opportunity to debate the positive and negative impact not only on the organization but the people. Keep the goal simple, important and measurable.

In conclusion, this takes time. It is an investment well made. Your team owns the outcome. Everyone sees the progress. They understand the part they play in the success of the organization. Stay on the path. It is the shortest distance to your goal.

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Ann Elliott is a leadership strategist and founder of The Berkana Company LLC. She is the author of “What Successful Women Know About Leadership” (2005). As an experienced facilitator, trainer, and business consultant, she helps entrepreneurs and business owners build a thriving business that is efficient, profitable and a fun place to work. Ann speaks professionally at conferences, workshops and seminars. To schedule her for your event, contact: info@berkanacompany.com or visit www.berkanacompany.com

Upcoming Events

**9th Annual Midlands Area Nine At Night
Scholarship Golf Tournament**
Thursday March 22, 2018
Charwood Country Club, West Columbia

12th Annual Piedmont Area Clays for College
Friday, April 20, 2018
The Clinton House Plantation, Clinton

**The Charleston Slam 10th Annual Inshore
Fishing Tournament**
Captain’s Meeting - May 18, 2018
Graybar Electric Co., Inc.
Tournament - May 19, 2018

174th Annual MCASC Summer Convention
August 2-5, 2018
Hammock Beach Resort, Palm Coast, FL

10th Annual Pee Dee Blast Sporting Clays Event Sponsors & Winners

The Pee Dee Area MCASC would like to take this opportunity to thank all the participants & sponsors for their generous support.

1st Place Team

Gateway Supply Co.

Cody Davis
Ricky Evans

Tracy Davis
Kenny Tindal

2nd Place Teams TIE

Carolina Insulation

Allen Ard
Frank McLeod

Coleman Boyd
C. J. Stroud

H. R. Allen

Travis Bee
Stan Harbourt

Buddy Dane
Jason Shorter

3rd Place Team

Eastern Industrial Supplies

Craig Cumbee
Hank Edwards

Brad Eady
Roy Thompson

Individual High Score

Robert Dowery

Grudge Trophy

Pee Dee Area

Lunch Sponsors

Longley Supply
Murray Supply Company
Thermal Resource Sales

Social Sponsor

Carolina Insulation Contractors, Inc.
Chapman Company
James M. Pleasants Co., Inc.

Awards Sponsors

Control Management, Inc. / Siemens
James M. Pleasants Co., Inc.
Murray Supply Company
Smith & Stevenson, Inc./Charlotte Pipe & Foundry/Delta Faucet
Thermal Resource Sales

Refreshment Cart Sponsors

Atlantic Electric
ComeBack Equipment Rentals
Cregger Company
Ken Clary & Company
McCall's Supply Company
Smith & Stevenson, Inc./Charlotte Pipe & Foundry/Delta Faucet

Team Sponsors

Anvil International
Carolina Cool, Inc.
Chapman Company
Cregger Co.
Cullum Services, Inc.
Eck Supply Co.
Enterprise Fleet Mgmt.
Ferguson Fire & Fabrication
H. R. Allen
Landmark Builders of SC
Mace Mechanical
Old Dominion Insulation
Repsouth
Victaulic

Atlantic Electric
Carolina Insulation (2)
Cohen's Drywall, Inc.
Cullum Constructors, Inc.
Eastern Industrial Supplies
Elliott Davis Decosimo
Ferguson Enterprises, Inc.
Gateway Supply Co.
James M. Pleasants, Inc.
Longley Supply (2)
Murray Supply Company
Ram Tool
Trane
Walkup Electrical Construction

Banner Sponsors

Ferguson Fire & Fabrication
Landmark Builders of SC
Old Dominion Insulation

Hilti, Inc.
MRK Sprinkler Designs
Strand Capital Group, LLC

Station Sponsors

Cayce Company
Cullum Services, Inc.
H & H Representatives
Herald Office Solutions
Palmetto Pulpwood & Timber
The Pearce Law Group

Cullum Constructors, Inc.
Ferguson Fire & Fabrication
H. D. Waterworks
James M. Pleasants Co., Inc.
Victaulic



HAMMOCK BEACH™ RESORT

PALM COAST FLORIDA

200 Ocean Crest Drive • Palm Coast, FL 32137
(386) 246-5500
www.hammockbeach.com

GROUP: MCASC SUMMER CONVENTION RESERVATION FORM

DATES: AUGUST 2-5, 2018 CUT-OFF DATE: JULY 12, 2018

GROUP RATES ARE AVAILABLE 3 DAYS PRE AND POST CONVENTION DATES

Name: _____

Address: _____

Home Tele. # _____

Work Tele. # _____

Fax # _____

Room Request:	1/Bedroom Ocean View Suite Main Resort	_____	\$199.00 plus resort nightly service fee and tax
	3/Bedroom Ocean View Suite Main Resort	_____	\$349.00 plus resort nightly service fee and tax
	4/Bedroom Ocean View Suite Main Resort	_____	\$439.00 plus resort nightly service fee and tax
	3/Bedroom Ocean View Suite Ocean Tower	_____	\$409.00 plus resort nightly service fee and tax
	2/Bedroom Resort View Villa Main Resort Complex	_____	\$249.00 plus resort nightly service fee and tax
	3/Bedroom Resort View Villa Main Resort Complex	_____	\$289.00 plus resort nightly service fee and tax

The Resort Service Fee Is 11.5% & Includes: complimentary local and 1-800 calls, pool access with floats, beach chairs, towels and umbrellas, fitness center with sauna and steam room, wireless internet access, shuttle service to Hammock Beach amenities, 9-hole putting course, 1-hr bike rentals, complimentary use of driving range after 2:00 pm, and self-parking.

Arrival Date: _____ Departure Date: _____ # Of Adults / Children: _____ / _____

CREDIT CARD INFORMATION

Type of Card _____ Name on Card _____

Card # _____ Exp. Date _____

Additional Info: _____

- 1 night deposit will be taken at time reservation is made. Balance will be due upon check out.
- Reservations are subject to a 7 day cancellation policy. Please cancel reservations 7 days prior to arrival to avoid forfeiture of deposit.

For Your Convenience, You May Book Your Reservations By Calling 1-877-834-8862 & Be Sure To Mention Code 0718MCA, Fax This Form To 1-386-246-5535, Or Book Online At:

[https://www.phgsecure.com/IBE/bookingRedirect.ashx?
propertyCode=dabhb&group=0718MCA&arrivalDate=07-24-2018](https://www.phgsecure.com/IBE/bookingRedirect.ashx?propertyCode=dabhb&group=0718MCA&arrivalDate=07-24-2018)

**Associate Member:
NEXTGEN TECHNOLOGIES, INC.**

NextGen Technologies, Inc. will celebrate its 15th year in business this January. We are a locally owned and operated low voltage contractor operating in the military, industrial, and commercial arenas.

We provide turnkey solutions in the life safety, security, and surveillance industries. It is our privilege to employ 29 of the most dedicated professional individuals focused on the needs and goals of our clients.

We have the honor to represent the best manufacturers in our respective areas of expertise. Our goal is to find the unique solution which best suits the needs of our customers. We can provide design as well as installation. In addition to new construction, we also provide service for new and existing installations.

We look forward to being a part of the Association and contributing to the community that has been so kind to us.

NextGen Technologies, Inc.
131-B Elliana Way
Summerville, SC 292483-5411
Phone: (843) 871-8531

??? BECAUSE YOU ASKED ???

The Building Industry Association of Central South Carolina (BIA) was formerly the Home Builders Association of Greater Columbia. The BIA is affiliated with the Home Builders Association of South Carolina (HBA of SC) and the National Association of Home Builders (NAHB). When you join the BIA of Central South Carolina, you're also joining the Home Builders Association of South Carolina and the National Association of Home Builders.

This Information Was Taken From The BIA Website www.biaofcentralsc.com

Governor Henry McMaster has proclaimed **October 2017
CAREERS IN CONSTRUCTION MONTH**

**Congratulations to our next Associate & Mechanical Members who will be
highlighted in the upcoming issue of "The Tool Box":
Vallen Distribution, Inc., North Charleston - Associate Member
Transworld, Inc., Charleston - Mechanical Member**

OCTOBER 2017 MONTHLY AREA MEETINGS

MIDLANDS AREA

Thursday, October 5, 2017 @ 5:00 PM
Location: Mill Creek Hunt Club, Bluff Road, Columbia
Venue Hosted By: Control Management, Inc.
Meal Sponsored By: Love Chevrolet - Fleet & United Rentals, Inc.

Topic: "New Trends In The Construction Industry"
Presented By: Dr. Mike Jackson, P.E.
**New Chair For The Construction Science &
Management Department, Clemson University**

PEE DEE AREA

Thursday, October 12, 2017 @ 6:30 PM
Location: Roger's Barbeque, 2004 W. 2nd Loop Road, Florence
Sponsored By: Carolina Insulation Contractors

**Topic: "Update On 2017 Revisions
To AIA Contract Documents"**
**Presented By: Chuck McDonald, Esquire
Belser & Belser, P.A.**

PIEDMONT AREA

Tuesday, October 17, 2017 @ 6:00 PM
Location: 103 Woodruff Industrial Lane, Greenville
Sponsored By: Greenville Mechanical

Topic: "The New Crystalline Silica Rules"
**Presented By: Harvey Jessup
Program Manager, Division of Labor
Office of OSHA Voluntary Programs, Dept. of LLR**

COASTAL AREA

Tuesday, October 24, 2017 @ 6:00 PM
Location: 4801-A Rivers Avenue, North Charleston
Sponsored by: Vallen Distribution, Inc.

**Topic: "Economic Development Update &
Forecast For The Coastal Area"**
**Presented By: Brent Jonas, Director of
Stakeholder Relations,
Charleston Regional Development Alliance**



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*Serving mechanical contractors in
South Carolina since 1912.*

MCASC Executive Board & Staff

Duwayne Jacobs, President
Bob Miller, Vice-President
Edward Gibbs, Treasurer
Stan Harbourt, Secretary
Leslie Whitehurst, Associate President
Mona Flowers, Managing Director

Mechanicals make it happen -
Be part of the best!

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MCASC Vision Statement

The Mechanical Contractors Association of South Carolina (MCASC) will be the leading construction association in South Carolina for specialty contractors and suppliers in the electrical, mechanical (HVAC), and plumbing fields by serving its membership, the industry, and the Community in a vibrant and harmonious fashion.

MCASC Mission Statement

The Mechanical Contractors Association of South Carolina (MCASC) will provide its membership with:

- current business/technical information and support
 - a proactive political/legislative agenda
- a joint industry collaboration to improve relative business practices
- an ongoing effort to offer training opportunities for both professional and craft personnel
 - educational scholarships for deserving students
- the development of industry related career opportunities

The Association's objective for this mission is to enhance the future of the Construction Industry in South Carolina.