



# The Tool Box

Serving the Electrical, HVAC & Plumbing Industries Since 1912

Volume 15, Issue 215 June 1, 2018

## A Message From MCASC Past State President Duwayne Jacobs

This year sure went by real quick! It seems like we were just in Las Vegas a few months ago where a large time was had by all that attended. For those of you who were not able to join us, you missed a good one! Let me begin by saying, it has been a pleasure serving as your State President for the Association this past year.

This was my second time serving as State President. I first served in 1989-1990 with no Managing Director for half the term. You can really understand and see first-hand how this organization and its members have come together to make it successful. I had the privilege of going to Columbia on several items of legislative substance that would affect our Industry. Needless to say, understanding how the political world in Columbia works was most interesting and informative. It also brought to the Board's attention that the Association was really not set-up to truly be effective at the State House not having a PAC. After much discussion, the Board voted unanimously May 30 to set-up a PAC beginning with the new year. Hopefully, this will allow the Association better recognition and have the ability to be more effective on legislative issues that impact the Association and our Industry.

I visited all four (4) areas for at least one meeting and/or event and a great time was shared by all. I went to a Hockey Game in the Piedmont Area, an Oyster Roast in the Coastal Area (man do they know how to put on a party), a Joint Meeting in the Midlands Area with ASHRAE, ASPE, Columbia Contractors and NAWIC and a Joint Meeting with the Pee Dee and Midlands Areas in Sumter.

Our Statewide Meeting was held in March at The Phillips Market Center with a good turnout. Our Officers for the new year were elected and Catherine Templeton, Esquire and Republican Candidate for SC Governor rocked the night as our Keynote Speaker.

I would like to extend my sincere appreciation to each of the four (4) areas for doing such an outstanding job with their scholarship events. Our scholarship fund has grown substantially with more scholarship money being raised each year, thus allowing us to award many more scholarships. Over \$70,000.00 was awarded for the 2017-2018 School Year and it appears we have the potential of awarding that much or more this year. Throughout the year, the Board has been discussing putting more emphasis on craft training for field personnel for our Members. I am happy to report that at my last Board Meeting as State President on May 30, the Board voted unanimously, effective June 1, 2018 we re-direct our fund raising efforts toward craft training and a committee was formed with board volunteers from each area to meet and come up with an implementation plan to present to the Board at the Summer Convention. The committee is scheduled to meet on June 27 at the State Office.

I wish each of you much success in the coming years and I am very grateful to everyone for all the help you gave me throughout my year as State President.

In closing I must say that all the efforts by Mona and Anna helped to make my year a whole lot easier, since as mentioned earlier, my first time as President was without a Managing Director for half the time.

Respectfully,  
Duwayne Jacobs

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**2018  
SUMMER  
CONVENTION**

**HAMMOCK  
BEACH  
RESORT**

**PALM COAST, FL**

**AUGUST 2-5, 2018**

**CONVENTION  
FORMS**

**SEE PAGE 5-8**

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## Mechanical Member: **WHALEY FOODSERVICE**

Whaley Foodservice was founded by Ben Whaley in 1944 as an electric motor repair company, working mainly for rock quarries. In the late 1950's, recognizing the need for service on commercial cooking equipment to accommodate the fast food service industry that was emerging, Ben changed the company's business model. Ben then handed the reins over to his son Frank, who eventually turned the company over to his son, Wells Whaley, the third generation, who ultimately sold to PT Holdings in February of 2016.

Whaley is now the largest commercial kitchen equipment servicer in the Southeast; we've grown from 3 employees to 390 employees and 240 technicians! In addition to our corporate headquarters in Lexington, South Carolina, Whaley has branches in eight states including Virginia, North and South Carolina, Georgia, Florida, Tennessee, Alabama and Kentucky, as well as 27 additional remote locations throughout these states. This year we will be expanding into Mississippi, Louisiana and Ohio. Whaley also recently completed the acquisition of Daubers, now a division of Whaley, which expands our service territory to include Washington, DC and parts of Maryland as well.

Our technicians use cutting edge Fleet and Remote Field Service technologies that allow us to provide the superior customer service and expert service solutions our customers have come to expect from Whaley. We also attribute our rapid and robust growth over the past several years to the implementation of several new initiatives and programs, including an in-house Recruiting team and a dedicated Training Department, which has led to over 150 new CFESA certifications in the last 12 months.

We also place great emphasis on our culture and take great pride in our team. Our leadership development program, Invest in the Best, is currently being implemented and our internal PAC campaign, which stands for Positivity, Accountability and Communication, continues to thrive. Our team knows how valued they are and their loyalty and dedication enables Whaley to provide superior customer service.

As our tag line says, Whaley, is where people make the difference!

**Whaley Foodservice**  
**PO Box 615**  
**Lexington, SC 29071-0615**  
**Phone: (803) 996-9900 Fax: (803) 996-9998**

### JUNE BIRTHDAYS

<b>Clarice Lamb</b>	<b>6/1</b>	<b>Honorary Life Member</b>	<b>Wife of Russell</b>
<b>Duwayne Jacobs</b>	<b>6/3</b>	<b>R. C. Jacobs, Inc.</b>	
<b>Amy Teas</b>	<b>6/6</b>	<b>Smith &amp; Stevenson, Inc.</b>	<b>Wife of Buz</b>
<b>Bill Campbell</b>	<b>6/9</b>	<b>Carrier Enterprises</b>	<b>Husband of Anne</b>
<b>Pat Hough</b>	<b>6/10</b>	<b>Gateway Supply Co. Inc.- Columbia</b>	<b>Wife of Mike</b>
<b>Naomi Caswell</b>	<b>6/11</b>	<b>W. O. Blackstone &amp; Co.</b>	<b>Wife of Lewis</b>
<b>Lynda Ferriott</b>	<b>6/12</b>	<b>Honorary Life Member</b>	
<b>Gary Kirkland</b>	<b>6/14</b>	<b>Honorary Life Member</b>	
<b>Rod Allen</b>	<b>6/15</b>	<b>H. R. Allen, Inc.</b>	
<b>Florence Miller</b>	<b>6/16</b>	<b>City Plumbing Co. of Florence, Inc.</b>	<b>Wife of Richard, Jr.</b>
<b>Bibs Babson</b>	<b>6/17</b>	<b>South Risk Management</b>	<b>Wife of John</b>
<b>Mary Traynham</b>	<b>6/17</b>	<b>Gateway Supply Co. Inc.- Columbia</b>	
<b>David Hensley</b>	<b>6/18</b>	<b>Stover Mechanical, Inc.</b>	
<b>Sandra Harbourt</b>	<b>6/19</b>	<b>H. R. Allen, Inc.</b>	<b>Wife of Stan</b>
<b>Susan Richardson</b>	<b>6/22</b>	<b>Atlantic Electric</b>	<b>Wife of Lee</b>
<b>Bobby Belt</b>	<b>6/24</b>	<b>Bobby Belt Plumbing Co. Inc.</b>	
<b>Mike Hough</b>	<b>6/25</b>	<b>Honorary Life Member</b>	
<b>Coles Dwight</b>	<b>6/26</b>	<b>Carolina Filters, Inc.</b>	
<b>Dr. Mary J. Frame</b>	<b>6/27</b>	<b>Human Resource Development</b>	
<b>Mona Flowers</b>	<b>6/28</b>	<b>MCASC State Office</b>	
<b>Lewis Cole</b>	<b>6/28</b>	<b>AAA Supply, Inc.</b>	

*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](mailto:mflowers@mcasc.com)*

**“Tool Box Talks” - Safety Tip**

**GENERAL SAFETY - ATTITUDE AND BEHAVIOR**

Humans instinctively seek to avoid pain and death. And yet, we may behave in a manner that is a threat to our well-being. There are a couple of reasons why this occurs. The first is lack of knowledge. What you do not know, can hurt you! The second reason we may act in a risky manner is attitude. Now might be a good time to do a quick self-analysis. What is your attitude toward safety?

When asked, some may say they are all for it. Others may complain about any safety effort being made. The difference between the two is one of attitude. Your attitude affects almost all that you do and how you do it.

Have you ever noticed that people who are successful in life, or are just happy, tend to have a positive attitude? And so it is with safety. Look at it this way . . . safety rules and procedures are written to protect you from harm. They are not written to make your work life more uncomfortable or inconvenient. After all, safety equipment and training costs your employer additional up front money.

If you cooperate in safety matters, not only is there a lesser likelihood of you getting hurt, you will not be doing battle with the boss who is just trying to do his job by enforcing the safety rules. In addition, you should feel more confident on the job knowing you have a better chance of making it thorough the day without injury. Less fear of injury and the boss no longer on your back has to brighten your day!

We are not perfect. Even the best of us can forget or make errors in judgment. To maximize our safety efforts, we must look out for one another. If someone tells you that you are not working in a safe manner, do not become angry or defensive. They are just looking out for your well-being. If you did not know you were doing something wrong, be thankful your errors were noted before someone got hurt. If you simply forgot or got a little careless, be grateful that someone cares enough to get you back on track. If you see someone doing something unsafe, speak up, but do so diplomatically. Treat others just as you would like to be treated in the same situation.

Remember, attitude affects behavior. If you have a positive attitude, odds are you will exhibit safe behavior. A negative attitude toward safety will only cause conflict, stress and, ultimately, an accident.



**Midlands Pee Dee Joint Area Meeting, May 3, 2018  
Hill Plumbing & Electric Co., Sumter**

**Welcome New Members**

- Piedmont**    **Winston Anderson**  
Piedmont Mechanical, Inc.  
Spartanburg, SC
- Midlands**    **John Babson**  
South Risk Management  
Columbia

**Birth Announcement**

**Richard Lartigue Garick III**  
Born April 26, 8:56 PM, 7 lbs. 2 oz., 19” long  
Proud parents: Tigue and Jennifer Garick  
James M. Pleasants Co., Inc., Greenville

**Update Your Outlook**

**Let us know if we need to update your Outlook  
or if you know someone who does!**

**Upcoming Events**



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

**11th Annual Pee Dee Blast Sporting Clays Event**  
Friday, September 21, 2018  
Back Woods Quail Club, Georgetown



**Anniversaries**

- Mr. & Mrs. Albert Linden - 6/1**
- Mr. & Mrs. Vaughn Padgett - 6/6**
- Mr. & Mrs. Raymond DeAntonio - 6/8**
- Mr. & Mrs. Tommy Walkup - 6/12**
- Mr. & Mrs. Steve Hinds - 6/17**
- Mr. & Mrs. Wyman Sox - 6/21**

## FRISBY CONSTRUCTION BEST PRACTICES NEWSLETTER

*Simple Ideas to help contractors become and stay successful in a very high risk business.*

## **THE ROLE OF CASH FLOW**

### **By Tom Frisby, The Frisby Group**

Cash (liquidity) is the nectar of the gods. It is the wind beneath your sail!

A balance sheet with a lot of physical assets (like your boat or a new office building) does not pay the bills. Cash flow, the ability to pay one's bills promptly, is the test of sustainability in the construction industry.

Good Credit gets you discounts with suppliers and may get you a job when the customer runs a credit check on your business.

Paying your taxes promptly to avoid tax liens or worse is vital. The new boat can not be used as barter for paying employees promptly or making those quarterly tax payments.

### HOW TO MANAGE CASH FLOW

Cash flow is not the ultimate responsibility of the bookkeeper or the accountant.

Cash Flow management begins with the PRESIDENT who:

- Selects and trains competent employees who have the ability to do the work productively, on schedule and within budget. Getting work is pretty easy; the genius is in performing it consistently within the terms of the contract. Your customer expects that each employee is qualified to do the work and you have impliedly warranted in your proposal that you will have an adequate and competent work force. Incompetence means poor quality or rework, or slow performance, all of which eat up cash.
- Develops accurate estimates. If you miss quantities, it means you probably missed the labor to install those quantities.
- Takes on jobs his company has the competence to perform (and the cash flow to pay the bills as work progresses). There is a tendency to try to take on larger work, or more work than the company can do profitably . . . most companies will from time to time fall into this trap. "Get as much work as you can when you can" should be replaced with "Get as much work as you can profitably perform to the satisfaction of each customer!"
- Avoids disputes and conflicts by having very precise written statements of work so that both parties have a very clear understanding of the work that is to be done (another newsletter will address proposals and contracts). Disputes may eat up your profit and lose customers.
- Develops quality of control check lists which are monitored, even for the smallest job. Rework eats up labor . . . more labor means more out of pocket costs both during the project and later for warranty calls.
- Has a safety plan to assure workers and third parties are protected (and your insurance rates don't go so high you become non competitive).
- Writes proposals which provide for front end payments for supplies and equipment and mobilization. Which provide for periodic progress payments. (A separate news letter will be forthcoming on proposal preparation.)
- Understands the role of effective job planning for small and large jobs and sees to it that each project is effectively planned and scheduled. Productivity is the essence of job success, and productivity doesn't just happen. It is planned . . . the plan is executed. When that occurs, cash flow follows. An unplanned job results in delays of performance and delays in performance mean delays in billings.

(Continued on page 10)



# 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
<b>SOLD OUT</b>	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)

# When The Meeting Breaks ... The Ocean Awaits!

The 174<sup>th</sup> Mechanical Contractors Association of South Carolina Summer Convention



**HAMMOCK BEACH<sup>SM</sup>  
RESORT**

PALM COAST FLORIDA

**August 2-5, 2018**

## **MCASC Registration Form**

Please complete form By Friday, July 13, 2018 and fax to  
(803) 731-0390 or mail to P. O. Box 384, Columbia, SC 29202

Please List Names of Attendees & Indicate who will be playing Golf, Tennis, Fishing or Poker by circling a (G) for Golf, a (T) for Tennis, a (F) for Fishing or a (P) for Poker by the appropriate names:

Name: _____	G T F P	Name: _____	G T F P
Name: _____	G T F P	Name: _____	G T F P
Name: _____	G T F P	Name: _____	G T F P
Name: _____	G T F P	Name: _____	G T F P

Please List Any Food Allergies: \_\_\_\_\_  
\_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_ Phone No.: ( ) \_\_\_\_\_

### ***Billing Information:***

Please Invoice Company: \_\_\_\_\_ My Check Is Enclosed: \_\_\_\_\_

### **Hotel Information: Please Refer To The Enclosed Reservation Form**

MCASC attendees will receive a group discounted rate if reservations are made by Friday, July 13<sup>th</sup>

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 & 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.

Reservations can be made after the deadline date at regular prices.

Make your reservations by calling: 1-877-834-8862 or faxing to 1-386-246-5535

(Be sure to mention MCASC Group No. 0718MCA to get our Group Rate)

Call Or Complete the enclosed Hotel Registration Form & Fax To Hammock Beach Resort

For more Hotel Information visit their website at [www.hammockbeach.com](http://www.hammockbeach.com)

**Continued On Next Page**

## MCASC Fees For When The Meeting Breaks ... The Ocean Awaits!

Cost: \$450.00 per person, which includes the following:

- Daily Social Gatherings at The Hospitality Suite  
(hors d' oeuvres and your favorite adult beverages)
- Poker Tournament On Thursday Evening At The Hospitality Suite
- Breakfast Meetings Friday Morning
- Members' Breakfast Friday Morning
- Educational Workshop(s), Friday Morning
- Pool Party To Include: Drinks, Dinner & Lots of Fun For Everyone Friday Evening
- Educational Workshop(s), Saturday Morning
- Past Presidents' Reception & Dinner Saturday Evening With Special Entertainment
- Open Business Meeting, Awards & Farewell Breakfast Buffet Sunday Morning

**Note To Parents:** *The Children Will Join The Adults On Friday Evening For The Pool Party. There Will Be A Planned Event For The Children On Saturday Evening While The Adults Attend The Past Presidents' Reception and Dinner.*

### Optional Activities:

**Golf (Ocean Course): \$129.18 per person plus lunch \$24.95 for a Total of \$154.13**

Sat., August 4<sup>th</sup> 12:30 PM Modified Shotgun. All Green Fees Include: The Use of Resort's World-Class Practice Facilities (1) One Hour Prior To Scheduled Tee Times, In-Cart GPS System, Ice Cold Bottled Water, Hand Towels, Club Cleaning & Storage. To Book Personal Tee Times On Other Days Call 1-386-447-4611

\*Golf Fees & Lunch will be billed to individual rooms

**Tennis: \$21.40 Per Person / Per Day - 8 Clay Courts (Sub-Surface Irrigation)**

**Fishing: Four (4) Hour To Twelve (12) Hour Charters Are Available**

Pricing From \$750.00 To \$2,000.00, Call For More Details

**Prepare Yourself For An Adventure In Relaxation & Renewal At The Spa**

Guests should make their own reservations by calling 1-386-246-5580

**Kids Crew Programs**

For More Details Call 1-386-246-5661

**For Additional Information, Please Visit Their Website At [www.hammockbeach.com](http://www.hammockbeach.com)**

**For Additional Information Call  
MCASC State Office At (803) 772-7834**

**NOTE: A full refund of MCASC Convention Registration Fees will be made on cancellations received prior to Friday, July 13, 2018. After that date, only 50% will be refunded up until Friday, July 20, 2018. Substitutions will be allowed.**

# Your Presence and Presents Are Highly Sought After....

Become a *Sponsor* for the  
MCASC 174<sup>th</sup> Semi-Annual Summer Convention – August 2-5, 2018  
Hammock Beach Resort – Palm Coast, Florida

By becoming a sponsor, your presence will be seen and known to all members and associate members through our "Tool Box", website, upcoming meetings, convention materials and events. And your Presents will allow the MCASC Summer Convention to be memorable. Don't miss this wonderful opportunity for you and your company to be promoted during the next couple of months.

***DON'T DELAY BECOME A SPONSOR TODAY!***

Sponsorship Packages Include the following opportunities. Please choose the one(s) you wish to sponsor, complete the form and email or fax to Mona at [mflowers@mcasc.com](mailto:mflowers@mcasc.com) or (803) 731-0390.

## **THURSDAY:**

Board Of Directors Meeting	\$1,000.00
Hospitality Suite	\$2,000.00
Surcies & Prizes	\$500.00

## **FRIDAY:**

Associate Member's Breakfast Meeting	\$2,500.00
Past President's Breakfast Meeting	\$1,500.00
Member's Breakfast	\$4,500.00
Educational Workshop(s)	\$2,500.00
Drinks At The Pool	\$2,500.00
Dinner At The Pool	\$6,000.00
Entertainment Ocean Front Lawn	\$2,500.00
Hospitality Suite	\$1,500.00
Surcies & Prizes	\$500.00

## **SATURDAY:**

Educational Workshop	\$2,500.00
Ladies / Spouse Surcies	\$1,000.00
Golf Tournament (4 Sponsors - 2 For Front Nine & 2 For Back Nine)	\$250.00
Tennis Tournament	\$250.00
Fishing Tournament	\$250.00
Children's Program & Dinner (Ages 0-3)	\$500.00
Children's Program & Dinner (Ages 4 & Up)	\$500.00
Cocktail Reception Honoring Past Presidents	\$2,500.00
Dinner Honoring Past Presidents	\$6,000.00
Entertainment	\$2,500.00
Hospitality Suite	\$1,500.00
Surcies & Prizes	\$500.00

## **SUNDAY:**

Pick A Winner Awards Breakfast / Open Business Meeting	\$3,000.00
Awards & Prizes	\$500.00

Yes, I Would Be Happy To Sponsor The \_\_\_\_\_  
Please Invoice My Company For: \$ \_\_\_\_\_ Phone No. \_\_\_\_\_  
Company Name: \_\_\_\_\_  
By: \_\_\_\_\_ Date: \_\_\_\_\_

Mechanical Contractors Association of South Carolina  
Post Office Box 384, Columbia, SC 29202-0384  
Phone: (803) 772-7834 Fax: (803) 731-0390  
Email: [mflowers@mcasc.com](mailto:mflowers@mcasc.com) Website: [www.mcasc.com](http://www.mcasc.com)



THE COASTAL AREA GREATLY APPRECIATES THE FOLLOWING COMPANIES GENEROUS SUPPORT OF THE CHARLESTON SLAM 10TH ANNUAL INSHORE FISHING TOURNAMENT

MAY 19, 2018

WINNERS

Table with 4 columns: Species, Place, Winner Name, and Weight/Spots. Rows include SPOT TAIL, TROUT, FLOUNDER, MOST TROUT SPOTS, SHEEPSHEAD, and YOUTH ANGLER.

SPONSORS

T-SHIRT SLEEVES

Metro Electric Company

The Trane Company

PLATINUM SPONSORS

Atlantic Electric Company
James M. Pleasants Co., Inc.
Old Dominion Insulation
Victaulic

H. R. Allen, Inc.
Metro Electric Company
Sunbelt Rentals

GOLD SPONSORS

Atlantic Coast Electric Supply
C. R. Hipp Construction, Inc.
The Chapman Company
Cummins Power Systems
Faulkner Haynes & Associates
Gateway Supply Company
PACE - Adams
White Crane

Blanchard Machinery
CCS Construction Staffing
Cullum Mechanical Construction
Eastern Industrial Supplies
Ferguson Enterprises, Inc.
Murray Supply Company
Thermal Resource Sales

SILVER SPONSORS

Control Management, Inc.
R. C Jacobs, Inc.
Walkup Electric Construction

Hoffman & Hoffman
RepSouth
Zurn Industries

SHEEPSHEAD SPONSOR

H. R. Allen, Inc.

Snider, Inc.

OTHERS

Graybar Electric Company, Inc.

Captains Meeting

DOORPRIZE DONATIONS

Blanchard Machinery
CCS Construction Staffing
Easyway Insulation
Hoffman & Hoffman
Kohler
Old Dominion Insulation
Victaulic

C. R. Hipp Construction, Inc.
Cullum Mechanical Construction
Ferguson Enterprises, Inc.
James M. Pleasants Co., Inc.
Metro Electric Co.
Triad Mechanical Contractors
White Crane

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- Have a CASH RESERVE. THE RECESSION IS COMING! How do I know that? Because our economy is cyclical. There are always recessions, the economy is always up and down. This present run of good times will come to an end. I don't know when or how bad, but it will come to an end. Maybe slowly, maybe at a screeching halt. Be prepared for the recession or the slowdown. Financial wizards judge a company's ability to perform using certain ratios. The CURRENT RATIO is one of the most significant ones. That is the company's current assets divided by its current liabilities (by "current" asset is one that you can convert to cash in three to six months and current liability is one that is payable in that length of time. In other words, can you pay your bills?)

But cash flow management is the responsibility of each employee. The estimator who is charged with accurately figuring out the quantities and labor required on the job. The supervisor on the job who assures work is being done according to the proposal and with the specified quality, and that employees and third parties are safe. And that extra work is incorporated into a change order and billed timely. And backcharges are avoided.

So cash flow management is really PERFORMANCE by each and every employee, from the president to the employee cleaning up at the end of the job. Performance results from intention. It occurs because the president intends to cause each step in a construction project to be done properly, and because he (or she, as there are a lot of very good female contractors) has thought out how best to manage each step of a project (large or small) and sees to it that the company truly walks the walk.

Cash flow management is sustainability management, profit management, bonus management. It is sleep peacefully at night management. Cash flow is one of the most accurate tests of how well a company performs each and all of its functions.

Tom Frisby, The Frisby Group, tffrizzle@gmail.com

### ATTENTION ALL "AC", "HT", AND "PK" (HVAC) CONTRACTORS

Enforcement of [S.C. Code Ann. §40-11-270 \(B\) and \(C\)](#) requiring the conspicuous display of your mechanical license at your principal place of business, and the prominent display of your mechanical license number on all commercial vehicles, invoices, and proposal forms used by a licensed mechanical contractor is **EFFECTIVE 05/25/2018**. Regulation 29-13 provides the specifications as follows:

Regulation 29-13. Mechanical Contractors-Air Conditioning, Heating and Packaged Equipment.

1. Each contractor licensed in these mechanical contractors sub classifications shall conspicuously display the mechanical contractor license issued to it by the South Carolina Department of Labor, Licensing and Regulation in an area accessible to the public at the contractor's principal place of business.
2. Each contractor licensed in these mechanical contractor sub classifications shall prominently display its mechanical contractor license number issued to it by the South Carolina Department of Labor, Licensing and Regulation on all vehicles used exclusively by the contractor in the daily operation of its business. The license number shall be a minimum of two (2) inch high letters and numbers, on a contrasting background, displayed on both sides of the vehicle.
3. Each invoice and proposal form for these licensed mechanical contractor sub classifications shall contain the mechanical contractor license number issued by the South Carolina Department of Labor, Licensing and Regulation.

You may direct any questions to staff by mail, fax (803-896-4814) or email ([contact.clb@llr.sc.gov](mailto:contact.clb@llr.sc.gov)).

Thank you.  
S.C. Contractor's Licensing Board

**Associate Member:  
MECHANICAL SOLUTIONS, INC.**

As a provider of water purification options, Mechanical Solutions serves facilities needing water filtration and purification within the southeast and beyond. Locally owned and proudly operated as a small business in the Carolinas since 1995, Mechanical Solutions offers a staff with decades of experience in serving the local medical, commercial, and industrial markets.

We specialize in serving a wide variety of applications, such as medical facilities, labs, universities, food and beverage, and manufacturing operations, with a full range of expertise where tap water supplies need to be purified to meet the needs and technical requirements for a customer's products, processes, and procedures.

Mechanical/ general contractors and architect/ engineer firms, as well as our new and existing purified water users, can contact Mechanical Solutions staff directly for assistance with water purification systems design, sales, installation, and operator training. Our products range from basic disposable filter cartridges, to water softeners, to FDA regulated reverse osmosis (RO) water systems for hemodialysis patient treatment, to ultra high purity deionization (DI) water systems for environmental and research labs.

Evaluation and service of existing systems by our experienced technicians is a significant segment of Mechanical Solutions business; this includes troubleshooting and repair as well as routine maintenance programs for a wide variety of existing equipment.

As a recent member of MCASC based in Chapin, SC, I look forward to meeting MCASC members in all four SC area chapters, as well as on project bids and work sites.

**Contacting our local staff through our main office in Hillsborough, NC at 919-644-6465 is hassle-free.**

**You can also learn more at our website: [THEWATERGURU.COM](http://THEWATERGURU.COM)**

**"When Pure Water Matters" refer to Mechanical Solutions, Inc. as your first resource !**

***Mechanical Solutions, Inc.  
503 Cornerstone Court  
Hillsborough, NC 27278-8546  
Phone: (919) 644-6465***

**Congratulations to our next Associate & Mechanical Members who will be highlighted in the upcoming issue of "The Tool Box":  
Old Dominion Insulation, North Charleston - Associate Member  
Piedmont Mechanical, Inc., Spartanburg - Mechanical Member**

**SEPTEMBER 2018 MONTHLY AREA MEETINGS**

**MIDLANDS AREA**

Thursday September 6, 2018 @ 6:00 PM  
Location: 1222 Bluff Road, Columbia  
Sponsored By: Murray Supply Company

**Topic: "TBA"  
Presented By: TBA**

**PEE DEE AREA**

Friday, September 21, 2018 @ 9:30 AM to 5:30 PM  
Location: Back Woods Quail Club, 647 Hemingway Lane,  
Georgetown  
Sponsored By: Pee Dee Area

**11th ANNUAL PEE DEE BLAST  
SPORTING CLAYS EVENT**

**PIEDMONT AREA**

Thursday September 18, 2018 @ 6:00 PM  
Location: TBA  
Sponsored By: Johnson Controls, Inc.

**Topic: "TBA"  
Presented By: TBA**

**COASTAL AREA**

Tuesday, September 25, 2018 @ 6:30 PM  
Location: 4447 Dorchester Road, North Charleston  
Sponsored by: Eck Supply Company

**Topic: "TBA"  
Presented By: TBA**



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*Serving mechanical contractors in  
South Carolina since 1912.*

**MCASC Executive Board & Staff**

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

Mechanicals make it happen -  
Be part of the best!

**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.