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The Tool Box

Serving the Electrical, HVAC & Plumbing Industries Since 1912

The Law of Intentionality Pay Now; Play Later

"The secret of our success is discovered in our daily agenda." - John Maxwell

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The Law of Intentionality: No accomplishment of worth is reached by accident. It requires an intentional effort to reach our goals, and have a maximum impact on our lives and add value to others.

Not a Genius

I have a confession to make. In high school, I wasn't the smartest person in my class. I had high grades in a very competitive environment. I made Dean's List and Honor Roll frequently, but I didn't score high enough to be the top scholastically.

I was, however, one of the most intentional students in a structured, military school. In tenth grade, I decided to run for "Funniest Man on Campus" and won by a landslide (anyone surprised?). The next year, I ran for school Vice President to write an article about the race for the school paper from an insider's view. However, once I figured out how to get students to vote for me, I won again. I graduated as the most decorated ROTC officer in our school.

Very active in church, I participated in choir, drama productions and community activities ... all with a goal attached to them: to use my intentional creative skills ... and that continues today.

The supervisors and managers who bring me in say their people seem to lack the motivation to develop a productive daily routine. They know what they ought to do but allow other concerns to get in the way. It speaks to priorities and self-discipline, but often goes to a lack of focus. Many people don't live intentional lives.

Our daily routines are often interrupted by distractions. If you have been working from home during the pandemic, you are realizing what most of us who worked from home knew for years ... home offices lend themselves to distractions. It is hard to be intentional when minor disturbances constantly call your attention away from accomplishing major tasks.

If you live an intentional life, you will find yourself ignoring many distractions that will eventually take care of themselves. Intentional people know that if they focus on their purpose for business (or life), it will cause everything else to fall in line behind their priorities.

Momentum Makers

Intentional people are self-motivated, and momentum has become their best friend. Motivation often makes large problems smaller. Motivation makes you excited to accomplish each task and see it through to the finish. Motivated people generate their own momentum ... and momentum takes care of many distractions.

Are you a "Momentum Maker?"

Intentional sales leaders are momentum makers. Intentional service leaders are momentum makers. I compare it to something you have in your house. Look at the thermometer in your work area. What is the temperature? The thermometer is influenced by what the thermostat is set on for that area. Many people are thermometers, allowing the something else to influence their mood or environment.

A thermostat influences the thermometer. It tells the thermometer what to do. I would rather be a thermostat, instead of a thermometer ... merely reacting to what happens around me. Are you a thermostat or a thermometer?

Season's Greetings



"The world is a dangerous place. Not because of those who do evil, but because of those who look on and do nothing." Albert Einstein

Intentional people have a passion to be significant and contribute to the lives of others. They seek to add value to the world around them with the talents, gifts and skills they have been given in life. They want to make a difference.

1. Intentional people are purpose driven.

They know their purpose in life and want to make steps to accomplish that purpose every day. They know who they are and what they can do to add value to others. If they are good at their purpose, then they have found a way to contribute and get people to pay them for it. They don't wait to get "good" to start accomplishing their purpose.

What are you good at doing? Don't wait to start until you get good; start now to become not only good, but better. Know your purpose and start using what you have. Spend your time each day, or each week, getting better at what you are strong at doing. Put aside your weaknesses and focus on getting better at your strengths, just like an artist practices drawing simple objects, or a hockey player practices taking shots they are good at making.

2. Intentional people are never satisfied with the status quo.

They work outside of their comfort zones. Stretch yourself to gain new ground every day. Be so uncomfortable with yesterday's accomplishments that you want to exceed them today. Never rest on your laurels (recognition, awards or successes).

Consider how many championship teams fail to repeat the next season as champions. They sit back, sign autographs and lose the competitive edge. Repeat champions never forget what got them to the top. They stay in shape, keep their daily routines and set repeating as their goal.

3. Intentional people see success as an on-going journey, not a destination.

This speaks to your view of success. If it is a destination, you will almost always fail to reach it, or put off getting there. However, if you see success as a journey, each day holds a new step you can take.

Prioritize the important tasks required to be successful daily. Jim Rohan suggests making an "I Should" list. These are things you *should* do. It has more impact than a "To do" list. Make an "I Should" list and start on it today. You can look at most people's daily agenda and tell if they live intentionally or bounce from one circumstance to another like a pinball in a pachinko game.

4. Intentional people order their daily agendas according to their purpose and never defer from it.

Show up each day ready to accomplish something, whether it is your sales goal for the day, your management goal to train others to grow in their abilities, or your service goals to help a specific number of people get better service from you.

Add value to others and you will always find ways to have a sense of accomplishment and gain momentum. I guarantee that if you spend your time helping other people, you will have an improved attitude and success each day you live.

5. Intentional people are self-disciplined.

They are strong in setting personal boundaries. Their goals stretch them and are attainable with effort. Where do you want to be in three years, five years ... next year? What steps will it take to get there before tomorrow to start that journey?

How can you be an intentional individual in your field or on your team? How can you be so goal-oriented that even the distractions are in awe of your purposeful actions? What sacrifices are needed to focus on what is most necessary to meet your goals?

6. Intentional people are passionate about being the best they can be on a daily basis.

Think about how you drive over speed bumps in the road. You slow down, take the bump slowly and move on. Do you ever look back at the impediment? Of course not! Intentional people turn roadblocks into speed bumps and move on ... never looking behind.

Remember the last time you made a sale? The last time you achieved an award for outstanding service or recognition? Remember how great you felt with the next task? That was a choice you made, based on your feelings. Intentional people know how to make the same choice every day. They do not allow their feelings to make it for them. That is self-discipline at its best. Your passion for success sets the pace for intentionality.

"No one stumbles upon significance. You have to be intentional." John Maxwell

How can you be intentional about closing more sales today? How can you be intentional about being better at leading and equipping others today? How can you be intentional about giving better customer service to the next person you encounter? Most important, how can you be intentional about your attitude toward work, the people you work with, the clients you meet, the circumstances that arise today? What can you do to take control and live intentionally each moment going forward?

As you live intentionally, you will continually find that your passion carries you and life matters more each day.

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Mechanical Member



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D&L Inc. is a full service HVACR company which can design, fabricate, install, and maintain projects from heavy industrial to commercial bid and spec. We focus on integrity, excellence, personalized service, and safety to deliver our promise in industries such as healthcare, education, data centers, and manufacturing.

Headquartered in Arkansas since 1978, D&L services mills in several states including Texas, Alabama, Mississippi, Nebraska, Indiana, and here at Nucor Darlington, SC. Rooted in manufacturing we are uniquely positioned to provide customized ducting solutions to even the most specialized equipment. Our maintenance team builds long-term relationships that deliver solutions to optimize performance to key assets ensuring reliability and longevity.

We believe our people are our most valued asset. Our stellar safety record is a result of a dedicated certified safety program providing a healthy workplace for our staff and clients. Matched with strict screening we have years of experience on Federal installations. All our technicians hold certifications in the latest technology, and we provide continual education benefits to stay on the edge of innovation.

From hand sketches, CAD files, or just spec requirements, our engineering and fab shop can turn your ideas into customized results. With 30 years of experience in welding, fabrication, and design we create timely results with precision and excellence.

Whether doing a commercial install, protecting assets, critical data, or work environments, at D&L we integrate project management, fabrication, and implementation to ensure customized solutions to your complex HVACR needs.

Associate Member

[Snider, Inc.](#)

Snider, Inc. is a manufacturer's representative agency founded in 1989. Our 69,000 square foot office/warehouse is in Charlotte near the border of South Carolina. We represent all our product lines in North & South Carolina. Nine of our 23 employees live in South Carolina. We have five outside salespeople active in South Carolina. They are Brandon Payne, Brandon Swink, Phillip Ayers, Erik Taylor and David Hawthorne.

Snider, Inc. represents Bradford White, Circuit Solver, Elite Pipe Hangers, Florestone Products, Grundfos Pumps, Harris Solder & Brazing, Jomar Valves, Liberty Pumps, Metal Products, Milwaukee Tool, Pipe Pier Roof Top Supports, Plastic Trends PVC fittings, RWC which consists of *Cash Acme, Holdrite, Shark Bite & StreamLabs*, SJE Rhombus, Ward Malleable fittings & nipples along with Wardflex CSST.

In our Charlotte warehouse we stock a wide range of special needs & ADA showers, terrazzo mop receptors, complete simplex and duplex grinder systems, booster pumps, circulators, Circuit Solvers, pipe hangers, strut, valves, PVC fittings, Pipe Pier roof top supports, stud guards, BOCA plates, and in early 2021 brazing rod, solder & torches.

Snider, Inc. is a proud Associate Member of the MCASC that looks forward to many more great years working together. Wishing each of you Happy Holidays and a very Happy New Year.

"Tool Box Talks" - Safety Tip

CONSTRUCTION ACCIDENTS THAT ALMOST HAPPENED...

Those of us in the safety profession spend a lot of time letting people know what causes accidents and how to avoid them. Sometimes this involves sharing stories of accidents that happened-or almost happened-to others. This Outline is about a couple of "near miss" events that could have been much more serious, or even involved a fatality. As you read about these cases, analyze what went wrong and decide what you should do to avoid a similar exposure.

A Rigging Mishap: This incident took place in a remote area of Alaska. An electrical sub contractor was hired by a general contractor to bore under roadways and stream beds, and install construction conduit. Part of the agreement required the general to position the boring machine where these operations were to take place. This required winching a truck and trailer combination up a steep incline on an oil company right of way. The general contractor's crew delivered the truck and trailer, positioned it at the bottom of the right of way, and supplied the bulldozer and all rigging for the job. The lead person on the subcontractor's boring crew stayed in the truck as it was being winched up the incline. This particular incline was located adjacent to a cliff.

As the rig was being winched up the hill, the sling between the winch line and the truck parted, and the truck and trailer began free wheeling backwards toward the cliff. The truck driver decided to jack knife the trailer and jump clear of the vehicle in order to avoid going over the edge. The trailer was damaged as a result, but no personal injuries occurred. It could have been a disaster.

So, why did this happen? The sling selected for this application was too small to withstand the weight of the truck and trailer combination. Knowing the weight of the load is the first step. Selection of rigging which can withstand that weight--plus a significant safety factor--is the next step. The third step is a thorough inspection of all rigging to assure it is in good working order. If these steps had been taken, the mishap could have been avoided.

An Overhead Danger: Another incident happened to this same subcontractor on a different conduit construction project. The conduit, which is spooled off the truck and into the vault, is guided by rollers which prevent the wire from being damaged as it is pulled in. The heavy rollers hang on the side of the manhole and present no danger of being dislodged--usually.

On this job, wire for a section of conduit had been pulled in and a worker in the bottom of the vault was preparing it for terminations in the pad mounted transformer. Then, somehow, the roller became dislodged and fell approximately eight feet, glancing off the worker's hard hat and shoulder. He sustained minor injuries to his head and shoulder, but if he had not been wearing a hard hat, the accident would almost certainly have been fatal.

The reason construction workers should wear hard hats at all times was made obvious by this incident. If you become accustomed to going without one, you'll often forget to put it on when it is needed. In the "near miss" case described, two things could have prevented this accident: (1) rollers could have been secured in place with rope, and (2) rollers could have been removed once the wire pulling operation was complete. This is hindsight. Avoid accidents with *foresight!*

Welcome New Member Pee Dee Area

Therma Tech Services
Diedrich Schweers

Happy Birthday Members!

Mary Owens	12/5	Walkup Electrical Construction	Wife of Randalll
Jim Rabon	12/9	Honorary Life Member	
Harvey Kirkland	12/12	Honorary Life Member	
Tiffney Cullum	12/13	Cullum Constructors, Inc.	Wife of Chris
Michelle Smith	12/13	Cregger Company	Wife of Charlie
Nancy Cullum	12/16	Cullum Mechanical Construction, Inc.	
Steve Barwick	12/18	Barwick Plumbing Company	
Furman Cullum	12/19	Cullum Mechanical Construction, Inc.	
Carol Forsberg	12/24	Honorary Life Member	Wife of Ned
Katrina Shealy	12/25	Honorary Life Member	Wife of Jimmy
Sandra Merritt	12/27	Honorary Life Member	Wife of Ray
Johnny Richards	12/27	Gatch Electrical Contractors, Inc.	
Chris Cullum	12/29	Cullum Constructors, Inc.	
David Paul	12/31	Sanitary Plumbing Contractors, Inc.	

We would like to announce your Birthday too! If you would like to be listed, please call 803-772-7834.

Anniversaries

Mr. & Mrs. Lewis Caswell	12/20	W. O. Blackstone Inc.	
Mr. & Mrs. Randy Harley	12/22	Honorary Life Member	

Thinking of You

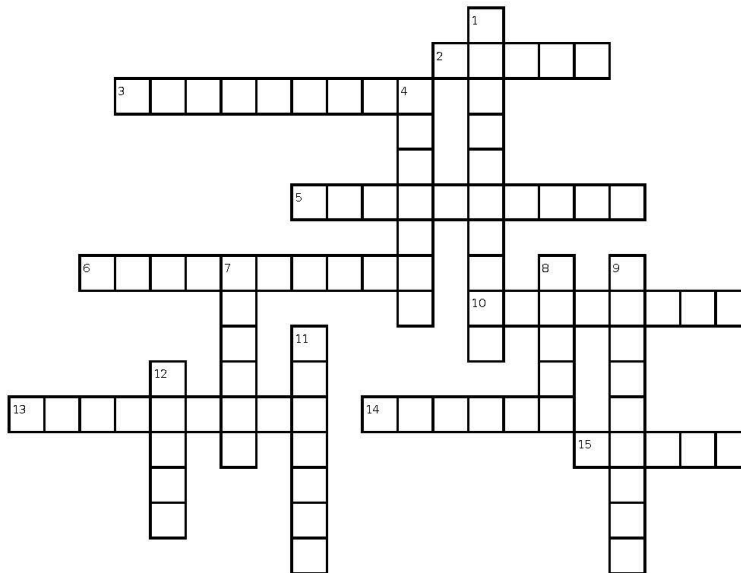
Mrs. Phyllis Epting	SAMCO
Mr. David Gregg	Honorary Life Member
Mr. Bo Shuler	Honorary Life Member
Mr. Tim Whitehurst	Husband of Leslie - JMP Co.

Condolences

Mrs. Philisa Powell Floyd & Family
 On The Loss of Her Husband
 Wesley Keith Floyd, Sr.
 CED, Florence
 November 10, 2020

Mr. & Mrs. Randall Owens & Family
 On The Loss of His Mother
 Betty Jean Hanna Owens
 Walkup Electrical Construction, Florence and MCASC State Vice President
 November 12, 2020

Crossword Puzzle



Down:

1. low space beneath a floor of a building; gives workers access to wiring or plumbing
4. examine minutely
7. a regulator for controlling the flow of a liquid from a reservoir
8. a long flexible steel coil for dislodging stoppages in curved pipes
9. a cord from which a metal weight is suspended pointing directly to the earth's center of gravity
11. a public toilet in a military area
12. hand tool for boring holes

Across:

2. a room or building equipped with one or more toilets
3. building containing dressing rooms for bathers
5. used to turn the water off to the faucet
6. craftsman who installs and repairs pipes and fixtures and appliances
10. mechanical device that serves to connect the ends of adjacent objects
13. connected at the top of the curve in the pipe that forms the trap
14. a plumbing fixture that sprays water over you
15. the metal bob of a plumb line

SAVE THE DATES

Upcoming Events

Piedmont Area

14th Annual Piedmont Clays For Education Sporting Clays Event

Friday, April 30, 2021

The Clinton House Plantation

Clinton



Midlands Area

11th Annual Midlands Nine At Night Golf Tournament

Thursday, April 1, 2021

Charwood Country Club

West Columbia



Pee Dee Area

14th Annual Pee Dee Blast Sporting Clays Event

Friday, September 17, 2021

Back Woods Quail Club

Georgetown



Coastal Area

12th Annual Charleston Slam Fishing Tournament

Friday, May 14, 2021 – Captains Meeting

Graybar Electric Co.

Saturday, May 15, 2021 – Fishing Tournament

WO Thomas, Jr. Boat Landing

North Charleston



MARK YOUR CALENDARS

Area Meetings

In an effort to keep our members safe, the Areas will be hosting virtual meetings in November And No Meetings Are Scheduled For December. It is our hope to begin having Face-To Face Meetings in January 2021 depending on the Virus. We will keep you posted. Meantime, I hope you will join us virtually!

Piedmont Area

Piedmont Area MCASC Membership No Meeting Scheduled for December
Zoom Meeting Tuesday, January 19, 2021 at 1:00 PM

Join Zoom Meeting:

<https://us02web.zoom.us/j/82579923562?pwd=bDIkOFF1WFIVNy9wanJ5YmRmYW53Zz09>

Meeting ID: 825 7992 3562

Passcode: 171856

Midlands Area

Midlands Area MCASC Membership No Meeting Scheduled for December
Zoom Meeting Thursday, January 7, 2021 at 1:30 PM

Join Zoom Meeting:

<https://us02web.zoom.us/j/82687375933?pwd=SIR3eG1EQzRwREUwYUJ2K2xsbHhQT09>

Meeting ID: 826 8737 5933

Passcode: 667637

Pee Dee Area

Pee Dee Area MCASC Membership No Meeting Scheduled for December
Zoom Meeting Thursday, January 14, 2021 at 2:00 PM

Join Zoom Meeting:

<https://us02web.zoom.us/j/85122445426?pwd=eUx2YUx2ZW96ZmhVanFpaW1ablZwQT09>

Meeting ID: 851 2244 5426

Passcode: 199409

Coastal Area

The Coastal Area Will **NOT** Be Having A Christmas Party due to COVID-19

Coastal Area MCASC Membership No Meeting Scheduled for December

The Coastal Area Board Is Working Toward Having A Face to Face Meeting Tuesday, January 26, 2021 Beginning At 6:00 PM At C.R. Hipp Construction (New Location), 121 Carolina Avenue, Goose Creek, SC 29445. STAY TUNED FOR DETAILS



2020-2021 RECRUITMENT CHALLENGE!!

Effective NOW through May 31st, 2021!

ALL MEMBERS ARE ELIGIBLE TO COMPETE FOR A CHANCE TO WIN:



TWO COMPLIMENTARY



Registrations to the 2021 Summer Convention!

We are counting on you to break out your networking boots and inform prospective members about the benefits of being part of the Mechanical Contractors Association of South Carolina!

We look forward to welcoming our new members and as a reminder; here are some of the benefits we continue to provide:

- an ongoing effort to offer free training opportunities for both professional & craft personnel
(Participation in our training program means "WE pay YOU to be a member!")
- a proactive political/legislative agenda
- current business/technical information & support
- a joint industry collaboration to improve relative business practices
- development of industry related career opportunities & work force development
- networking opportunities

Help us to continue to enhance the future of the construction industry in South Carolina!



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*Serving mechanical contractors
in South Carolina since 1912.*

Executive Board & Staff

Mike Richardson
President

Randall Owens
Vice-President

Jim Hearn
Treasurer

Edward Gibbs
Secretary

Mac Doyle
Associate President

Mona Flowers
Managing Director

Congratulations to our Associate &
Mechanical Members who will be
highlighted in the January issue of
"The Tool Box"

Associate Member

McCartha Cobb & Associates
1407 Calhoun Street
Columbia, SC 29201



Mechanical Member

Metro Electric Co., INC.
PO Box 71228
Charleston, SC 29415-1228



Update Your Outlook

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

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 Associations objective for this mission is to enhance the future of the Construction Industry in South Carolina.