

# The Tool Box

Serving the Electrical, HVAC & Plumbing Industries Since 1912

Volume 10, Issue 155 June 1, 2013

Trane II S Inc

# A Message From Associate President Gerald Edwards

Wow! How time flies. The past two years reminds me of a recent country song by Tracy Lawrence called "Time Marches On". And it surely has. I would like to thank all associate and mechanical members for their hard work and support of our organization. I hope I have made a positive difference being your Associate President. I tried over the last two years to fairly represent all of our areas by attending a monthly meeting or two during the year in each area; special events such as Clays for College in both the Upstate and Pee Dee; Oyster Roasts in Charleston; Christmas functions in the Coastal, Upstate and Pee Dee areas; the Ladies Spring Fling in the Midlands and of course our summer conventions. I also participated in several golf tournaments; building a Habitat House at DJJ; scholarship fund raisers and an awards function at a local school district where MCASC was nominated three years in a row for the "Math Matters" program in Lexington-Richland District 5. Not only were we nominated, but we won the Outstanding Middle School Business Partner award all three years. This has never happened before with any support group and only shows the kind of strength in numbers we have and the leadership of our association.

I have been a member of this organization for some 25 years now and have seen several managing directors come and go over the years. Some directors were better than others as with any organization or business. I would like to say, however, after serving the past two years as your Associate President that I can say without a doubt that our Managing Director Mona Flowers is the best at what she does. An extremely hard worker, she is both supportive and always willing to go the extra mile. Her guidance and preparation for all meetings and events has been outstanding. Thank you Mona for all your hard work and what you bring to our organization. It wouldn't be the same organization without your leadership. Anna, I thank you also for always helping when needed.

I would like to thank everyone in leadership roles that I have worked so closely with these last two years for your support, especially Past President Tom Brock and President Lee Richardson. Both did an excellent job in their leadership roles. All board members have been both supportive and conscientious in their approach to moving our organization forward. I would like to thank Jim Maguire for his past guidance as our State Associate President. He was always willing to share with me his knowledge of our organization and encouraged me to learn quickly what our supporting roles are and how to achieve them with clarity. Thanks Jim. I also wish our incoming State President Richard Miller, our new State Associate President Derek Eager and all newly appointed board members only the best in their new roles.

In closing, I would like to address my concerns regarding our scholarship program. I believe that all areas do a wonderful job funding the scholarship program and it seems to continue to grow each year. However, we have clear and concise scholarship guidelines that must be followed if the scholarship program going forward is to continue to be a viable entity for our organization. To circumvent scholarship guidelines will only lead to dissension in the future. My suggestion is that all monies raised would go into one account. An elected board or committee with members from each area would then review and award scholarships based on our current MCASC guidelines and available funding. I believe this was the intent of our organization when this program was started and worked quite well. It is my opinion to be the only fair way of disbursing our scholarship monies. I challenge all areas to pull together, follow the guidelines and our association will reap only positive benefits in the future.

Gerald Edwards

MCASC State Associate President 2011-2013

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HAMMOCK BEACH RESORT

PALM COAST, FL

**AUGUST 1-4, 2013** 

(SEE PAGES 6-9)

# Mechanical Member: TRANE U. S., INC.

**TRANE** celebrates their 100 year anniversary this year. As the world's largest manufacturer of commercial & industrial HVAC products, services, and control systems, we are proud to serve this region. 2013 also marks the 75<sup>th</sup> anniversary of the CenTraVac centrifugal chiller. We don't have any of the 1938 models in the Carolinas, but we do service several CenTraVac centrifugal chillers that are 60+ years old – Still Running!

Trane's Carolina District has 350 associates with offices in Charlotte, Asheville, Greenville, Columbia, and Charleston. We also have parts & supply stores in Hickory and Myrtle Beach. Light commercial equipment thru 25 tons is stocked in Columbia as well as Charlotte for next-day delivery anywhere in the Carolinas.

Trane is proud to offer comprehensive solutions tailored to your unique needs. We are a full service provider of new equipment from 1 to 3000 tons, existing building service and retrofits, building automation & controls, energy retrofit services, performance contracting, parts and supplies.

Trane...the products and services you need, when you need them... backed by the very best people in the industry!

Trane U. S., Inc. 288 Fairforest Way Greenville, SC 29607-4609 Phone (864) 672-6000 Fax (864) 672-6001

# JUNE BIRTHDAYS

	•		
Clarice Lamb	6/1	Honorary Life Member	Wife of Russell
<b>Duwayne Jacobs</b>	6/3	R. C. Jacobs, Inc.	
Roy Jacobs	6/4	R. C. Jacobs, Inc.	
Amy Teas	6/6	Smith & Stevenson, Inc.	Wife of Buz
Bill Campbell	6/9	Carrier Enterprises	<b>Husband of Anne</b>
Pat Hough	6/10	Gateway Supply Co. Inc Columbia	Wife of Mike
Naomi Caswell	6/11	W. O. Blackstone & Co.	Wife of Lewis
Lynda Jo Ferriott	6/12	Honorary Life Member	
Gary Kirkland	6/14	W. N. Kirkland, Inc.	
Rod Allen	6/15	H. R. Allen, Inc.	
Florence Miller	6/16	City Plumbing Co. of Florence, Inc.	Wife of Richard, Jr.
Bibs Babson	6/17	BB&T/Boyle-Vaughan Ins.	Wife of John
Sandra Harbourt	6/19	H. R. Allen, Inc.	Wife of Stan
Bobby Belt	6/24	Bobby Belt Plumbing Co. Inc.	
Harrison King	6/24	James M. Pleasants, Greenville	
Mike Hough	6/25	Gateway Supply Co. Inc Columbia	
Coles Dwight	6/26	Carolina Filters, Inc.	
Dr. Mary J. Frame	6/27	Human Resource Development	
Mona Flowers	6/28	MCASC State Office	
Lewis Cole	6/28	AAA Supply, Inc.	

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 HAZ COM

Haz Com is the short term for the HAZARD COMMUNICATION STANDARD. This standard was developed to ensure that the hazards of all chemicals produced or imported are evaluated, and that the information gathered about their hazards is transmitted to employers and employees. Neither workers nor employers are exempt from this standard.

You may think that there are no hazardous chemicals on your job. What about gasoline, diesel fuel, oxygen, acetylene, curing compound, and even WD40? Any chemical container brought on site that has warning labels on it like hazardous, caution, danger, flammable, or corrosive is covered by the Standard. Think about the chemicals you use during your daily activities. Look in the tool trailer. Check your tool box. Check what's carried in the back of your job pickup.

Requirements in the Standard cover five separate areas: identifying hazardous chemicals, product warning labels, material safety data sheets (MSDS), a written program, and employee training.

When you IDENTIFY CHEMICAL HAZARDS look for physical hazards which can produce a dangerous situation outside the body and for health hazards which can cause health damage. Next, look for the PRODUCT WARNING LABEL which should alert you that the chemical is dangerous.

Each chemical used in your work area should have a MSDS. They come in many different forms; anywhere from one to many pages in length. Each will give the common name, address, and phone number of the manufacturer, first aid information, what to do in case of fire and other special handling requirements.

Each employer must have a comprehensive WRITTEN PROGRAM including a list of chemicals in the work place, where MSDS's are kept, how employees will get information on unlabeled containers, etc.

EMPLOYEE TRAINING. Each employer is required to train all their employees to use hazardous chemicals safely. Remember - this is a Standard that we can live with!

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

#### **Birth Announcements**

Caroline Reagan Watts Born May 22, 2013, 6:38 PM, 8 lbs. 6 oz., 21 1/2 ins. Proud Parents: Jonathan & Amy Watts Ferguson Enterprises, Inc. - Columbia

#### **Condolences**

Mrs. Rosa Williams & Family Mr. & Mrs. John Williams & Family Cashion Electricians, Inc., Columbia On the loss of husband and father Eddie Williams

### **Upcoming Events!!!**

MCASC Summer Convention
August 1-4, 2013
Hammock Beach Resort
Palm Coast Florida





<u>Sporting Clays Event</u>
Friday, September 20, 2013
Back Woods Quail Club, Georgetown

### **Welcome New Members**

Piedmont Area:

Midlands Area:

Phil Claytor - Mechanical Engineering Consulting Associates (MECA) Columbia

Pee Dee Area:

Coastal Area:

Jim Hendricks - National Power Company James Island

#### **Happy Anniversary**

Mr. & Mrs. Albert Linden - 6/1 Mr. & Mrs. Vaughan Padgett - 6/6 Mr. & Mrs. Raymond DeAntonio - 6/8 Mr. & Mrs. Tommy Walkup - 6/12 Mr. & Mrs. Andrew Anderson - 6/12 Mr. & Mrs. Steve Hinds - 6/17 Mr. & Mrs. Wyman Sox - 6/21 Mr. & Mrs. Tommy Burkett - 6/22

#### Concerns

Montez Self - Self's Heating & A/C, Camden

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# Are You a Righty or a Lefty? Self-Awareness is the Key to Leadership Success Wally Adamchik, Firestarter Speaking and Consulting

Are you a righty or a lefty? Everyone I ask answers that question within a second. They respond with certainty and confidence. They know whether they are right- or left-handed. If I give you a pen, or ask you to throw a ball, you do it without even thinking about it, with your dominant hand. If I ask you to do it with your other hand you can do it, although not as well, and it feels awkward. This self-awareness of which hand we favor is one of the reasons we are able to do those things well. If we didn't know which hand to write with, or throw with, each time we picked up a pen or a ball, we would be ineffective. But we do know. What about your leadership style and/or personality profile? Do you know how you work best in those arenas? We all should; this knowledge enhances our job performance enormously. But the truth is most folks have no idea whether they are "lefties" or "righties" when it comes to leading.

Many leadership development programs offer assessments. Some go deeper than others, but all are highly effective tools to help increase self-awareness. We use several different kinds, depending on what you want to learn. But the ultimate objective is the same. Our firm enjoys a very high percentage of repeat business. I am often back with an audience again a year or two later. If we did an assessment earlier, I will usually integrate that content into the current program. I do it to build on material from before.

Over the years, I have asked thousands of people what their profile is; most do not remember. To combat this, we have added some elements during and after our programs to enhance retention. Still, this frustrating fact of people so easily dismissing the discoveries they've made through our assessments underscores two key failings: First, there is the lack of follow-up by leaders after they send people for training. Second, we all know we have a "personality type"; we just don't know what to do with that information!

The first failing is pretty obvious and you have all been there. Your firm sent you to training, and the welcome you got when you returned to work was something like, "Okay, vacation is over. Now get back to work!" Maybe there is a quick and often disinterested question about the training session, but little more. Rarely does the boss sit down with the student to discuss the experience. Rarer still does the boss ask about actions the student plans to take and how can they work together to help with that application. And rarest of all is the opportunity for the student to conduct a teach-back to peers about something interesting he or she learned. Quite simply, the student is the victim of a leader who does not recognize the importance of this career development conversation. And that's sad--but nowhere near as sad as the student who has learned something but does nothing with it.

This would be the righty who doesn't know (or even care) which hand to use. While the lack of follow-up by the boss is distressing, the lack of recall by the attendee is frustrating. I challenge employees to apply the learning, I cajole them to research their style, I coach them in ways to use the new found knowledge. When all is said and done, only the really good ones will take it all to heart and apply it for future success. Why does this matter? Self-awareness is one of the differentiators between good leaders and great leaders. Leaders who know themselves and how they react to a given situation are better able to adjust their behavior to fit a particular situation, and they are the ones who reach the highest levels of success.

Imagine sending your child to school and, when you ask them what they did that day, they reply, "I don't know". (Yes, I realize this can be true with any teenager, but you get the idea.) What about sending someone to technical training to learn how to use a new tool? We should certainly expect them to come back and use the tool. This is no different. Sure, the tool is mental and not tangible, but the impact of its proper use might be even higher. Assessments for personal development are not some parlor trick to take up time. They are an essential part of leader development.

As noted earlier, the fault for lack of retention lies in a couple places. Certainly my colleagues in the training and development industry bear some burden for this. But we are only part of the problem. Any boss who sends an employee to training, but does little to follow up and help with retention, application and success, gets partial credit for this failing, too. But at the end of the day, I put the bulk of the burden at the foot of the individual who, when given a hammer to bang a nail, chooses instead to keep banging it with only his forehead. This is painful and ineffective. Leaders with low self-awareness can be like that.

So, I ask you. When it comes to personality, are you a righty or a lefty? Are you a D, an ESTJ, an introvert, or a pragmatist? So many assessments, so little application. Go ahead and increase that application. Then watch your results soar.

Wally Adamchik is President of FireStarter Speaking and Consulting. Visit the website at www.beaFireStarter.com. He can be reached at 919-673-9499 or wally@beaFireStarter.com.

\*

# THE COASTAL AREA GREATLY APPRECIATES THE FOLLOWING COMPANIES GENEROUS SUPPORT OF THE CHARLESTON SLAM 5TH ANNUAL INSHORE FISHING TOURNAMENT MAY 18, 2013.

# **WINNERS**

1st Place	Steve Chapman	11.67 lbs.	Non-member
2nd Place	Scott Bean	11.03 lbs.	Shealy Electrical Wholesalers, Inc.
3rd Place	Rick Donovan	8.82 lbs.	Shealy Electrical Wholesalers, Inc.
Sheepshead	<b>Bruce Humbert</b>	8.05 lbs.	Non Member
Youth Angler	<b>Porter Conroy</b>	2.59 lbs.	Son of Pete Conroy
<b>}</b>			James M. Pleasants Co., Inc.

# **SPONSORS**

### T-SHIRT POCKET

H. R. Allen, Inc.

### **T-SHIRT SLEEVES**

Shealy Electrical Wholesalers, Inc.

Metro Electric Company

### PLATINUM SPONSORS

**Atlantic Electric Company** 

H. R. Allen, Inc.

Victaulic

**City Electric Supply** 

James M. Pleasants Co., Inc.

### **GOLD SPONSORS**

C. R. Hipp Construction, Inc.

Carrier Enterprises

CCS Construction Staffing Cullum Mechanical Construction

Eastern Industrial Supplies Ferguson Enterprises, Inc. (Charleston & Columbia)

Hagameyer, NA HD Supply

Hoffman & Hoffman

M. C. Dean, Inc.

Mayer Electric Supply

Metro Electric Company Shealy Electrical Wholesalers, Inc.

Trane White Crane Company

**TESCO** (Tideland Equipment Supply Company)

#### SILVER SPONSORS

Chapman Company Faulkner Haynes & Associates

Viega Zurn Industries

## SHEEPSHEAD SPONSORS

H. R. Allen, Inc.

Hahn Mason Air Systems, Inc.

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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 1-4, 2013 CUT-OFF DATE: JULY 10, 2013 GROUP RATES ARE AVAILABLE 3 DAYS PRE AND POST CONVENTION DATES

Name:		
Address:		_
Home Tele. #		
Work Tele. #		
Fax #		
2/Bedroom 3/Bedroom The Resort Serv beach chairs, to	3/Bedroom Ocean View Suite Main Resort Resort View Villa Main Resort Complex Resort View Villa Main Resort Complex vice Fee Is 9.75% & Includes: complimentativels and umbrellas, fitness center and heal	\$180.00 plus resort nightly service fee and tax  \$318.00 plus resort nightly service fee and tax  \$219.00 plus resort nightly service fee and tax  \$271.00 plus resort nightly service fee and tax  ary local and 1-800 calls, pool access with floats,  th spa access, valet parking, high speed internet
access, in-room attendants and	, 1	, concierge service, pool/beach/locker room
Arrival Date: _	Departure Date:	# Of Adults / Children:/
	CREDIT CARD IN	FORMATION
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 And Be Sure To Mention MCASC Group No. 20J5W1, Or Fax This Form To 1-407-390-3855

# Come Learn & Have Fun At A Place In The Sun!

The 164<sup>th</sup> Mechanical Contractors Association of South Carolina Summer Convention



PALM COAST FLORIDA

August 1-4, 2013

# **MCASC Registration Form**

Please complete form <u>By Wednesday</u>, <u>July 10</u>, <u>2013</u> 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:

		•
G T F P	Name:	G T F P
G T F P	Name:	G T F P
G T F P	Name:	G T F P
My Check Is Enclosed:		
	G T F P  G T F P  G T F P  G T F P	G T F P Name: Phone No.: ()

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

MCASC attendees will receive a group discounted rate if reservations are made by Wednesday, July 10<sup>th</sup>
The Resort Service Fee is 9.75% & Includes: Complimentary Local And 1-800 Calls, Pool Access
With Floats, Beach Chairs, Towels And Umbrellas, Fitness Center And Health Spa Access, Valet Parking, High Speed Internet Access, In-Room Coffee, Plus All Gratuities For Bellman, Valet, Concierge Service, Pool / Beach Locker Room Attendants And Housekeepers.

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

Make your reservations by calling: 1-877-834-8862 or faxing to 1-407-390-3855

(Be sure to mention MCASC Group No. 20J5W1 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

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# MCASC Fees For Come Learn & Have Fun At A Place In The Sun!

Cost: \$400.00 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
- "12 Good Ole' Boys" By: John Babson, VP BB&T/Boyle-Vaughan Insurance, Friday Morning
- "Business, Politics & The Legislature" By: Ronald "Ronny" Townsend, Former Member Of The SC House Of Representatives, & Chairman Of The Education & Public Works Committee, Fri. Morn.
- Beach Party To Include: Drinks, Dinner & Lots of Fun For Everyone Friday Evening
- "The End Of Claims In The Construction Industry" By: Tom Frisby, The Frisby Group, Saturday Morning
- Past Presidents' Reception & Dinner Saturday Evening
- Open Business Meeting, Awards & Farewell Breakfast Buffet Sunday Morning

**Note To Parents:** The Children Will Join The Adults On Friday Evening For The Beach 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): \$128.00 per person plus lunch \$37.48 for a Total of \$165.48

Sat., August 3<sup>rd</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, Towels, Gratuities For Cart Attendants, Starter, And Club Cleaning. 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 Refer To The Enclosed Hammock Beach Resort & Spa Brochure Or Visit Their Website At 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 Monday, July 8, 2013. After that date, only 50% will be refunded up until Friday, July 19, 2013. Substitutions will be allowed.

# **Your Presence and Presents**

TITIDED AV.

# **Are Highly Sought After....**

Become a Sponsor for the

MCASC 164<sup>th</sup> Semi-Annual Summer Convention – August 1-4, 2013 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 or (803) 731-0390.

Company Name:	UIIC 110•
Yes, I Would Be Happy To Sponsor The Please Invoice My Company For: \$ Ph	one No.
Awards & Prizes	\$500.00
Pick A Winner Awards Breakfast / Open Business Meeting	\$2,000.00
SUNDAY:	<b>.</b>
Surcies & Prizes	\$500.00
Hospitality Suite	\$1,000.00
Entertainment	\$1,500.00
Dinner Honoring Past Presidents	\$4,000.00
Cocktail Reception Honoring Past Presidents	\$1,500.00
Children's Program & Dinner (Ages 4 & Up)	\$500.00
Children's Program & Dinner (Ages 0-3)	\$500.00
Fishing Tournament	\$250.00
Tennis Tournament	\$250.00
Golf Tournament (2 Sponsors - 1 For Front Nine & 1 For Back Nine)	\$250.00
Ladies / Spouse Surcies	\$1,000.00
Educational Workshop(s)	\$2,000.00
SATURDAY:	
Surcies & Prizes	\$500.00
Hospitality Suite	\$1,000.00
Entertainment Ocean Front Lawn	\$1,500.00
Dinner Ocean Front Lawn	\$5,000.00
Drinks Ocean Front Lawn	\$1,500.00
Educational Workshop(s)	\$1,500.00
Member's Breakfast	\$1,500.00
Past President's Breakfast Meeting	\$500.00
Associate Member's Breakfast Meeting	\$500.00
FRIDAY:	, , , , , , , , , , , , , , , , , , , ,
Surcies & Prizes	\$500.00
Hospitality Suite	\$1,500.00
Board Of Directors Meeting	\$500.00
Inuxsual:	

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 Website: www.mcasc.com Page 10 June 1, 2013

# **Congratulations MCASC & CCP-CT Grant Scholarship Recipients**

The Mechanical Contractors Association of South Carolina Is Pleased To Announce MCASC's & the CCP-CT Grant's Thirty-three (33) Scholarship Recipients for the 2013-2014 School Year.

Tyler J. Anonie Amanda Bolchoz Haywood Tyler Brezeale

Christopher Chapman Andrew Kyle Connor Brett Cooper

Trent CouchThomas J. CullumDavid Allen Duffy, IIIJoshua Philip FairchildPaige Elizabeth ForsbergJeffrey Aaron FryEllis Irene GourdinJohn Keith Gourdin, VIFrank "Colt" Grunsky

Ryan Michael Gunther Amanda Nicole Hearn Jesse Holder

Emilio Franco Howard J. Townsend Jacques Christopher M. Jordan

Austin Joseph Looper Brian Curtis Masters Seth McJunkin Tara Outlaw Charles Dwayne Parris Ava Polstra

Kirstyn Pomeroy Colby Alexander Poplin Matthew Talbot Prosser Ashley Rogers Ashley Michelle Strickland Jessica Ashlee Tucker

# Virtues that Sabotage By Ann Elliott, The Berkana Company

Most of us would argue that excellence, fairness and collaboration are desirable in the work place. Think again.

In Tipping Sacred Cows—Kick the Bad Work Habits that Masquerade as Virtues (2013) Jake Breeden exposes the dark side of exalted virtues. He explores seven of the most common sacred cows in the work place.

# See my list of ahas about excellence, fairness and collaboration from Tipping Sacred Cows:

Conserve your energy for the most meaningful actions.

Be willing to ask the dumb questions without worrying about what others think. Ego be gone!

Provide the space to fail and experiment in pursuit of excellence in the end. Have the courage to be incompetent initially. Remember everything has a learning curve.

Sometimes OK is good enough.

Learn to use different styles of leadership that meet the needs of those you lead. Autonomy to one may be abandonment to another.

Fair decisions are not always smart decisions. Ten percent budget cuts in every department, for example, is fair but not smart.

Leaders need fine tuned communication skills to explain why they treat people differently.

Sameness and fairness are not equal. Why spend precious resources to send an underperforming employee to develop critical new business at an important tradeshow?

Players that have a mean streak do not change much. As Maya Angelou says, "When someone shows you who they are, believe them".

Stay on the high road even when you are tempted to bend the rules to justify unfair treatment.

Smart people easily can rationalize to themselves their unethical decisions. "Not a jury in this country would convict me." It works against you in the long term.

I have concluded that if leading were easy, everyone would be doing it successfully. As I have discovered, leading requires courage, self-awareness, listening, flexibility, clarity and tolerance for messiness. My outcomes improve when I know that my good intentions can sabotage my success.

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Ann Elliott is a leadership expert and founder of The Berkana Company LLC. Successful companies hire her to improve efficiencies, save money, and create happy customers. An experienced facilitator, speaker and business coach, she speaks professionally at corporate retreats, conferences, and workshops. Contact Ann at http://www.BerkanaCompany.com to schedule her for your next event.

# Associate Member: CITY ELECTRIC SUPPLY

City Electric Supply is a full-line electrical distributor providing quality products to the contractor, industrial, MRO and Government markets and was founded by the late Tom Mackie. Tom was in the Royal Air Force and flew bombing missions in WWII as a young man. When the war came to a close, Tom went to work for G.E. but soon realized that he wanted more for him and his family. He bought a local electrical distributor with what little money he had managed to save and in 1951 City Electrical Factors was born. For the next 20 years, Tom would continue to build and expand a successful business in England.

Tom's true passion was in manufacturing and in 1971 he opened the first of many factories and began manufacturing steel wireway and enclosures. Tom would continue opening manufacturing facilities and branch locations throughout the United Kingdom and Europe. CEF, as it is known in the UK, was becoming a force to be reckoned with in both the manufacturing and distribution arena. CEF continues its manufacturing of many products including wire, lighting, boxes, fittings, and switchgear.

In 1984 Tom made the decision to expand into North America. Tom and his team opened the first branch in North America in Tampa, Florida and City Electric Supply as we know it today was born. Given the expansion and success of the manufacturing operations now throughout the U.K., Europe, Turkey and Tunisia the decision was made to begin manufacturing in the United States. Tamlite lighting was established in 1994 and has seen tremendous growth since that time. Tamlite is located in Port St. Lucie, Florida and manufactures much of their offering which includes fluorescent, HID, emergency and residential lighting. We're proud to say that many of our products meet AARA requirements. Have a look for yourself at www.tamliteusa.com.

Since 1984 City Electric Supply has provided a service level second to none. Our company, with over 6 decades of experience remains a family owned company, built on strong family principles. From our humble beginnings we have grown from a single location to a worldwide company with close to 900 branch locations, operating in 7 countries. With our founder's grandson, Thomas Mackie, now at the helm our U.S. network spans 30 states, with 380 local teams, dedicated to providing unparalleled dependability, quality and service. Thomas will lead us into our next phase where we will expand our manufacturing capabilities and increase our U.S. branch locations by 15-20 per year for the foreseeable future. Find your nearest CES at www.cityelectricsupply.com, Facebook or follow us on Twitter.

City Electric Supply, 2589 Oscar Johnson Drive, North Charleston, SC 29405-6840 Phone (843) 266-2061 Fax (843) 266-2064

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

Zurn Industries, Charleston - Associate Member

Total Comfort Solutions, Columbia - Mechanical Member

# **SEPTEMBER 2013 MONTHLY AREA MEETINGS**

### MIDLANDS AREA

Thursday, September 5, 2013 @ 6:00 PM Location: TBA

Sponsored By: TBA

### PIEDMONT AREA

Tuesday, September 10, 2013 @ 6:00 PM Location: 575 Woodruff Road, Greenville

Sponsored By: Ferguson Enterprises, Inc.

#### PEE DEE AREA

Friday, September 20, 2013 @ 9:30 AM to 5:30 PM Location: Back Woods Quail Club, 647 Hemingway Lane,

Georgetown

Sponsored By: Pee Dee Area

# 6th ANNUAL PEE DEE BLAST SPORTING CLAYS EVENT

**Topic: TBA** 

**Presented By: TBA** 

Topic: TBA

**Presented By: TBA** 

### COASTAL AREA

Tuesday, September 24, 2013 @ 6:00 PM Location: 4447 Dorchester Road, N. Charleston

Sponsored by: Eck Supply Company

Topic: TBA
Presented By: TBA



P.O. Box 384, 29202 1504 Morninghill Drive Columbia, SC 29210 Phone: (803) 772-7834 Fax: (803) 731-0390 E-mail: mflowers@mcasc.com

Serving mechanical contractors in South Carolina since 1912.

#### **MCASC Executive Board & Staff**

Richard Miller, Jr., President
Mike Kirkland, Vice-President
Allen Goff, Treasurer
Lee Richardson, Secretary
Derek Eager, Associate President
Mona Flowers, Managing Director

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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 studentsthe 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.