



# The Tool Box

Serving the Electrical, HVAC & Plumbing Industries Since 1912

Volume 4, Issue 79 February 1, 2007

## The Ford and Not the Lincoln - by Tom Frisby

The man who said he was a Ford and not a Lincoln set the bar of performance for integrity at the highest level of elective office in our nation. He probably lost his race for his first elected term as President because he pardoned Richard Nixon, because he felt it was right for the nation, at whatever costs to himself. He tried to work both sides of the aisle, looking for what was the best solution for the nation instead of what was best for himself or his party.

Often, when an owner calls me in to assist in defending involving a dispute on a construction contract (or generals when the claimant is a subcontractor), the first words out of the potential client's mouth are: "We aren't going to pay this guy anything." And then the litany of reasons for that categorical denial of liability. For the record, I turn down these potential clients.

Often, also, the contractor, which underbid the work, in the first place, performed it poorly in the second place, asks me to figure out a way to recoup his losses. "Look, I'm just not going to take that kind of loss on this project! I am going to get my money back!" And regardless of whether or not he has a basis in entitlement. For the record, I turn down these potential clients.

Fortunately, there are enough "Fords" out there to keep me busy. But one of the problems with the construction industry is that there are too many broken down Fords, to little acceptance of accountability, whether owners, designers or contractors. Unreasonable risk shifting clauses such as no damage for delay are just one example.

Perhaps the greatest example of the broken down Ford is the failure of one or all of the parties to perform their functions properly and timely. One of the greatest malaises in the construction industry is *timeliness*. Timeliness of submittals, deliveries, decision-making by the owner or his representative, of the craft contractor providing adequate resources as promised. If there is one area the industry can improve on it is that of *timeliness*. Timeliness of the owner getting design started early so that there is adequate time for design and construction. Timeliness of the owner approving the design in the design development phase instead of introducing countless changes in the construction drawing phase.

The way a Ford becomes a Lincoln is an obsession with doing things *when they need to get done*.

The lack of timeliness can break the rhythm or the production flow of a project. It results in impact costs, acceleration costs, delay costs. It results in disputes, in claims, in adversarialness. The lack of commitment to timeliness at every phase of the project is probably the basis of 80% of the claims and disputes.

In safety, we have learned to trace "accidents" to their ultimate cause. For example, if there is a cave in of a trench, the ultimate cause may be traced back to the contractor's president's cavalier attitude toward safety, which resulted in lack of training of safety and the implementation of necessary safety practices. On failed projects, we can often trace the ultimate cause of the failure(s), or claims to the owner's own lack of accountability, rushing to and through design resulting in poorer quality drawings and an unrealistic construction schedule. Poorer quality drawings require more requests for information, more change orders, more disruptions. More demand for ultimate timeliness in decision-making.

At the outset of every project, *best practice* would dictate that the owner and his design team would address the concept of *ultimate cause*, what are the ultimate causes of failed projects and major claims. How can we manage against those ultimate causes in the program and design phases? And at the first partnering or pre-construction meeting, the same question should challenge all the attendees: what are the ultimate causes that stifle a project's success and how can we manage against them collaboratively, as a team?

And a wild guess is that *TIMELINESS* will be at the top of the list of ultimate causes. Fords keep the momentum going.

And a part of timeliness has to do with *waste management*. Re-work, punch lists, excessive material handling are all wastes of time and resources. So are unnecessary or poorly conducted meetings.

But it is never a waste of time to give recognition, a pat of the back, to a craftsman who deserves it, or to a designer who did a great set of drawings, or a general contractor who actually did a super job of coordinating the craft contractors. Or an owner who made a critical decision on time.

(Please Visit Tom's Website a [www.frisbygroup.net](http://www.frisbygroup.net))

### INSIDE THIS ISSUE:

Jennings-Dill Inc.	2
Mechanical Member Art.	
February Birthdays	2
Projects For Bid	3
Where Have All Of The Proud Construction Workers Gone?	3
Bid Forecast	4
Safety Tip	4
Welcome New Members	4
Anniversary	4
Bryce Mem. Golf Tourn.	4
Sporting Clay Event	4
Winter Retreat MCASC Registration Form	5
Winter Retreat Hotel Registration Form	6
Simpsonville Chevrolet Associate Member Article	7
Area Meeting Calendar	7
MCASC Scholarship Tourn	8
Vision/Mission Statement	8

**2007  
MCASC  
WINTER RETREAT  
LAKE  
BLACKSHEAR  
RESORT  
& GOLF CLUB  
MARCH 15-18, 2007  
DEADLINE  
FOR  
RESERVATIONS  
FRI., FEB. 16, 07  
See Pages 5 & 6  
For Details**



# PROJECTS FOR BID & BID FORECAST

## MECHANICAL CONTRACTORS ASSOCIATION OF SOUTH CAROLINA

P.O. Box 384, Columbia, South Carolina 29202 · 1504 Morninghill Drive, Columbia, South Carolina 29210  
PHONE (803)772-7834 · FAX (803)731-0390 · E-MAIL: mflowers@mcasc.com WEBSITE: www.mcasc.com

JOBS TO BE BID THROUGH THE MCASC BID PROCEDURE.

ALL MECHANICAL CONTRACTORS WHO ARE NOT MEMBERS OF THIS ASSOCIATION BIDDING ON THESE ADVERTISED JOBS ARE INVITED AND URGED TO UTILIZE THE MCASC BID PROCEDURE PUBLISHED HEREIN.

INFORMATION PUBLISHED BY THE MECHANICAL CONTRACTORS ASSOCIATION OF SOUTH CAROLINA

### NOTES:

1. ALL JOBS LISTED WITHOUT REFERENCE TO THE MCASC FOUR-HOUR DESIGNATION ARE EITHER ZERO OR TWO-HOUR BID JOBS.
2. ALL ASPECTS OF THE MCASC FOUR-HOUR BID PLAN APPLY TO JOBS DESIGNATED AS EITHER ZERO OR TWO-HOUR JOBS WITH THE EXCEPTION OF TIME & BID PROCEDURE OFFICE/SIGNATORY GENERAL CONTRACTOR INTERFACING.  
\*MCASC BID PROCEDURE SIGNATORY GC'S INDICATED WITH "O"

<b>PIEDMONT AREA</b>	<b>NO JOBS LISTED</b>	CHAIRMAN DESIGNATING COMMITTEE DAVID BISHOP TEL: (864) 578-7252 FAX: 578-3419
<b>MIDLANDS AREA</b>	<b>NO JOBS LISTED</b>	CHAIRMAN DESIGNATING COMMITTEE
<b>PEE DEE AREA</b>	WILLIAM L. SELF TEL: (803) 432-8519 FAX: 432-3845	CHAIRMEN DESIGNATING COMMITTEE PAUL PREVATTE JIMMY LEE TEL: (843) 272-4915 FAX: 272-6071 TEL: (843) 669-8243 FAX: 673-0826
	<b>NO JOBS LISTED</b>	
<b>COASTAL AREA</b>	<b>NO JOBS LISTED</b>	CHAIRMAN DESIGNATING COMMITTEE RON RUNYON TEL: (843) 556-5636 FAX: 763-3091

## Where Have All Of The Proud Construction Workers Gone?

I have always maintained the premise that we should all be proud that we are professional construction workers because we do things that no one else can do. Can your doctor or computer programmer build tunnels, towering office buildings, or ocean front condos? Of course not, he or she is a professional in their own field, but you are a professional as well ... not "just a construction worker". I cringe when I hear prominent contractors utter "I'm just a bricklayer" or "I'm just a plumber". Come on folks, let's get energized and beat our drum a lot louder!

When I was in high school, it was something special to have a construction job during the summer. When one returned to school for the fall semester you had muscles, a sun tan, a pocket full of money, and the fulfillment of seeing a building rise from the dirt as a result of your labor. Things have changed, however. The young people of America seem to have become disenchanted with the construction industry for a multitude of reasons. High school counselors avoid recommending the construction field to students as if it was a plague, and the main stream media continually portrays us as a bunch of fools with tool belts flashing butt cleavage every time we bend over. But most importantly, young people, in general, appear not to want to be associated with physical or "dirty" work.

Have we, as a nation, lost sight of the integral part of world development that the construction industry has played? I think so. From the building of ancient temples to the towering buildings that line our own Inner Harbor, construction workers have made it possible for people to have places to comfortably live and work. I have visited ancient churches and other structures in Europe, that are not only impressive buildings, but, in effect, art forms. The advances in today's construction technology are stunning, but we must have a competent workforce to successfully apply those technological advances. Where are our grandchildren and great grandchildren going to live and work if our industry continues to be unappealing to new workers?

If any change in the perception of our industry is to occur, it must start with us, right here at home. We have to be proud of our profession, and be especially proud of the fact that we are tough enough to work hard all day in the heat and cold, and yes, get dirty. Most importantly, we need to portray that sense of pride to others, including educators and the media. Maybe then, if we do that enough, with conviction, the young people of our country will find the road to construction more welcoming.

Tim McGuire, McGuire, Inc. - tim@mcguire-inc.com - Proud member of the ASA of Baltimore

February, 2007 - March, 2007

DAY	JOB NO.	4/HR LOCATION NAME	BID DATE	TIME
No Jobs Listed				

### **“Tool Box Talks” - Safety Tip** **HEAD AND FACE PROTECTION**

Your head is fragile and must be protected. A minor injury to any other part of your body would probably be a serious injury if it happened to your head. A recent study of motorcycle accidents revealed that there were three times more fatal or serious head injuries in a state not requiring helmets. In the construction industry more workers are killed each year from head injuries than any other cause, and falling objects are responsible for a great number of these. It's no secret - hard hats work! That's why OSHA and insurance companies insist that you wear one. Isn't it amazing that with all your brain power, you have to be forced into protecting it?

How about your eyes? They're really delicate and if you've ever had a minor eye injury, you surely remember the scary feeling of wondering if it might result in a permanent injury or the loss of your sight. Think about it, don't safety glasses make good sense?

No one really likes to wear a respirator, but when you do, you can see how much dirt the filter has trapped and be glad it's on the filter and not in your lungs.

It's estimated that two million American workers suffer from some degree of hearing loss. It happens so slowly that you don't notice the change. Now HEAR this....Before it's too late, make it a practice to wear hearing protection whenever needed and preserve your hearing.

Always remember to give your head, eyes, ears and lungs the care they deserve -- It's tough to live without them. Let RSS Safety quote your safety product and PPE needs! Find out how you can get reduced - or even free - onsite training or consulting services with your product purchases!

RSS Safety now sells safety supplies and products. See our website at [www.RSSsafety.com](http://www.RSSsafety.com) for more information.

**PREVENT INJURIES BY WEARING THE APPROPRIATE PERSONAL PROTECTIVE EQUIPMENT!**

For more information, visit [www.osha.gov](http://www.osha.gov)

**By: Mel Rosas – RSS Safety, LLC**

**1122 Industrial Drive, Suite 109, Matthews, NC 28105**

**Telephone (704) 844-2519 Fax (704) 844-0291**



**Mark Your Calendars For The  
Nineteenth Annual  
George W. Bryce, Jr.  
Memorial Golf Tournament  
Friday, May 4th  
Oakdale Country Club, Florence  
Stay Tuned For More Details!**

### Welcome New Members

**Ann Fesperman - Upstate Workforce Invest. Brd.  
Spartanburg, SC**

**Matt Patterson - Turbeville Insurance Agency  
Columbia, SC**

**Terry Walkup - Walkup Electrical Construction  
Florence, SC**

**Jared Firestine - Strategic Outsourcing, Inc.  
Charlotte, NC**

**Glenn A. Croteau - Wall Street Capitol  
Greenville, SC**

**Ron Palmer - Lennox Industries  
Fort Mill, SC**

**Get Your Gun And Target  
Tuesday, April 24th  
For An Afternoon Of Clays, Cocktails and  
Low Country Boil  
Sporting Clay Event To Be Held At  
Harris Springs Sportsman's Preserve, Waterloo  
To Raise Money For The  
Piedmont Area and  
MCASC Scholarship Funds  
More Information To Come!**



### Happy Anniversary

**Mr. & Mrs. Furman Cullum - February 14**

# MCASC WINTER RETREAT REGISTRATION

MARCH 15 - 18, 2007 - Lake Blackshear Resort & Golf Club, Cordele, GA

**PLEASE COMPLETE AND FAX THIS PAGE TO THE MCASC STATE OFFICE AT (803) 731-0390 BY NO LATER THAN FRIDAY, FEB. 16, 2007 - DEADLINE!!!**

COMPANY NAME \_\_\_\_\_

I AM REGISTERING \_\_\_\_\_ PEOPLE FROM MY COMPANY FOR THE WINTER RETREAT SCHEDULED MARCH 15-18, 2007. PLEASE LIST ALL NAMES OF THOSE ATTENDING BELOW.

**\*REGISTRATION FEE IS ONLY \$250.00 PER PERSON - MCASC WILL BILL YOU LATER\***

*NOTE: A full refund of MCASC Winter Retreat Registration Fees will be made on cancellations received prior to Wednesday, January 31, 2007. After that date, only 50% will be refunded up until Friday, February 16, 2007. Substitutions will be allowed.*

PLEASE INDICATE IF YOU PLAN TO FISH (F), GOLF (G) OR HUNT (H) ON SATURDAY

_____	F G H _____	F G H _____
_____	F G H _____	F G H _____
_____	F G H _____	F G H _____
_____	F G H _____	F G H _____

**NOTE:** Five (5) 1-Hour Massages Will Be Available On Friday & Saturday At A Rate of \$60.00 First Come First Serve. If Interested Contact Mona To Get Your Name On The List.

## TENTATIVE AGENDA

### Thursday, March 15<sup>th</sup>, 2007

4:00 PM - Until	Hotel Check In	Lake Blackshear Resort
4:00 PM - Until	Hospitality Suite Open (Heavy Hors D'oeuvres)	Lodge Rooms 223 & 224

### Friday, March 16<sup>th</sup>, 2007

8:30 AM - 9:00 AM	Breakfast	Conference Center Lobby
9:00 AM - 2:00 PM	"A Collaboration Of Industry Leaders To Identify Common Issues and an Action Plan To Prompt Positive Change" The Participants To Include Representatives From: ABC, ASHRAE, ASAC, SCAHACC, & MCASC	Ballroom C
11:00 AM - 1:00 PM	Spouse / Guest Lunch Cruise On "The Liberty Lady"	Marina At Lake Blackshear
12:00 Noon - 1:00 PM	Lunch	Private Dining Room
2:00 PM - 3:00 PM	Keynote Speaker: Sue-Ann Gerald Shannon Director of Research Palmetto Institute	Ballroom C
3:00 PM - 3:30 PM	Open Business Meeting	Ballroom C
3:30 PM - 4:00 PM	Past Presidents' Meeting	Lodge Rooms 223 & 224
4:00 PM - 6:30 PM	Hospitality Suite Open	West Lawn Lakeside
7:00 PM - Until	Cocktails & Lake Blackshear Seafood Boil	Lodge Rooms 223 & 224
After Dinner Until	Hospitality Suite Open	

### Saturday, March 17<sup>th</sup>, 2007

9:00 AM - 11:00 AM	Board of Directors Meeting	Ballroom C
12:00 Noon	Golf Tournament: \$48.93 Per Person Includes Box Lunch	Lake Blackshear Golf Club
9:00 AM - 5:00 PM	Hunting (Options: Quail & Skeet ½ day or full day) (Prices Vary)	Turkey Creek Outfitters
9:00 AM - 5:00 PM	Fishing (Options: ½ day or full day) (Prices Vary Call Mona) All Others On Your Own!!	Turkey Creek or Lake Blackshear
4:00 PM - 6:30 PM	Hospitality Suite Open	Lodge Rooms 223 & 224
7:00 PM - Until	Cocktails, Dinner, Raffle & Sporting Awards	Ballroom C
After Dinner Until	Hospitality Suite Open	Lodge Rooms 223 & 224

### Sunday, March 18<sup>th</sup>, 2007

11:00 AM	Hotel Check-Out	Have a Safe Trip Home
----------	-----------------	-----------------------



Check In time is 4:00 pm, prior to this time accommodations cannot be assured. Check Out time is 11:00 AM.

**Group Name: Mechanical Contractors Association Of SC**

Winter Retreat Meeting Dates: March 15 – 18, 2007

Rate: \$99.00 per room, single/double occupancy (subject to 10% sales tax)

Name (s): \_\_\_\_\_

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

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Home Phone: \_\_\_\_\_ Daytime Phone: \_\_\_\_\_

Accommodations: Number of Occupants: \_\_\_\_\_ Number of Rooms: \_\_\_\_\_

(Type of Accommodations Requested – room type not guaranteed):

I will arrive on: \_\_\_\_\_ I will depart on: \_\_\_\_\_

Reservations must be received by **February 16, 2007**. After this date, rooms will be confirmed on a space available basis. The above rate will be extended (upon availability) three (3) days prior to your conference and three (3) days after your conference.

**Please guarantee your reservation(s) in the following manner:**

**Advanced Deposit** – Please enclose one night's room plus 7% state sales tax and 3% local tax. Deposits are refundable if canceled within seven (7) days prior to arrival.

**Assured by Credit Card** – Please fill in an American Express, VISA, Master Card, Discover Card, or Diner's Club Number, Name of Cardholder and Expiration Date in the spaces provided below.

**RESERVATIONS MUST BE CANCELLED ONE WEEK PRIOR TO ARRIVAL DATE**

**Please Mail Reservations To:**

Lake Blackshear Resort & Golf Club, 2459-H US Highway 280 West, Cordele, GA 31015

**-Call Or Fax To:-**

Telephone (800) 459-1230 or Fax: 229-271-7400

**CREDIT CARD AUTHORIZATION FORM**

*This is an authorization for the above-identified hotel to apply the guest charges to the credit card listed below. After signing, the cardholder assumes the total financial liability, as described for all applicable charges.*

**CREDIT CARD INFORMATION**

(Please attach a photocopy of the front and back of the credit card when returning the completed authorization form)

AMERICAN EXPRESS      DISCOVER      MASTERCARD      VISA

CARD NUMBER: \_\_\_\_\_ EXP DATE: \_\_\_\_\_

**CARD HOLDER AND AUTHORIZED SIGNATURE**

PRINTED NAME: \_\_\_\_\_ SIGNATURE: \_\_\_\_\_

CARD HOLDER PHONE #: \_\_\_\_\_

BILLING ADDRESS: \_\_\_\_\_

**Associate Member:**  
**SIMPSONVILLE CHEVROLET & COMMERCIAL TRUCK**

Simpsonville Chevrolet, Inc. is proud to be an active member of the Mechanical Contractors Association of South Carolina. Founded in 1998 and locally owned, Simpsonville Chevrolet considers it an honor to support contractors and associate members of professional organizations. You are the lifeblood of our commercial sales department.

Simpsonville Chevrolet has a modern facility located on a major interstate highway. We pride ourselves on our ability to deliver a vehicle to your office door anywhere in the United States. You can shop in person, by phone, or on our website, [www.simpsonvillechevrolet.com](http://www.simpsonvillechevrolet.com). We employ GM certified sales professionals and two certified commercial managers in order to provide you with fast, accurate and competitive quotes. Additionally, we have factory trained and certified mechanics to service any of your vehicles.

Simpsonville Chevrolet stocks one of the largest commercial vehicle inventories on the East coast as well as new and pre-owned cars and trucks. From small trucks to the medium duty Kodiak, you'll find them road ready at Simpsonville Chevrolet. Minimizing your downtime or shopping time is our priority. Simpsonville Chevrolet also offers an enhanced employee purchase plan to association members. Your staff and personal referrals will also receive competitive no nonsense price quotes; just like your company.

In closing, Simpsonville Chevrolet appreciates the opportunity to earn your business. We are committed to providing your association competitive pricing, quality service and professional insight and knowledge for all your vehicle needs. Take a minute and contact the professionals at Simpsonville Chevrolet.

***Simpsonville Chevrolet & Commercial Truck***  
***3431 North Industrial Drive, Simpsonville, SC 29681-3214***  
***Phone: (864) 271-7771 Fax: (864)963-3364***  
***[www.simpsonvillechevrolet.com](http://www.simpsonvillechevrolet.com)***

**Congratulations to our next Associate & Mechanical Members who will be  
highlighted in the upcoming issue of "The Tool Box":  
Colonial Supplemental Ins. - Associate Member  
Kimball's Plumbing, Heating & Electric - Mechanical Member**

**FEBRUARY 2007 MONTHLY AREA MEETINGS**

**MIDLANDS AREA**

Thursday, February 1, 2007

Location: 517 Spring Street, West Columbia

Sponsored By: Shealy & Sons Electric

**Topic:** "Why and When To Clean Ducts"

**Speaker:** Arthur Dwight, Carolina Filters

**PIEDMONT AREA**

Tuesday, February 13, 2007

Location: 2409 S. Pine Street, Spartanburg

Sponsored By: W. N. Kirkland, Inc.

**Topic:** "Technology Trends for Automating  
Our Industry"

**Speaker:** Steve Maddox

Sunrise Technology Group

**PEE DEE AREA**

Thursday, February 15, 2007

Location: 1732 Pocono St., Conway - Jerry's Plumbing

Sponsored By: Cregger Company, Jerry's Plumbing &  
Rep-South

**Topic:** "Progress Report On Utilization of  
Prequalification Process"

**Speaker:** Mark Kirkland, Spartanburg School Dist. 6

**Topic:** "Rheem Tankless Water Heaters"

**Speaker:** Reed Taffer, Rep-South

**COASTAL AREA**

Thursday, February 22, 2007

Location: James Island Yacht Club

Sponsored By: United Rentals

**COASTAL AREA OYSTER ROAST**

Please Bring A Door Prize For The Raffle!!!



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

*Serving mechanical contractors in  
South Carolina since 1912.*

**MCASC Executive Board & Staff**

Steve Brewer, President  
Henry Poplin, Vice-President  
Chris Cullum, Treasurer  
Darlene McGee, Secretary  
Mike Hough, Associate President  
Mona Flowers, Managing Director

Mechanicals make it happen -  
Be part of the best!

FIRST CLASS  
MAIL  
U.S. POSTAGE  
PAID  
COLUMBIA, SC  
PERMIT NO 750

**MCASC 16th ANNUAL SCHOLARSHIP TOURNAMENT**

The 16th Annual Swatter-Snagger-Shagger Golf & Fishing Scholarship Tournament  
Will Be Held June 1-3, 2007 At The Ramada, Santee  
Stay Tuned For Further Details!!!

**MCASC 152nd SUMMER CONVENTION**

The 152nd MCASC Summer Convention Will Be Held July 19-22, 2007  
At Callaway Gardens, Pine Mountain, Georgia  
Mark Your Calendars Now & Make Plans To Bring The Entire Family!!!

**MCASC Vision Statement**

The Mechanical Contractors Association of South Carolina will be the leading construction association in South Carolina for specialty contractors and suppliers in the mechanical, electrical, 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 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.