



# The Tool Box

Serving the Electrical, HVAC & Plumbing Industries Since 1912

Volume 6, Issue 103 March 1, 2009

## My Thoughts On The Free Market System By Tom Frisby - [www.frisbygroup.org](http://www.frisbygroup.org)

In theory and in principle, the "free market system" laid out by Adam Smith is a heckuva economic plan. And we conservatives keep espousing it, giving lip service to it. Yet, we have never had a "free market system" and one doesn't work. For example, a "free market system" gave us child labor, black lung disease in the coal mines, subprime, Enron and the present near depression that we are in today and in every instance it has taken government intervention to right the wrongs of the "free market system".

And yet, what I just said is not true at all, is it? It is not the "free market system" that gets us into a bind, but the corruption of those who are in control of it. Enron did not fail because of the free market, but because of crooks who ran the company. Subprime did not cause our problem, and housing bubbles did not develop because of the free market but because of the greed of a powerful few in part, and yes, frankly, all of us who are blinded by materialism.

Free market will not work when those who in government and business act like human beings too often act, in their own selfish interest. Because then (like in a monopoly) there is not really a "free" market, is there? In my industry, the construction industry, when owners and general contractors treat subcontractors and suppliers unethically, withhold moneys without justification . . . there isn't a free market either. There is a power driven, corrupt market.

When contractors falsely price changes and claims, we are "tainting" the free market system. Nothing in the free market contemplated by Adam Smith included "screwing" others.

I for one have seen enormous advances in the United States and other countries based upon at least a fairly free system. But over time, I am seeing more and more unethical and corrupt violation of that system, and I think that all of us need to sit back, take a deep breath and say: How are we managing our businesses, how are we advancing the cause of the free market system or how are we retarding it by virtue of our values and principles and practices.

There must be, unfortunately, some level of governmental control to provide a level playing field for all of us, and transparency at all levels for us. But, unless and until we decide, as individuals, to play the game as Grantland Rice would have us play it (It is not whether we win or lose that counts, but how we play the game), I believe that we simply open the door to a less effective enterprise system and more governmental control.

When gas prices come down, will we go back to gas guzzlers? When credit becomes available, will we overload again with debt, purchasing what we want and not what we need? Will we view housing as a commodity market rather than as a place to raise our families? Will Wall Street treat us fairly (and I can tell you that the answer to that question is a resounding NO as it is, as the face of our capitalistic system, as filled with greed and corruption as any institution in America)?

My message: let's all demand accountability (in our own firms, in business and in Government and in our own lives) for doing the right things and the ethical

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**WINTER  
CONFERENCE  
&  
STATEWIDE  
MEETING  
MARCH 25, 2009  
THE COOP,  
COLUMBIA  
REGISTRATION  
PAGE 6  
DEADLINE  
MARCH 18**  
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**“Tool Box Talks” - Safety Tip**

**WORK ON ENERGIZED ELECTRICAL CIRCUITS AND APPARATUS**

This procedure provides guidance and rules pertaining to prevention of electric shock that shall be observed when work is being performed on energized circuits and apparatus.

When it is necessary to work on energized lines and equipment, assign only workmen with previous experience in such work. Work shall always be done with the full use of suitable protective devices and observance of safety rules.

PROCEDURES

Plan the work to be done. Be sure everyone involved understands the plan thoroughly. Consider environmental conditions, also wet and damp locations.

Before work is begun, the person in charge shall ascertain by inquiry, direct observation and instruments if the source is energized and, if so, what voltage.

At least two persons shall be assigned to work on energized lines/equipment. They should be trained to handle emergencies and be thoroughly briefed in safety procedures and use of safety equipment.

No employee shall be permitted to work on, approach or handle any conductive object without an approved insulated tool or handle unless:

- a. The employee is insulated or guarded from the energized part.
- b. The energized part is insulated or guarded from employee and any other conductive object at a different potential.
- c. The employee is isolated, insulated or guarded from any other conductive object(s). Employee shall be insulated as much as possible between phase(s) being worked and other phases.

Proper personal safety equipment must be available and used; i.e., rubber gloves with protectors, insulator blankets/mats, authorized hard hat, eye protection, etc.

Suitable barriers or other means should be used to prevent unauthorized personnel entering the "hot" work area. Post appropriate warning signs.

If it becomes necessary to de-energize high voltage circuits while work is being performed, circuit being worked shall be shorted to ground or tested with appropriate test device to assure that capacitive devices are discharged prior to working as a de-energized circuit.

For your PPE or warning sign needs, go to [www.RSSsafetysupplies.com](http://www.RSSsafetysupplies.com) or call Debbie for pricing and availability.

**RSS Safety, LLC**  
**1122 Industrial Drive, Suite 113, Matthews, NC 28105**  
**Telephone (704) 844-2519 Fax (704) 844-0291**

**Happy Anniversary**

**Mr. & Mrs. Billy Zimmerman - 3/21**  
**Mr. & Mrs. Ray Merritt - 3/25**

**Welcome New Members**

**Michael Harris - Harris Integrated Solutions, Inc.**  
**West Columbia**  
**Stuart Waugh - Aggreko, LLC**  
**Lexington**

**Concerns**

**Rhett Leake - James M. Pleasants Co., Charlotte**  
**Charley Hipp - Hipp Properties, Charleston**

**Condolences**

**Jimmy & Diane Lee and family,**  
**Bryce Mechanical Contractors, Inc., Florence**  
**On the loss of his mother**  
**Ella Mae Saverance Lee**  
**Gene & Peggy Hopkins and family**  
**Bradford Sales Company, Inc., retired**  
**On the loss of their daughter**  
**Pamela Hopkins Balch**

**Birth Announcement**

**Warren (Ren) Scoville, III**  
**Born January 22, 2009, 8 lbs. 10 oz., 21 1/2 ins.**  
**Proud Parents: Warren & Ashley Scoville**  
**Proud Grandparents: John & Dulcie Creech**  
**Ogletree, Deakins, Nash, Smoak & Stewart**  
**Greenville**

*(continued from page 1)*

things. I for one am damn mad about how our culture has begun what may be an irreversible decline. Empires fall from within, and not from without. I am not nearly as frightened about the terrorism from bin Laden as I am from the terrorism of corruption and greed and unethical behavior in our own land.

I am hoping that our President takes the leadership role in setting the ethical tone for our nation and that McCain also continues to lead the effort to remove our democracy from the hands of special interest groups such as the petroleum industry, the American Bar Association and AMA.

But it takes all of us, all of us on Main Street and Rural Routes so and so to make this happen. We must let our business and government leaders know the bar of performance we expect and let them know that they will be held accountable at the polls and the cash register.

And I for one am not against illegal immigrants but against those who flaunt the law and bring them over at the expense of American jobs and at the expense of keeping our money circulating in this country and not exported to other lands.

And I for one believe we must do everything we can to restore our manufacturing economy for we cannot survive as a "service economy" alone. And I for one believe we must make the commitment of our lives to reduce and eventually eliminate our dependence on foreign oil and immediately stop purchasing from Venezuela a half a billion dollars a year in petroleum, money used to promote anti-American interests.

You may not believe in everything I have said, but I hope you all believe in America passionately and will exercise your right and duty as Americans to turn this wonderful country around and head it in the right direction again.

It begins with doing things right . . . ethically . . . at every level of this nation, from main street to Pennsylvania Avenue and Wall Street; and then getting behind this president (whether or not we voted for him) and working as Americans to influence the right courses of action and therefore the right outcomes.

### **Construction Workforce Conference**

**Date: Tuesday, March 17, 2009**

**Time: 8:30-5:00**

**The Madren Conference Center  
Clemson University**

*Providing information and solutions for the construction industry  
about the challenges with craft recruitment and training*

*For detailed information or to register, please contact Karen Lanning at (864)656-3002*

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

**MCASC Winter Conference &  
Statewide Meeting**

**Wednesday, March 25, 2009**

**See Agenda/Registration Page 6 For Details  
The Coop, 1100 Key Road, Columbia, SC**

**3rd Annual Piedmont Area  
Clays for College**

**Friday, April 24, 2009**

**Harris Springs Sportsman's Preserve  
Waterloo, SC**

**21st Annual George W. Bryce, Jr.  
Memorial Golf Tournament**

**Friday, May 1, 2009**

**Oakdale Country Club  
Florence, SC**

**1st Annual MCA Coastal Area  
Fishing Tournament for Scholarships**

**Captain's Meeting**

**Tuesday May 12, 2009**

**Shriners Club, Pointe Grill, Mt. Pleasant  
Tournament Weigh In**

**Saturday, May 16, 2009**

**Remley's Point Landing, Mt. Pleasant, SC**

**18th Annual MCASC  
Santee Scholarship Tournament**

**June 5-7, 2009**

**Quality Inn & Suites**

**Santee, SC**

**MCASC Summer Convention**

**August 6-9, 2009**

**Ginn Hammock Beach Resort  
Palm Coast, Florida**

## ROL - Making the Case for Laughter

By: Ann Elliott

**In our current economic situation anger, blame, hostility and fear are prevailing and pervasive emotions for many people.** There is plenty of angst to go around.

With news 24/7 that provides up to the minute reports on the plunging stock market, unemployment, political scandals, and home foreclosures, no wonder we are anxious. To be sure we have plenty to deal with and so far as I can tell no one is untouched. Very few are getting out of this rough patch unscathed.

**"Money isn't everything. But it is reasonably close to oxygen."** The motivational icon, Zig Ziglar, was speaking to the Association of Community College Trustees at a regional convention in Biloxi (Mississippi Business Journal, June 22, 1998.)

**Looking relentlessly on the dark side includes the following costs to us:**

- Angst is fueled and increases
- Focus is in the wrong direction
- Power gives way to helplessness
- Health is at risk
- Laughter and humor are replaced by frowns and ill tempers

Just when we need creativity, confidence, cooperation and action, we are spinning our wheels and digging a deeper hole.

**Use these four steps to make the most of today:**

1. **Focus on what you can control** - your thoughts, emotions and actions are completely guided and directed by you and only you.
2. **Do what you can do now** - For example, a restaurant owner told me last week he discovered he could reduce his heating bill by turning the thermostat up one hour later at the start of the day and turning the thermostat down one hour earlier at the end of the day. By reducing the heating for two hours a day, he saves \$1700 a month in heating costs without reducing the quality of service or food that his customers have come to expect.
3. **Look for the humor in the darkest circumstances** - remember that every situation has two sides.
4. **Laugh out loud everyday** - have a laugh-a-long even if it's just with me, myself and I.

**Your ROL includes but is not limited to.....**

Requires \$0 to get in. Bernie Madoff couldn't offer you a better deal.

Contains no sugar, trans fats, saturated fats, or calories. It is guilt free.

Is contagious and spreads rapidly. Incubation period is instantaneous.

Is readily available and in unlimited supply.

Increases your creativity and sense of well being.

Produces no hangovers and morning after regrets.

Improves cardiovascular health as confirmed by studies at the University of Maryland Medical Center. Check it out. <http://umm.edu/features/laughter.htm>

Attracts others who can see humor and find something to laugh about.

Repels sourpusses.

**Keep this in mind.** Does laughing seem out of character and inappropriate in these challenging times? Because you are laughing doesn't mean you don't understand the seriousness of our challenges or that you are delusional.

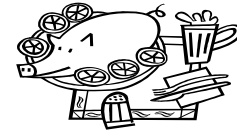
Laughing is a bona fide certified method to take the edge off these uncertain times. Why not invest in a sure thing?

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

# MCASC Winter Conference & Statewide Meeting



## Registration Form March 25, 2009



The Coop, 1100 Key Road, Columbia

### I. REGISTRATION FORM:

FAX OR MAIL TO THE MCASC STATE OFFICE – (803)731-0390 or P.O. Box 384, Columbia, SC 29202

Name: \_\_\_\_\_ Name: \_\_\_\_\_

Name: \_\_\_\_\_ Name: \_\_\_\_\_

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

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

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

Number Attending Workshops/Lunch \_\_\_\_\_ Number Attending Meeting/Dinner \_\_\_\_\_

### II. CONFERENCE & MEETING FEE:

MEMBERS: Same as Monthly Area Meeting \$25.00

NON-MEMBERS: \$100.00

### AGENDA

10:00 – 10:15 AM	Welcome & Introduction of Workshop Facilitators
10:15 – 11:15 AM	“Terrifying Times Ahead? Fright-Sizing For The Future” By: Martha-Ann Dailey – Great American Insurance Company
11:15 – 12:00 Noon	“Building A Company That Can Weather The Storm, Ride The Flood, & Succeed After The Water Recedes” By: Mike Trammel, CPA – Dixon Hughes
12:00 – 12:30 PM	“What’s Going Down Up In Washington: Changes In People & Programs Which Will Impact You & Your Employees” By: John Creech, Attorney – Ogletree, Deakins, Nash, Smoak & Stewart
12:30 – 1:30 PM	Lunch (provided)
1:30 – 2:15 PM	“Payment Issues In A Bad Economy: What To Look For And Look Out For” By: Dan Brailsford, Attorney – Robinson McFadden
2:15 – 3:00 PM	“Claims In Bankruptcy & Strategies To Avoid Them” By: Chuck McDonald, Attorney – Robinson McFadden
3:00 – 3:30 PM	“Legislative Overview With Q & A” By: Frank Knapp, President SC Small Business Chamber of Commerce
3:30 – 4:30 PM	“United We Stand, Divided We Fall – Dealing With The Craft Labor Shortage” By: Dr. Steve Sanders – Clemson University
4:30 – 5:30 PM	MCASC Called Open Business Meeting
5:30 – 6:00 PM	Sign-In For Members & Guests
6:00 – 7:00 PM	Cocktail Reception
7:00 PM Until	Welcome, Dinner & Guest Speaker Senator Glenn McConnell

### III. BILLING INFORMATION:

Member Companies Will Be Invoiced By Your Local Area Treasurer

### IV. DEADLINE TO REGISTER:      MARCH 18, 2009

**Associate Member:  
CAPSTONE INSURANCE SERVICES**

Capstone Insurance Services, LLC is a full service surety bond, property and casualty insurance agency located in Greenville, South Carolina. Since 1995 Capstone has helped corporate and individual customers deal with the pure risk faced in their daily operations and activities.

We help our customers identify their exposures to “pure risk”, those non-fortuitous events that can disrupt or even devastate an organization at any time. By properly managing its pure risk, an organization can best take advantage of its “speculative risk”, those risks taken with an expectation of gain. Once pure risks are identified, they must be analyzed and controlled or reduced to the extent practical. Only then can a prudent decision be made as to how much risk to retain and how much to transfer through contract, insurance policies, or surety bonds.

This process of identifying, analyzing, retaining, and transferring risks form the basis of insurance and surety program design and starts the process of insurance and surety management, which is the core business of Capstone.

Capstone associates match the insurance and surety needs of our customers with the products and services of the numerous insurance and surety companies we represent. There is no finish line in this race to keep our customers ahead of their pure risk. The process is ongoing and the insurance and surety programs must be managed to adapt to the changes experienced by our customers.

For additional information, please visit our website [www.capstoneinsurance.com](http://www.capstoneinsurance.com) or contact:

Dan Conti, 864-234-8000, [dac@capstoneinsurance.com](mailto:dac@capstoneinsurance.com), 67 Creekside Park Court, Greenville, SC 29615

**Capstone Insurance Services**  
**P. O. Box 26989**  
**Greenville, SC 29616-1989**  
**Phone: (864) 234-8000, Fax: (864) 234-8001**

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

**Blanchard Machinery/Blanchard Power Systems, Summerville - Associate Member  
 Greenville Mechanical, LLC, Greenville - Mechanical Member**

**MARCH 2009 MONTHLY AREA MEETINGS**

**MIDLANDS AREA**

Wednesday, March 25, 2009 - Workshops 10:00 AM-4:30 PM,  
 Open Bus. Mtg. 4:30-5:30 PM, Social 6:00 PM, Dinner 7:00 PM  
 Location: The Coop, 1100 Key Road, Columbia

**Winter Conference & Statewide Meeting  
 With Special Guests SC Senator Glenn F. McConnell  
 And Members Of The SC General Assembly**

**PIEDMONT AREA**

Wednesday, March 25, 2009 - Workshops 10:00 AM-4:30 PM,  
 Open Bus. Mtg. 4:30-5:30 PM, Social 6:00 PM, Dinner 7:00 PM  
 Location: The Coop, 1100 Key Road, Columbia

**Winter Conference & Statewide Meeting  
 With Special Guests SC Senator Glenn F. McConnell  
 And Members Of The SC General Assembly**

**PEE DEE AREA**

Wednesday, March 25, 2009 - Workshops 10:00 AM-4:30 PM,  
 Open Bus. Mtg. 4:30-5:30 PM, Social 6:00 PM, Dinner 7:00 PM  
 Location: The Coop, 1100 Key Road, Columbia

**Winter Conference & Statewide Meeting  
 With Special Guests SC Senator Glenn F. McConnell  
 And Members Of The SC General Assembly**

**COASTAL AREA**

Wednesday, March 25, 2009 - Workshops 10:00 AM-4:30 PM,  
 Open Bus. Mtg. 4:30-5:30 PM, Social 6:00 PM, Dinner 7:00 PM  
 Location: The Coop, 1100 Key Road, Columbia

**Winter Conference & Statewide Meeting  
 With Special Guests SC Senator Glenn F. McConnell  
 And Members Of The SC General Assembly**

**NOTICE: CALLED OPEN BUSINESS MEETING**

**A copy of the current bylaws with the proposed changes will be emailed to all members Monday, March 9th. Members are encouraged to review and respond to these changes and come prepared to vote on them at the called meeting. As voted by the Board, the called open business meeting will take place at 4:30 PM on Wednesday, March 25, 2009 at the MCASC Winter Conference and Statewide Meeting at The Coop, 1100 Key Road, Columbia, SC. As reflected in our current bylaws, a two-thirds affirmative vote of members in good standing present is required to pass a change. If you would like a copy mailed or faxed to you, please contact the MCASC State Office at (803) 772-7834 and request a copy.**



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**

Chris Cullum, President  
Richard Miller, Jr., Vice-President  
Jim Brewer, Treasurer  
Henry Poplin, Secretary  
Bob Jacques, Associate President  
Mona Flowers, Managing Director

Mechanicals make it happen -  
Be part of the best!

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**MCASC Vision Statement**

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

**MCASC Mission Statement**

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

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

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