



# The Tool Box

Serving the Electrical, HVAC & Plumbing Industries Since 1912

Volume 6, Issue 106 May 1, 2009

## Message from President Chris Cullum

As we navigate the uncertain waters adapting to new competitive pressures it is interesting to look back for a moment at the challenges that we were faced with just a short time ago. As recent as the past 12 to 18 months concerns were finding people to fulfill the manpower needs, material price escalations, healthcare cost and certainly others. The economy has shifted focus to additional and often more pressing issues. Shrinking work availability and increased competition have put downward pressure on margins and cash flow. The interesting part to me is that no matter what point in time you look at, there are always new and challenging issues that we must address.

Recently the Midlands Chapter hosted the Winter Conference and Statewide Meeting. The agenda included informative programs on planning to succeed in a shrinking economy followed by the open business meeting and dinner with Senator Glenn McConnell and other legislators. This event has continued to bring the association together as a whole and provide opportunity for professional development and networking.

The Association continues to make great progress in providing scholarships to help promote our industry and recruit and train the next generation of mechanical and electrical contractors. After many years of hard work the Association set up an endowment to provide funding for 3 scholarships a year in perpetuity. In addition, the Piedmont Chapter has taken the lead in hosting a successful scholarship fundraising event appropriately named Clays for College. By the time this newsletter is printed they will have hosted the third annual event. This not only has provided a new source of funding for state and local chapter scholarships, it has also lead other chapters to do the same.

We are in our second year of working with the Associated Building Contractors with the Career Cluster Partnership Grant Money to work on Industry Image and Workforce Development through recruiting and training efforts with youth in the state. Efforts continue with other trade associations on the Carolinas Construction Craft Training Collaborative.

It has been a privilege to witness the efforts of all our members across the state work on issues that affect our businesses and our communities. I feel confident that our association and members are well positioned for success in the future. I thank everyone for your time and energy working to make our industry better. I know you will all join me in thanking Mona Flowers for her dedication and endless hours and involvement in all these efforts from every corner of the state. Thank you for allowing me to serve your association.

Chris Cullum

MCASC State President  
2008-2009

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### 18th Annual

### Santee Scholarship

### Tournament

June 5-7, 2009

See Page 6 To Register

Deadline May 8th



### Summer Convention

August 6-9, 2009

Ginn Hammock

Beach Resort

Palm Coast, FL

See Page 5 For

Hotel Reservation

Form

Deadline July 13th





**“Tool Box Talks” - Safety Tip****BACKS**

Have you ever given much thought to your back? It's there when you need it, but only if you don't abuse it. The back is made up of four major parts. The spine, nerves, muscles, and the spinal cord. There are thirty-three bones in the spine and thirty-one pairs of nerves branching out from the spinal cord. All of them must work together. If they don't, you could end up with anything from a strain to a ruptured disk, fractured vertebrae, and/or a debilitating disease like arthritis.

To help prevent a back injury you should exercise, practice good posture, eat the right foods, and watch your weight. Check with your doctor for muscle strengthening exercises for the back.

Other things you can do to prevent back injuries include using work-saving devices - hand trucks, forklifts, wheelbarrows, and dollies can assist you. When you have an object to lift that is too heavy or bulky, get help! Ask a co-worker for their assistance. Remember, two backs are stronger than one.

Now, what can you do when you have to do some lifting? Check out the object to be lifted. Think about how you are going to grasp the load and make sure there is a clear path of travel so you won't stumble. Before you lift, stand close to the object, bend down at the knees and straddle it, get a good grip, and lift with your legs while keeping your back straight. The secret is to let your legs do the work.

It doesn't have to be a heavy load - even a small, very light object lifted incorrectly can trigger a back injury.

Back injuries can be painful, disabling, paralyzing, and sometimes even fatal. Protect your back by following the guidelines above. You're here today - we want you BACK tomorrow.

AVOID THE MISERY OF A SORE BACK. THINK BEFORE YOU LIFT - THEN DO IT CORRECTLY.

**RSS Safety, LLC**

**1122 Industrial Drive, Suite 113, Matthews, NC 28105**

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

**PIEDMONT AREA MCASC - “CLAYS FOR COLLEGE”**

**The Piedmont Area Would Like To Thank All Sponsors & Participants  
Whose Contributions Made The Third Annual “Clays For College” Such A Huge Success.  
Many, Many Thanks To Each Of You!**

**21st ANNUAL GEORGE W. BRYCE, JR. MEMORIAL GOLF TOURNAMENT**

**Darlene McGee And The Pee Dee Area Would Like To Extend Their Thanks  
To All Sponsors & Participants Whose Contributions Made This Year's Tournament  
Such An Outstanding Success.  
Many, Many Thanks To All Of You!**

**Upcoming Events**

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

**Captain's Meeting  
Tuesday May 12, 2009  
Shriners Club, Pointe Grill, Mt. Pleasant, SC  
Tournament Weigh In  
Saturday, May 16, 2009  
Remley's Point Landing, Mt. Pleasant, SC**

**Welcome New Members**

**Stuart Waugh - Aggreko, LLC  
Lexington  
Greg Wheeler - Eastern Industrial Supplies, Inc.  
Hanahan  
Carey Adamson - Colonial Life  
Columbia  
Jim Reynolds - Total Comfort Service Center, Inc.  
West Columbia**

**Concerns**

**Rhett Leake - James M. Pleasants Co., Charlotte  
Charley Hipp - Hipp Properties, Charleston  
Montez Self - Self's Heating & A/C, Camden**

**Happy Anniversary**

**Mr. & Mrs. Dan Cartin - 5/13  
Mr. & Mrs. Bill Self - 5/26**

## Congratulations MCASC Scholarship Recipients

The Mechanical Contractors Association of South Carolina Is Pleased To Announce  
Our Twelve (12) Scholarship Recipients for the 2009-2010 School Year.

They are:

**Lauren Lorraine Bailey** (daughter of MCASC Member Pete Bailey, C. R. Hipp Construction). Lauren is attending the University of South Carolina. Lauren received the MCASC Scholarship Award.

**Jason Ellis Buck** (grandson of MCASC Member Randy Harley, Metro Electric). Jason is attending Coastal Carolina University. Jason received the MCASC George W. Bryce, Jr. Memorial Scholarship Award.

**Taylor Champion** (son of MCASC Member Jimmy Champion, Waldrop, Inc.). Taylor is attending Clemson University. Taylor received the Piedmont Area MCASC Scholarship Award.

**Brandon Dreher Forsberg** (grandson of MCASC Member Ned Forsberg, Metro Electric). Brandon will be attending The Citadel. Brandon received the MCASC Scholarship Award.

**Kyle C. Fry** (son of MCASC Member Jamie Fry, Faulkner Haynes & Associates). Kyle is attending The Citadel. Kyle received the Piedmont Area MCASC Scholarship Award.

**Justin James Gable** (son of MCASC Member James Gable, Mike Company). Justin is attending the University of South Carolina. Justin received the MCASC Scholarship Award.

**Ryan Michael Gunther** (son of MCASC Member Mike Gunther, Metro Electric). Ryan will be attending Elon University. Ryan received the MCASC Scholarship Award.

**Calvin Hendrix** (son of Manuel Hendrix, Mechanical Design, Inc.). Calvin is attending the University of South Carolina. Calvin received the MCASC Scholarship Award.

**Weber Jacques** (son of MCASC Member Bob Jacques, Hajoca Corp.). Weber will be attending Clemson University. Weber received the Piedmont Area MCASC Scholarship Award.

**Thomas B. "Bo" Minor, Jr.** (son of MCASC Member Tom Minor, G-M Mechanical). Bo is attending The Citadel. Bo received the Piedmont Area MCASC Scholarship Award.

**Tara Outlaw** (employee of Boykin Contracting). Tara is attending Midlands Technical College. Tara received the MCASC Scholarship Award.

**Alyssa Maree Simpson** (daughter of MCASC Honorary Life Member Al Simpson). Alyssa is attending Clemson University. Alyssa received the Piedmont Area MCASC Scholarship Award.

### **Partnering for Profits: Supplier Relationships**

**By: Ed Rigsbee**

Yes, this is a great time to squeeze your suppliers for an extra nickel. The economy sucks, everyone is scrambling, and you want to get more than your fair share - it's just looking out for my company you might say.

***Don't do it!***

You might not think so now, but your suppliers really are the lifeblood of your company. Without your suppliers, you'd have nothing to sell or service to offer. Sure it is natural to want to take advantage of a situation. But hear me loud and clear - stick it to your suppliers now, and when things get better, they'll remember.

By partnering with your suppliers in both good times and bad, you will be making superior *Relationship Bank Deposits* in anticipation of future withdrawals. If you have not yet done it; have meetings with your key suppliers and ask for their recommendations for process and supply chain improvement, especially in this lousy economic time. I'm pretty sure they will have a few recommendations that you have not yet implemented.

You can read more about my perspective on the fine points of alliance development at <http://www.Rigsbee.com/morearticles.htm> (Permission to reprint my articles is also there.)

Ed Rigsbee, CSP is the author of *PartnerShift*, *Developing Strategic Alliances* and *The Art of Partnering*. Rigsbee has over 1,000 published articles to his credit and is a regular keynote presenter at corporate and trade association conferences across North America. He can be reached at 800-839-1520, [ed@rigsbee.com](mailto:ed@rigsbee.com), or visit [www.rigsbee.com](http://www.rigsbee.com).

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**GROUP: MCASC SUMMER CONVENTION RESERVATION FORM**

**DATES: AUGUST 6-9, 2009    CUT-OFF DATE: JULY 13, 2009**

**GROUP RATES ARE AVAILABLE 3 DAYS PRE AND POST CONVENTION DATES**

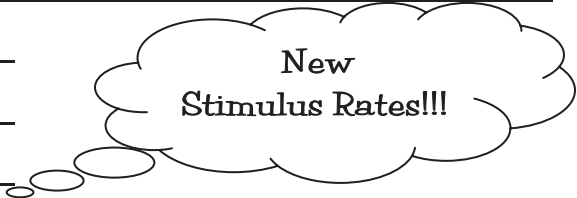
Name: \_\_\_\_\_

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

Home Tele. # \_\_\_\_\_

Work Tele. # \_\_\_\_\_

Fax # \_\_\_\_\_



- Room Request: 1/Bedroom Ocean View Suite    \_\_\_\_\_    \$165.00 plus resort nightly service fee and tax
- 2/Bedroom Resort/Golf Course View Villa    \_\_\_\_\_    \$199.00 plus resort nightly service fee and tax
- 3/Bedroom Ocean View Suite    \_\_\_\_\_    \$289.00 plus resort nightly service fee and tax
- 4/Bedroom Ocean View Suite    \_\_\_\_\_    \$369.00 plus resort nightly service fee and tax

The Resort Service Fee Is 9.75% & Includes: daily newspaper delivery, 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 bellmen, valet, concierge service, pool/beach/locker room attendants and housekeepers.

Arrival Date: \_\_\_\_\_      Departure Date: \_\_\_\_\_      # Of Adults / Children: \_\_\_\_\_ / \_\_\_\_\_

**CREDIT CARD INFORMATION**

Type of Card \_\_\_\_\_      Name on Card \_\_\_\_\_

Card # \_\_\_\_\_      Exp. Date \_\_\_\_\_

Additional Info: \_\_\_\_\_

- 1 night deposit will be taken at time reservation is made. Balance will be due upon check out.
- Reservations are subject to a 7 day cancellation policy. Please cancel reservations 7 days prior to arrival to avoid forfeiture of deposit.

**For Your Convenience, You May Book Your Reservations By Calling 1-866-453-2227 And Be Sure To Mention MCASC Group No. 20A300, Or Fax This Form To 1-321-939-6875**



**18<sup>th</sup> Annual  
MCASC Scholarship Tournament  
Swatter-Snagger-Shagger Weekend  
June 5, 6, 7, 2009  
Quality Inn & Suites - Santee**



**REGISTRATION FORM AND INFORMATION**

**COST:**

**Swatter/Snagger - \$240.00/person (based on double occupancy)  
Non-Sportster - \$190.00/person (based on double occupancy)**

**NOTES:**

- Any singles add \$27.75, \$55.50 or \$83.25 Depending On Package
- If you choose to go down on Thursday, there will be an additional room cost of \$71.04
  - Please indicate below so we can make the necessary accommodations
    - Cancellations and/or Substitutions Accepted Thru May 22<sup>nd</sup>

**Hole Sponsor - \$150.00**

**Boat Sponsor - \$150.00**

**\*\*Make checks payable to: MCASC Scholarship Fund\*\***

***REGISTRATION DEADLINE: MAY 8, 2009***

Below, indicate activities with a ✓ mark

Complete registration form & fax to (803) 731-0390 or mail to: [mflowers@mcasc.com](mailto:mflowers@mcasc.com)

NAME:	HCP	HOTEL THURS.	GOLF FRI.	GOLF SAT.	FISH SAT.	NO SPORT	SPONSOR
1.							
2.							
3.							
4.							

**IMPORTANT NOTE: FRIDAY & SATURDAY, Pre-arranged foursomes will be accepted both days provided you have contacted the MCASC State Office & submitted your team by no later than May 8, 2009. If you do not pre-arrange your foursome, & would like to play with a particular individual, please note on form. Otherwise, the Golf Committee will assign teams.**

**Associate Member:  
HARRIS INTEGRATED SOLUTIONS, INC.**

Who would have imagined that in 1965 when Lloyd Harris opened Harris Sales & Service Inc. in a small rented office in West Columbia it would be the beginning of something great? At the time I am sure it did not seem so great as he was faced with all the headaches of starting a new Temperature Control company. There were many ups and downs but Lloyd Harris continued to work hard and develop a good customer base with a deep conviction to go the extra mile in meeting the customer's needs. What an incredible journey it has been over the past 44 years.

As the company continued to grow, he moved into a renovated office building on Parnell Street in 1970, which later expanded into what it is today. He surrounded himself with highly trained professionals that had his same commitment of meeting the customer's needs and provide the best quality & service available. Over the years as the Electric Control world progressed into Direct Digital Controls using computers and the internet, Harris Sales & Service stayed ahead of the curve and grew also.

Our first sign of major growth came when we saw the need to open our second office in Beaufort, SC. As we continued to be blessed, growth seemed to follow us wherever we went and before we knew it we had opened additional offices in Greenville, Asheville and Charleston. Each office continues to carry out the plan and desires of our founder Lloyd Harris and is also very profitable in meeting the needs of the different regions in North and South Carolina, as well as Georgia.

To more accurately describe what we do, we decided to change our name in 2006 to Harris Integrated Solutions, Inc. Our Automated Logic Web based building automation system allows our customers to control their buildings from a cell phone, PDA or PC right over the internet and produces saving from 20% to 30% on their energy bills.

It is an honor and privilege to work with such wonderful professional people at Harris Integrated Solutions, Inc. We continue to grow by leaps and bounds even in this difficult economy. These are very exciting times for us at HIS as we continue to grow and move forward into the future.

***Harris Integrated Solutions, Inc.***  
***P. O. Box 4286***  
***West Columbia, SC 29171-4286***  
***Phone: (803) 794-8808, Fax: (803) 796-8302***

**Congratulations to our next Associate & Mechanical Members who will be  
highlighted in the upcoming issue of "The Tool Box":  
McGill AirFlow, Fountain Inn - Associate Member  
Southern Piping Company, Greenville - Mechanical Member**

**MAY 2009 MONTHLY AREA MEETINGS**

**MIDLANDS AREA**

Thursday, May 7, 2009 @ 4:45 Workshops, 6:00 PM Meeting  
Location: MCASC State Office, 1504 Morninghill Dr., Columbia  
Sponsored By: Robinson McFadden

**Topic:** "Update on Legal Issues  
Affecting Mechanical Contractors"  
**Presented by:** Robinson McFadden

**PIEDMONT AREA**

Tuesday, May 12, 2009 @ 6:00 PM  
Location: 2936 Grandview Drive, Simpsonville  
Sponsored By: Blue Eagle Equipment

**Topic:** "Government Contracting"  
**Speakers:** Dan Raines and Treye Bird  
Energy Pro of SC

**PEE DEE AREA**

Thursday, May 21, 2009 @ 6:30 PM  
Location: Rivertown Bistro, 1111 Third Avenue, Conway  
Sponsored By: Epting Distributing & North Strand Mechanical

**Topic:** "Contract Law"  
**Speakers:** Chris Pearce, Esquire  
Turner Padgett Law Firm

**COASTAL AREA**

Tuesday, May 12, 2009 @ 6:30 PM  
Location: Shriners Club, Pointe Grille,  
176 Patriots Point Road, Mt. Pleasant  
Saturday, May 16, 2009 @ Sunrise  
Tournament Scales Open 4:00 PM to 6:00 PM  
Remley's Point Boat Landing, Mt. Pleasant

**1st Annual MCA Coastal Area  
Fishing Tournament for Scholarships  
Captains Meeting**  
  
**Tournament Start  
Tournament Weigh-in**



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

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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.