



The Tool Box

Serving the Electrical, HVAC & Plumbing Industries Since 1912

Volume 2, Issue 60 July 11, 2005

MESSAGE FROM IMMEDIATE PAST ASSOCIATE PRESIDENT

BILLY STARRETT

Thank you for the privilege to serve as your Associate Member President for the past two years. It has been a rewarding and learning experience. Thank you Associate Member Committee for your hard work, dedication and support. I could not have accomplished anything without your input and ideas. I am confident you will extend the same support to our incoming Associate Member President Mike Hough. My thanks to the Board for letting me share the thoughts and ideas of the Associate Members. Also, thank you Mona and Carol for helping me with whatever I needed, whenever I asked. Again, Thank you!

Wow does time fly! The past two years has brought a lot of change in the World and in our industry. Starting with rising Steel and Copper prices, shortages of material, going from almost no business to being too busy to think. At the same time, with everything going on, we managed to have a little fun along the way. Beginning with the Summer Conventions and Winter Retreats, the Great Weekends at Santee and the outstanding Local Chapter Meetings, the last two years were definitely busy.

One of the committees I served on as Associate Member President was the Scholarship Committee. With the support of the Mechanical Contractors Association, we continue to be able to award scholarships to qualified candidates with funds provided through your sponsorship at the Santee Tournament. It is only through your sponsorship we are able to maintain the scholarship program. Thanks for your continued support of the Scholarship program.

Again, it has been my privilege to serve all the Members of the Mechanical Contractors Association. I have truly enjoyed serving a great organization that is truly having an effect on the way we do business in our industry.

Billy Starrett
MCASC Associate President 2003-2005

“Try not to become a man of success but rather to become a man of value.”
Albert Einstein 1879-1955

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SEE YOUTHERE!



JULY 21st-24th

**SAWGRASS
MARRIOTT
RESORT &
BEACH CLUB**

**PONTE VEDRA-
BEACH
FLORIDA**

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"

PIEDMONT AREA

CHAIRMAN DESIGNATING COMMITTEE
 DAVID BISHOP
 TEL: (864) 578-7252 FAX: 578-341

NO JOBS LISTED

MIDLANDS AREA

CHAIRMAN DESIGNATING COMMITTEE

NO JOBS LISTED

PEE DEE AREA

CHAIRMAN DESIGN. COMMITTEE	PAUL PREVATTE	JIMMY LEE
WILLIAM L. SELF	G'TOWN, HORRY & MARION	FLO, DAR, DIL, C'FLD & M'BORO
TEL: (803) 432-8519 FAX: 432-3845	TEL: (843) 272-4915 FAX: 272-6071	TEL:(843) 669-8243 FAX: 673-0826

NO JOBS LISTED

COASTAL AREA

CHAIRMAN DESIGNATING COMMITTEE
 RON RUNYON
 TEL: (843) 556-5636 FAX: 763-3091

NO JOBS LISTED

“Real success is finding your lifework in the work that you love.”

David McCullough (1933-)

BIRTH ANNOUNCEMENTS

REID ALLEN MOBLEY BORN on JUNE 13 to ROGER & EMILY MOBLEY
(ELLIOTT DAVIS, LLC) GREENVILLE

MAKENZIE TYLER RABON BORN on APRIL 27, GRANDDAUGHTER OF JIM &
LISA RABON
(CULLUM MECHANICAL-CHARLESTON)

WEEK OF JULY, 2005 – AUGUST, 2005

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

Carolina Filters

Employment Opportunity
Lead Maintenance Technician

Carolina Filters, Inc., an industrial service company, is seeking skilled, motivated, reliable, trustworthy and mature individuals to change air filters, perform pm's and cleaning on air handling units, coils and ducts. We provide these services within industrial, medical and commercial environments all over SC, NC, Tenn. and Georgia. We offer competitive salaries and above average benefits including Health, Dental, Vision, LTD, Life, Profit Sharing and Profit Incentive.

The successful candidate will:

- * Possess excellent verbal and written communications skills
- * Minimum 2 years industrial maintenance and supervisory experience
- * Proven safety knowledge
- * Be comfortable with planning and performing tasks without daily direction or follow-up
- * Excellent 10 year MVR

Send Resume to Carolina Filters, Attn: HR, PO Box 716, Sumter, SC 29151 or
Email wanda@carolinafilters.com

**Don't Forget To Take Advantage of the New Partnership Between
Colonial Supplemental Insurance and MCASC**

MCASC partnered with Colonial to bring voluntary supplemental benefits, benefit communication, and enrollment services to your employees! These benefits can enhance your current benefits portfolio, and can be customized to fit your individual companies needs. Some of the highlights are as follows:

- Coverages are available for the employee and their family, with most products.
- They will enjoy the convenience of premium payment through payroll deduction.
- They will have the ability to take most coverages with them if they change jobs or retire/
- Ability to pretax most products. (This will add bottom line dollars to **YOU** the employer on the matching FICA portions.)

Please take 30 minutes to meet with Kevin Wood, Colonial Representative for the Piedmont Area or Joyce McDonald, Colonial Representative for the Midlands, Pee Dee and Coastal Areas when they contact you. This relationship not only will be very beneficial to you and the Association, but more importantly will help protect the well being of your employees and their families.

WELCOME NEW MEMBERS

DESPORTES RISK MANAGEMENT CO. — BOBBY DESPORTES — BLYTHEWOOD
ELLIOTT DAVIS, LLC — ROGER MOBLEY — GREENVILLE
HILTI, INC. - MARK PLANK — COLUMBIA
JOHN J. KIRLIN CO., INC. — CAROLINAS DIVISION — DENNIS BRUNINK — WEST COLUMBIA
SIMPSONVILLE CHEVROLET — GORDON SMITH — SIMPSONVILLE

MCASC 2005 COURSE REGISTRATION

COMPLETE AND FAX OR MAIL TO MCASC
 P.O. BOX 384, COLUMBIA, SC 29202
 TELEPHONE #: 803-772-7834 FAX #: 803-731-0390
 EMAIL: mflowers@mcasc.com WEBSITE: www.mcasc.com

NAME: _____ **COMPANY:** _____

ADDRESS: _____ **PHONE:** _____ **FAX** _____

CITY: _____ **STATE** _____ **ZIP** _____ **EMAIL ADDRESS:** _____

NAME ON LICENSE: _____ **LICENSE NO.:** _____ **STATE** _____

Payment Method

Please Invoice

Check Enclosed for \$ _____

NOTE:
 WE OFFER A DISCOUNT
 IF YOUR COMPANY REGISTERS
 THREE (3) OR MORE
 FOR THE SAME COURSE.
 SEND 3...THE 4TH IS FREE

NOTE:
 All Courses Will Be Held At
 The MCASC State Office
 Training Facility
 1504 Morninghill Drive
 Columbia, SC

NOTICE:
 ANYONE FAILING TO WITHDRAW FROM A COURSE
 TWO WEEKS PRIOR TO ITS START WILL BE BILLED
 FOR THE ENTIRE COST OF THE COURSE.
 NO EXCEPTIONS.

PLEASE PLACE A CHECK BESIDE EACH COURSE YOU WISH TO REGISTER FOR:

NC, GA & AL APPROVED
 Measuring & Maximizing
 Employee Productivity
 October 5, 2005 - Columbia
 Time: 9:00 AM - 4:00 PM
 Member: \$175.00 Non-Member: \$225.00

NC, GA & AL APPROVED
 The 3 Things Contractors
 Must Do To Succeed &
 101 Ways To Do Them
 October 19, 2005 - Columbia
 Time: 9:00 AM - 4:00 PM
 Member: \$175.00 Non-Member: \$225.00

NC & GA APPROVED - AL PEND.
 Surviving An OSHA Inspection
 October 26, 2005 - Columbia
 Time: 9:00 AM - 4:00 PM
 Member: \$175.00 Non-Member: \$225.00

NC, GA, & AL APPROVED
 Hydronic Systems One
 November 2, 2005 - Columbia
 Time: 9:00 AM - 4:00 PM
 Member: \$ 50.00 Non-Member: \$ 100.00

NC, GA, & AL APPROVED
 Effectively Communicating
 With Today's Workers
 November 9, 2005 - Columbia
 Time: 9:00 AM - 4:00 PM
 Member: \$175.00 Non-Member: \$225.00

NC & GA APPROVED - AL PEND.
 How To Identify, Meet & Exceed
 Customer Needs
 November 16, 2005 - Columbia
 Time: 9:00 AM - 4:00 PM
 Member: \$175.00 Non-Member: \$225.00

NC, GA, & AL APPROVED
 Hydronic Systems Two
 November 30, 2005 - Columbia
 Time: 9:00 AM - 4:00 PM
 Member: \$ 50.00 Non-Member: \$100.00

NC, GA, & AL APPROVED
 Steam Systems
 December 7, 2005 - Columbia
 Time: 9:00 AM - 4:00 PM
 Member: \$50.00 Non-Member: \$100.00

NC, GA, & AL APPROVED
 Management Skills
 For New Supervisors
 December 14, 2005 - Columbia
 Time: 9:00 AM - 4:00 PM
 Member: \$175.00 Non-Member: \$225.00

WHY BUY AN UMBRELLA POLICY?

One of the best ways to protect you and your company is to buy an umbrella policy. An umbrella policy provides excess coverage over your general liability, automobile liability and your employer's liability (worker's compensation). The amount of money you spend on your insurance premium in buying an umbrella are dollars well spent by your company.

Generally, umbrellas are bought in million dollar increments. Of course, the first \$1,000,000 will carry the majority of your premium. The premium per million dollar increment will decrease as you buy higher limits of coverage.

Most insurance companies base the umbrella premium on your general liability premium and exposures and automobile premium and exposures. It is a good idea for you to have your agent provide alternative quotations for your company to consider. In today's litigious society, it is a prudent move for a company to consider purchasing higher umbrella limits. As today's insurance market softens, this is a good time for you to look at increasing this coverage and paying a little more in insurance dollars.

Another good reason for increasing your umbrella limit is because there are some situations in which an umbrella policy can provide coverages not provided by the underlying coverages. You must review the specific umbrella policy to determine what, if any, coverages are afforded under the umbrella policy that are not provided by the standard underlying policies.

By: John Babson, BB &T/Boyle-Vaughan, Vice-President, Commercial Lines Sales Manager.

For additional information, please contact John at

Phone: 803-748-0100 or direct line 803-231-6173;

PO Box 8628, Columbia, SC 29202 or email jbabson@bbandt.com

DO WEBSITES SUPPORT OR HURT INSURANCE PROGRAMS?

Today, most companies have an up-to-date website which outlines the many talents of their company. This is a very effective way of publicizing a company's internal procedures. Specifically, websites can positively support your insurance program as the website will list such things as the management's commitment to safety, list of jobs, past records, awards, personnel and resumes. By illustrating the level of professionalism of a company on their website, an insurance carrier can get a very brief idea of what type of company they would be insuring.

While many websites can positively affect a company's insurance program, websites can also adversely affect an insurance program. If a company has a website, they need to be very careful to make sure it accurately reflects the type of work that is performed by the contractor. We have seen insurance companies back off of quoting and providing coverages for contractors due to the fact the contractor listed on their website work that is no longer being performed. For example, a grading contractor may show work being performed on bridges or that they put in pipe at a nuclear facility; a mechanical contractor could show that they are performing work on boilers – while all of these exposures are insurable, it certainly decreases the probability of receiving the lowest possible premium as insurance carriers are hesitant to provide coverage for these types of exposures. If the contractor is performing this type of work, it certainly needs to be listed. However, if they have discontinued this exposure, they need to update their website to reflect current and existing exposures.

Make sure your website is accurate, up-to-date, and portrays your company in the best light.

By: John Babson, BB &T/Boyle-Vaughan, Vice-President, Commercial Lines Sales Manager

For additional information, please contact John at

Phone: 803-748-0100 or direct line 803-231-6173;

PO Box 8628, Columbia, SC 29202 or email jbabson@bbandt.com

Associate Member: RSC Equipment Rental

RSC Equipment Rental serves the construction market, including heavy equipment and commercial construction.

RSC Equipment Rental asks “what are the three most important things you want from your equipment supplier?”

Equipment - with nearly 4500 stores nationwide, RSC sales and service teams are ready to provide solutions for your equipment needs and exceed your expectations. When you rent equipment from RSC Equipment Rental you significantly lower your expenses – not just the rental cost versus purchase price, but controlling maintenance, insurance, accounting, and storage.

Expertise - At RSC their branch teams have the expertise to help you choose the *right* equipment for the job. Contractors who pay close attention to the economy know that finding the perfect piece of equipment will reduce the time it takes to get a job done — and that missed deadlines can spoil more than just the bottom line. RSC helps you fit the type and size of equipment to the job for *job economy* and *job safety*.

Experience - At RSC performance counts! They can also provide the tools, safety materials and protection equipment your job requires. Plus, your rental agreement is supported by the number one customer care department in the industry. 24 hours a day, 7 days a week, you can reach RSC’s dedicated customer care representatives to access your account and resolve any problem quickly.

At RSC Equipment Rental we know the reasons you rent. Their teams have what it takes to be your complete equipment provider. The next time you need to rent, make the choice with the experience and expertise to handle the equipment. With 24 locations in the Carolinas, and many more nationwide, they are there for you 24/7.

To find a RSC location nearest you call 800.222.7777 or visit RSCrental.com

RSC Equipment Rental

800-222-7777

www.RSCrental.com

**Congratulations to our next Associate & Mechanical Members who will be highlighted in the upcoming issue of "The Tool Box":
John J. Kirlin Co., Inc. – Carolinas Div. — West Columbia
Maddux Supply — Charleston**

SEPTEMBER 2005 MONTHLY AREA MEETINGS

MIDLANDS AREA

Thursday, September 8, 2005 @ 6:00 PM (**note date change!**)

Location: 1400 Bluff Road, Columbia

Sponsored By: Rental Service Corporation

Topic: TBA

PIEDMONT AREA

Tuesday, September 13, 2005 6:00 PM (Seminar @ 4:30 PM)

Location: 8345 Taylor Colquitt Road, Spartanburg

Sponsored By: Waldrop Heating & Air Conditioning, Inc.

Seminar Topic: Succession Planning for Business Owners
I want to sell my business!! Ask yourself these questions: Why, when, how, to whom and for how much??? Planning is essential to preserve, protect and promote the value of your business in order to create a cash payment or an income stream.

PEE DEE AREA

Thursday, September 15, 2005 @ 6:30 PM

Location: 1416 S. Floyd Circle, Florence

Sponsored By: Carolina Insulation Contractors

Topic: TBA

COASTAL AREA

Tuesday, September 27, 2005 @ 6:00 PM (Seminar @ 6:00 PM)

Location: 7320 Cross County Road, N Charleston

Sponsored By: Atlantic Electric Company

Seminar Topic: Succession Planning for Business Owners
I want to sell my business!! Ask yourself these questions: Why, when, how, to whom and for how much??? Planning is essential to preserve, protect and promote the value of your business in order to create a cash payment or an income stream.



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*Serving mechanical contractors in
 South Carolina since 1912.*

MCASC Executive Board & Staff

- Darlene McGee, President**
- Steve Brewer, Vice-President**
- Henry Poplin, Treasurer**
- Ned Forsberg, Secretary**
- Mike Hough, Associate President**
- Mona Flowers, Managing Director**
- Carol Fore, Administrative Assistant**

**Mechanicals make it happen -
 Be part of the best!**

EMPLOYMENT OPPORTUNITY

Experienced Commercial Electrician—Pre-Employment drug screen required.
 B & L Electric Co., L.L.C. Is an Equal Opportunity Employer
 B& L Electric Co., L.L.C.
 Contact: Henry L. Poplin
 Address: 114 Vermont Road, West Columbia, SC 29170
 Phone: 803-957-7948

MCASC would like to extend our thoughts and prayers to the following families:

CONCERNS

- Buddy Parson, Cullum Services, Lexington**
- Gloria Hill (Wife of Bob Hill) Hill Electric, Anderson**
- Mark Griggs (son of Roger Griggs) Roger's Computer Service, Lexington**
- Art Brewer, Easley Mechanical, Easley**
- Sandra Merritt (Wife of Ray Merritt) Cullum Mechanical, Lexington**
- Preston Mitchell (Father of Tommy Burkett) Burkett Electrical Systems, Columbia**
- Lois Duke (Mother of Bob Duke) Honorary Life Member, Greenville**
- Benny Waldrop, Waldrop Heating & Air Conditioning, Spartanburg**
- Estelle Purvis (Mother of Darlene McGee) Bryce Mechanical, Florence**
- Josephine McWilliams (wife of Reece McWilliams) Columbia Cooling & Heating, Columbia**
- Richard Miller, Sr., City Plumbing Co. of Florence, Florence**
- Mildred George (mother of Robbie Stephens) Temporary Services, Spartanburg**

SYMPATHY

- Brandon Bass of Wilson, NC (Nephew of Alan Tingler) Smith & Stevenson, Charlotte**
- Clifton "Bobo" Landreth, Greenville (brother of James, Bobby & George Landreth) Easley Mechanical, Easley**
- Family of Wilma Ginnity**
- Anne R. McDougal of Newport News, Va. (Mother of Mac McDougal) Ferguson Ent., Florence**