

Road Maps For Your Success

By: Ann Elliott

The costly modus operandi of many business owners and professionals is reacting to whatever happens. Emergencies do occur in the real world and you are compelled to cope with them. However, have you noticed that people who have no plan for the day let alone a plan for marketing, sales, client care, or product development, for example, seem to be the biggest attractors for chaos and emergencies?

Recently I was talking to an attorney who was interested in attending a workshop I was presenting, "Running Your Business on Purpose." He had just left a large practice to start his own law firm. To get an idea about his interests and his challenges in his law practice, I asked him "What are your goals for your practice? What plans do you have in place now?" After a long pause, he said "I don't have any goals. I just show up and try to get the work done."

The chances of this young attorney creating a thriving law practice are significantly diminished. Turn that around to say, his chances of creating a thriving law practice would be significantly increased with a clear vision for which he has passion and specific, reasonable goals with plans to reach them. At this point, he has none of these tools for his business. I was disappointed that he chose not to attend the workshop.

Working without a plan puts these roadblocks in your path to success:

- Your efforts have no purpose
- Work is for the sake of work not to create specific results
- No measurements are in place to provide feedback
- There's nothing to celebrate because you don't know when you've won
- Opportunities to improve the way you do business are missed
- Isolation is the norm for workers
- Accountability is unimportant
- Critical communication among teams, workers, and supervisors is minimal
- Valuable time is lost reacting to circumstances

It's easy to see why people are reluctant to take the time to develop road maps for success. It takes time away from the day-to-day activities of business. Productivity can suffer in the short term and results from the planning process are not evident immediately.

Leaders that have the responsibility for bottom line results often have no expertise in planning. In some cases the desired objective looks impossible to achieve.

When past plans have not been implemented, it's understandable that people have low expectations for new plans. When dead wood and dead weight are on the team, moving a plan forward is more difficult if not impossible. In the beginning the path to success is not clear especially with complex, long range plans.

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MCASC
Summer Convention
August 6-9, 2009
Ginn Hammock
Beach Resort
Palm Coast, FL
MCASC
Registration Forms &
Sponsorship
Opportunities
See Pages 6-9
We Look Forward
To Seeing
You There!
 ◆◆◆◆◆◆◆◆◆◆

**Mechanical Member:
MIKE COMPANY, INC.**

Mike Company (a division of Meetze Plumbing) was founded in 1981 by Calvin and Charlene Meetze, and like many family businesses they put their heart and soul into developing a successful plumbing contract business. The business began to develop strengths in both commercial plumbing and service work due to their vision that “**doing good work**” for customers, contractors, and owners will distinguish us in the industry. This simple philosophy has seen our business through good and bad and continues to be our formula for success.

In 2007 Mike Company was started due to the complexities and differences between contract and service businesses. Mike Company became the contract part of our business which has allowed us to become more efficient in hard bid and negotiated contract projects. It has also given an identity to our contract work for prospective contractors and owners.

Today, Mike Company specializes in institutional, retail, and multi-family plumbing projects in South Carolina. Our staff is experienced in assisting with design build projects, medical gas, cost budgeting, and site utilities.

In light of these difficult economic times we believe that contractors “**doing good work**” will continue to succeed, so we will continue to follow the principals on which our business was founded.

**Mike Company, Inc.
10009 Broad River Road
Irmo, SC 29063-2362
Phone: (803) 781-7894 Fax:(803) 732-0171**

.....

JULY BIRTHDAYS

Meredith Sloan	7/2	Hoffman & Hoffman, Inc.	
Al Simpson	7/3	Honorary Life Member	
Wesley Goff	7/6	SIFCO Mechanical, Inc.	
Margaret Allen	7/8	H. R. Allen, Inc.	Wife of Rod
Glenn Greer	7/9	Gregory Electric Company, Inc.	
Jules McMillan	7/16	First Carolina Insurance Associates	
Anne Campbell	7/21	Carrier Enterprises	
Wayne Kimball	7/21	Kimball's Plbg., Htg. & Electrical	
Harold Dunagin	7/23	Temporary Services, Inc.	Husband of Robbie Stephens
Darrell Durham	7/27	C. C. Dickson Company	
Michael "Scat" Scaturro	7/28	Eastern Industrial Supplies - Florence	
Leigh Zimmerman	7/29	Charlotte Pipe & Foundry Company	Wife of Billy
Vaughn Padgett	7/30	Carolina Insulation Contractors, Inc.	
Marlies Rosas	7/31	RSS Safety	Wife of Mel

*Happy Birthday Members! We Would Like To Announce Yours.
Please call the Birthday Hotline at 803-772-7834 or Email to mflowers@mcasc.com*

“Tool Box Talks” - Safety Tip

HURRICANES, TORNADOES & THUNDERSTORMS

The severe weather season is upon us. Hurricanes, tornadoes, severe thunderstorms - all spell danger. They can leave death and horrendous property damage in their wake.

Hurricane season runs from June through November. Hurricane watches mean that a hurricane may threaten an area within 24 hours; warnings mean a hurricane is expected to strike within 24 hours. Tornadoes are more frequent during the spring and summer months, but they can occur at any time throughout the United States, especially during or near the end of a thunderstorm. Tornado watches and warnings involve a much shorter length of time - so pay attention. Tornadoes are among the worst killers.

Radio and TV advisories from the National Weather Service will help save your life, but you must follow some safety rules during these types of weather conditions. Be prepared. Check needed supplies and equipment regularly. When you hear the first storm advisory, be alert for future messages. If your area receives a warning, remain calm. Spread the word to the entire crew quickly; secure all outdoor objects and construction materials; lower mobile crane booms; check the security of the job trailer underpinnings; etc. You may want to turn off utilities such as natural gas, water and electricity.

Continue monitoring the storm's position and be prepared to take cover. If you are indoors go to the lowest level in the building to an interior room. Lie flat and shield your head with your arms. Do not go near windows, doors or exterior walls. If you are outdoors, look for a sturdy building and get inside. If you can't do that then go to the nearest ditch or gully and lie flat. Again, be sure to cover your head with your arms to protect it from flying objects.

Thunderstorms create large amounts of lightning, strong winds and heavy rains. Never stand next to power poles, crane booms or any metal object that can act as a lightning rod. Avoid any loose or dangling wires after the storm and report them to the utility company. Drive carefully along debris filled streets.

SEVERE WEATHER PACKS A PUNCH - SOMETIMES A KNOCKOUT!
DON'T BE CAUGHT WITH YOUR GUARD DOWN.

RSS Safety, LLC

1122 Industrial Drive, Suite 113, Matthews, NC 28105

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

Birth Announcements

Sean MacArthur Milligan

Born June 6, 2009, 8 lbs 11 oz, 20 1/2 ins

Proud Parents: Sean & Dorothy Milligan

Proud Grandparents: Jim & Gloria Maguire

ECK Supply - Charleston

Riley Alexis Hunt

Born June 17, 2009, 7 lbs 11 oz, 21 ins

Proud Parents: Kyle & Jonathan Hunt

Faulkner Haynes & Associates - West Columbia

Proud Grandmother: Darlene McGee

Bryce Mechanical Contractors, Inc. - Florence

Welcome New Members

**Carey Adamson - Colonial Life
Columbia**

**Jim Reynolds - Total Comfort Service Center, Inc.
West Columbia**

**Elmer Rogers - M. C. Dean Service &
Critical Support
North Charleston**

**Bill Barber - Ecolab Water Care
Mt. Pleasant**

**Manuel Hendrix - Mechanical Design, Inc.
Columbia**

Upcoming Event

2nd Annual Pee Dee Blast Sporting Clay Event

Friday, September 18, 2009

Back Woods Quail Club

Georgetown, SC

Concerns

Charley Hipp - Hipp Properties, Charleston

Rhett Leake - James M. Pleasants Co., Charlotte

Richard Miller, Sr. - City Plumbing Co., Florence

Wyman Sox - Honorary Life Member

Happy Anniversary

Mr. & Mrs. Jim Brewer - 7/8

Mr. & Mrs. John Minor - 7/20

Mr. & Mrs. Bob Jacques - 7/23

Mr. & Mrs. Harvey Coleman - 7/25

Drs. Terry & Mary Frame - 7/27

Mr. & Mrs. Tom Deer - 7/31

(continued from page 1)

Now that we've acknowledged some reasons why people don't plan, what does it take to create a road map for your success? Where do you start? Have you positioned your business to be successful as our economy rebounds?

First, recognize that creating a thriving business begins with a passionate vision. Use your emotion, intuition, creativity, wisdom to articulate what you intend to create with the people in your business. Your vision comes from your "heart place." According to Jim Collins in *Good to Great*, Kimberly Clarke is passionate about making toilet paper. What are you passionate about?

Where do you intend to be in five to ten years? Courageously stake out the high ground and paint a vivid, emotional picture of what it looks like. What do you intend to create together in your business? Write your shared vision in the present tense. It's already a done deal. You see it clearly. You experience the exhilaration. Put yourself in the place of having achieved your shared vision.

Without focused, intentional action, your heartfelt emotional vision won't get you very far. The next step is to employ your logical, linear, analytical mind to create a plan to bring your vision into reality. You'll have to design your road map for success. They don't come prepackaged and premeasured.

Use these simple steps to create your road maps for success:

- **Get clear about where you are currently.** What is your current reality? If you don't already have the matrices in place to give you this information, create them. Facts are just facts.
- **Determine what goals/objectives/initiatives will bring you closer to your shared vision.** Rome wasn't built in a day and your vision won't be either. I recommend to my clients they select 2 to 3 goals to focus on for a 90 day period. Overwhelm is a trap that sabotages execution of plans and achieving goals.
- **Engage everyone in your organization in the process of visioning and goal selection.** If it's impossible or impractical to involve everyone in the process, communicate clearly to the leaders responsible for achieving the goals what the goals are. Be clear about why it is important to them and to the organization to achieve these goals.
- **Develop the step by step written plan to achieve your goals.** In 1954 Peter Drucker called this process "management by objectives" or MBO in his landmark book, *The Practice of Management*. The simple genius of this approach is that everyone on the team responsible for achieving the goal has responsibility for accomplishing the action steps by the target date.
- **Place the responsibility for developing the plan with the people who are going to implement it.** Remember that there are *infinite possibilities* to reach the end result. If there are any parameters, spell that out in the beginning. Allow the implementers to use their creativity in developing the plan.
- **Track and monitor progress with people responsible for executing the plan.** This assures communication throughout the organization and at all levels. It also increases accountability without blame. If you need to tweak the plan, do so. As you move forward, your actions will inform you of what needs changing. Incorporate the changes in your plan and keep moving.
- **Assess your results at the end of your time frame and celebrate.** Ninety days is the time frame I recommend. The possible outcomes: You achieve the goal, made progress on the goal or chose to abort the effort. You can see what worked and what didn't work. Time to reset and choose the next goals to bring you closer to your shared vision.

Antagonist Acknowledges the Value of the Planning Process

I am reminded of working with a large congregation on a five year strategic plan. One of the members of the board of directors was resistant to the idea of written plans to which he and others would be held accountable. He was very articulate in expressing his disdain for the idea of using business principles in a non-profit organization and *especially* a church.

After several months into the process, we were beginning to see the results of the goals we had set and the action we were taking. For example, the congregants were wearing new name tags and a system for quickly incorporating new members into the life of the church was increasing attendance.

At a board meeting when the outspoken board member acknowledged "I came kicking and screaming into this process but now I can see how valuable it is," I nodded slightly in agreement. What fun to see the staunchest antagonists become the strongest advocates!

It is an ongoing process of defining goals and making plans to reach your goals that lead to your shared vision. Your challenge is to keep the process dynamic and balanced. By using both emotion *and* logic, you strengthen the process of running your business on purpose. Keep your head and heart working together in a dynamic dance. Remove roadblocks and create road maps for your success.

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 or visit www.berkanacompany.com

2009 Santee Swatter-Snagger-Shagger Weekend



Tournament Sponsors

**MCASC GREATLY APPRECIATES THE FOLLOWING COMPANIES
GENEROUS SUPPORT OF THE SANTEE SCHOLARSHIP TOURNAMENT.
THANK YOU FOR YOUR SUPPORT!**



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Atlantic Electric Company	Hoffman & Hoffman, Inc. - Charleston
Atlantic Occupational Health, Inc.	Hoffman & Hoffman, Inc. - Columbia
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Blanchard Machinery	James M. Pleasants Co., Inc. - Greenville
Boykin Contracting, Inc.	John J. Kirlin Company, Inc.
Bradford White Water Heaters	Johnson Controls, Inc. - Greenville
Burkett Electric & Electronic Systems, Inc.	Kohler
C. C. Dickson Company	Kudzu Staffing
C. R. Hipp Construction, Inc.	Lenox Tools
Carolina Insulation Contractors, Inc.	Love Chevrolet Company - Fleet Department
Carrier Enterprises	McCartha, Cobb & Associates, Inc.
Cashion Electricians, Inc.	Meetze Plumbing Company, Inc.
Cayce Company, Inc.	Metro Electric Company, Inc.
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Easley Mechanical	Smith, Kesler & Co.
East Coast Metal Distributors, Inc.	Smith & Stevenson, Inc.
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ECK Supply Company	State Water Heaters
Epting Distributors, Inc.	Stover Mechanical, Inc.
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Ferguson Enterprises, Inc. - Columbia/Florence	Teachey Mechanical, Inc.
Ferguson Enterprises, Inc. - Greenville	Thermal Resource Sales
Freeman Mechanical, Inc.	Transworld, Inc.
G-M Mechanical Corporation	Triad Mechanical Contractors, Inc.
Gatch Electrical Contractors, Inc.	Tuck & Howell, Inc.
Gateway Supply Co., Inc.	Victaulic Company of America
Greenville Mechanical	W. O. Blackstone & Company, Inc.
Guy M. Beaty Co., Inc.	Waldrop, Inc.
H & H Representatives	Walker White, Inc.
H. R. Allen, Inc. - Charleston	Walkup Electrical Construction, Inc.
H. R. Allen, Inc. - Columbia	White Crane Company
Harris Integrated Solutions, Inc.	XPRESS Fittings By Elkhart Products
Hajoca Corporation	Zurn Industries



HAMMOCK BEACH RESORT™

200 Ocean Crest Drive • Palm Coast, FL 32137
Toll Free: 1-866-453-2227 • Fax: 321-939-6875
www.hammockbeach.com

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

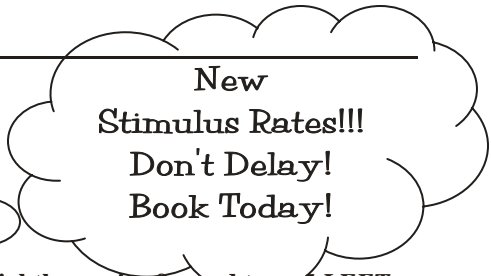
Name: _____

Address: _____

Home Tele. # _____

Work Tele. # _____

Fax # _____



Room Request: 1/Bedroom Ocean View Suite _____ \$165.00 plus resort nightly service fee and tax - **5 LEFT**
2/Bedroom Resort/Golf Course View Villa _____ \$199.00 plus resort nightly service fee and tax - **SOLD OUT**
3/Bedroom Ocean View Suite _____ \$289.00 plus resort nightly service fee and tax - **ONLY 5 LEFT**
4/Bedroom Ocean View Suite _____ \$369.00 plus resort nightly service fee and tax - **SOLD OUT**

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

A Little Business...A Lot Of Pleasure

The 156th Mechanical Contractors Association of South Carolina Summer Convention



HAMMOCK BEACH RESORT™

Ginn Hammock Beach Resort

Palm Coast, Florida

August 6-9, 2009

MCASC Registration Form

Please complete form By Friday, July 10, 2009 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:

Name: _____ G T F P Name: _____ G T F P

Name: _____ G T F P Name: _____ G T F P

Name: _____ G T F P Name: _____ G T F P

Name: _____ G T F P Name: _____ G T F P

Company: _____

Address: _____

City/State/Zip: _____ Phone No.: () _____

Billing Information:

Please Invoice Company: _____ My Check Is Enclosed: _____

Hotel Information: Please Refer To The Enclosed Reservation Form

MCASC attendees will receive a group discounted rate if reservations are made before Monday, July 13th

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 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: 1-866-453-2227 or faxing to 1-321-939-6875

(Be sure to mention MCASC Group No. 20A300 to get our Group Rate)

Call Or Complete the enclosed Hotel Registration Form & Fax To Ginn Hammock Beach Resort

For more Hotel Information visit their website at www.hammockbeach.com

Continued On Next Page

MCASC Fees For A Little Business...A Lot Of Pleasure

Cost: \$375.00 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
- "Running Your Business On Purpose" By: Ann C. Elliott, Leadership Strategist Friday Morning
- "Connecting SC Students & Adults To Mechanical Careers" By: Jim Reynolds, Co-Chair New Carolina Education & Workforce Development Task Force Friday Morning
- Beach Party To Include: Drinks, Dinner & Lots of Fun For Everyone Friday Evening
- "More Money With Alliances, Part II" By: Ed Rigsbee, CSP Saturday Morning
- "I'm From The Government, I'm Here To Help: Changes Come To Your Business" By: John Creech, Esquire Saturday Morning
- "Apprenticeship Carolina: Grow Your Own Workforce" By: Ann-Marie Stieritz Saturday Morn.
- "Virtual Job Shadowing" By Microburst Learning Saturday Morning
- Ladies Event & Program "Step Up To Success By Getting Out Of Your Own Way" By: Ann C. Elliott, Leadership Strategist Saturday Morning
- Past President's 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 President's Reception and Dinner.

Optional Activities:

Golf (Ocean Course): \$139.75 per person plus lunch \$37.17 for a Total of \$176.92

Sat. August 6th 12:30 PM Shot Gun. 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, Lemon Scented Wet Towels, Gratuities For Cart Attendants, Starter, And Club Cleaning. To Book Personal Tee Times On Other Days Call 1-386-346-4611

*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 Ginn 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 13, 2009. After that date, only 50% will be refunded up until Friday, July 24, 2009. Substitutions will be allowed.

Your Presence and Presents

Are Highly Sought After....

Become a *Sponsor* for the

MCASC 156th Semi-Annual Summer Convention – August 6-9, 2009

Ginn 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 fax to Mona Flowers (803) 731-0390.

THURSDAY:

Board Of Directors Meeting	\$500.00
Hospitality Suite	\$1,000.00
Surcies & Prizes	\$500.00

FRIDAY:

Associate Member's Breakfast Meeting	\$500.00
Past President's Breakfast Meeting	\$500.00
Member's Breakfast	\$1,500.00
Educational Workshops (2)	\$1,000.00
Drinks At The Beach	\$1,500.00
Dinner At The Beach	\$5,000.00
Entertainment At The Beach	\$1,000.00
Hospitality Suite	\$500.00
Surcies & Prizes	\$500.00

SATURDAY:

Educational Workshops (4)	\$2,000.00
Ladies / Spouse Program	\$1,000.00
Golf Tournament (2 Sponsors - 1 For Front Nine & 1 For Back Nine)	\$250.00
Tennis Tournament	\$250.00
Fishing Tournament	\$250.00
Children's Program & Dinner (Ages 0-3)	\$500.00
Children's Program & Dinner (Ages 4 & Up)	\$500.00
Cocktail Reception Honoring Past Presidents	\$1,500.00
Dinner Honoring Past Presidents	\$3,000.00
Keynote Speaker	\$500.00
Hospitality Suite	\$500.00
Surcies & Prizes	\$500.00

SUNDAY:

Pick A Winner Awards Breakfast / Open Business Meeting	\$2,000.00
Awards & Prizes	\$500.00

Yes, I Would Be Happy To Sponsor The _____

Please Invoice My Company For: \$ _____ Phone No. _____

Company Name: _____

By: _____ Date: _____

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



MCASC 2009 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:

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

NOTE:

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

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 APPROVED

- 2009 Plumbing Code Changes Part 1, Part 2 and
Boosting Profits in 2009
Part 1 & Part 2: NC License Types; P-I, P-II
Part 3: NC License Types; P-I, P-II, H-1-I,
H-1-II, H-2, H-3-I, H-3-II, FS, FP
September 30, 2009 - Columbia
Time: 9:00 AM - 4:00 PM
Member: \$175.00 Non-Member: \$225.00

NC, GA & AL APPROVED

- Checking Out 2009 Mechanical Code Changes
Part 1, Part 2 and Maximizing Profits in 2009
Part 1 & Part 2: NC License Types: H-1-I, H-1-II,
H-2, H-3-I, H-3-II
Part 3: NC License Types: P-I, P-II, H-1-I,
H-1-II, H-2, H-3-I, H-3-II, FS, FP
October 14, 2009 - Columbia
Time: 9:00 AM - 4:00 PM
Member: \$175.00 Non-Member: \$225.00

NC, GA & AL APPROVED

- 2009 Fuel Gas Code Changes Part 1, Part 2 and
Maximizing Profits in 2009
Part 1 & Part 2: NC License Types; P-I, P-II, H-1-I,
H-1-II, H-2, H-3-I, H-3-II, FP
Part 3: P-I, P-II, H-1-I,
H-1-II, H-2, H-3-I, H-3-II, FS, FP
November 4, 2009 - Columbia
Time: 9:00 AM - 4:00 PM
Member: \$175.00 Non-Member: \$225.00

NC, GA & AL APPROVED

- 2009 Fuel Gas Code Changes Part 1, Part 2 and
Maximizing Profits in 2009
Part 1 & Part 2: NC License Types; P-I, P-II, H-1-I,
H-1-II, H-2, H-3-I, H-3-II, FP
Part 3: P-I, P-II, H-1-I,
H-1-II, H-2, H-3-I, H-3-II, FS, FP
December 2, 2009 - Columbia
Time: 9:00 AM - 4:00 PM
Member: \$175.00 Non-Member: \$225

**Associate Member:
EASTERN INDUSTRIAL SUPPLIES, INC.**

Established in 1980, Eastern serves the Commercial, Mechanical, and Industrial markets as a full-line distributor of pipe, valves, fittings, and commercial plumbing products. Eastern originated in Greenville, SC and has continued to expand across the Southeast to serve our growing customer base. Most recently, Eastern opened in Charleston, SC extending coverage to the Lowcountry of SC. Independently owned and operated, Eastern has been successful by focusing efforts on exceeding expectations of our customers and daily demonstrating our five core values: Honesty, Integrity, Caring, Self-Responsibility, and Being Positive. At the heart of every interaction is a commitment to truly understanding our customers' expectations, not only making sure they are fully met, but also putting forth extra effort to ensure they are exceeded. In fact, Eastern instituted nationwide 24-hour Emergency Service to accommodate our customers 24 hours a day, 7 days a week, and 365 days a year (1-866-255-2072).

Eastern is devoted to growing our business by offering a wide range of products to help you keep your business running smoothly. In addition to our exceptional inventory, Eastern offers services to help you finish the job both efficiently and economically. Eastern provides MRO and VMI services locally or nationally through our owner/member association Supply-Force. We also specialize in valve automation and pipe fabrication. Our fabrication shop is capable of pipe cutting, threading and grooving. These services can be used for special order nipples, cut pipe and fittings. In addition, Eastern provides pipe coating and wrapping for special services. Our valve automation department provides fast, quality service to pneumatically or electrically automated quarter-turn or linear operated valves. Valve assemblies are built to order based on your specific needs. Eastern takes pride in skillfully building, calibrating, and bench testing your assemblies, then, properly packaging your product to ensure safe delivery. Eastern has an experienced team of Associates with expert knowledge of the products and services we offer, and we are looking forward to showing you why we are the company you can trust.

For more information and a list of our locations, visit www.easternfirst.com.

Eastern Industrial Supplies, Inc.
1008 Bankton Circle
Hanahan, SC 29410-2925
Phone: (843) 735-5810, Fax: (843) 735-5814

**Congratulations to our next Associate & Mechanical Members who will be
highlighted in the upcoming issue of "The Tool Box":
Colonial Life, Columbia - Associate Member
Total Comfort Service Center, Inc. West Columbia - Mechanical Member**

SEPTEMBER 2009 MONTHLY AREA MEETINGS

MIDLANDS AREA

Thursday, September 3, 2009 @ 6:00 PM
 Location: MCASC State Office, 1504 Morninghill Dr., Columbia
 Sponsored By: John J. Kirilin Company, Inc.

Topic: TBA

Speaker: TBA

PIEDMONT AREA

Tuesday, September 8, 2009 @ 6:00 PM
 Location: 1523 Antioch Church Road, Greenville
 Sponsored By: Southern Piping Company

Topic: TBA

Speakers: TBA

PEE DEE AREA

Friday, September 18, 2009 @ 9:30 AM to 5:30 PM
 Location: Back Woods Quail Club, 647 Hemingway Lane,
 Georgetown
 Sponsored By: Pee Dee Area

**2nd ANNUAL PEE DEE BLAST
SPORTING CLAYS EVENT**

COASTAL AREA

Tuesday, September 22, 2009 @ 6:00 PM
 Location: 4447 Dorchester Road, North Charleston
 Sponsored By: Eck Supply Company

Topic: TBA

Speaker: TBA



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

*Serving mechanical contractors in
South Carolina since 1912.*

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Chris Cullum, President
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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.