



The Tool Box

Serving the Electrical, HVAC & Plumbing Industries Since 1912

Volume 1, Issue 49 August 9, 2004

MCASC Website Update MCASC.com

The NEW MCASC.com has been “on line” since July 1, 2004. To date over 40 members have submitted their company information. For the rest of you, here is the process:

- Get your user name and password from Mona
- Go to <http://www.mcasc.com/member> and “log in”
- Fill in or update your company data sheet information
- Click on the “submit” button
- Contractor Search functions should now find your company

Several things to note while filling out the “data sheets”;

- “Additional Information” at the bottom is for any “keywords” that you want your Company to be associated with in the search functions.
- Good place for Associate Members to put what they do or products they represent.
- Fields that have a required format show in “Red”
- Don’t forget to check the “area” or “areas” of the state that you do work in.

Job Opportunity listing is working. If you have a job opening, “log in” and post your job opening. It is there and working.

Career Development section shows our five major crafts. Encourage young people to read and learn what we do and what we have to offer.

Anyone having problems with the “log in” or any functions that do not work, please direct these to Mona or Carol. These can be documented and sent to the web designer. Any comments or suggestions on the web design or content, please direct to me, at philw@controlmanagement.com or (803) 765-9070.

On behalf of the web committee (David Bishop, Bill Caldwell, Jimmy Champion, Fred Gibbs, Junior Jones, Charlene Meetze, Ray Merritt, Mike Richardson, and Billy Starrett), “Thank You” for your patience during this process. MCASC now has the tool, lets learn how to use it and move to the next level.

Phil Wilson
MCASC Website Project Manager

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[THE VENETIAN
RESORT HOTEL
CASINO](#)

[“DEALT A GOOD
CONVENTION”](#)

[WITH THANKS TO
THOSE WHO ATTENDED
& THE
GENEROUS SUPPORT
Of all the
COMPANIES WHO
WERE A
SPONSOR](#)

[CONVENTION
PICK A WINNER](#)

[WINNERS](#)

[WERE](#)

[OPHELIA BREWER
EASLEY](#)

[&](#)

[JAMES MYERS
COLUMBIA](#)

**Associate Member:
HSS RentX**

HSS RentX is your rental source for hundreds of name brand tools and equipment for professional contractors and homeowners who want to do-it-themselves. Your satisfaction is guaranteed and our staff will give you expert advice on any rental item. Call to connect to the store nearest you: **888-887-3689**. Make www.hssrentx.com your homepage.



HSS RentX
Scott Graham, Territory Account Manager
Columbia, SC
Cell Phone: (803) 518-3450
Fax: (803) 354-9446

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AUGUST BIRTHDAYS

Happy Birthday!!

Hank Garrison	August 2	CGI Mechanical, Inc.	
Tonja Ivey	August 2	Roger's Computer Services	
Guy Hancock	August 2	H. R. Allen	
Jean King	August 2	James M. Pleasants (G'ville)	Wife of Harry
Pat Deer	August 3	C. R. Hipp Construction, Inc.	Wife of Tom
Anne Watkins	August 4	Bernoulli Insulation Company	Wife of Ray
Richard Miller, Sr.	August 5	City Plumbing Co. of Florence, Inc.	
Gary Mullins	August 12	Insulation Contractors, Inc.	
Bob Hill	August 13	Hill Electric Co.	
Gail Waldrop	August 14	Waldrop Heating & Air Conditioning	Wife of Benny
Cheryl McIntyre	August 18	Compton Construction	
Buz Teas	August 18	Smith & Stevenson	
Sharon Burkett	August 19	Burkett Systems	Wife of Tommy
Reece McWilliams	August 21	Columbia Cooling & Htg.	
Freddie T. Zeman, Jr.	August 21	F. T. Zeman Electric & Refrigeration	
Miriam Allen	August 22	H. R. Allen	Wife of Roddy
Karen Minor	August 23	G- M Mechanical	Wife of Tom
Jimmy Shealy	August 23	Shealy & Sons Electric Co., Inc.	
Billy Starrett	August 24	Hughes Supply, Inc. -Electrical Div. -	Charleston
Judy Minor	August 25	G-M Mechanical Corporation	
Bob Duke	August 27	Honorary Life Member	
Cindy Prevatte	August 27	North Strand Mechanical	Wife of Paul
Patrick Leake	August 31	James M. Pleasants Co. (Greenville)	

HAPPY BIRTHDAY MEMBERS! WE WOULD LIKE TO ANNOUNCE YOURS!
PLEASE CALL THE BIRTHDAY HOTLINE AT (803) 772-7834 OR EMAIL TO mflowers@mcasc.com

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

1. **COLUMBIA** Re-Adv. New Crayton Mid. Sch., Richland County School District #1, Owner. Jumper Carter Sease, Archts, West Columbia
PREBID CONF: 4:00 PM, July 26, Off. Own. CM: Southern Management Group

August 10	BIDS DUE MCASC: 4:00 PM Bidders Include:	GENRL OPEN: 4:00 PM
	o Contract Construction, Inc., Ballentine H. G. Reynolds Company, Inc., Aiken China Construction America, Inc., Columbia	o Wise Construction Company, Florence Martin Engineering, Inc., White Rock McKnight Constr. Co., Augusta, GA

PEE DEE AREA

CHAIRMAN DESIGN, COMMITTEE	PAUL PREVATTE	JIMMY LEE
WILLIAM L. SELF	G'TOWN HRY & 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

1. **DILLON** Community Ctr., The City of Dillon, Owner. Hussey, Gay, Bell & DeYoung, Columbia, Archts.
MANDATORY PREBID CONF: 2:00 PM, Aug. 17, Off. Own.
 September 2 BIDS DUE MCASC: 2:00 PM
 Bidders Include:

o Wise Construction Company, Florence H. G. Reynolds Company, Inc., Aiken Ellis-Walker Builders, Inc., Fayetteville, NC	o Fbi Construction, Florence Edcon, Inc., Peak W. A. Stuckey Co., Inc., Georgetown Ronald M. Nye Constr., Inc., Fairmont, NC
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COASTAL AREA

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

NO JOBS LISTED

MCASC WEBSITE UPDATE

The new MCASC website was launched July 1st. Anyone who has not subscribed and would like to do so, please send your check for \$300 to the State Office in order to be issued your user name and password to enter your company data and job opportunity postings.

Only paid subscribers will have access to the contractors search and job opportunities posting functions. Those of you who have already subscribed have been sent your user name and password. If you have not completed your company data sheet, please do so as soon as possible. Should you have any questions please feel free to contact the MCASC State Office at 803-772-7834 or email Mona at mflowers@mcasc.com.

WEEK OF AUGUST 9, 2004—AUGUST 13, 2004

DAY	JOB NO.	4/HR	LOCATION	NAME	BID DATE	TIME
Tuesday	2-4054		Columbia	Re-Adv. New Crayton Mid. Sch.	08/10/04	4:00 PM

WEEK OF AUGUST 30, 2004—September 3, 2004

DAY	JOB NO.	4/HR	LOCATION	NAME	BID DATE	TIME
Thursday	3-2700		Dillon	Community Ctr.	09/02/04	2:00 PM

WELCOME NEW MEMBERS

BWI DISTRIBUTION, INC. — COLUMBIA — GRADY SHARPE
 CONTRACTING SOLUTIONS — CHARLESTON — JAIME LYN ATKINSON
 CREGGER COMPANY, INC. — CONWAY— DOYLE VARNADORE
 PORT CITY ELECTRICAL CO., INC. — N. CHARLESTON — RANDY LAIL

SPECIAL ARRIVAL

Cayden Elizabeth Williams was born July 15th to Adam & Lauri Williams (Cashion Electricians)
 Proud Grandparents are John & Debbie Williams & Great Grandparents are Eddie & Rosa Williams

SYMPATHY

MCASC would like to extend sympathy to the following families:

Dana G. Butler, sister of Sharon Burkett, Burkett Electrical Systems, Columbia
 Ida Shealy, wife of G. Lanier Shealy, Shealy & Sons Electric, West Columbia

CONCERNS

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

Thomas George, father of Robbie Stephens, Temporary Services, Spartanburg
 Dr. Terry Frame, Husband of Dr. Terry Frame (Human Resources) Columbia, at home
 Carol Coleman, Wife of Harvey Coleman (Walker-White) Columbia, at home (Chapin)

COLUMBIA ELECTRICAL COUNCIL


GOLF
TOURNAMENT

1st Annual Golf Tournament

Oak Hills Golf Club
Columbia, SC

September 7, 2004

7:00 AM Registration—8:30 AM Shot Gun Start

\$300.00 per Four Man Team Prior to September 1st (\$400 after September 1st)

Captain's Choice Scoring, 4 Man-Bring Your Own Team
 Green Fees, Cart, Range Balls, Drink Cart, Lunch Buffet, Trophies and Door Prizes

CONTACTS: Jan Welch, Carolinas AGC Training Consultant-(803) 799-5380
or

Brent Whitener, Maddux Supply Company, General Manager—(803) 936-1800

MCASC 2004 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 \$ _____

Credit Card (Circle) VISA, Master Card
_____ N/A At This Time

Expiration Date: _____

Authorized Amount: \$ _____

Name on Card: _____

Card Billing Address: _____

Authorized By: _____

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.

Please Place A Check Beside Each Course You Wish To Register For:

- NC, GA, & AL APPROVED
- Hydronic Systems One
August 18, 2004 - Columbia
Time: 9:00 AM - 4:00 PM
Member: \$ 50.00 Non-Member: \$ 100.00

 - NC, GA, & AL APPROVED
 - Hydronic Systems Two
September 15, 2004 - Columbia
Time: 9:00 AM - 4:00 PM
Member: \$ 50.00 Non-Member: \$100.00

 - NC, GA, & AL APPROVED
 - Steam Systems
October 13, 2004 - Columbia
Time: 9:00 AM - 4:00 PM
Member: \$50.00 Non-Member: \$100.00

- NC & GA APPROVED
- Measuring & Maximizing
Employee Productivity
November 3, 2004 - Columbia
Time: 9:00 AM - 4:00 PM
Member: \$175.00 Non-Member: \$225.00

 - NC, GA, & AL APPROVED
 - Cooling Tower & Chiller
Plant Piping Systems
November 17, 2004 - Columbia
Time: 9:00 AM - 4:00 PM
Member: \$50.00 Non-Member: \$100.00

- NC & GA APPROVED
- The 3 Things Contractors
Must Do To Succeed &
101 Ways To Do Them
December 8, 2004 - Columbia
Time: 9:00 AM - 4:00 PM
Member: \$175.00 Non-Member: \$225.00

NOTE:

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

Reduce the Need for Litigation by Doing Things Right

By Tom Frisby

I am told that in the early days of the Commonwealth of Massachusetts, lawyers were banned as being disruptive to a civilized culture. More recently, Newt Gingrich suggested that companies go overseas to avoid costly class act litigation in the United States, and recommended restrictions on jury awards, which might in turn restrict the number of lawyers practicing today.

I doubt that, because currently there are more practicing lawyers in the United States than in Japan and all the nations in the European Union combined.

But this is not a “bash the lawyers” column. There is and always will be a need for reputable attorneys, especially in the construction industry. But there are things we can do to reduce that need.

When I was once asked by Minoru Yamasaki, architect of the New York World Trade Center, how to avoid litigation, my advise was:

- Know the right thing to do.
- Make sure your employees know the right thing to do.
- Do the right thing.
- Document that you did.

So simplistic and fundamental is this advice that it seems unnecessary. Yet much of the practice of the legal profession involves dealing with conflict arising from drawings that were not done right, roofs that leak and HCAC systems that don't balance because something wasn't done right. If a smidgen of the money spent in resolving legal disputes was spent in making sure your company was doing things right, everyone would be winners.

If we would all accept accountability, I wonder what would happen to disputes. If the owner accepts responsibility for the quality of the contract documents instead of ducking behind risk transference and no damage of delay clauses, and if contractors accept their accountability for workmanship and their labor force, then they are doing it right. And doing it right and accepting accountability for doing so goes a long way toward reducing the need for attorneys.

People often say to me, “We have legal problems in the construction industry.” I say, “No, we have management problems for which we seek legal solutions.”

You don't need a lawyer to help solve a conflict unless you have created a conflict. Reduce the conflicts, reduce the lawyers.

But I wonder how often the twin wisdom of “doing it right and accepting accountability” attend board meetings and staff meetings of owners, designers and contractors. I wonder about the longevity of the construction superintendent who says to his boss, “We overran this project because we just didn't have the workforce, we didn't do the planning or the quality,” instead of “The engineer screwed up, let's sue.”

Accountability matters:

Too often lawyers jump in to help clients dodge the financial bullet of accountability instead of being involved in an advisory capacity to help in the avoidance of that bullet. Now, there is a role for the attorney: on the front-end of projects advising clients on the avoidance of legal risks through performance and accountability.

I Ching wrote, several thousand years before the birth of Christ, that greatness involved no major problems. What he meant was that great leaders caught problems while they were small and took action to prevent them from growing big.

The same applies in construction. On projects we partner, the parties agree to put on the table any issue or conflict in real time and to resolve the issue later than 30 days. The idea is to clean the slate each month, thereby forcing the parties to identify and resolve problems while they are small. When decisions can be made by the team to prevent or mitigate damages while damages are still relatively small, the parties can usually resolve their own problems. It is when the damages are large that we turn to the judicial systems to resolve the conflicts.

Reprinted with permission from the publication Charleston Regional Business Journal, Real Estate & Construction, Best Practices in Construction-May 17-30, 2004 Edition. Lawyer, mediator, author, consultant and educator Tom Frisby has managed Charleston-based construction-consulting firm Frisby Consulting for 40 years. He can be reached at thomasfrisby@msn.com

Mechanical Member: G-M Mechanical Corporation

In 1968 Ray Minor and a partner opened the doors of a new mechanical contracting firm in Greenville and used their initials as the company name. Originally, G-M Mechanical's efforts were, like so many other firms during that era, focused primarily on meeting the needs of the many textile mills that dotted the landscape of upstate South Carolina. In the 1970's and 80's, the company grew rapidly and branched out into other areas such as heavy industrial work. To support their growing field operations, they expanded their in-house manufacturing capabilities with the addition of modern metal working equipment such as a state of the art computerized duct line and a spiral duct fabrication machine. Their fabrication capabilities continued to expand and soon they found themselves building equipment as diverse as fans and wood burning stoves.

As we all know, good things never seem to last and the textile industry declined sharply during the decade of the 90's and G-M found themselves entering the new millennium without the beloved patriarch of the company and without the support of the textile industry as a primary client. Ray had passed from the scene and left the company to his two sons, John, the eldest and company president, and Tom, the younger and company vice president. The two brothers picked up where their father had left off and began to diversify the company, taking them in new directions.

Today G-M Mechanical is still family owned and is a thriving contracting firm with about 130 employees. G-M has tremendous manufacturing abilities and an extensive network of craftsmen who install HVAC and plumbing in schools, hospitals, churches and other commercial and industrial facilities all over the southeast. The company still operates under the same principals that were laid down by Ray when he founded the company. If you do a job right through hard work and honest efforts, your reputation will provide you with continued demand for your services. And it still works today.

If you find yourself in the neighborhood, stop by and have a cup of coffee and visit with us. Get John or Tom, Monte or Jerry to give you a shop tour. G-M Mechanical is located just off I-85 at 720 Mauldin Road in Greenville, SC.

G-M Mechanical Corporation

PO Box 5047, 720 Mauldin Road, Greenville, SC

Phone: (864) 277-1161 Fax: (864) 277-9647

**Congratulations to our next Associate & Mechanical Members who will be highlighted in the upcoming issue of "The Tool Box":
C J Compton Plumbing & Heating, Inc.—Spartanburg
Temporary Services, Inc.—Spartanburg**

AUGUST—SEPTEMBER 2004 MONTHLY AREA MEETINGS

PIEDMONT AREA

Tuesday, September 14, 2004 @ 6:00 PM

Location: The John B. Cleveland Event Center/Cleveland Park

Sponsored By: Waldrop Heating & Air Conditioning

**Topic: Legislative Forum to Discuss
Industry Issues**

MIDLANDS AREA NOTE DATE CHANGE

Thursday, September 16, 2004 @ 6:00 PM

Location: Millcreek Hunt Club, Bluff Road, Columbia

Sponsored By: Control Management, Inc.

**ALL AREAS INVITED TO ATTEND
Topic: Legislators to Speak on Pending
Legislation As It Relates To Our Industry
STATEWIDE RALLY**

PEE DEE AREA

Thursday, September 16, 2004 6:00 PM

Location: Millcreek Hunt Club, Bluff Road, Columbia

**Joint Meeting with Midlands Area
For a STATEWIDE RALLY**

COASTAL AREA

Tuesday, September 28, 2004 6:00 PM

Location: 7320 Cross County Road, N. Charleston

Sponsored By: Atlantic Electric Company

**Speaker: Bill Settlemeyer, Executive Publisher
with Charleston Regional Business Journal**



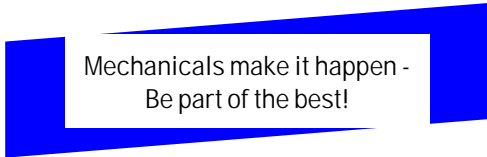
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 Fax: (803) 731-0390
 E-mail: mflowers@mcasc.com
 www.mcasc.com

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*Serving mechanical contractors in
 South Carolina since 1912.*

MCASC Executive Board & Staff

- Ned Forsberg, President
- Darlene McGee, Vice-President
- Steve Brewer, Treasurer
- Tommy Burkett, Secretary
- Billy Starrett, Associate President
- Mona Flowers, Managing Director
- Carol Fore, Administrative Assistant



ALL AREAS INVITED -NOTE DATE CHANGE

STATEWIDE RALLY AT MILLCREEK HUNT CLUB

**ON LEGISLATIVE ISSUES PERTAINING TO THE INDUSTRY
 MARK YOUR CALENDAR FOR THURSDAY, SEPTEMBER 16th
 TO COME MEET WITH YOUR LEGISLATORS**

**LOOK FOR DETAILS AND REGISTRATION IN FUTURE MAILINGS
 BBQ & RIBS—COME EARLY, STAY LATE!!**

MESSAGE FROM PRESIDENT NED FORSBERG

RECENT TREND REGARDING INSURANCE REQUIREMENTS

It has been brought to my attention about a recent trend regarding insurance requirements in bid specifications. It has become increasingly commonplace for owners, construction managers and general contractors to require contractors to provide insurance coverage, such as additional insured requirements, waivers of subrogation, and specified endorsement forms, that are unattainable in today's insurance market. These onerous insurance requirements put your company at risk if your insurance carrier cannot provide the coverage that is required. Failure to meet the specifications in a signed contract can cause delays in payment and create other risks that could negatively impact your business. Contractual requirements that cannot be covered by insurance are the contractor's responsibility. I would encourage each of you to closely analyze the insurance specifications in each contract prior to bidding the work. You may also want to analyze your liabilities if you are considering participating in an OCIP (Owner Controlled Insurance Program). Should you have any questions or need assistance, please feel free to contact John Babson with BB&T/Boyle-Vaughan Insurance at (803) 748-0100.