

## Sandbagging By: Wally Adamchik Firestarter Speaking and Consulting

There is a term people use to imply that the numbers being discussed may, in fact, not be the truth. That term is sandbagging. Here's an example: "I didn't report the sales numbers quite right; I held back some sales for next month." Another example would be the boss declaring: "We need to get fifteen units done by noon," when the number is really thirteen, but he's trying to "motivate" his people. This is sandbagging. Of course, there is another word to describe this practice: lying.

Okay, I just offended many readers because you engage in this practice. While you may think you are setting the bar high for your team, or softening the blow for your boss, what you are really doing is not telling the truth. Simply put, you are lying. Now, I recognize that there are times when we may choose not to reveal "the whole truth and nothing but the truth." However, sparing an employee's feelings is far different from outright lying. Let's look at some manifestations of sandbagging at work.

**Sales Targets** - This version is played when a person or department submits a target or budget for the coming year. Normally, they submit a number lower than they believe they can achieve. There are two reasons for this. First, management always takes whatever number they receive and tacks on a few more percent. So, if the budget proposal predicted a 10% increase next year, management would make it 15%. If it initially called for a 15% boost, management would make it 20%. In fact, this game often repeats itself annually. The second reason your workers sandbag is an attempt to show competence. They promise a 5% increase in the next year, when they know for sure they can reach 10%. No matter the reason - or excuse - for sandbagging the numbers, the result is the same. The budgeting process has no integrity. In scenario one, it is a game. In scenario two, it is a waste.

**Production Targets** - This one occurs more often than the sales example, and may present itself as a matter of time or quantity. In the time example, a boss tells an employee that a report must be completed by Monday of next week. But, the manager doesn't really need the report until Thursday because she is presenting it on Friday. The employee works hard to meet the false deadline. He submits the report, but the manager doesn't look at it until Thursday. Or, the manager does look at it, and it goes through several iterations between Monday and Thursday, and the employee recognizes that the original deadline was a false one. The result? The manager loses credibility. Someday, she will have to go to that employee and say, "I need it now," but having "cried wolf" for so long, she will not get what she needs when she needs it.

In an illustration of sandbagging with regards to quantity, the boss may tell his crew they need to produce 100 units daily to meet the original estimate. But, the actual estimate says that the crew needs to get 90 units done each day. The boss rationalizes this by saying the crew will slack off unless they believe they have to push themselves to reach the acceptable limit. But what really happens is that the crew knows the estimate is not 100 because they have been sandbagged before. While they may still reach the acceptable level of 90 units produced daily, morale goes down. The crew loses respect for their leader, and his future directives will not be met with the kind of cooperation he needs.

**Try This:** Tell people the truth. When we sandbag them, they figure it out and they think we don't trust them, then they don't want to work hard for us. Oh, they'll keep coming to work. They'll show up every day. They just won't work hard when they do.

*www.beafirestarter.com*

### INSIDE THIS ISSUE:

<i>Freeman Mechanical - Mechanical Member Article August Birthdays</i>	2  2  2
<i>Projects For Bid Anniversaries/Sympathy Joke Bid Forecast Safety Tip By Mel Rosas Welcome New Members Mechanical Estimator - C R Hipp Construction Employment Opportunity</i>	3 3 3 4 4 4 4 4
<i>2006 Training Course Registration Form Summer Convention Awards &amp; Winners Convention Sponsors</i>	5  5 6 17 8
<i>ECK Supply—Charleston Associate Member Article Area Meeting Calendar Pres. Steve Brewer Thx.</i>	9 9 9 10

**The price of  
success is hard  
work, dedication  
to the job at hand,  
and the  
determination that  
whether we win or  
lose, we have  
applied the best of  
ourselves to the  
task at hand.**

*Vince Lombardi*

**Mechanical Member:****Freeman Mechanical, Inc.**

● Industrial ● Commercial ● Institutional ● Residential ● Service/Controls

Freeman Mechanical, Inc. is Greenville, South Carolina's oldest operating multi-service mechanical contractor, *celebrating 50 years of industry excellence*. Freeman was started in 1956 by Francis W. Freeman primarily small commercial projects aided by a service department. Today, Freeman is owned and operated by Harold Gillespie and Jean Roth, who have diversified Freeman's services to include design, new construction, renovation, custom fabrication and service/controls targeting industrial, commercial, residential, healthcare, institutional and government facilities.

Freeman has performed work on projects such as the **Bi-Lo Center**, the renovation of the **Westin Poinsett Hotel**, and the **Greenville Water Treatment System** in Travelers Rest. Most recently, Freeman has completed projects for the **Greenville Hospital System, Self Regional Healthcare**, Greenwood, SC, **Clemson University West End Zone, Ft. Bragg Barracks Renovations**, and **Givens Estates**, Asheville, NC, just to name a few.

Our Service Department can provide your facility with customized service solutions, including PM Service Agreements and Planned Service Agreements. Our Service Division also provides engineered solutions to retrofit existing equipment or add new equipment to improve your HVAC system performance or capacity.

Freeman's Fabrication Division perfectly complements the flexibility and depth of our performance at the drawing board and in the field. Along with standard ductwork and fittings, our custom division has produced roof curbs, walk-in parts ovens and dryers, as well as stainless food grade kitchen hoods.

With over 120 employees, Freeman's team of experienced professionals satisfy customers time and time again with projects completed on schedule and within budget.

**Freeman Mechanical, Inc.**

209 Whitmire Drive, Greenville, SC 29605  
 Phone: (864) 277-6710 Fax: (864) 277-1712  
[www.freemanmechanical.com](http://www.freemanmechanical.com)

**AUGUST BIRTHDAYS**

Hank Garrison	8/2	Aero Service	
Tonja Ivey	8/2	Roger's Computers	
Guy Hancock	8/2	H. R. Allen	
Jean King	8/2	James M. Pleasants (G'ville)	Wife of Harry
Pat Deer	8/3	B & W Mechanical.	Wife of Tom
Richard Miller, Sr.	8/5	City Plumbing Co. of Florence, Inc.	
TJaye Wheeler	8/9	Eastern Industrial	Wife of Greg
Gary Mullins	8/12	Insulation Contractors, Inc.	
Bob Hill	8/13	Honorary Life Member	
Gail Waldrop	8/14	Waldrop Heating & Air Conditioning	Wife of Benny
Beth Higdon	8/15	Bryce Mechanical (friend of Darlene)	
Missy Hunter	8/17	Ferguson Enterprises	Wife of Michael
Cheryl McIntyre	8/18	Compton Construction	
Buz Teas	8/18	Smith & Stevenson	
Allen Goff	8/21	SIFCO Mechanical	
Reece McWilliams	8/21	Columbia Cooling & Htg.	
Freddie T. Zeman, Jr.	8/21	F. T. Zeman Electric & Refrig (1917)	
Miriam Allen	8/22	H. R. Allen	Wife of Roddy
Edward Gibbs	8/22	Bear Mechanical	
Jimmy Shealy	8/23	Shealy & Sons Electric Co., Inc.	
Judy Minor	8/25	Honorary Life Member	
Bob Duke	8/27	Honorary Life Member	
Cindy Prevatte	8/27	North Strand Mechanical	Wife of Paul
Dr. Ron Kolanko	8/30	Atlantic Occupational Health	

Happy Birthday Members! We Would like to announce yours.

Please call the Birthday Hotline at 803-772-7834 or Email to [mflowers@mcasc.com](mailto: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

JOB 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

### **Is There Golf In Heaven?**

Bill, an avid golfer, contacts a "Medium" and asks if there is a Golf Course in Heaven. The Medium says that his request is a big order, but he will try and find out and get back to Bill in a few days. After several days go by, Bill finally gets a call from the Medium. "Well," said Bill, "what did ya find out?" "I've got good news and bad news for you," said the Medium. "OK," "what's the good news" Bill exclaimed. "Well," there is a beautiful 36 hole golf course in Heaven, and you'll have 24 hour access with your own personal caddy," blurted out the Medium. "And the bad news?" asked Bill. "You're due to tee-off this Sunday at around 10:30 in the morning."

### **Happy Anniversary**

Charlene and Calvin Meetze  
 Ken and April Parker  
 Jim and Irma White  
 Chris and Tiffney Cullum  
 Paul and Lisa Clark

### **Heartfelt Condolences**

The MCASC family would like to extend our deepest sympathy to Kevin and Tracy Meetze of Meetze Plumbing for the loss of Tracy's Father.  
 William Clyde Douglas

August, 2006—September, 2006

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

THOUGHTS AND CONCERNS

Al Johnson - BB&amp;T/Boyle Vaughan - Columbia

**“Tool Box Talks”****Safety Tips****HEAT SURVIVAL**

Hot day, hot job, high humidity and BINGO....another heat victim. No one is immune, and construction workers are prime candidates for heat related illnesses.

*During hot weather stay alert for telltale symptoms and remember these first aid tips:*

**HEAT EXHAUSTION** - Symptoms are heavy sweating, nausea, headache, weakness, vomiting, tiredness, fast pulse. First Aid - Move to a cooler area, cool by wetting towels and wiping down the forehead. Remove any wet or sweat soaked clothing. Fan the victim. Do not give any fluids to a victim unless fully conscious. Follow up with a medical checkup.

**HEAT CRAMPS** - Symptoms are severe muscle spasms in the back, stomach, arms and legs, usually caused by drinking large quantities of water without replacing salt during periods of heavy perspiration. First Aid - Move to a cooler area. Make sure that no water is given unless fully conscious. When you do give water make sure that the victim takes only slow small sips. Get medical attention as soon as possible.

**HEAT STROKE** - Symptoms are high temperature and dry skin, rapid breathing and pulse. Victims may appear disorganized and confused, with headache, nausea, vomiting, diarrhea, seizures and the possibility of coma. First Aid - This is serious, so move fast to a cooler area and call an ambulance. Remove the outer clothing of the victim and apply cool water to the entire body. Fan the victim until professional medical help arrives.

To avoid heat illness, dress in cool clothing, wear your hard hat, don't over-exert your body during high temperature periods and get plenty of fluids. Remember that Heat related illnesses **MUST** have medical attention. If you are experiencing any of these heat related illnesses, remember going to the doctor will not affect your safety bonus, so go and get the medical attention you need. Heat illnesses should never be taken lightly.

**Safety signs alert you to dangers and warnings - read them, understand them, and obey them.**

**They are posted for your benefit.**

**By: Mel Rosas – RSS Safety, LLC (Note New Co. Name, Address, Etc.)**

**1122 Industrial Drive, Suite 109, Matthews, NC 28105**

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

**WELCOME NEW MEMBERS**

**BARWICK PLUMBING CO., LLC – STEVE BARWICK – PINWOOD, SC**

**Mechanical Estimator—C. R. Hipp Construction**

**Position open for Mechanical Estimator. Must be familiar with HVAC, Sheetmetal, Plumbing, and Utility work. Experience with Quick Pen, or other automated system desired.**

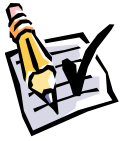
**Please send resume to:**

**C. R. Hipp Construction**

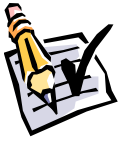
**Attention—Human Resource Department**

**PO Box 71147**

**Charleston, SC 29415**



# MCASC 2006 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 4<sup>TH</sup> 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

Plumbing & Gas Code  
 October 4, 2006 - Columbia  
 Time: 9:00 AM - 4:00 PM  
 Member: \$175.00 Non-Member: \$225.00

NC, GA, & AL APPROVED

Plumbing & Gas Code  
 November 1, 2006 - Columbia  
 Time: 9:00 AM - 4:00 PM  
 Member: \$ 175.00 Non-Member: \$ 225.00

NC, GA, & AL APPROVED

Plumbing & Gas Code  
 December 6, 2006 - Columbia  
 Time: 9:00 AM - 4:00 PM  
 Member: \$ 175.00 Non-Member: \$225.00

NC, GA & AL APPROVED

Mechanical (HVAC) &  
 Gas Code  
 October 25, 2006 - Columbia  
 Time: 9:00 AM - 4:00 PM  
 Member: \$175.00 Non-Member: \$225.00

NC, GA, & AL APPROVED

Mechanical (HVAC) &  
 Gas Code  
 November 15, 2006 - Columbia  
 Time: 9:00 AM - 4:00 PM  
 Member: \$175.00 Non-Member: \$225.00

NC, GA, & AL APPROVED

Mechanical (HVAC) &  
 Gas Code  
 December 20, 2006 - Columbia  
 Time: 9:00 AM - 4:00 PM  
 Member: \$175.00 Non-Member: \$225.00

**TO RENEW YOUR 2007 NORTH CAROLINA LICENSE YOU MUST TAKE  
 4 OF YOUR 6 CE HOURS IN NC CODE CHANGES AND AMENDMENTS  
 (EXCEPT FOR FIRE SPRINKLER LICENSEES)**

**2006 MCASC Summer Convention - AWARD WINNERS**  
**Brasstown Valley Resort**  
**Young Harris, Georgia**  
**July 20-23, 2006**

**GOLF AWARDS**

<b>Captain's Choice</b>	<b>Darlene McGee</b>	<b>Beth Higdon</b>
<b>Winning Team:</b>	<b>Vicki Bobbitt</b>	<b>Cindy Sheppard</b>
<b>Long Drive:</b>	<b># 4 Jonathan Hunt</b>	
<b>Closest to Pin</b>	<b># 5 Ned Forsberg</b>	<b>#10 Paul Eaton</b>
	<b># 14 Scott Stalions</b>	<b># 17 Mike Kirkland</b>
<b>Best Dressed:</b>	<b>Female: Beth Higdon</b>	<b>Male: Johnny Richards</b>
<b>Best Duffer:</b>	<b>Female: Cindy Sheppard</b>	<b>Male: Ron Kolanko</b>

**HORSEBACK RIDING AWARDS**

<b>Back In The Saddle:</b>	<b>Delaine Deer</b>
<b>Honorary Mr. Ed: (Wilbur)</b>	<b>Frances Minor</b>

*Congratulations To All The Winners!*

**WHITEWATER RAFTING AWARDS**

**Best Boatsman:** Tom Brock  
**Wet & Wild:** Steve Brewer

**KIDS AWARDS**

Everyone attending received a Certificate of Appreciation from the Association and President Steve Brewer

**POKER AWARDS**

**Overall Champion:** Jonathan Hunt  
**Table Winner:** Jane Brailsford  
**Table Winner:** Taylor Brewer  
**Table Winner:** Jonathan Hunt  
**Table Winner:** Florence Miller  
**Table Winner:** Donny Roth  
**Table Winner:** Jimmy Shealy

**SHOPPING AWARDS**

**Georgia Economic Improvement:** Dr. Mary Frame  
**Shop Til You Drop:** Wanda Edwards

**EXERCISE AWARD**

**Sweating To The Oldies:** Dan Brailsford

**OTHER AWARDS**

**EDUCATION PICK A WINNER AWARD:**

**Bob McElveen**

**EDUCATION PICK A WINNER AWARD:**

**Ophelia Brewer**

*Congratulations To All The Winners!*

*Come Escape To The Coolness Of The Mountains*

MCASC 150<sup>TH</sup> SEMI-ANNUAL CONVENTION - JULY 20-23, 2006

BRASSTOWN VALLEY RESORT - YOUNG HARRIS, GEORGIA

THANKS TO THE FOLLOWING COMPANIES FOR THEIR GENEROUS SUPPORT

## SPONSORS

AMERISURE INSURANCE - CHARLOTTE

ATLANTIC ELECTRIC Co. - CHARLESTON

BB&T/BOYLE-VAUGHAN INSURANCE - COLUMBIA

B & L ELECTRIC Co. - WEST COLUMBIA

BRYCE MECHANICAL CONTRACTORS, INC. - FLORENCE

CHARLOTTE PIPE & FOUNDRY Co. - CHARLOTTE

CONTROL MANAGEMENT, INC. - COLUMBIA

COTTON & WELSH / WOODFORD - ATLANTA

CREGGER COMPANY, INC. - COLUMBIA, CONWAY & GREENVILLE

CULLUM MECHANICAL CONSTRUCTION, INC. - CHARLESTON

EASLEY MECHANICAL - EASLEY

FERGUSON ENTERPRISES, INC. - COLUMBIA

GATEWAY SUPPLY Co., INC. - COLUMBIA

HAJOCA CORPORATION - TAYLORS

HILL PLUMBING & ELECTRIC Co. - SUMTER

HOFFMAN & HOFFMAN, INC. - CHARLESTON, COLUMBIA & GREENVILLE

JAMES M. PLEASANTS Co., INC. - CHARLESTON, COLUMBIA & GREENVILLE

METRO ELECTRIC Co., INC. - CHARLESTON

PIEDMONT NATURAL GAS Co., INC. - GREENVILLE

R. C. JACOBS, INC. - GEORGETOWN

REPSOUTH - CHARLOTTE

ROBINSON McFADDEN - COLUMBIA

SANTEE COOPER - MYRTLE BEACH

SIFCO MECHANICAL, INC. - SUMTER

SMITH, KESLER & Co. - SPARTANBURG

SMITH & STEVENSON, INC. - CHARLOTTE

SUNRISE TECHNOLOGY GROUP, INC. - CHARLOTTE

TRANE - GREENVILLE

VICTAULIC - GROVETOWN

WALDROP HEATING & AIR CONDITIONING, INC. - SPARTANBURG

OUR SINCEREST THANKS TO EVERYONE WHO HELPED MAKE THIS YEARS  
SUMMER CONVENTION A HUGE SUCCESS

**Associate Member:  
ECK Supply Company**

ECK Supply Company, founded in 1955, is an independent wholesale electrical distributor headquartered in Richmond, VA. Now at 19 branches located throughout Virginia, North Carolina, South Carolina and Georgia, ECK Supply Company is one of the largest independent electrical distributors in the Southeast.

Our locations in South Carolina include Charleston, Moncks Corner, and Myrtle Beach. Over the past several months the Charleston location has undergone extensive renovations and expansion to include the building next door to our existing location. They have proudly served the Charleston market for over 30 years. Moncks Corner and Myrtle Beach are two of our newest locations to open and have grown tremendously since opening. Further expansion in the South Carolina markets is part of the company's business plan.

ECK Supply supports local markets with a strong presence of personnel, local inventory, and quality customer service. With local inventory in excess of \$30 million dollars, 333 associates and nearly 100 delivery vehicles. ECK Supply Company continues to focus on product availability and superior customer service. The South Carolina market, in particular, is supported with local inventories in excess of \$6.2 million dollars and 52 experienced team members. Our South Carolina locations are filled with dedicated, hardworking, experienced people, eager to earn your business.

***ECK Supply Company  
~ Where we are service proud ~***

**Charleston**  
4447 Dorchester Road  
843-554-9701

**Moncks Corner**  
502 E. Main Street  
843-761-6627  
[www.ecksupply.com](http://www.ecksupply.com)

**Myrtle Beach**  
3908 Wesley Street  
843-236-8603

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

**Stover Mechanical - Mechanical Member**

**Nash & Powers Insurance - Associate Member**

**SEPTEMBER 2006 MONTHLY AREA MEETINGS**

**MIDLANDS AREA**

Thursday, September 7, 2006 @ 6:00 PM  
Location: 9221 Farrow Road, Columbia  
Sponsored By: Ferguson Enterprises

**Topic:** TBA

**PIEDMONT AREA**

Tuesday, September 12, 2006 @ 6:00 PM  
Location: 8345 Taylor Colquitt Road, Spartanburg  
Sponsored By: Waldrop Heating & Air Conditioning

**Topic:** TBA

**PEE DEE AREA**

Thursday, September 21, 2006 @ 6:30 PM  
Location: TBA  
Sponsored By: TBA

**Topic:** TBA

**COASTAL AREA**

Tuesday, September 26, 2006 @ 6:00 PM  
Location: 4447 Dorchester Road, N. Charleston  
Sponsored By: ECK Supply

**Topic:** TBA



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**

**Steve Brewer, President**  
**Henry Poplin, Vice-President**  
**Chris Cullum, Treasurer**  
**Darlene McGee, Secretary**  
**Mike Hough, Associate President**  
**Mona Flowers, Managing Director**

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

FIRST CLASS  
MAIL  
U.S. POSTAGE  
PAID  
COLUMBIA, SC  
PERMIT NO 750

**MCASC 2006 SUMMER CONVENTION**  
**AT BRASSTOWN VALLEY RESORT WAS A HUGE SUCCESS!**

I would like to thank everyone who had the chance to "ESCAPE TO THE COOLNESS OF THE MOUNTAINS". Coolness was a relative term if you were on the golf course, but the weather was quite pleasant for this time of the year. I trust everyone was treated well by the staff at Brasstown Valley Resort, and had as great a time as myself.

I have a special thanks to the sponsors who contributed to the events, and a very special thanks to the Board Members who were able to give of their time to arrive a day early to have the Board Meeting on Thursday morning so we could have ample time for our Board Meeting, and have more free time to enjoy the weekend.

Your Board, with the help of a task force headed by Bill Caldwell, is developing a Vision/Mission Statement and Committee Goals/Objectives. It is my hope that the Board Members who were able to attend will be discussing these items at the local area meetings when they resume in September, and bring any and all concerns and ideas to the next Board Meeting in November.

Again, I would like to thank everyone and especially Mona for a great Summer Convention.

*Steve Brewer, President*

**Did You Know:** That one of the Lonesome Road Band Members, Charles Wood, who entertained us on Saturday night, was previously recognized as the 1999 National Champion, Banjo Player of the Year.