



**Mechanical  
Contractors  
Association**  
of South Carolina

# The Tool Box

Serving the Electrical, HVAC & Plumbing Industries Since 1912

Volume 3, Issue 74 September 1, 2006

## Failure and Learning from Mistakes

By: **Ryan Allis**

**CEO, Broadwick Corporation**

“ It is not the critic who counts, not the man who points out how the “strong” man stumbled, or where the doer of deeds could have done them better. The credit belongs to the man who is actually in the arena; whose face is marred by dust and sweat and blood; who strives valiantly; who errs and comes short again and again; who knows the great enthusiasm, the great devotions, and spends himself in a worthy cause; who, at the best, knows in the end the triumph of high achievement; and who, at the worst, if he fails, at least he fails while daring greatly, so that his place shall never be with those cold and timid souls who know neither victory nor defeat.”

- Theodore Roosevelt, 1910

Most people are afraid to fail. They worry constantly about not meeting expectations, making a mistake, or trying something new. Because of this, many never get started on the path toward reaching their goals....and thus assure themselves of the very thing they are afraid of....Failure. In order to become a successful person you will likely have to “pay your dues.” You’ll likely have to fail a few times, learn from your lessons, and only then be able to come through a winner. While you don’t have to take wild chances, you do have to take calculated and educated risks.

In the world of academics, mistakes are perceived as bad and to be avoided. For the first twenty or so years of your life, you are taught that mistakes are bad and embarrassing...when in fact mistakes are simply opportunities to learn something new. The more mistakes a person makes, the more they will have learned and the greater chance they will have of succeeding on their next try. The key, however, is to learn from your mistakes and never make the same mistake twice.

Thomas Edison would have never invented the light bulb if he did not take this principle to heart. Edison failed more than 10,000 times before he found the filament that would create light for a sustained period of time. He did not view these as failures, however. On the 6,635th try to find a proper filament for the light bulb, Edison did not see that he had failed 6,634 times. He reframed the situation so that he had successfully eliminated 6,634 possibilities, refining and narrowing his search as he proceeded, drawing him closer and closer to his goal.

Two other failures you may have heard of are Levi Strauss and Christopher Columbus. Strauss headed for the gold mines of California in hopes of gold and glory. But he found none. Instead, this failure gave him new knowledge of a gap in the marketplace. He began selling pants made out of canvas for the miners that were succeeding. Today, we’ve all heard of Levi Strauss jeans. Columbus failed miserably on his goal to find a route to India. However, in his failing he found a new opportunity....that of a new world. By taking action and learning from your mistakes and failures, you’ll gain new knowledge and become aware of many new opportunities. When you come to the edge of what you know, it’s time to make some mistakes.

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### Four Steps To Achievement:

**Plan Purposefully**

**Prepare Prayerfully**

**Proceed Positively**

**Pursue Persistently**

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## Mechanical Member: Stover Mechanical

Stover Mechanical, Inc. was founded by William (Bill) W. Stover in 1979 and was purchased in 1999 by Mitchell L. Allen, COO and F. Marion Summey, CEO who are the current Owners.

Located in our new facility in Greenville, SC, Stover Mechanical is a full service mechanical contractor serving the HVAC, Plumbing and Service construction needs for health care and institutional facilities, manufacturing and process facilities, petroleum facilities, churches and commercial facilities.

Current and recently completed construction projects include Carolina High School, Riverside High School, Eastside High School Fine Arts Center, D & T Expansion at Greenville Hospital System, Fuel Storage for Raleigh/Durham Airport, Energy Plant Expansion for Greenville Hospital System as well as numerous projects at St. Francis Hospital, Hillcrest Hospital, Anderson Hospital System and Rutherford Hospital.

The Service Department provides construction start up and warranty services, as well as, providing full service to a number of clients in the Greenville area on a 24/7 basis.

Stover Mechanical's highly experienced management staff and field forces combine to form a team that brings many years of mechanical construction knowledge to the projects they perform.

**Stover Mechanical, Inc.**  
**334 White Horse Road**  
**Greenville, South Carolina 29605**  
**Phone: 864-335-1075**  
**Fax: 864-335-1080**  
**[www.stovermechanical.net](http://www.stovermechanical.net)**  
**[smi@stovermechanical.net](mailto:smi@stovermechanical.net)**

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### ***SEPTEMBER BIRTHDAYS***

Jerry Baxter	9/1	Tri-Star Constructors	
Greg Wheeler	9/4	Eastern Industrial	
Jake Shealy	9/5	Shealy & Sons Electric Co., Inc.	
Paul Clark	9/6	Colonial Supplemental Ins.	
Lisa Simpson	9/7		Wife of Al
Jerry Johnson	9/8	Jerry's Plumbing, LLC	
Ned Forsberg	9/9	Metro Electric Co., Inc.	
MaryJane White	9/11	Walker White, Inc.	Wife of Bob
Art Brewer	9/12	Easley Mechanical	
Robert McWilliams	9/12	Columbia Cooling & Heating	
Linda Burkett	9/12	ASAC	
Jim White	9/15	Elliott Davis	
Tom Brock	9/15	Boykin Contracting, Inc.	
Paul Roesel	9/20	The Sack Company	
Roddy Allen	9/23	H. R. Allen, Inc. – Charleston	
Mitch Clark	9/24	RepSouth	
Del Laquiere	9/24	Triad Mech. Contractors, Inc.	
Lisa Rabon	9/25	Honorary Life Member	Wife of Jim
Jan Hipp	9/25	Honorary Life Member	Wife of Charley
Debbie Williams	9/29	Cashion Electricians	Wife of John
Terry Frame	9/29	Human Resource Development	Husband of Dr. Frame
Darlene McGee	9/30	Bryce Mechanical	

***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  
 WILLIAM L. SELF  
 TEL: (803) 432-8519 FAX: 432-3845

PAUL PREVATTE  
 G'TOWN, HORRY & MARION  
 TEL: (843) 272-4915 FAX: 272-6071

JIMMY LEE  
 FLO, DAR, DIL, C'FLD & M'BORO  
 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

### *Correction - Summer Convention Sponsors Ferguson Enterprises, Inc. Charleston, Columbia, & Greenville*

We inadvertently listed Ferguson Enterprises, Inc. - Columbia as a sponsor for our Summer Convention at Brasstown Valley. *Ferguson Enterprises, Inc. Charleston, Columbia, & Greenville* were all sponsors of our Summer Convention. We apologize for this oversight. We want to take this opportunity to thank all three locations of Ferguson Enterprises for being sponsors - Our sponsors are the heart and soul behind each and every one of our conventions . Please accept our apology for this oversight.

Many thanks to all our sponsors!

### Happy Anniversary

**Ned & Carol Forsberg  
 Bill & Theresa Caldwell  
 Mike & Arden Lewis**

### Welcome New Member

**Barwick Plumbing Co., LLC  
 Steve Barwick  
 Pinewood, SC**

September, 2006—October, 2006

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

**“Tool Box Talks”  
Safety Tips**

**“EXTENSION CORD SAFETY”**

Extension cords are designed to be conveniences, not hazards. But too often the people who use them convert them into hazards. Let's go over some of the ways these safety hazards are formed. Extension cords are often placed in areas where people aren't used to having them around and a tripping hazard results. This type of hazard is one of the more common ones; so, when you use an extension cord, try to keep it out of aisles and other places where pedestrians might trip over it. When someone trips over a cord, there is not only a chance of injury but the plug may be jerked to the extent that it's damaged, making it an electrical hazard. Selecting the right extension cord for the job can eliminate many hazards to start with. All cords should be UL listed, properly grounded, and meet other applicable electrical code specifications. If you're using portable electrical equipment, the equipment should be properly grounded. Extension cords are items that get considerable usage. Appropriate cords should be used with portable electric tools. If moisture, heat, or chemicals are present, be sure your cord is the proper type to resist the conditions there. A word of caution, if you make a good connection with a live wire carrying even 110 volts, it can be fatal. Wet or sweaty hands make a dangerous connection when at the same time they are in contact with a good ground like a wet surface. Actually, a lot of the strains on current-carrying parts of extension cords can be prevented by use of heavy-duty plugs, which are clamped to the cord. This is particularly helpful in cases where the cord is accidentally pulled or jerked. It is important to inspect extension cords often and, if they are damaged, do not use them.

**SAFETY REMINDER: “Electricity is a silent killer. Use it wisely”**

**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**

**Congratulations to MCASC Members**

*listed In “The Southeast’s Top Specialty Contractors”*

**Cullum Mechanical Construction  
Gregory Electric Company  
Port City Electric Company  
Waldrop Heating & Air Conditioning Inc.**

*“Southeast Construction* presents its 6th Annual ranking of Top Specialty Contractors. As with previous contractor lists, this one is based on revenue generated during the preceding calendar year. With construction activity remaining strong in many of the Southeast's major metropolitan areas, subcontractors are in high demand and continue to be able to obtain a premium for their services and availability. As a result, the collective 2005 revenue reported by the Top Specialty Contractors increased by about \$ 800 million over 2004 to total nearly \$ 6.5 billion. The format of our ranking is again based on regional revenue totals, meaning the volume of work collected in 2005 from projects located within the magazine's four - state territory of Florida, Georgia, North Carolina, and South Carolina.”

For further information, go to [www.southeast.construction.com](http://www.southeast.construction.com)



# 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.

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)**

## A TEAM IS MORE THAN A GROUP OF PEOPLE

by Patricia Fripp, CSP, CPAE

When John Amatt led the 1982 Canadian team on a successful Mount Everest Expedition, only three people reached the summit. Many climbers who were part of the team, whose lifetime ambition was to stand on top of Everest, made the conscious choice to stay in the base camp. Why? Because they knew the effort was likely to fail if everyone tried to make it. They chose to forego their individual dreams in favor of helping the team succeed.

This wasn't John Amatt's first time to plan an Everest expedition. Ten years earlier, with one of his friends from Norway, he had gathered a team of world-class climbers from many different countries, for the challenge. But at the last minute, he backed out. Officially, it was to get married. "But that was just an excuse," he said later. "I knew that, despite having the best climbers in the world, this expedition would not succeed. Everyone wanted to reach the top for their own glory or that of their country. No one seemed willing to make decisions for the good of the team."

His fears proved founded. Not only did the team not cooperate to make it to the top, at one point these sophisticated expert climbers even indulged in a rock-throwing fight.

A "team" is not just people who work at the same time in the same place. A real team is a group of very different individuals who share a commitment to working together to achieve common goals. Most likely they are not all equal in experience, talent or education, but they are equal in one vitally important way, their commitment to the good of the organization. Any group of people - your family, your workplace or your community - gets the best results by working as a team.

I believe that all of us want to be part of something bigger than we are. Team relationships fulfill that basic need. They are an immensely powerful force, yet they always need to be nurtured. Be sure to show each team member exactly how far reaching his or her contribution can be. The team, each member, and the larger organization will enjoy greater enthusiasm and ultimately greater success.

What makes a team? Individuals who are not equal in talent, experience or education, but equal in commitment. It is not very realistic to think we can live and/or work with others without some conflict, but by communicating about the differences, focusing on the common goals and not throwing verbal rocks, we will make great strides.

Patricia Fripp, CSP, CPAE is a San Francisco-based executive speech coach, sales trainer, and award-winning professional speaker on Change, Customer Service, Promoting Business, and Communication Skills. She is the author of *Get What You Want!, Make It, So You Don't Have to Fake It!*, and Past-President of the National Speakers Association. She can be reached at: PFripp@Fripp.com, 1-800 634-3035, <http://www.fripp.com>

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### DID YOU KNOW

1. Coca-Cola was originally green.
2. The electric chair was invented by a dentist.  
(coincidence ???)
3. Peanuts are one of the ingredients of dynamite.

**There is no elevator to success.  
You must take the stairs.**

~ Author Unknown

**Associate Member:  
Kevin Wood—Premier Benefit Solutions**

Premier Benefit Solutions is an agency that has a clear focus on providing business insurance solutions to clients ranging from small retail businesses to complex manufacturing companies. When it comes to business insurance not all agencies are created equal. At Premier Benefit Solutions, the principals and staff of the agency have many years of experience and have developed an extensive knowledge base relative to business insurance.

We take the time to listen to your needs and understand your business. This enables us to provide you with a professional consultation and risk management plan. Elements of risk are always present for your business. Via the decisions you make, you either transfer the risk to the insurance company through an insurance policy, retain all or some of the risk for your company or actively manage the risk. Many times you may employ all three strategies in a coordinated manner. We help you make informed decisions and provide you with a comprehensive insurance program designed to protect the well-being of your business.

In keeping with the Premier Benefit Solutions comprehensive approach to business insurance, we offer a full complement of employee benefit components. This enables our highly experienced employee benefit specialists to construct a "state of the art" plan to help protect your company's most valuable asset.

Premier Benefit Solutions is proud to be the agency of choice for the Mechanical Contractors Association of South Carolina's Group Health Plan & Supplemental Insurance Plan through Colonial Life and a member of MCASC.

We look forward to doing business with each and every one of you.

**Premier Benefits Solutions**  
325 Pelham Falls Drive  
Greer, SC 29651-6832  
Phone: 864-787-7584  
Fax: 864-675-6051  
kwood.pbs@charter.net

**Congratulations to our next Associate & Mechanical Members who will be  
highlighted in the upcoming issue of "The Tool Box":  
SIFCO Mechanical- Mechanical Member                      Love Chevrolet - 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:** "Our Quest To Prompt Industry Change"  
Board Update on MCASC Vision, Mission & Goals  
**Speaker:** Pres. Steve Brewer & Bill Caldwell

**PIEDMONT AREA**

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

**Topic:** "Our Quest To Prompt Industry Change"  
Board Update on MCASC Vision, Mission & Goals  
**Speaker:** Pres. Steve Brewer & Bill Caldwell

**PEE DEE AREA**

Thursday, September 21, 2006 @ 6:30 PM  
Location: 1550 Highway 501, Myrtle Beach  
Sponsored By: Longley Supply Company

**Topic:** "Why and When To Clean Ducts"  
**Speaker:** Arthur Dwight, Carolina Filters

**COASTAL AREA**

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

**Topic:** "Our Quest To Prompt Industry Change"  
Board Update on MCASC Vision, Mission & Goals  
**Speaker:** Pres. Steve Brewer & Bill Caldwell



P.O. Box 384, 29202  
1504 Morninghill Drive  
Columbia, SC 29210  
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[www.mcasc.com](http://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!**

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**MYTHS ABOUT WORK AND WORKERS**

1. All that workers care about is their pay and benefits.
2. People will never be happy with their pay.
3. When employees complain about their pay, they are really unhappy with something else.
4. To a significant degree, praise can be substituted for money.
5. Traditional merit pay systems work well.
6. Profit-sharing is a major motivator in employee performance.
7. To compete today, companies should keep wages as low as possible.
8. People who feel secure in their jobs become complacent.
9. Telling people they have done a good job makes them complacent.
10. Most people dislike work of any kind.
11. Most people don't care about the quality of the job they do.
12. Most people doing routine work hate it.
13. Professionals are more concerned about quality than non-professionals are.
14. Most workers dislike their immediate supervisors.
15. If not supervised closely, workers will try to get away with things.
16. Young people resent authority.
17. It is best to foster internal competition to enhance performance.
18. Most employees resist change.
19. There are major differences between generations in what people want from their jobs.
20. If they aren't complaining, then you are being too nice to them.

These are myths and misconceptions from *The Enthusiastic Employee* (which I reviewed a while back). They are caused by bad data and perpetuated by bad leaders who are not willing to do the hard work of leadership. For whatever reason, they fail to grow and fail to engage their people. But remember, leadership can be learned and it starts with YOU. Consider these statements and let me know if you have questions.

**Wally Adamchik - Firestarter Speaking/Consulting**  
[www.beafirestarter.com](http://www.beafirestarter.com)