



The Tool Box

Serving the Electrical, HVAC & Plumbing Industries Since 1912

Volume 2, Issue 63 October 10, 2005

I KNOW YOU'RE BUSY.....BUT YOU NEED TO READ THIS....

Notes prepared by Charlene Meetze, your Board Member on the SC Small Business Chamber Board.

Take a look at what Frank Knapp is working on:

1. **SCE&G Proposed Natural Gas Rate Hike.** SCE&G had originally planned to seek a rate hike with an 11.7% rate of return on investment. However, after Frank's interaction with Dukes Scott of the Office of Regulatory Staff, a compromise was offered to SCE&G to reduce the rate hike by only allowing for a 10.25% rate of return – SCE&G agreed. This is a 20% reduction in the increase sought by the company and is seen as a major victory. There has not been a natural gas increase in many years; so, it was reasonable to agree to an increase. After all the negotiations, the SCE&G's question to Mr. Dukes regarding the compromise proposal was "where is Frank on this".... now that's progress!
2. **Job Tax Credits.** This state economic incentive is on the way to not being the illusive benefit only available to big business. The original requirement for businesses was to establish ten new jobs in a fiscal year to qualify, and of course, have a personnel department, which understood the menagerie of regulations. As a result of Frank's work on this issue, this has been lowered to two and a little easier to navigate by small businesses. Businesses in distressed counties qualify for a greater amount; however, all businesses qualify for some benefits. Benefits are in the thousands. The details of this benefit are outlined in the September 9, 2005 Small Business Bulletin found at www.scsbc.org/view_issue.asp?id=29 (you should read over this at your earliest opportunity). Our accountants know how to advise us on this. Let's get busy and pursue this and stop letting the big businesses have the corner on the market to collect this benefit. This is a real dollar benefit.
3. **Worker's Comp.** As you probably know, NCCI in their infinite wisdom has proposed a 32.9% rate hike in our workers comp insurance. Did you read that – 32.9%!! You can bet I jumped square in the middle of this dogfight on behalf of all of us. The bottom line is that a S.C. Judge makes the final call; the SC Department of Insurance is also involved. There is a special committee who will intervene on behalf of the business community and our own Jim Rabon represents us. Couldn't think of a more qualified representative on our behalf. Email him at jrabon@culluminc.com and let him know that your company is behind him. (Side note: Our N.C. neighbors have withdrawn from NCCI authority. They establish their own workmen's comp rates within the state – interesting!)
4. **Best Value Procurement.** Basically this is wording that is being used to determine the economic impact of doing the state's procurement business with in-state companies vs. out-of-state companies. The Small Business Chamber is the primary proponent of this effort at both the state and local levels.
5. **Property Tax Relief.** Being analyzed and studied. Early discussion is to replace sales tax with property tax. Stay tuned.
6. **Health Care Pilot Project.** Take a look at these statistics. The national average of US businesses not offering health insurance is down to 60%. Nationally, only 47% of businesses with 3 – 9 employees offer health insurance. In a SC census, 609,000 people were without any form of health insurance. One plan currently being used by a local steel company is to work with federally qualified primary health care centers and pay the bill in full after the employee/employee family member/patient pays a co-pay of \$10.00. These services are much less than traditional doctor office visits and pharmacy costs. This interested me as I immediately began to think that this may enable many of us to greatly increase our deductibles, allow employees who can afford it to buy additional coverage, and those who can't, use the above described program. Frank will participate in a statewide forum on this to urge the legislators to take the bull by the horns, face the issue and DO SOMETHING! I will be pestering Frank on the progress of this you can count on that. I am hearing 16% and up increases for health insurance premiums this year, we need to pull together on this one as these costs are rapidly outpacing our abilities to fund them. (Continued On Page 8)

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2006

WINTER

RETREAT

MYRTLE BEACH

MARRIOTT

RESORT at

GRANDE DUNES

MARCH 2-5, 2006

MARK YOUR

CALENDARS

NOW!!

Mechanical Member: Cashion Electricians Inc.

The name Cashion has been associated with the electrical contracting business in Columbia for over eighty years. Everett L. Cashion, Sr. established his business in Columbia in 1921, having studied Electrical and Mechanical Engineering at the Naval School of Brooklyn while serving in the U.S. Navy. In addition to electrical work, Cashion Electric Company also did plumbing, heating, sold lighting fixtures and even paints, at one time. Electrical contracting was Mr. Cashion's primary area of work and he eventually phased out the rest. The business still operates out of the building Mr. Cashion built at 3415 Main Street in Columbia. He remained the majority stockholder until his death in 1973.

Eddie M. Williams, Jr., Mr. Cashion's son-in-law, started working with Mr. Cashion in 1947 after having served in the U.S. Air Force during WWII. He learned the business on the job, both in the field and in the office. Mr. Williams became President in 1963 and enjoyed a successful career of 39 years in the business. He is a former State President of the MCASC. Eddie retired in 1986.

Everett L. (Buddy) Cashion, Jr., joined the business in 1958 after having served in the U.S. Navy as an electrician's mate. The business was incorporated at that time, with Mr. Cashion, Eddie and Buddy as stockholders and corporate officers. Buddy became President in 1986 and also enjoyed a successful career of 39 years in the business. Buddy retired in 1997.

John C. Williams became a full-time employee of Cashion Electricians, Inc. in 1975 after working part-time for the business since childhood. He became President in January 1998, following his grandfather, father, and uncle in the business that his grandfather started 77 years earlier. He has twice served as MCASC Midlands Area President.

Everett J. Cashion joined the business in 1978 and worked until 1987. He rejoined the business in 1996 and became Vice-President in January 1998, following his grandfather, uncle and father in the business.

Cashion Electricians, Inc. is operated by the third generation of family members and is pleased to report that the fourth generation now works in the business. Ric Hilton, John's son-in-law, began working full-time for Cashion Electricians in 1997. Adam Williams, John's son, began working full-time for Cashion Electricians in 2002 and currently serves as Vice President of the Midlands Area Chapter of MCASC. Another family member, John's sister, Laura W. Cowan, happily joined the office staff in 2002.

Cashion Electricians, Inc. focuses on commercial electrical contracting and service work in the Columbia area. The business enjoys many quality relationships with customers, contractors, suppliers, engineers, architects, and employees. Thirteen employees have reached 25 years of service. This long-term service and experience continue to be critical elements to the success of Cashion Electricians, Inc.

Cashion Electricians, Inc.

Phone: 803.252.4016

PO Box 3818, Columbia, SC 29230

Fax: 803.252-0417

OCTOBER BIRTHDAYS

Michelle Morelli	October 1	Triad Mechanical Contr.	Wife of Ken
Rachel Martin	October 4	E. F. Martin Mech.	Wife of Earl
Joyce Ann Kirkland	October 5	W. N. Kirkland, Inc.	Wife of Gary
Lee West	October 5	S & S Insulation	
Ophelia Brewer	October 5	Easley Mechanical	Wife of Steve
Nick Miller	October 13	Shealy & Sons Electric Co., Inc.	
Quinn Myers	October 21	S & S Insulation	
Junior Jones	October 22	Waldrop Heating & Air Cond.	
Wendy Jones	October 23	The Chapman Co.	Wife of Randy
Henry Poplin	October 23	B & L Electric	
Beth Wilson	October 24	Control Management, Inc.	Wife of Phil
Bill Kirkland	October 26	Bill Kirkland Heating & Air Cond.	
Randy Harley	October 26	Metro Electric	
Jeannie Duke	October 28	Wife of Honorary Life Member	Wife of Bob
Jane Brailsford	October 30	Robinson McFadden	Wife of Dan
Terry Smith	October 30	Rep-South	Wife of Bob

Happy Birthday!!

**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

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
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NO JOBS LISTED

COASTAL AREA

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

NO JOBS LISTED

WELCOME NEW MEMBERS

B & W MECHANICAL CONTRACTORS — TOM DEER — N. CHARLESTON
COLONIAL SUPPLEMENTAL LIFE - PAUL CLARK — GREENVILLE
FAULKNER HAYNES & ASSOCIATES — JIM HAYNES — WEST COLUMBIA
FIRST CAROLINA INSURANCE ASSOCIATES, INC. — JULES MCMILLAN — CHARLESTON

EMPLOYMENT OPPORTUNITY

5+ Years Experienced Commercial HVAC Service Technician
 Pre-Employment Drug Screen Required — Good Driving Record — Good Attitude
 Bear Mechanical Services, LLC Is an Equal Opportunity Employer

Bear Mechanical Services, LLC

Contact: Dennis Anonie or apply in person
 Address: 203-A Dooley Road, Lexington, SC
 Phone: 803.356.3466
 Fax: 803.356.3822

WEEK OF OCTOBER, 2005 – NOVEMBER, 2005

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

LAST CHANCE**Major Facilities Engineering Show/Conference in Greenville October 12 and 13**

A special seminar on steam system improvements, sponsored by James M. Pleasants Co. and offered for 2 PDH credits, is just one of the high-interest presentations to be featured at the Carolina Plant Engineering and Facilities Maintenance Show and Conference, to be held Wednesday, Oct. 12 and Thursday, Oct. 13, at the Palmetto Expo Center, One Exposition Avenue, in Greenville, SC.

The event, produced by Cygnus Expositions, is directed to the interests of plant, facilities, and maintenance engineers in the region, and features exhibits and seminars, both free to attendees. Other topics on the conference program include: compressed air system management, predictive maintenance, arc flash protection, and mold remediation. In addition to the James M. Pleasants Co. seminar offered for credit, there are two other credit sessions, on daylighting and constant-volume zoning. The event also features a facilities tour of the Greenville Downtown Airport, located next to the Expo Center.

The hours for the show are from 10 a.m. to 3 p.m. on both Oct. 12 and 13; the conference hours are 9 a.m. to 3 p.m. on Oct. 12 and 8:30 to 2 p.m. on Oct. 13. More information on the show and conference can be obtained from the web-site: www.proshows.com/cape or by calling Cygnus at (800) 827-8009.

~~~~~ **BABY CONGRATULATIONS** ~~~~~

Daughter (Carolyn Anna Braswell) to Robert & Carol Braswell (L. R. Gorrell-Charleston)  
 Granddaughter/Great-granddaughter (Madison Kailey Miller)  
 to Richard & Florence Miller, Jr./Richard & Doris Miller, Sr. respectively (City Plumbing—Florence)  
 Grandson (Hugh Lanier Smith) to Brian & Kay Smith (Smith, Kesler & Co., P.A., CPA-Gaffney) &  
 Son to Hugh & Jenny Smith (Control Management -Columbia)

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

~~~~~ **CONCERNS** ~~~~~

Jo Kirkman (wife of Raymon Kirkman) Cullum Mechanical Construction, Charleston
 Gloria Hill (Wife of Bob Hill) Hill Electric, Anderson
 Mark Griggs (Son of Roger Griggs) Roger's Computer Service, Lexington
 Preston Mitchell (Father of Tommy Burkett) Burkett Electrical Systems, Columbia
 Lois Duke (Mother of Bob Duke) Honorary Life Member, Greenville
 Estelle Purvis (Mother of Darlene McGee) Bryce Mechanical, Florence
 Richard Miller, Sr., City Plumbing Co. of Florence, Florence
 Mildred George (Mother of Robbie Stephens) Temporary Services, Spartanburg

~~~~~ **SYMPATHY** ~~~~~

Josephine McWilliams (wife of Reece McWilliams, mother of Robert McWilliams),  
 Columbia Cooling & Heating, Columbia  
 Ralph F. Morris, Jr. (father of Lynda Jo Ferriott) Smith & Stevenson, Charlotte, NC  
 Jess L. Stroman, Jr. (Carol Fore's fiancé) MCASC State Office, Columbia



**DON'T WAIT TOO  
LATE TO DESIGN  
YOUR PLANS!**

**Succession Planning for Business Owners Workshop**

**When: Tuesday, November 15, 2005  
3:00 – 4:30 PM**

**Where: MCASC State Office**

**Cost: Your Time & Well Worth It**

**Facilitated By: Wilton Sanders, Esquire  
Sanders Petmecky, LLC - Atlanta, Georgia**

Why Owners Decide to Exit: Retirement?  
Disability?  
Death?

Owner-based Planning: Timeline?  
Professional Advisors?  
Valuation?

Review Exit Objectives: When?  
How Much?  
-Income for Life  
-Income for Survivors  
-Safeguards to Insure Income Stream  
Who Wants to Buy?  
-Family Member  
-Key Employee  
-Sell on the Open Market  
How to Accomplish All This????

Preserving, Protecting and Promoting Value: Retaining Key Employees  
Adequate Cash Flow  
“Goodwill” factor

Converting Value to Cash

**RSVP TO: MCASC State Office (803) 772-7834 or [mflowers@mcasc.com](mailto:mflowers@mcasc.com)**

# MCASC 2005 COURSE REGISTRATION

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

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

NC, GA & AL APPROVED

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

NC, GA & AL APPROVED

Surviving An OSHA Inspection  
 October 26, 2005 - Columbia  
 Time: 9:00 AM - 4:00 PM  
 Member: \$175.00 Non-Member: \$225.00

NC, GA, & AL APPROVED

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

NC, GA, & AL APPROVED

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

NC, GA & AL APPROVED

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

NC, GA, & AL APPROVED

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

NC, GA, & AL APPROVED

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

NC, GA, & AL APPROVED

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

**Associate Member:  
S & S Insulation, LLC**

S & S Insulation, LLC is working on their 5<sup>th</sup> year in the insulation business. Their combined experience in the insulation trade exceeds their young company.

S & S Insulation proudly became members of MCASC in December 2003.

They are members of the AGC, which helps them keep their personnel trained in all aspects of Safety and OSHA requirements. Their supervisors and field personnel have weekly, quarterly and yearly training sessions on safety procedures and requirements. Their E.M.R. is at .75 which they are very proud of.

Their work force consists of 40 highly skilled and dedicated individuals trained in the Commercial and Industrial insulation field.

The home office is located in Hartsville, South Carolina, which consist of 7,200 square feet. That includes their office, fabrication shop and storage of materials and equipment.

The projects they have worked on range from Paper Mills, Chemical Plants, Hospitals, Schools, Food Services, Textile Mills, Power Plants, Waste Water Treatment Plants and Government Facilities.

Their management personnel work closely to insure that their customer's needs, concerns and or questions are taken care of in a timely manner.

S & S's objective is to provide Safety, Quality and the Best of Service in their trade. They look forward to working with you. Satisfaction will be guaranteed.

***S & S Insulation, LLC***  
***1300 North Fifth Street, PO Box 1091, Hartsville, SC 29550***  
***Phone: 843.339.9646 Fax: 843.339.5988***

**Congratulations to our next Associate & Mechanical Members who will be highlighted in the upcoming issue of "The Tool Box":**  
**Gatch Electrical Contractors, Inc. — Charleston**  
**Loveless Commercial Contracting, LLC — West Columbia**

**OCTOBER/NOVEMBER 2005 MONTHLY AREA MEETINGS**

**PIEDMONT AREA**

Tuesday, October 11, 2005 @6:00 PM  
Location: 209 Whitmire Drive, Greenville  
Sponsored By: Freeman Mechanical

**Topic:** Hurricane Rita & Katrina's impact on pricing...  
Material, Equipment, Labor  
Panel Discussion By: Eastern Industrial, N. B. Handy,  
Trane & Temporary Services

**PEE DEE AREA**

Thursday, October 20, 2005 @6:30 PM  
Location: 1610 W. Lucas Street, Florence  
Sponsored By: Ferguson Enterprises

**Topic:** TBA

**COASTAL AREA**

Tuesday, October 25, 2005 @6:00 PM  
Location: 1553 Kings Street Extension, Charleston  
Sponsored By: Transworld, Inc.

**Topic:** Dr. Al Parrish of Charleston Southern Center for Economic Forecasting to present a program on "Economic Outlook As Related to Construction"

**MIDLANDS AREA**

Thursday, November 3, 2005 @6:00 PM  
Location: 1500 Bluff Road, Columbia  
Sponsored By: United Rentals

**Topic:** TBA



P.O. Box 384, 29202  
 1504 Morninghill Drive, 29210  
 Columbia, SC  
 Phone: (803) 772-7834  
 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**

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

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

**I KNOW YOU'RE BUSY...BUT YOU NEED TO READ THIS....**

(Continued From Page 1)

7. Second Injury Fund. A can of worms. Study underway to keep or completely do away with it – that is the question.
8. Frank is consulting with a professional fundraiser to advise the Chamber on fund raising ideas. The Chamber needs to raise some money to hire a “hoss” lobbyist to help push some of the small business issues to the forefront. You can help by encouraging other trade associations you are involved with to join the Small Business Chamber. Let Frank know if you have any ideas. This is one member benefit that is worth every penny the Association spends for membership on our behalf.

I know that all of you guys don't take to hugging other men, but Frank Knapp really deserves at least a big handshake when you see him. I of course hug him. This man works really hard for the small businesses. He has boundless energy and is tenacious about the issues. I am so thankful he is out there for us.

Hugs to y'all,  
 Charlene

**EMPLOYMENT OPPORTUNITY**

**Jennings-Dill Mechanical Contractors**, on a direct-hire basis through its staffing partner, Link Staffing Services, is seeking a seasoned **General Manager** for its **Plumbing Division** in Greenville with minimum of following qualifications: A demonstrated successful history of **managing** multiple, concurrent, large-scale **plumbing projects** involving commercial, industrial, and/or institutional projects; A solid foundation with **estimating** large project plumbing costs; Extensive experience **pur-chasing** project-specific plumbing materials of a high-dollar volume; Appropriate certifications & licenses; Excellent people and general managerial skills; Strong computer skills. Resumes/applications will **only** be accepted through **Link Staffing Services**. Applicants **must** provide current or most recent salary, along with salary requirements for their resume/application to be considered. Please fax or email resumes to **Link Staffing Services at (864) 331-2083 or rdearman@linkstaffing.com (EOE)**