



The Tool Box

Serving the Electrical, HVAC & Plumbing Industries Since 1912

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The Diamond Mine

By: Tom Frisby - www.frisbygroup.org

An Englishman inherited a large tract of land in South Africa. There were reports of gold on the property and so for the next few years, the Englishman frantically searched futilely for the precious ore and drank himself into bankruptcy at the bars.

A Dutchman bought the property and instead of looking for gold, developed the property into a very lucrative farming and cattle estate. While farming, he also dabbled into mining and discovered diamonds. DeBeers Diamond Mines.

I am sure there are a dozen such stories about how DeBeers discovered the largest and richest diamond mines in the world. This one was told by a university president who was trying to make a point about education: That point is that YOU are a diamond mine. If you develop your diamond mine through training, education, strong values and an excellent work ethic, you will then discover your riches. Bill Gates as a young man realized that he and his creativity constituted his diamond mine; Abraham Lincoln realized the same as he read books by candlelight in a log cabin.

In the book *Illusions* by the author of *Jonathan Livingston Seagull*, Bach suggests that if you can dream it, you can do it. And then he adds: but you have to work at it.

Most people who are managers and supervisors in the construction industry do well, earn a good income. We might say that they have developed their own diamond mine. But in the petroleum industry, there is a concept called "secondary recovery". For example, the oil sands in the East Texas field are known as "Wilcox Sands" and are pretty shallow. As the oil is drained from these shallow sands, geologists discovered there were deeper oil bearing sands and that by drilling a little deeper, additional reserves were available from the same well.

Shouldn't the same concept apply to the development of our diamond mines? When one gets to a certain level of knowledge and experience, should one stop exploring, stop developing the natural resource that is YOU? How many presidents of construction companies do I meet who stopped growing years ago? How many project managers who do not read contemporary literature involving their industry? How many stop reading great books, or seeing off Broadway plays or . . . In fact, most of the books I recommend to my clients have nothing to do with construction. I think everyone should read *Machiavelli*; *Illusions*; *Theodore Rex*; a great fairly new book about John Adams; *The Prophet*; something or other on conflict resolution; time management; obviously *The Seven Habits of Highly Successful People*; *Emotional Intelligence*; at least one of Shakespeare's plays and then discuss it with someone; the Constitution; the Declaration of Independence.

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**Many Thanks
To All Sponsors
And Participants
Of The
4th Annual
Piedmont Area
Scholarship
Golf Tournament
And
The 1st Annual
Pee Dee Blast
Sporting Clay
Scholarship Event**

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**“Tool Box Talks” - Safety Tip
EYE SAFETY**

Safety glasses protect your eyes and will save your sight - if you wear them. They offer no protection in your back pocket, your pickup truck or left at the house. People who wear glasses quickly become used to them. Unfortunately, people who don't wear glasses have never developed these habits. When it comes to eye protection, too often people forget, and safety glasses and goggles grow dusty laying unused.

The most common complaint about eye protection is that it's uncomfortable. That's why such equipment must be carefully fitted. Frames must be light, straight and properly adjusted. The lens size should be correct for the wearer, as should the fit of the bridge of the nose and at the temple.

When your goggles or glasses are dirty, dusty or grimy, they can interfere with your vision - so take time to clean them. Don't touch the lenses with your fingers. Never lay goggles or glasses down so the lenses touch something that could scratch or pit them. Store eye protection so that the lenses will be protected. During hot weather, use a sweatband to help keep perspiration off your goggles. Lens "FOG" problems can be eliminated by using an anti-fog preparation.

Some people complain that goggles give them a headache. Here again, proper fit is important. Be sure goggles are worn correctly. The head strap on cup goggles should be adjusted for just enough tension to hold them securely and should be worn low on the back of the head.

Eye protection is important off the job as well as on the job. Here are some tips you can use both at work and at home. Study the label and instructions for eye protection before using cleaning products, pesticides, and herbicides. Consult the chemical MSDS sheet for Personal Protective Equipment recommended. Be sure nozzles are directed away from you and hoses are in good condition. Wear goggles to protect your eyes when handling acids and caustics. Keep the tools you use in good repair.

Remember, eye injuries are preventable. Take the time to keep your eyes safe on the job and off the job.

Get your eye protection gear from RSS Safety. Use Coupon code EYESAFETY to get 10% off your order. Call Debbie at 704-844-2519 or email dwinndwinn@RSSsafety.com.

RSS Safety, LLC
1122 Industrial Drive, Suite 113, Matthews, NC 28105
Telephone (704) 844-2519 Fax (704) 844-0291

Happy Anniversary

Mr. & Mrs. Jules McMillan - 11/14

Concerns

Rhett Leake - James M. Pleasants Co., Charlotte

Condolences

Mrs. Melanie Caswell & The Girls;
Garner Leigh, Davis Brooke, Jamie Keith,
Abbey Hill, & Claxton Grace
Mr. & Mrs. Lewis Caswell
Mr. Jeff Caswell
W. O. Blackstone & Co., Inc. - Columbia
On the loss of husband, father, son & brother
Steven K. Caswell

Welcome New Members

Joe Schelble - McGill Airflow LLC
Irmo, SC
Josh Kilcoyne - Upstate Plumbing, Inc.
Greer
Sara Cox - Blanchard Machinery/Power Systems
Summerville
John Whatley - Greenville Mechanical, LLC
Greenville
Robbie Bass - Southern Piping Company
Greenville

Birth Announcement

Mason Scott Telmanik
Born October 1, 2008, 8:37 PM, 6 lbs. 13 oz.
Proud Parents: Matt & Raven Telmanik
Carolinas Construction Solutions, Charleston

(continued from page 1)

When George Bernard Shaw turned 75, the author of *Pygmalion (My Fair Lady)* was asked by a reporter: How does it feel to have used your potential to the fullest? Shaw replied: "What disturbs me is that I have used, at best, 25% of my potential." I wonder how many of us have used that much of our potential. Not only potential as a president or project manager or estimator or superintendent, but as a person. As a spouse, a father, a family member, a member of the community. As a person. As a person who wants to explore the marvels of this great land of ours. As a person who wants to explore the depths of his feelings. As a person who wants to understand more and answer powerful questions like: Why is the sky blue? To explore something at night other than meaningless television programs, to . . . In other words, "secondary recovery", to drill deeper into life, into your profession, into your role as a parent.

Ted Williams practiced hitting 400 balls a day; Babe Ruth struck out 1330 times . . . each seeking to move deeper into the red zone of life, trying a little harder to let their "reach exceed their grasp" as Browning would say. Another poem that I didn't appreciate in school: *Grammarians' Funeral* by Browning; the concept of "learning for learning's sake" was a foolish thought for me at the time, and my experience has shown that adventures and readings totally unrelated to my profession have been of greatest value to me in life.

Once I had a meeting with a very high powered lawyer on a very important matter. I was told I had ten minutes with him. As I walked in, the lawyer turned his back to answer the telephone on his credenza. Desperately wanting to establish some "bond" with this man because of the great importance of the issue to be discussed, I began scouring the pictures on the wall of his office. When he turned around and said brusquely: "What the hell do you want? I have already made my position clear and I am not interested in what you have to say!" I was still standing in front of a picture across the room from him and I ignored his statement. Instead I said: "This picture. You at the Wailing Wall in Jerusalem. I have stood exactly where you stood and have prayed there too. What year was that? I remember I was there at the Jerusalem Economic Conference as a member of the State Department team." We talked for hours but never about the issue I came to see him about; he cancelled appointments and didn't respond to his secretary's calls. Instead, the two of us, one a Jew and another a Christian, found a common experience that bound us together. At the end of the day, we spent twenty minutes resolving the issue I had come to talk about. And how often is it that the ability to share common experiences overcomes other conflicts that may exist? Experiences that come from continuing to expand one's horizon.

So, it may be a good day to do some more mining of your diamond quarry.

SAVE THE DATES!!!!

August 6-9, 2009

MCASC SUMMER CONVENTION

GINN HAMMOCK BEACH RESORT

PALM COAST, FL

www.hammockbeach.com

4th Annual Piedmont Area MCASC Scholarship Golf Tournament Sponsors

The Piedmont Area MCASC would like to take this opportunity to thank these sponsors for their generous support.

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Temporary Services, Inc.

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Freeman Mechanical, Inc.
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Palmetto Air & Water Balance, Inc.
Plumbers Invitational
Thermal Resource Sales
Trane Upstate Carolina

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Hayes & Lunsford Elec. Contractors
James M. Pleasants Co., Inc.
McCall's Supply Company
NB Handy
Ralph Johnson
Smith & Stevenson, Inc.
W. N. Kirkland, Inc.

1st Annual Pee Dee Blast Sporting Clay Event Scholarship Sponsors

The Pee Dee Area MCASC would like to take this opportunity to thank these sponsors for their generous support.

Lunch Sponsors:

Gasque Plumbing Company, Inc.
Longley Supply Company

Social Sponsor:

Ferguson Enterprises, Inc.

Award Sponsor:

McCall's Supply Company

Refreshment Cart Sponsor:

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Heat Transfer Sales
Jerry's Plumbing
Ken Clary Company
Kudzu Staffing, Inc.
R. C. Jacobs, Inc.
Thomas Frisby, The Frisby Group

Donations:

Backwoods Quail Club
Hepler Plumbing
Low Country Guide Service & Expeditions
Pee Dee Area MCASC
Schofield Hardware, Inc.

MCASC 2008 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

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Check Enclosed for \$ _____

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

NOTE:
 All Courses Will Be Held At
 The MCASC State Office
 Training Facility
 1504 Morninghill Drive

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
 Piping Tips For Better
 Hydronic Systems
 NC License Types: H-1-I, H-1-II
 October 15, 2008 - Columbia
 Time: 9:00 AM - 4:00 PM
 Member: \$175.00 Non-Member: \$225.00

NC, GA & AL APPROVED
 Nuts & Bolts For A Profitable
 Service & Replacement Business
 NC License Types: P-I, P-II, H-1-I,
 H-1-II, H-2, H-3-I, H-3-II, FS, FP, IC
 November 12, 2008 - Columbia
 Time: 9:00 AM - 4:00 PM
 Member: \$ 175.00 Non-Member: \$ 225.00

NC, GA & AL APPROVED
 Surviving An OSHA Inspection
 NC License Types: P-I, P-II, H-1-I,
 H-1-II, H-2, H-3-I, H-3-II, FS, FP
 December 10, 2008 - Columbia
 Time: 9:00 AM - 4:00 PM
 Member: \$175.00 Non-Member: \$225.00

NC, GA & AL APPROVED
 9 Keys For Successful Service &
 Contracting Businesses
 NC License Types: P-I, P-II,
 H-1-I, H-1-II, H-2, H-3-I, H-3-II
 October 29, 2008 - Columbia
 Time: 9:00 AM - 4:00 PM
 Member: \$175.00 Non-Member: \$225.00

NC, GA & AL APPROVED
 Gaining Life-Time Customers
 NC License Types: P-I, P-II, H-1-I,
 H-1-II, H-2, H-3-I, H-3-II, FS, FP, IC
 December 3, 2008 - Columbia
 Time: 9:00 AM - 4:00 PM
 Member: \$175.00 Non-Member: \$225.00

NC, GA & AL APPROVED
 Collections In The
 Construction Industry
 NC License Types: P-I, P-II, H-1-I,
 H-1-II, H-2, H-3-I, H-3-II, FS, FP
 December 17, 2008 - Columbia
 Time: 9:00 AM - 4:00 PM
 Member: \$175.00 Non-Member: \$225.00

**Associate Member:
SOUTHEAST INTEGRATION SERVICES**

Since 1998, Southeast Integration Services has provided commercial and industrial facilities with innovative and effective solutions for their indoor comfort needs. We approach projects utilizing a “Whole Building” concept, integrating the systems together for advanced productivity at the lowest overall cost to the customer.

We are a premiere provider of indoor comfort, air quality and energy solutions throughout the southeast. Our engineers specialize in consulting, commissioning, remediation and design analysis utilizing computer based automation systems to minimize energy cost while ensuring peak performance. We work with facility owners, architects, engineers and contractors to create a building environment which is tailored to the individual needs of our customers. We provide our customers with evaluations, energy audits, onsite systems analysis and implementation of services such as commissioning, energy management systems, indoor air quality, and demand-control ventilation.

We have recently added a few new services that are now available for our customers. They include all levels of energy management from design, maintenance, and installation, as well as project management which could include systems surveys, facility surveys, total integration, and construction management.

At Southeast Integration Services we employ the highest standards for training and service, so you can rest assured that our service professionals will be there to help when needed.

***Southeast Integration Services
1038 Jenkins Road, Suite 112
Charleston, SC 29407-6317
Phone: (843) 795-2021; Fax (843) 795-2335***

**Congratulations to our next Associate & Mechanical Members who will be highlighted in the upcoming issue of “The Tool Box”:
Ogletree, Deakins, Nash Smoak & Stewart, P. C., Greenville - Associate Member
Tuck & Howell, Inc., Greer - Mechanical Member**

NOVEMBER 2008 MONTHLY AREA MEETINGS

MIDLANDS AREA

Thursday, November 6, 2008 @ 6:00 PM
Location: MCASC State Office, 1504 Morninghill Dr., Columbia
Sponsored By: United Rentals, Inc.

Topic: “Construction Workforce Initiative”

Speaker: Steve R. Sanders, PhD, PMP
Director, CICA
Clemson University

PIEDMONT AREA

Tuesday, November 11, 2008 @ 6:00 PM
Location: 288 Fairforest Way, Greenville
Sponsored By: Trane Upstate Carolina

Topic: “Increase Profits With Break-Even Analysis...
Even In A Slow Economy”

Speaker: Chuck Panoff
The Carpedius Group, Ltd.

PEE DEE AREA

Thursday, November 20, 2008 @ 6:30 PM
Location: 149 Hunting Inc. Road, Camden
Sponsored By: Self’s Heating & Air Conditioning, Inc.

**THANKSGIVING & CHRISTMAS
CELEBRATION**

COASTAL AREA

Tuesday, November 25, 2008 @ 6:00 PM
Location: 3325 Pacific Avenue, Charleston
Sponsored By: Cullum Mechanical Construction, Inc.

Topic: “Construction Workforce Initiative”

Speaker: Steve R. Sanders, PhD, PMP
Director, CICA
Clemson University



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.***

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Jim Brewer, Treasurer
Henry Poplin, Secretary
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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.