



Volume 18, Issue 10 October 1, 2021

The Tool Box

Serving the Electrical, HVAC & Plumbing Industries Since 1912

The Comeback of the Meeting Industry

What's inside...

- The Comeback of the Meeting Industry 1-2
- Mechanical Member 3
- Associate Member 3
- Tool Box Talks 4
- Happy Birthday Members 5
- Anniversaries 5
- Thinking of You 5
- Condolences 6
- Interesting Facts 6
- Health Insurance Program 7
- Mark Your Calendars 8
- Recruitment Challenge 9
- Vision/Mission Statement 10

The sun is coming out on the conference industry, just in time. Even worse than the cruise industry, the meetings industry has been hammered by Covid-19. Hundreds of mostly small businesses have simply disappeared. Many others are on life support.

Those of us who've been in the industry awhile know that when the economy catches a cold, the meetings industry gets pneumonia. The Global Pandemic has become the mother of all downturns. But each time it springs back to life. And that is happening now.

Turns out the conference industry is a complex ecosystem of mostly small businesses that do meeting planning, catering, production, security and the brokering of professional speakers and entertainers, among other things.

When there's a meeting in town, say San Antonio or Orlando or Vegas, we vendors swing into action to create an amazing, unique experience for conference attendees. But when there's a steep decline such as the Covid 19 pandemic,

the industry begins to dissipate. Which is what has been happening over the past year. People find other things to do. They gravitate to other gigs.

As a public speaker, I've been part of this ecosystem for 35 years. I've come to see just how cyclical it is, and how fragile. After September 11th, we slowly stumbled back to life. During the Global Financial Crisis it got so bad that a speaker colleague called me from Denver and pondered if it was "game over" for our struggling industry. But each time it has come back, sometimes fitfully, but always, after a while, bountifully.

I am proud of how the meetings industry has tried to adapt to virtual. It's been a steep learning curve. Some groups have been innovative and others have simply cancelled meetings and tried to wait it out. No question that virtual is destined to be part of the meetings mix going forward.

But it's not the same. Live meetings come back because conferences produce unique value for people.



They network, build new relationships; they rub shoulders with old friends, with competitors and suppliers; they play golf and attend cocktail receptions and otherwise bond around their common industry or profession.

They leave knowing things they did not know going in. And they leave inspired to reach higher, to win more business, to upgrade their careers and businesses, knowing that there's opportunity out there if we just have an Opportunity Mindset.

The uptick part of the boom bust cycle is happening again right now, and it is exciting to behold. The energy is building, the phone is starting to ring. Optimism is in the air.

During the depths of Covid 19, I have had a chance to reflect on just how lucky I've been to be part of such a great industry. I've had the good fortune to travel and speak in 54 countries, and all over the United States and its territories. I've keynoted in hockey rinks, on the deck of yachts, in popcorn-infused movie theaters, in warehouses, sports arenas, you name it. I have shared the platform with celebrities, presidents, crown princes, shiekhs and of course, thought leaders galore.

People are looking for lift in spirits and somehow, leaving your home base, traveling to a distant city to attend a meeting gets the creative juices flowing in a way that sitting at your computer never can.

Deep down inside we hope that maybe this presentation by this speaker will be the match that lights the fuse, that ignites the dream, that changes our world. I have never forgotten what speaker and former NSA president Naomi Rhode called "the privilege of the platform." I'm known to the industry as an innovation expert and futurist, but I've always known that my job on that platform is not about me, but it's to be a vessel of dreams, that people are hungry to be taken to a better place in their thinking.

I used to peek out at the audience from behind the curtains and ask myself, "are you the one whom I came to serve today?"

After a speech in Maui some years ago, I met such a person. She waited till all the other well-wishers had shaken hands with me and then approached. She explained that she was a recently retired school superintendent and said, "when I came in here this morning, I was feeling pretty low. But what you said really affected me. And now I feel a sense of hope."

The meetings industry is coming back, and this is why.

Robert B. Tucker is a global futurist and innovation keynote speaker with a client list that includes over 200 of the Fortune 500 companies. President and founder of The Innovation Resource, Tucker is an internationally recognized pioneer in the field of innovation, Tucker's highly interactive presentations lead audiences on a guided tour inside the world's most creative companies. Through stories and examples, Tucker shows leaders how to tap the mindset, skillset and toolset of innovation to embrace change, discover opportunity and avoid obsolescence. Known for his in-depth customization, Tucker provides today's leaders with practical strategies, cutting edge insights, and inspiration to take action once back at the office.



Mechanical Member

Commercial Plumbing Contractors



Wow! It's been a wild ride through the years. In 1964 I started working summers for Easley Heating and Plumbing Supply. In the early 70's, I was working for Mize Mechanical, in the early 80's I was working for Barnes Sheet Metal, and then in the late 80's until 2010 I was working for Easley Mechanical. Now I work for Easley Mechanical Services. Through all the companies I have worked for, there was one constant and that was (Art) Arthur Brewer. He was either the owner or major stock holder of each company and none of them filed for Bankruptcy, they just had changes due to economic conditions at the time.

Although my father, Art Brewer, passed away last year I am still working for Arthur Brewer but this time it is A. Taylor Brewer the grandson of Art.

Easley Mechanical Services is a mechanical contracting company focusing mainly on commercial plumbing and Taylor is the general manager of the company and I am semiretired and sucking more oxygen out of the office than working. Due to the employment situation at this time, we are mainly working in the upstate area. As the economic conditions change we hope to grow and continue to support our customers with quality workmanship and competitive pricing.

Thank you,
Steve Brewer

1027 Pendleton St., Ste B
PMB#7
Easley, SC 29642
P: 864-859-4976

AP/AR:pamdavenport@easleymechnical.com

Associate Member



The Value for General and HVAC Contractors In Outsourcing Air Filter Service and Duct Cleaning

Carolina IAQ (CIAQ), a Division of Carolina Filters, Inc. has been managing air filter service for industrial, commercial and healthcare facilities for over 50 years and has been cleaning HVAC systems, including AHU's, exhaust systems, coils and ductwork for over 30 years. CIAQ has focused its efforts on becoming an expert at a few services, which has resulted in the development of great efficiency and excellent management systems.

Carolina IAQ successfully works with HVAC Contractors and General Contractors as a subcontractor to provide filter service and HVAC systems cleaning services. Below are a few of the benefits that other contractors have realized by sub-contracting work to Carolina IAQ.

- When Carolina IAQ is on a job, they are focused on a few tasks only. CIAQ employees have all the tools, equipment and training necessary to quickly and efficiently perform the tasks at hand. This efficiency allows CIAQ to provide economical pricing to contractors that can easily be marked up to their customers.
- Subcontracting filter service to Carolina IAQ allows HVAC and General Contractors to allocate their high paid resources to perform their core competencies which bill out at a much higher rate than changing air filters. By putting the contractors' employees into higher paying jobs, the contractors realize a much higher profit margin.
- Supervisors and technicians for most contractors do not like changing air filters or cleaning HVAC systems due to the dirty environment and difficult work conditions. CIAQ has found that contractors' employees appreciate their managers subcontracting the changing of air filters or cleaning HVAC systems to others.
- When General and HVAC contractors have their peak sales cycles, many contractors find that subcontracting the air filter service and HVAC systems cleaning out to CIAQ allows them to expand their sales capacity by freeing up their employees to perform other work.
- CIAQ invests time and resources to educate and train team members to become NADCA (National Air Duct Cleaners Association) certified, CVI and ASCS.
- Carolina IAQ's documentation for all its work gives General and HVAC Contractors confidence that the work they are paying for is getting done.

Carolina IAQ challenges all contractors to give CIAQ a try. You have nothing to lose and a lot to gain! For more information about Carolina IAQ visit www.carolinaiaq.com.

“Tool Box Talks” - Safety Tip

TOOLBOXTOPICS.COM

What Are the Dangers of Power Tools?

Appropriate personal protective equipment such as safety goggles and gloves must be worn to protect against hazards that may be encountered while using hand tools.

Workplace floors shall be kept as clean and dry as possible to prevent accidental slips with or around dangerous hand tools.

Power tools must be fitted with guards and safety switches; they are extremely hazardous when used improperly. The types of power tools are determined by their power source: electric, pneumatic, liquid fuel, hydraulic, and powder-actuated.

To prevent hazards associated with the use of power tools, workers should observe the following general precautions:

- Never carry a tool by the cord or hose.
- Never yank the cord or the hose to disconnect it from the receptacle.
- Keep cords and hoses away from heat, oil, and sharp edges.
- Disconnect tools when not using them, before servicing and cleaning them, and when changing accessories such as blades, bits, and cutters.
- Keep all people not involved with the work at a safe distance from the work area.
- Secure work with clamps or a vise, freeing both hands to operate the tool.
- Avoid accidental starting. Do not hold fingers on the switch button while carrying a plugged-in tool.
- Maintain tools with care; keep them sharp and clean for best performance.
- Follow instructions in the user’s manual for lubricating and changing accessories.
- Be sure to keep good footing and maintain good balance when operating power tools.
- Wear proper apparel for the task. Loose clothing, ties, or jewelry can become caught in moving parts.
- Remove all damaged portable electric tools from use and tag them: “Do Not Use.”

U.S. Department of Labor
Occupational Safety and Health Administration
OSHA 3080

Happy Birthday Members!

Eve Brewer	10/1	Easley Mechanical Services, Inc.	Wife of Jim
Andy Locklair	10/2	Jennings-Dill	
Kelly Miller	10/3	Miller HVAC Service	Wife of Bob
Jason Shaluly	10/3	RepSouth	
Ophelia Brewer	10/5	Easley Mechanical Services, Inc.	Wife of Steve
Joyce Ann Kirkland	10/5	Wife of Honorary Life Member Gary	
Terry Walkup	10/5	Walkup Electrical Construction, LLC	Wife of Tommy
Lee West	10/5	Old Dominion Insulation	
Gail Waldrop	10/14	Wife of Honorary Life Member Benny	
Frank Hill	10/22	Hill Plumbing & Electric Co., Inc.	
Henry Poplin	10/23	B & L Electric Co.	
Beth Wilson	10/24	Control Management, Inc.	
Randy Harley	10/26	Honorary Life Member	
Bill Kirkland	10/26	Bill Kirkland Heating & Air Conditioning	
Jimmy Gatch	10/27	Gatch Electrical Contractors, Inc.	
Jeannie Duke	10/28	Wife of Honorary Life Member Bob	
Jane Brailsford	10/30	Wife of Honorary Life Member Dan	
Terry Smith	10/30	Wife of Honorary Life Member Bob	
Susanne Dwight	10/31	Carolina Filters, Inc.	Wife of Coles

We would like to announce your Birthday too! If you would like to be listed, please call 803-772-7834.

Anniversaries

Mr. & Mrs. Bill Campbell	10/14		Anne
Mr. & Mrs. Pete Bailey	10/19		Sharon
Mr. & Mrs. Gary Kirkland	10/19		Joyce
Mr. & Mrs. Jim Maguire	10/23		Gloria
Mr. & Mrs. Andy Locklair	10/24		Renee
Mr. & Mrs. Mike Richardson	10/25		Kim
Mr. & Mrs. Bob Miller	10/27		Kelly
Mr. & Mrs. Duwayne Jacobs	10/28		Sylvia
Mr. & Mrs. Edward Gibbs	10/29		Emily

Thinking of You

Mrs. Phyllis Epting	SAMCO
Mr. David Gregg	Honorary Life Member

Condolences

<p>Control Management & Family For the loss of there friend & Employee Control Management, Inc. Edwin "Ed" Christian Reamer September 1, 2021</p>
<p>Marcus & Meghan Stevens & Family For the loss of his father McGriff Insurance Services Gary W. Stevens September 3, 2021</p>
<p>Mary Elizabeth Johnson & Family For the loss of her father McGriff Insurance Services Alfred "Al" Thomas Johnson September 7, 2021</p>
<p>Lisa Steinmeyer & Family For the loss of her husband Hill Plumbing & Electric Co., Inc. George Wesley Steinmeyer September 7, 2021</p>
<p>Deloris Croom & Family For the loss of her husband Hill Plumbing & Electric Co., Inc. Julius Leon Croom September 25, 2021</p>
<p>Steve & Jan French & Family For the loss of Jan's father Triad Mechanical Contractors, Inc. William "Bud" L. Clayton September 26,2021</p>

Interesting Facts About October

1. Tourmaline and opal are the official birthstones of October.
2. The birth flower of October is the bright orange calendula, also known as the marigold.
3. The star sign of everyone born in October is either a Libra or a Scorpio. Libras are born between 23 September to 22 October and Scorpions are born between 23 October to 21 November.
4. Shakespeare never mentioned October in any of his plays or sonnets!
5. Matt Damon, Julie Andrews, Hillary Clinton, Bill Gates, Katy Perry, Julia Roberts and even Christopher Columbus were all born in October!
6. In German and Dutch, October is called 'Oktober', in Italian it is 'Ottobre', in Turkish it is 'Oketopa' and in Korean it is 'Siweol'.
7. Babies born each year during October are thought to be very smart and are usually high achievers.
8. October is the tenth month of the year and is the sixth of seven months to have 31 days.
9. October and January always start on the same day of the week in common years. In leap years, October doesn't start on the same day of the week as any other month. October and February also always end on the same week day!

October is a very special month with 31 days full of wonderful celebrations. With important historical days and cool national and global celebrations, you and your family and friends will be giddy for October to arrive.

we can help you fit the right group plan for your business



Simple. Safe. Savings.

Try Allstate Benefits

Enjoy the cost savings of level-funding, without taking on added risk, with Allstate Benefits. Our program gives your employees access to broad, national networks — like the Aetna® Signature Administrators PPO Network and the Cigna PPO Network — while providing quality health benefits to all of your group's members.

Why a level-funded program?

- ✓ **Customizable plan designs** making it easy for you to find the right fit for your group.
- ✓ **Receive money back** in years when claims are lower than expected.
- ✓ **An experienced team** is always ready to provide expertise before, during, and after you've chosen your plan.
- ✓ **Teladoc® and Vitality®** wellness programs are included for being a member.



Save up to 30%* with Allstate Benefits

* Savings example is for an employer group in Alabama with 3 eligible employees.

The Allstate Benefits Self-Funded Program provides tools for employers owning small to mid-sized businesses to establish a self-funded health benefit plan for their employees. The benefit plan is established by the employer and is not an insurance product. For employers in the Allstate Benefits Self-Funded Program, stop-loss insurance is underwritten by: Integon National Insurance Company in CT, NY and VT; Integon Indemnity Corporation in FL; and National Health Insurance Company in all other states where offered. National Health Insurance Company, Integon National Insurance Company, and Integon Indemnity Corporation are rated "A+" (Superior) by A.M. Best.

ABGH_1191 (Rev. 08/2021) © 2021 Allstate Insurance Company. www.allstate.com or allstatebenefits.com



Start saving now!
Call today.

Agent: Thomas H. Peacock
Phone: 803-310-4843



Allstate
BENEFITS

MARK YOUR CALENDARS

Area Meetings & Up Coming Events

Piedmont Area

Tuesday, October 19, 2021 Covid Catch Up Forum
Yee-Haw Brewing Company
307 E. McBee Ave., Suite C., Greenville
Hosted By: Trane

15th Annual Piedmont 2022 Clays for Education Sporting Clays Tournament
Friday, April 29, 2022
The Clinton House, Clinton, SC



Midlands Area

Thursday, October 7, 2021 Joint Meeting with ASHRAE, ASPE, Columbia Contractors & NAWIC
Mill Creek Hunt Club off Bluff Road, Columbia
Venue Hosted By: W. B. Guimarin & Co.
Dinner Sponsored By: Gregory Electric Co., & Love Chevrolet Fleet
Program: "Phishing Attacks & The Dangers They Pose To Your Business"
By John Loy, Director of Engineering, Gregory Technologies

11th Annual Midlands Nine At Night Golf Tournament
Date: TBD
Location: TBD



Pee Dee Area

Thursday, October 14, 2021 Covid Catch Up Forum
Roger's Barbeque
2004 W. 2nd Loop Road, Florence
Hosted By: Carolina Insulation Contractors

Pick a Winner for Education-Winner of Drawing is Paul J. Trembath



Coastal Area

Tuesday, October 26, 2021 Area Meeting
Gateway Supply Co.
2035 Spaulding Dr., N. Charleston
Hosted By: Gateway Supply Co.
Program: Vaccine Guidance For Contractors

Coastal 13th Annual Inshore Fishing Tournament
Friday & Saturday, May 13-14, 2022
Location: TBD



Christmas Party Friday, December 3, 2021,
Embassy Suites By Hilton Charleston Harbor 100 Ferry Wharf Road, Mt. Pleasant, SC 29464

MCASC requires that all attendees follow the CDC and OSHA Guidelines when attending.



2021-2022 RECRUITMENT CHALLENGE!!

Effective NOW through May 31st, 2022!

ALL MEMBERS ARE ELIGIBLE TO COMPETE FOR A CHANCE TO WIN:



TWO COMPLIMENTARY



Registrations to the 2022 Summer Convention!

We are counting on you to break out your networking boots and inform prospective members about the benefits of being part of the Mechanical Contractors Association of South Carolina!

We look forward to welcoming our new members and as a reminder; here are some of the benefits we continue to provide:

- an ongoing effort to offer free training opportunities for both professional & craft personnel
(Participation in our training program means "WE pay YOU to be a member!")
- a proactive political/legislative agenda
- current business/technical information & support
- a joint industry collaboration to improve relative business practices
- development of industry related career opportunities & work force development
- networking opportunities
- Group Health Insurance Program

Help us to continue to enhance the future of the construction industry in South Carolina!



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.*

Executive Board & Staff

Randall Owens
President

Jim Hearn
Vice-President

Karen Linden
Treasurer

Mike Richardson
Secretary

Mac Doyle
Associate President

Mona Flowers
Managing Director

Congratulations to our Associate &
Mechanical Members who will be
highlighted in the November issue of

"The Tool Box"

Associate Member



EASTERN

Mechanical Member



**GREGORY
ELECTRIC
COMPANY, INC**

Update Your Outlook

Let us know if we need to
update your Outlook or if
you know someone
who does!

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 Associations objective for this mission is to enhance the future of the Construction Industry in South Carolina.