

PIPELINE

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COMMERCIAL/INDUSTRIAL/INSTITUTIONAL MECHANICAL CONTRACTORS

FALL 2013

Swimming In The Shark Tank

—Pauline Lally

While attending a GKIC Super Conference recently in Orlando, I had the pleasure of meeting real estate celebrity Barbara Corcoran. GKIC stands for Glazer Kennedy Insider Club, a group that provides marketing resources to small business.

I learned about Barbara Corcoran when a friend sent me a copy of her book, *Shark Tales: How I Turned \$1,000 into a Billion Dollar Business*. I have to be honest; before reading her book, I had never watched "Shark Tank"—did not even know what it was about. I wondered what this lady was going to teach me about business. Once I began reading the book, though, I could not put it down. What an inspiring lady! So imagine my delight when I found out she was the keynote speaker at the conference. Off I went to Orlando to hear Barbara tell her story in her own words.

She began by telling us she grew up in Edgewater, N.J., the second oldest of 10 kids. She went to Catholic school, and joked that it was an accomplishment for

her to make straight D's, making the point that "there's always a dumb kid in school who thinks grades have something to do with what you end up doing in life. They don't. It's street smarts that helped me succeed."

After college, she met a future boyfriend, Ray Simone, while waitressing at a diner. He loaned her \$1,000 and they started a business together called Corcoran-Simone in 1973. She became a rental agent in Manhattan and from there did almost everything there is to do in real estate, from renting properties to selling one of the most expensive buildings in Manhattan owned by Donald Trump. She built the \$1,000 investment into The Corcoran Group, a \$6 billion business she eventually sold it for multi-millions.

Having seen her in person made the TV show "Shark Tank" come to life for me. I can see how the way she interacts with others on the show translates into how she must've operated as a businesswoman in her real estate firm. Sometimes contrarian



PSI's Pauline Lally (left) with real estate legend Barbara Corcoran.

in her choices of whose idea she will invest in, Barbara has made some wise and profitable investments on the show.

I've learned many lessons from her, the most important being that swimming against the tide can be very profitable!

News from the Bureau of Pipefitters, Refrigeration Technicians, and Sprinklerfitters

I have been serving on the Bureau since 2006, having been appointed by then-Governor Romney and subsequently reappointed by Governor Patrick. The Bureau operates under the Massachusetts Department of Public Safety (DPS).

In August 2012, the existing pipefitting law was amended to include previously unregulated areas and also created a new permitting program for process piping. Recently, Chapter 3 of the Acts of 2013 was passed, which also directly affects the licensing for pipefitting work in Massachusetts. The first section directs the Bureau to create classifications of pipefitter licenses within its regulations. The second section permits individuals who were not previously required to be licensed under M.G.L. c. 146 § 84 to be grandfathered into the new process piping pipefitter license.

Currently the Board is working to amend 528 CMR 10, 11 and 12 to comply with the new regulations. Stay tuned for further developments. You can also visit the DPS web-site for more information: <http://www.mass.gov/eopss/consumer-prot-and-bus-lic/license-type/refrigeration/bureau-of-pipefitters-refrigeration.html>.



piping systems inc.

32 Mill Street (Rt. 79)

P.O. Box 409

Assonet, MA 02702

TEL: 508/644-2221 • FAX: 508/644-2447

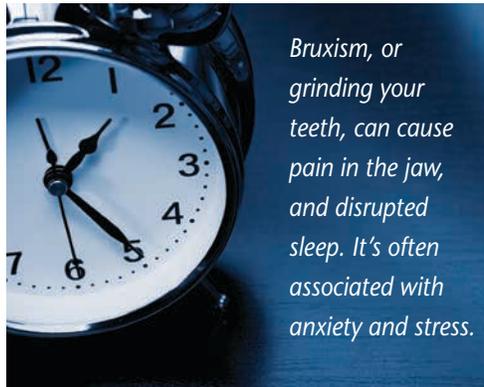
E-MAIL: psi@PipingSystemsInc.com

WEBSITE: www.PipingSystemsInc.com

Common Sleep Disorders

Barking dogs and ambulance sirens can interfere with a good night's sleep, but so can a number of physical conditions. Because sleep is essential to your health, become familiar with these common disorders and conditions that prevent restful shut-eye:

- **Teeth grinding.** Technically known as "bruxism," grinding your teeth can cause pain in the jaw, as well as annoy whomever you're sleeping with. It's often associated with anxiety and stress. A mouth guard can reduce tooth abrasion, so talk to your dentist.
- **Sleep paralysis.** While drifting off to sleep, or waking up, you may suddenly realize you're unable to move your body. The condition can go on for several minutes. It happens when part of your brain is in REM sleep and it shuts down your ability to move so you don't injure yourself during dreams. It's not dangerous—just unnerving.
- **Obstructed sleep apnea.** An obstruction in the upper airway can cut off oxygen for 20-40 seconds as you sleep, preventing you from getting the rest you need. And you may not even be aware of the problem unless a partner notices your breathing difficulty. Treatment depends on the seriousness of the condition; surgery is one option, but lifestyle changes such as losing weight and avoiding alcohol can also be effective.
- **Night terrors.** Not a nightmare, but an intense sensation of fear that's most common in children. Though scary for parents and kids alike, night terrors aren't considered dangerous and usually don't result in any lost sleep.
- **Restless leg syndrome.** An irresistible compulsion to move parts of your body as you're trying to fall asleep, RLS is a neurological disorder that can affect your arms, torso, and even phantom limbs. Stretching or shaking your limbs can bring some relief; iron supplements may be effective, but have your iron level tested by your doctor before taking any pills.



Bruxism, or grinding your teeth, can cause pain in the jaw, and disrupted sleep. It's often associated with anxiety and stress.

Family Pets

You may not be able to claim Fido or Fluffy as dependents, but lots of people do consider their animal companions to be full members of the family.

A survey conducted by Harris Polling found that 94% of dog owners and 91% of cat lovers think of their pets as family. About one-third buy holiday gifts for their pets, and 18% say they regularly give them birthday presents.

Owners spent about \$52.87 million on their pets in 2012, up from \$50.96 million in 2011. Pets are companions in about 62% of U.S. households, totaling more than 72 million homes.

Survival Of 21st Century Reading

Print books may or may not be in danger, but reading in general isn't going out of style. Data from the Pew Research Center indicates that about 78% of Americans 16 or older say they've read at least one book in the last 12 months.

Pew looked at variations among reading habits in different communities. For example, 80% of urban and suburban residents alike say they've read at least one book in the past year, along with 78% of those in rural areas. We read for many reasons: 82% of suburban book lovers say they read for pleasure, as well as 79% of city dwellers and 76% of rural residents. At the same time, 79% of urbanites read to keep pace with current events; so do 79% of readers in the suburbs, and 73% of rural readers.

It's not all e-books, either: 58% of Americans 16 and older say they have a library card, and 69% say that libraries are very important to them and their families.

Key To Creativity: Venture Into The Great Outdoors

No pill can make you more creative, but new evidence suggests that you can boost your imagination by just getting outside and spending some time in nature. Researchers from the University of Kansas gave a standard creativity test—called the Remote Associates Test—to four groups of backpackers as they were about to set off on a series of lengthy hikes. They also administered the test to a second group of hikers who were already four days into their nature excursion. This second group scored almost 50% higher in creativity than their counterparts.

Ruth Ann Atchley, department chair and associate professor of cognitive/clinical psychology at the University of Kansas, describes the findings this way: "Nature is a place where our mind can rest, relax, and let down those threat responses. Therefore, we have resources left over—to be creative, to be imaginative, to problem-solve—that allow us to be better, happier people who engage in a more productive way with others."

So if you need to spark a creative idea or two, maybe you need to head for the great outdoors, away from the distractions of civilization, and let your mind roam freely.

SPEED BUMP

Dave Coverly



Plan Your Workday's Start For Maximum Efficiency

Your first few minutes at work can set the tone for the entire day, so don't waste them. Here are some tips for launching a productive day from the very start:

- **Arrive on time.** Nothing throws you off your game like having to catch up with everyone else. Get the rest you need, and give yourself plenty of time to show up when you need to be there.
- **Settle in smoothly.** Don't take too much time for this. Spend just a few minutes reviewing your to-do list (updated the night before) and checking in with your boss and employees. Plan your day, but be ready for interruptions as they arise.
- **Check messages—briefly.** Don't bother answering every email and phone message you've received since yesterday. Review them quickly, deal with any that require immediate attention, and then move on.
- **Think.** Your brain is fresh in the morning, so use it to make plans. Review your long-term goals as well as your most urgent tasks for the day, and spend a little time analyzing your priorities so you can put your energy where it will do the most good.
- **Choose your most important task first.** This may be the task you least want to do, but putting it off will only distract you and drain your energy. Look over your to-do list and pick the job that will have the biggest impact, and take it on while you've got maximum energy.
- **Plan a break.** Don't push yourself to stay at peak energy all day. Schedule a quick break at some point in the morning so you can double-check your priorities, revise your plans, and get a little rest to prepare for the rest of the day.

How To Lead A Purposeful Life

The most successful people are those who have a strong sense of purpose at work—and in life. So how do you find your own unique purpose? Try this exercise:

- **Identify what you do best.** Look at your current job and your previous jobs, as well as activities outside work. Focus on what you do well, but don't ignore what you enjoy—usually we're good at tasks we like, and vice versa.
- **Focus on helping others.** Ask yourself what you enjoy doing that helps other people. That's usually more fulfilling than just earning a paycheck, and more valuable to employers and clients as well.

Combine those two elements and you'll have a good idea of how to start moving toward a life that's based on purpose.

Conduct An Inventory Of Success To Get Back On Track

Most of us sometimes fall into the trap of undervaluing our achievements. No matter what we've achieved, on a bad day we can easily view our lives as a series of failures and disappointments. But you don't have to surrender to negativity.

When you start feeling like a has-been, step back and make a list of your accomplishments. Examine four categories:

- **Education.** Review the classes you've completed, the degrees you've earned and your professional certifications.
- **Professional positions.** List every major job you've ever held, along with the responsibilities and authority you had.
- **Projects.** Look at every project you've been involved in that met with success because of your contributions, large or small.
- **Accomplishments.** Note every career achievement: awards, promotions, significant praise from superiors and so forth, along with its importance to your organization, the community, your family and yourself.

This "success inventory" will help you get back on the track of thinking positively about your strengths and potential.



What is the largest value of U.S. coins you can have and not be able to make change for a dollar?

Trivial Pursuits

- 1) According to plastic surgeons, a mentoplasty will enhance the look of what?
 - a) Feet
 - b) Kneecaps
 - c) Chin
 - d) Collarbone
- 2) Which famous seven-footer is credited as the only NBA player to have killed a lion with a spear?
 - a) Dikembe Mutombo
 - b) Gheorghe Muresan
 - c) Rik Smits
 - d) Manute Bol
- 3) "Sudoku" sounds like a popular grid-based puzzle but is actually a rare form of rat-bite fever. What's the correct spelling for the puzzle?
 - a) Suduko
 - b) Sodoko
 - c) Sudoku
 - d) Suduku
- 4) What is the largest value of U.S. coins you can have and not be able to make change for a dollar?
 - a) \$1.89
 - b) \$2.14
 - c) \$1.19
 - d) \$1.71
- 5) In 1932, Warner Brothers introduced short-lived Mickey and Minnie Mouse knockoffs named what?
 - a) Mattie and Margie
 - b) Hoppy and Sheila
 - c) Foxy and Piggy
 - d) Andy and Annie

—from *mental_floss*

Answers: 1) c (Mentum is the Latin word for chin.) 2) d (The incident took place in his native Sudan.) 3) c 4) c (one half-dollar, one quarter, four dimes and four pennies) 5) c (Foxy was the Mickey character.)

The Reduction Of Lead In Drinking Water Act

By now, most of you are aware that the federal Reduction of Lead in Drinking Water Act passed in 2011. Perhaps a smaller number realize that this law will go into full effect on January 4, 2014. Here are some FAQs from the website GetTheLeadOutPlumbing.com:

What is the Reduction of Lead in Drinking Water Act?

This is a federal law that amends the Safe Drinking Water Act (SDWA) and sets new, lower standards for the amount of lead permissible in plumbing products that come into contact with potable (drinkable) water. The U.S. Environmental Protection Agency (EPA) has primary responsibility for interpreting the



SDWA, with individual states using health or plumbing codes or other standards consistent with the SDWA and EPA regulations to enforce those standards.

What exactly does the law mandate?

The new law reduces the permissible levels of lead in the wetted surfaces of pipes, pipe fittings, plumbing fittings and fixtures to a weighted average of not more than 0.25%. In addition, the law retains the 0.20% lead limit for solders and flux first implemented in 1986 and stipulates a method for calculating the weighted average lead content. Products that meet this standard are referred to in the law as "lead free."

continued below

Drinking Water Act... *from above*

Is there a timeframe in which existing installed products must be replaced with lead free?

The law requires new products, new installations and repair work to comply with the regulation. There is no requirement to remove or retrofit existing products.

If you repair a system or have a renovation that adds to a system, do you have to bring the entire system up to the new law?

Materials installed must comply with the law after the effective date. There is no requirement to remove existing, functioning devices and replace them with compliant products.

For more information, go to www.GetTheLeadOutPlumbing.com.

Depend on Piping Systems Inc. to perform projects that comply with current codes. Because we do things "the right way" with respect to methods and licensing, you never need to worry about running afoul of local, state or federal regulations.

Win A Free eReader!

From time to time we send a communication to all those customers for whom we've been fortunate to have completed a project or service call. The customers are invited to fill out a customer survey located on our website at www.pipingsystemsinc.com/survey.html.

Each month, a name is drawn from the list of respondents and a prize awarded to that lucky individual.

So, if you somehow missed the communication, please feel free to complete a survey for any project or service we've performed for you. A separate entry is allowed for each completed contract or invoice for service.

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pipingsystems inc.

32 Mill Street (Rt. 79)
P.O. Box 409
Assonet, MA 02702

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