

# PIPELINE

piping systems inc.

COMMERCIAL/INDUSTRIAL/INSTITUTIONAL MECHANICAL CONTRACTORS

SUMMER 2013

## You Can't Recycle Wasted Time!

**T**he older I get, the more I value my time. That recognition came when I woke up one morning and realized that half of my life was gone—of course, I don't presume to believe that I will definitely live to be over 100! I am not in control of when my last day will be; however, I can choose how I will live each day before that day comes, whenever it may be.

Of all the commodities in the universe, time has been described as the most precious. Since the beginning of the human race, time has been studied, talked about, wasted, lasted and has gone by too fast. The most rudimentary methods of measuring time, as well as today's most sophisticated, have been used to calculate it. Regardless, an hour lost is still a lost hour, no matter how it's measured.

So, if time is our most precious commodity, what's more important than managing your own time? Nothing!

### **What is Your Time Worth?**

I recently finished reading Dan Kennedy's book, *No B.S. Ruthless Management: Time Management for Entrepreneurs*. In it, marketing and business legend Dan Kennedy explains how to best use your time in order to help your business (and your life as a whole) function more efficiently.

One of the main concepts Kennedy emphasizes is to know the value of your time as a manager or business owner, and to only invest your energy into projects and tasks that are worthy of your time. Oftentimes, staying in alignment with that advice might mean that you have to delegate tasks to other people, employees or another company. Sometimes the people in charge of making these decisions (business owners or managers) can feel as if paying someone else to do a job they could do themselves is a waste of money.

**Here is one key rule for time management:** just because you can do it, doesn't mean you should be doing it. I know that sounds like a warning your mother would give you, but it's actually very sound time and business management advice. Although you may have to pay a bit more to get the job done because it frees up you and your valuable time to work on other

projects, the job actually ends up costing you less in the long run.

I often encourage businesses that are considering working with Piping Systems to look beyond the hard costs of our services

and think about the ultimate value we will be bringing to their business, because with us they have the peace of mind of knowing they won't have to micromanage the project themselves. When you hire Piping Systems, you aren't just hiring a contracting company; we will manage every aspect of the project from start to finish, you'll never have to babysit us or wonder if the job is going to be done on time.

And on top of that, you'll get top quality, first rate

craftsmanship—and will never end up having to go back and troubleshoot areas that weren't done right the first time, like you might with a "bargain contractor."

Because we offer full, comprehensive service and project management to all our clients, a project manager or owner is free to focus on more critical elements of their business, all the while having full confidence that the job will be done right, and done so the first time. They are able to focus their valuable time on matters that are truly worthy of their attention. As a result, in the long run more is accomplished in the same amount of time.

Be efficient with your time, and trust us to be efficient with your piping. I promise in the end you'll be thrilled you didn't go with a less proficient contractor just to save a little money.

—Pauline L. Lally



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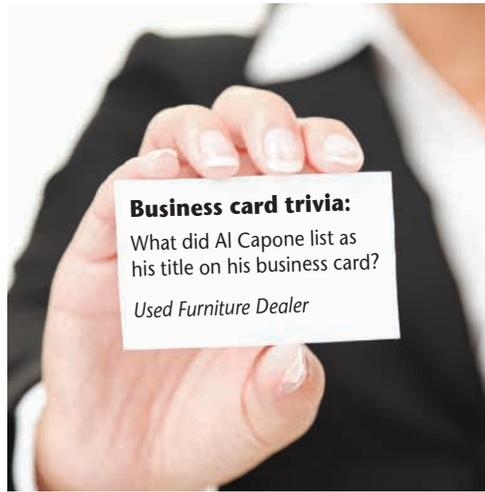
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# Don't Get Caught Without Your Business Card

An acquaintance who asks for your business card is paying you a professional compliment. Don't blow the opportunity. Always have a card handy, and follow these important tips:

- **Set a goal.** You'll be less likely to forget your cards if you have a plan for using them strategically. For instance, you might set a goal of giving out five to 10 cards every day.
- **Invest in a good design.** Make sure your cards look professional and attractive so you'll enjoy handing them out. This will also serve as a motivation to keep your cards with you.
- **Practice your presentation.** How are you going to introduce yourself and offer your card? How are you going to make a positive impression?
- **Keep your cards neat.** Buy a nice business card case instead of jamming cards into your pocket or wallet where they could get damaged.
- **Keep business cards everywhere.** Store them in your glove compartment, in your gym bag, in your desk drawer, in your coat pocket and in your briefcase so you never have to admit, "I don't have one with me right now."



## An Easy Choice?

A manager was interviewing a job candidate. After reviewing the applicant's qualifications, he went on to some questions designed to probe the man's personality.

"If you could have a conversation with someone living or dead," he asked, "who would it be?"

The candidate thought for a moment and then responded, "The living one."

## Are You A "Real" Leader?

Leadership is more than a job. It's a way of life that makes the difference in corporate bottom lines, in competitive environments, and in the face of external or internal personnel challenges. Ritch K. Eich, author of *Real Leaders Don't Boss* (Career Press), offers these insights into the real role of leadership for any manager:

- Real leaders don't boss. They are calm in their style, yet have zero tolerance for bullies, who, in any capacity, undermine performance and morale.
- Real leaders have a central compass. They aspire to do what's right and to be a part of something bigger than themselves.
- Real leaders communicate with clarity, honesty and directness, and they know how to listen.
- Real leaders have a unique makeup. Their passion translates into a strong corporate culture.
- Real leaders value and support everyone they lead, out front as well as behind the scenes.
- Real leaders know when to get out of the way.
- Real leaders are accessible. They are humble and easily approached.
- Real leaders know the difference between character and integrity, and why it takes both to succeed.

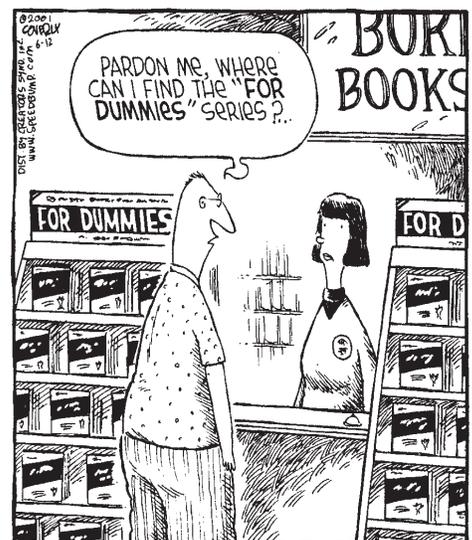
## Germs At Work

Germs are everywhere. And though most of them won't kill you, nobody likes the thought of exposure to a potentially serious disease, or just wallowing in general yuckiness at work. You probably can't wear a hazmat suit to the office, so follow this advice for fighting off the germs and bacteria lying in wait for you at your workplace:

- **Wash your hands often.** Don't just dash them under the faucet for a few moments. Spend at least 20 seconds with soap and running water to eliminate germs you may have picked up. Hand sanitizer will help in a pinch, but it's not considered as effective.
- **Disinfect your workspace.** Wipe down your desktop with some disinfectant. Clean your phone, your computer mouse, and your keyboard (check with IT on the safest method). Throw out any old food hiding in corners or drawers.
- **Watch out for common surfaces.** The copier...the fax machine...the microwave door handle...elevator buttons...light switches...even the office doorknob can retain potentially infectious germs. Disinfect them when you can; use paper towels on faucet handles in the bathroom if possible, and use your knuckle, not your fingertip, on buttons and light switches.
- **Stay home.** If you're sick, don't go to work and spread your germs. Do yourself and your colleagues a favor and work from home or take a sick day to avoid exposing others to disease.

SPEED BUMP

Dave Coverly



# Auto Accessories That Just Didn't Make The Cut

James Bond's cars come equipped with ejector seats and machine guns. Real-life automakers have been similarly creative with accessories, though not all of them have stood the test of time. A leading insurance company website notes three of the more unusual variations that autos have sported at one time or another:

- **The record player.** The 1956 Chrysler, DeSoto, Dodge and Plymouth models offered an optional turntable that slid out from beneath the dashboard to play drivers' vinyl records at the touch of a button.
- **The third headlight.** The 1948 Tucker Sedan sported an additional headlight in the center of its hood, capable of swiveling along with the car's steering wheel for improved visibility when turning corners. Only 51 of the sedans were ever built, and the extra headlight had to be hidden behind a cover because of laws in 17 states prohibiting more than two headlights on cars.
- **The invisible gas cap.** For a more streamlined look, some carmakers tried hiding fuel caps behind taillights and rear license plates; the 1956 Chevy Bel Air featured a rear headlight that would flip down to reveal the gas cap. The practice was discontinued when safety experts pointed out that in a rear-end collision, even a small bump could create a dangerous gasoline leak.

## Another Reason Not To Skip Your Workout: Brain Health

Exercise is good for your body, of course. But it may keep your brain healthy as well, especially as you grow older.

A study of more than 600 older people (average age 74) found that those who exercised three or more times a week for 30 minutes at a time were about 40% less likely to develop vascular dementia (associated with reduced flow of blood to the brain) than those who weren't as physically active.

Exercise didn't appear to have any impact on the subjects' risk of Alzheimer's disease, which is just one specific form of dementia, but those who did work out were generally less likely to develop difficulties with their thought processes.

## Discover What Drives You

What kind of motivation do you respond to best? The answer can guide you toward the success you're seeking. Here's a simple test that experts in neurolinguistic programming (NLP) frequently use:

Imagine that you've just won the lottery and you'll never have to work again. Which of the following descriptions would apply most closely to you?

A. You feel safe and secure. You have everything you need to be comfortable and free of worries. You don't have to do anything you don't want to. You can make most of your problems go away easily.

B. You can do whatever you want. You can buy your favorite car, live any place, and go anywhere you've ever dreamed of. Any goal you've ever thought about is now within reach.

If "A" feels most accurate, you have what NLP gurus call an "away-from" personality. You're motivated to avoid negative outcomes, which can help you manage obstacles and plan for problems, although you may not be drawn toward grand, challenging goals.

If "B" describes you better, you have a "toward" personality. You're driven by achievement, but you don't necessarily deal effectively with details or organize your campaign well.

Both personality types have pros and cons, and most people have a little bit of both. But knowing which fits can help you decide what will work best when you're setting goals and striving for success.

Which type of fruit is produced by the ficus tree?



## Test Your Knowledge

- 1) Which type of fruit is produced by the ficus tree?
  - a) fig
  - b) starfruit
  - c) date
  - d) mangosteen
- 2) According to legend, the Lone Ranger's mask was made from which item of clothing?
  - a) his mother's shawl
  - b) his brother's vest
  - c) his father's shirt
  - d) his grandmother's apron
- 3) Which European capital is built on 14 islands connected by 57 bridges?
  - a) Oslo
  - b) Helsinki
  - c) Bern
  - d) Stockholm
- 4) Which U.S. note has *not* been redesigned in the past 20 years?
  - a) \$100 bill
  - b) \$50 bill
  - c) \$10 bill
  - d) \$1 bill
- 5) Mississippi State, Fresno State and Gonzaga University all share which mascot?
  - a) wildcat
  - b) bulldog
  - c) cardinal
  - d) bear

—from *mental\_floss*

**Answers:** 1) a 2) b (His brother, a Texas Ranger, had been killed by the notorious Butch Cavendish.) 3) d 4) d 5) b

# 10 Reasons Piping Systems, Inc. Should Be Your Next Piping Contractor

- 1) 24/7 service
- 2) Adequate liability insurance
- 3) A live person answering the phone—no answering machines!
- 4) Holders of proper trade licenses
- 5) We stand behind our work
- 6) CAD services, including BIM for permits, layout, coordination and as-builts
- 7) Length of warranty (Five years for new work!)
- 8) Experience (More than 200 years combined!)
- 9) Outstanding rapport with local inspectors
- 10) Friendly, courteous technicians

## Ask Away!

**W**e would like to know what you want to know. We'd love to hear about your number one question or concern about Piping Systems, Inc. or the piping industry in general. Through the end of October, we invite you to tell us what you want to know.

We'll compile the list, provide the answers and send you the results. Feel free to submit more than one question. If we select your question to be answered in our next newsletter, we'll send you a Starbucks or Dunkin' Donuts gift card. If your entry is chosen as the best we receive, you'll win a 2-gigabyte USB thumb drive.

Please submit your entries to: [psi@PipingSystemsInc.com](mailto:psi@PipingSystemsInc.com).

We look forward to hearing from you.



Visit us online today at [www.PipingSystemsInc.com](http://www.PipingSystemsInc.com)



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