

PIPELINE

pipng systems inc.

COMMERCIAL/INDUSTRIAL/INSTITUTIONAL MECHANICAL CONTRACTORS

FALL 2008

The E-Myth

It's truly an understatement to say that there are many things that go into producing a quality piping project. If you're really passionate about your work, getting immersed in the daily operations can be quite rewarding. There's always a problem to be solved, and the best problem solvers are usually very satisfied with their work. In fact, one of my favorite quotes is, "Problems are opportunities in work clothes."

Of course, experience in problem-solving makes everything look easy from the outside. And, oftentimes when a company runs like a well-oiled machine, dissatisfaction can set in with someone who is looking at things. From that point of view, when a team works in harmony, anticipates problems and deals with the problems before they occur by doing what they do best, the team makes it look so easy.

There is something known as the "E-Myth." This idea was propagated by Michael Gerber, who wrote a series of books on this concept. The E-Myth, or Entrepreneurial Myth, is the flawed assumption that people who are expert at a certain technical skill will therefore be successful in running their own business. Here is an example of how this plays out in real life:

A technician (someone who works hands-on in the trade) becomes proficient in his/her trade. In fact, they perform their work so well that they begin thinking that perhaps they should be the one working in the office since they know so much and the office knows so little! They dream about how it would be if they were in the office as the owner (entrepreneur) and they had someone else working for them...sort of like the American Dream. They fantasize about

the idea and think of how successful they would be if the roles were reversed.

Then, one day, they take the plunge. They quit their job and start up their own business. They work very hard at making their business succeed. In fact, they work much harder than they ever did working in the field. And they keep working and working—like a technician, not like a manager or an entrepreneur.

They have the false impression that working hard will help them succeed, just like when they worked in the field. They don't realize that they lack the training required to think and work like an entrepreneur, with vision and the ability to look at the overall picture instead of simply the technical aspects. They become disillusioned with the American Dream and their business fails.

The lesson here is to do your homework before you strike out on your own. Just because something looks easy, it may be much more difficult than it appears. Advanced training,



speaking to others in the field you're seeking and lots of study are required to make a venture successful. And, one of the most important lessons is to treat your employees or team members like gold, because that's exactly what they are. A successful company is built with technicians, managers and those who think like an entrepreneur all working towards the same goal.

For more information on The E-Myth, visit www.e-myth.com.



pipng 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@pipng-systems-inc.com

WEBSITE: www.pipng-systems-inc.com

It's A Dog's Life In A Green Building

Once in a while, we perform a project that's a little out of the ordinary. Recently, Piping Systems, Inc. was selected as the piping contractor on a project at the new Potter League for Animals shelter in Middletown, R.I. Our contract was with Mechanical Construction Services, based in Lawrence, Mass. Behan Brothers, of Middletown, R.I., was the project's general contractor.

The architects, ARQ, have designed a building that allows The Potter League to overcome several challenges that have previously hindered the organization's effectiveness as an animal welfare facility. ARQ is best known for its work at the San Francisco SPCA and the ASPCA in New York City. The small Maine-based firm brings a New England influence to its designs and is renowned for pioneering innovative solutions for animal care.

The new structure will make efficient use of energy, water and other resources, reducing the impact on the environment. Management of storm water through a vegetated roof and cistern system, high efficiency heating and cooling systems, and use of recycled materials are examples of sustainable design incorporated in the building.

As a rule, green buildings are of higher quality, last longer and cost less to operate while creating healthier surroundings for the occupants. The Potter League has applied for LEED® (Leadership in Environmental and Energy Design) certification of the project, a green building rating system developed by the U.S. Green Building Council (USGBC). This certification offers a suite of standards for environmentally sustainable construction.

Since its inception in 1998, LEED® has grown to encompass more than 14,000 projects in all 50 states and 30 countries, covering 1.062 billion square feet of development area. The hallmark of LEED® is that it is an open and transparent process where the technical criteria proposed by the LEED® committees are publicly reviewed for approval by the more than 10,000 membership organizations that currently constitute the USGBC.

Animal shelter construction presents a unique series of challenges.

The new building is designed to control disease, keep animal housing areas hygienic with durable and germ-resistant materials, and provide housing that promotes positive behavior in an environment that is stimulating and enriching for the animals.

Among the unique features of the building are the cat condos and dog adoption areas that provide the animals with radiant-heated pens with cool zones that offer exceptional comfort. The dog adoption area consists of two separate locations, with ten pens in each area,



with five radiant zones serving the ten pens. Each individual pen has a cool zone that allows a dog to move from the heated slab area if it desires. Each zone also has an in-slab sensor with a wall thermostat that can be controlled by the staff. This radiant system is independent of the building heat so they have independent control of the areas. The cat condos are in a separate area of the shelter, and also have radiant-heated slabs. These are set up with three radiant zones for heat, similar to the dog areas, except that the cat condos will not have cool zones.

The Potter League believes that by setting an example of the desired behaviors it can make a difference in the lives of animals. All dogs and cats are sterilized prior to adoption, the cats wear identification tags, and obedience training is humane-based. In an organization where compassion lives, The Potter League also feels it should be influential leaders in encouraging green values and the wise stewardship of our natural resources.

These animals need your help. For more information about participating in the Honoring Their Trust capital campaign, contact:

The Potter League for Animals

P.O. Box 412

Newport, RI 02840

401-846-0592

The shelter is located at 87 Oliphant Lane, Middletown, R.I.

For more information on The Potter League, visit their website at: www.potterleague.org.

Visit us online today at www.piping-systems-inc.com



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