

PIPELINE

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Winter 2022

The Results Are In...

It was August 31, 2011. The day was mild; not too windy in Worcester, Massachusetts. Megan, her husband, David Gray, my daughter Jocelyn, my husband Bill, her father Jay and I were standing on her small porch in the afternoon. It was clear Megan had not very long to be on this earth, and mentally, we were all preparing for what the end was going to look like.

Megan was sitting in a chair and she asked for a freeze pop. To see her sitting there, her blonde hair blowing in the wind, sucking on a freeze pop reminded me of how fragile our life on earth was. We all relished in the moment—Cancer was the furthest thing from our minds.

During the next 24 hours, Megan would succumb to breast cancer, which by this time, was Stage 4. Her liver was failing and her body was beginning to shut down. It had been a tough two years for all of us. I can not imagine the depth of feelings that Megan harbored during this time.

In the end, she passed away peacefully, slowly drifting to sleep when her breathing stopped. We were all around her and, although logically we knew the end was near, emotionally we were never prepared.

It's from this experience that Megan's friends decided that the memory of her and how she impacted their lives would not be forgotten. And so, the Megan Lally Memorial Foundation was born. For nearly 10 years, her friends have sponsored events to raise money for research directly related to metastatic breast cancer. The funds go directly to the research department at UMass Memorial Cancer Center located in Worcester. This was where Megan received most of her care after the diagnosis.

On September 10, 2021, with the help of more than 245 people like you, we raised over \$45,000 to benefit the Megan Lally Memorial Fund. Whether you participated by reading our messages, donated raffle items, helped before, during and after the event, and of course, golfed, we send a big THANK YOU! to all of you.

Where does the money go?

According to Karl Simon, PhD, "I am very excited about the continuing support by the Megan Lally Memorial Foundation. The mission of my lab has been to improve our understanding of



the molecular pathways that drive cancer progression to malignancy. Our focus lately has been studying breast tumor 'organoids.' We grow the organoids in conditions that more closely mimic three-dimensional growth in the human body, in contrast to the traditional process of growing cells on the flat bottom of a petri dish. We are testing if the organoids harbor a subset of 'cancer stem cells,' which could explain the aggressiveness of the tumors and/or their resistance to drug treatments. A goal of mine is to pair these studies with clinical trials—particularly breast cancer trials—at the UMass Cancer Center. We think this approach will help us determine the effectiveness of new cancer treatments."

If you would like to see more about the event, sponsors and photos, visit this link on our website: www.pipingsystemsinc.com/event-sponsors. Without you, this successful event would not have been possible. Again, on behalf of Megan's friends and family, Thank You from the bottom of my heart.

—Pauline L Lally, Megan's Mom



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Old West Justice

A man in the Old West was being tried for stealing a horse. It so happened that the man whose horse had been stolen was a mean fellow who didn't have a single friend in the entire town. The case was tried and presented to the jury.

After about 30 minutes, the jury returned to the court chambers. The judge asked, "Gentlemen of the jury, have you reached a verdict?"

The chairman of the jury stood up. "We find the defendant not guilty if he will return the horse."

The judge admonished the jury. "I cannot accept that verdict. You will have to retire until you reach another verdict."

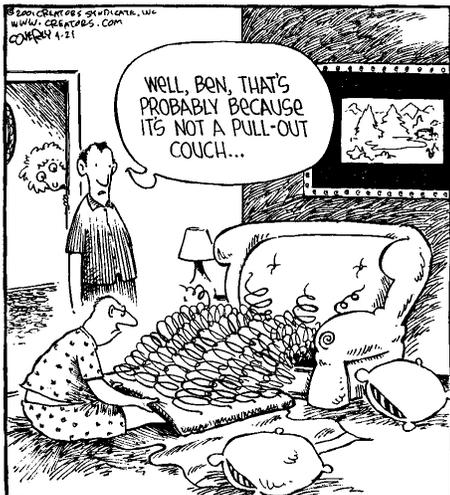
The jury went back to deliberate some more. About an hour passed before they re-entered the courtroom.

"Gentlemen of the jury," said the judge again, "have you reached a verdict?"

The chairman of the jury stood up. "Yes, your honor. We find the defendant not guilty, and he can keep the horse!"

SPEED BUMP

Dave Coverly



Top Tips For Career Advancement

You're ambitious and want to advance in your job. It won't happen overnight—you have to take active steps to move up in your career. Follow this advice from the *BioSpace* website to get ahead:

- **Always keep learning.** Knowledge is crucial to career success. You'll never get to the point where you know everything necessary for the future. Keep your mind open to new facts and opportunities to master new skills.
- **Set goals that matter.** To achieve what you want, you have to map it out in detail. Decide what's important to you and focus on that. Set goals daily and for the long term to keep yourself motivated.
- **Get organized.** Learn to manage your time effectively. Keep your workspace clear of distractions. Eliminate redundant or pointless tasks. This will help you concentrate on accomplishing what's most important.
- **Support your team.** Don't be selfish. Helping your team achieve its goals positions you as a reliable worker—someone others will support in turn. You'll earn respect and help build a strong network that will help you advance.
- **Take care of your health.** Get enough sleep, exercise regularly, cut back on junk food, and relax as needed. You need the energy that only a healthy lifestyle can provide to stay productive for the long haul.

"Embrace what you don't know, especially in the beginning, because what you don't know can become your greatest asset. It ensures that you will absolutely be doing things different from everybody else."

—Sara Blakely

Want A Career You Love?

What do successful leaders see as essential to a fulfilling career—and life? Podcasters Eric Eliasson and Lara Mitra asked 30 top business leaders what they'd learned on their path to success. The *MIT Sloane School of Management* website presents some of their insights:

- **Diversify your passions.** Don't limit yourself to just one area of interest. Look around and seek out new possibilities throughout your career. The more passions you have, the greater your range as you go through life.
- **Be open to changing views of success.** "Success" can mean making lots of money, having wide power, or earning the love of a family—or an infinite number of other things. As you learn and grow, your definition of success may shift. Don't fight it. You may find that you have very different ideas of what's valuable at different stages of your life.
- **Remember to plan.** Being open to change doesn't mean totally winging it throughout your career. Set some goals early on and develop a plan for moving forward. You may have to adjust your plan as your circumstances and views change, but you'll be in a better position to pivot if you have a firm foundation to stand on.
- **Take action to build confidence.** You may be unsure that you're doing the right thing, but if you do nothing, you'll never achieve any of your goals. Taking action, even if you fail, can give you the confidence you need to keep moving forward. You'll see what you can do, and learn that failure isn't the end of the world.

The Steamy History Of Coffee

From that morning mug of java to a cup of decaf with dessert, many people rely on coffee to get through the day. The *Cracked* website shares the fascinating history of our favorite hot beverage:

A legend goes that in Ethiopia around 850 A.D., a farmer named Kaldi noticed that the sheep in his flock had more energy and slept less after eating fruit from a particular plant. He tried it himself, and also felt more energized, so he took it to a nearby monastery where the monks used it to brew a tea. They found that the tea helped them stay awake during their evening prayers.

The first written mention of coffee came a few decades later, when a Persian physician wrote about a drink called "bunchum." "Bunn" was the Ethiopian word for the coffee berry. The Ottoman empire spread coffee through the lands it conquered, where it reached Europe during the 17th century. Early Christians thought it evil and asked the Pope to ban it. The Pope, however, decided to try drinking it himself first, and declined to forbid its use.

Coffeehouses spread quickly across the continent—Venice in 1645, England in 1650, and France in 1672. It eventually crossed the ocean in 1676, when a coffeehouse opened in Boston. For a while, farmers in Mediterranean countries enjoyed a monopoly on coffee, but that ended when the Dutch started growing and exporting it from the Indonesian territory of—wait for it—Java.

France is responsible for the first iced coffee, thanks to troops who dubbed their concoction "café mazagran" after the fortress they were stationed at. Today, we consume more than 2 billion cups of coffee a day around the world, making it the most popular beverage around.

"The distance between insanity and genius is measured only by success."

—Bruce Feirstein

Take On Those Tough Tasks

Focusing on difficult tasks at work can be hard, but you can't avoid it most of the time. The *Nature* website offers this science-based advice on getting the job done:

- **Make space.** Set aside large blocks of time to work on the problem confronting you—15 minutes here or there won't let you settle in mentally. Schedule time consistently so you make it a habit that's easy to adjust to when you sit down to work.
- **Remove distractions.** Look around your workspace for cues that might lead you astray. Put your phone in a drawer so you won't see incoming texts, for example. Unplug your computer from the internet. Even if you can ignore such distractions while you're working, they'll still be there, tugging at your concentration.
- **Forget the small tasks.** You may be tempted to finish up just one more thing before getting down to work. Resist the impulse. These small tasks will interfere with your ability to start focusing on what you need to work on.
- **Find the right structure.** Think about how to approach the task ahead of time. Developing a logical plan will help you carry through when you hit obstacles. It also helps you get started each time, because you'll know right away where to begin.
- **Take breaks.** You're allowed to take a break while working on a complex task. Just don't get pulled into other work. Leave your workspace, talk to people, or just take a walk to clear your mind. Return with a clear head and dive right back into the task.
- **Stick with it.** You may need time to find the right structure or approach to working through the problem. Don't give up. Be ready to try something new as long as your mind is still focused on the project you're working on.



Test Your Knowledge

1. How fast was the first person to be pulled over for speeding traveling?
2. Which are the only animals to blush?
3. What do the "M's" stand for in M&Ms?
4. Which American band has the most No. 2 *Billboard* hits, without ever reaching No. 1?
5. What is the dot over a lowercase "i" or "j" called?
6. What is the national animal of Scotland?
7. Humans are just one of how many estimated species on Earth?
8. Playing the accordion was once required of all teachers in which country?
9. Which animal kills more Americans than sharks each year?
10. How many three-point baskets did Shaquille O'Neal make in his career?
11. Which is the only U.S. state to border only one other state?
12. What is the Twitter bird's official name?

12. Larry.
8. North Korea. 9. Cows. 10. One. 11. Maine.
5. A title. 6. The unicorn. 7. 8.7 million.
and "Murrie." 4. Creedence Clearwater Revival.
1. Eight miles per hour. 2. Humans. 3. "Mars"

—Mental Floss

How Complacency Can Affect the Job Site

Recently, I came across the following article at airswift.com, a global workforce solutions provider. As PSI is always looking to improve our safety practices, I feel is important to share this important information.

Complacency can be the most dangerous mindset that results in an injury or accident. Beginning to work on auto-pilot and not paying attention to the task at hand can lead to taking short cuts and taking unnecessary risks.

When working on routine, repetitive tasks, or driving to familiar sites, people can become very comfortable—which leads to going on “auto-pilot.”

All too often we do not realize how

complacent we’ve become until a near miss or close call takes place. Such events tend to jump start hearts and refocus proper attention, at least for a little while, to the importance of tasks at hand. Complacency causes a sense of numbness to hazards.

Complacency can be defined as self-satisfaction, especially when accompanied by unawareness of actual dangers or deficiencies. Complacency is extremely dangerous in the workplace.

We, along with our co-workers, have a tendency to get so used to things being done the same way that we do not always look at the hazards in our surroundings. We may also underestimate the risk of tasks that are

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Complacency... *continued from above*

performed regularly, or we may fail to notice a change in our environment when we become complacent in our daily routines.

Many companies and employees work hard to create a safe workplace and eliminate unsafe acts. However, most incidents are caused by unsafe acts.

Awareness is something that must be a part of each of us. If one is not thinking about what could go wrong every day, all day while working, the work tasks will not be completed safely. Taking time to listen to one’s internal safety radar will prevent incidents and will keep us safe. These are some of the questions we can ask ourselves as well as encourage our co-workers and direct reports.

- What am I working with?
- What will I be doing?
- Where will I be going?
- What could go wrong?
- Am I a little too comfortable?

How about sharing some of these questions during your next safety meeting?



We're doing our part!

