

# PIPELINE

piping systems inc.

COMMERCIAL/INDUSTRIAL/INSTITUTIONAL MECHANICAL CONTRACTORS

SPRING 2014

## Antelopes For A Cure



*The PSI Team: Jason Taylor, his daughter, Morgan, and Greg Brewer.*

We had a great time running for Megan and daughters out there like her, and we have an amazing crew to thank for it. The Antelope All Stars, The Worcester Hibernian, Cultural Centre, Central Mass Striders, and Fiddler's Green Pub—it couldn't have been done without these fine people. The sponsors, Wachusett Brewing Company, Keurig, Travel Health of NH, the doctors and researchers at UMass Cancer Center, and most importantly—you—were once again fantastic and made this another amazing tribute to Megan's life.

We'll be running again next year, and many more to come—because so many lives depend on it. Thank you for helping us to make this a reality, and keeping Megan with all of us. We'll see you next time, Antelopes!

—Alex, John, Rusty, Sarah,  
Terri and Vicki

*The Megan Lally Memorial Fund, Inc.*

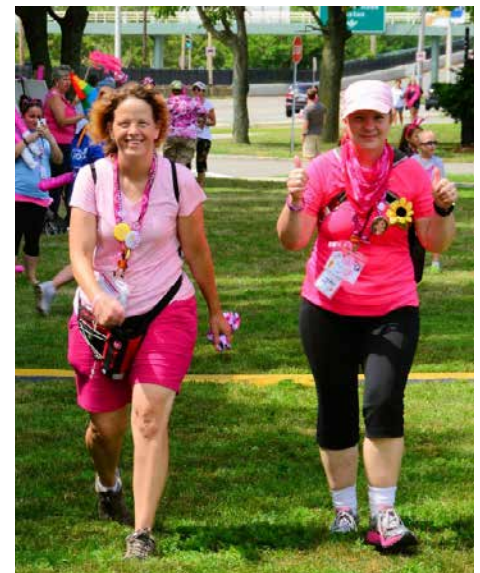
If you would like to know more about Megan, the fund and our crew, check out our website at [www.meganlallymemorialfund.org](http://www.meganlallymemorialfund.org).

I had an amazing daughter, Megan, for 30 years. She was a beautiful, energetic, creative and inspiring person who loved to run and knit, but two years ago she died from metastatic breast cancer. I don't think it's possible for anyone to ever put into words the heartbreak of losing a child. It's immeasurable, and without her there is such a massive hole in so many lives. But Megan was never one to let anything, even cancer, keep her down, and after she was gone, I decided to do the same. Her memory has a right to live on, and continue to create, just as she did.

Last year, my son-in-law, Rusty, started something special that would help us keep her running. To the very last, Megan wanted to help find a cure for the disease that was taking away her life, and we're going to keep that effort going with the Megan Lally Memorial Fund, Inc.

In 2012, a group of Megan's friends founded the race, the Run Like An Antelope Megan Lally Memorial 5K, and to date, have raised more than \$40,000 for cancer research centers. During the Summer 2013 race alone, \$15,000 in donations was raised, and 100% of the net proceeds went straight into the UMass Cancer Center—and didn't stop there! Later, I did a 60-mile walk, along with a friend I picked up along the way, for the Susan G. Komen Foundation and raised \$9,000 for cancer research. And while it was certainly exhausting, it felt so good to cross that finish line.

When I look at those numbers, it takes my breath away. Megan's last treatments were experimental; she wanted her cancer, a senseless, irrational



*My friend (on the left) and me finishing up the 60-mile walk.*

disease, to mean something bigger than just one woman's suffering. We couldn't keep her alive, but we're determined to keep the research going so women like Megan all around the world will have a better future. I think it's what Megan would have wanted, and I hope we are making her proud.

—Pauline L. Lally,  
Megan's mom



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# Rewrite Your To-Do List

Having a to-do list is a great idea—as long as you don't let it deplete your energy and creativity because it's unrealistic. Follow these tips for revamping your to-do list so it doesn't drive you crazy:

- **Combine separate lists into one list.** If you keep one list at work and the other on the refrigerator at home, sooner or later something will fall through the cracks. Keep one notebook or calendar and nothing more. Keeping track of multiple notes or lists will wipe you out.
- **Be realistic.** Set your priorities, and be ready to let some items go. What is it that you absolutely have to accomplish? If you're never going to do something that you continually write on your list, take it off. You'll save energy and gain peace of mind by being honest with yourself.
- **Make a schedule.** A to-do list without a schedule doesn't give you much guidance. Estimate how much time each task will take, as well as how high a priority it is, and determine the best use of your time. If a three-hour task isn't vital, don't put it at No. 1.
- **Leave room for emergencies.** Don't try to cram activity into every minute of your day. Build in sufficient time to deal with the interruptions that will undoubtedly occur.



# The Face Of News Is Changing

TV is the No. 1 source of news for Americans, according to a recent Gallup poll. Answering an open-ended question about where they get their news, 55% named the television, with 8% specifically identifying Fox News and 7% naming CNN. The Internet was first choice for 21%, print journalism was named by 9%, and radio was cited by 6%.

With all the news sources available to us, though, Americans aren't spending a lot of time consuming it. Another survey, this one by news aggregator News Republic, found that most of us spend less than 30 minutes on the news every day. 80% read newspapers less than 30 minutes a day, and 87% read news magazines for less than half an hour, followed by 63% who follow the news by radio and 48% who get it from the TV. On the other hand, 52% spend more than 30 minutes a day getting their news from their smartphones, and 42% access the news for more than half an hour via their tablet computers.

# Dealing With Inflexible Colleagues

Some people seem unable to see issues from any point of view but their own. Whether they work for you or you work for them, their inflexibility can be a roadblock to your success. Here's how to work together in harmony:

- **Listen.** Give your complete attention to the other person, and show you understand by paraphrasing what he or she says.
- **Focus on the other person's position, not your own.** Resist the urge to argue. Instead, build some goodwill by showing how you're trying to understand his or her perspective.
- **Agree when you can.** Most of the time you should be able to find common ground. Use this to build the basis for a reasonable discussion.
- **Disagree with tact.** Stand your ground when necessary, but try to disagree without creating more tension. Explain your own point of view in positive language.
- **Show some flexibility yourself.** Don't adopt an inflexible stance of your own in response to someone else's tough attitude. Remind yourself to stay open-minded at all times.

# Keep Track Of Your Priorities

In the rush and stress of life, you can easily lose sight of your personal priorities. And when that happens, you may waste a lot of time on the wrong path.

If you're worried about forgetting what's important, start paying attention to what you're really doing in life. Once a week, ask yourself these questions:

- **Did I make a difference in someone else's life this week?** Satisfaction comes from making an impact on the world, even a modest one in your own small community of friends. Will your efforts make a difference in the near future? How many other people will they benefit? Will the projects you worked on this week matter a year from now?
- **How often did I laugh?** Laughter and relaxation are important to a well-balanced life. Which of your friends, family or co-workers helped you feel happy? Have you been able to make others laugh as well?
- **Am I connected to other people?** Don't isolate yourself—keep the lines of communication and community flowing, and do your best to repay and help the people who've helped you.
- **Did I take time for myself this week?** Don't burn out on everyone else's priorities. What did you do to relax and refresh your energy? What could you ask someone else to do that would reduce the stress in your life? How effective are you at delegating tasks at work and on a personal basis?

SPEED BUMP

Dave Coverly



# Can You Be A Good Mentor?

You know how important mentoring can be to younger or inexperienced employees. But how do you know if you're cut out to be a good mentor? Here are four key characteristics of an effective mentor:

- **Commitment.** Are you willing to dedicate the time and effort necessary to a mentoring relationship? You should already be involved in helping employees learn new skills and develop professionally.
- **Courage.** Do you have the courage to take risks, admit mistakes, and let others do the same? You'll have to tolerate the occasional error and use it as a learning experience, and at the same time teach your salespeople how to tell the difference between a reasonable risk and an unacceptable one.
- **Curiosity.** Are you hungry for knowledge? Don't limit your answer to professional areas. If you're always asking questions, trying to find out how things work and why, you'll be a good mentor.
- **Compassion.** Are you patient with others when they make mistakes? Do you try to understand situations from the other person's point of view? You can't be wedded to "right" answers and one-size-fits-all solutions. As a mentor, your job isn't to pass judgment but to create opportunities for insight and growth in other people.

## More People Going Online For Play, Not Work

The Internet is a serious tool for work, communication and research. Right? In fact, these days it's mostly a place for people of all ages to have fun. Research by the Pew Research Center's Internet & American Life Project found that 81% of adults ages 18-29 go online for fun, along with 66% of adults 30-49, and half of the 50-64 age group. And all of these groups have doubled in size over the past 11 years.

Even among adults 65 years and older, with only 23% using the Internet as a diversion, the percentage has quadrupled in the past decade. The Pew researchers attribute the upsurge to the availability of broadband connections and the growth of social networking.

## Creative Thinking Worldwide

Fifty-two percent of Americans consider themselves creative, but only 39% of Americans feel they're living up to their creative potential. That's one finding from a survey of 5,000 adults in the U.S., the U.K., France, Germany and Japan (1,000 participants each), conducted by the research firm Strategy One. Other findings include:

- 85% of Americans feel that creativity is the key to driving economic growth.
- 82% feel that the United States isn't living up to its creative potential.
- 62% believe that our nation's creativity is being stifled by our education system.
- 88% agree that everyone has the potential to be creative.

Time and money are the biggest obstacles, say Americans: 54% say lack of money prevents them from being creative, and 52% cite a lack of time.

Overall, Japan is seen as the most creative country (according to 36% of the survey's participants), with the U.S. in second place, named by 26%.

## Interesting Weather Facts

- The fastest speed a falling raindrop can hit you is 18 mph.
- The coldest temperature ever recorded was -126.9 degrees F in Vostok Station, Antarctica.
- The typical lifespan of a small cumulus cloud is between 10 and 15 minutes.
- A molecule of water will stay in the Earth's atmosphere for an average duration of 10-to-12 days.
- Snowflakes falling at 2-to-4 mph can take about one hour to reach the ground.



Which of the following is actual legislation enacted by Congress?

## Trivial Pursuits

- 1) Which outfit sold Teddy Roosevelt snake-proof sleeping bags for a 1908 safari?  
a) L.L. Bean  
b) Abercrombie & Fitch  
c) Eddie Bauer  
d) Lands' End
- 2) Ayn Rand thought which habit symbolized man's control over nature?  
a) Smoking  
b) Whistling  
c) Whittling  
d) Drinking
- 3) Which professional sports league records a forfeit as a score of 9-0?  
a) NFL  
b) NBA  
c) MLB  
d) NHL
- 4) It's not too surprising that Dr. Seuss was an avid collector of whimsical what?  
a) Belts  
b) Hats  
c) Sunglasses  
d) Watches
- 5) Which of the following is actual legislation enacted by Congress?  
a) Committee Reduction Act  
b) Meeting Reduction Act  
c) Paperwork Reduction Act  
d) Speeches Reduction Act

—from *mental\_floss*

Answers: 1) b 2) a 3) c 4) b 5) c

## Without An Incident!

Greg Brewer, PSI's safety officer, is delighted to report that the year 2013 was incident-free for the entire crew at Piping Systems, Inc. Not only was it incident-free, but as of January 1, 2014, we have had 553 days without an incident.

When we are invited to work inside your building, facility or on one of your job sites, you can rest assured that our entire crew values safety as a critical part of their daily routine. In fact, each day, as part of their routine, our crews are required to complete a daily task planning exercise that involves completing a checklist to identify any safety hazards that may be present in their work environment. From there, they gather whatever safety equipment and/or safety practice that will mitigate those hazards.

Rest assured that safety is among our top priorities.

## Lucky Winners

Once a month we draw a name to select the winner of a free eReader or a \$100 Amazon Gift Card. The way it works is this: For each fixed price contract, our customer receives a request directing them to our website to complete a customer survey for that particular project. Additionally, any customer for whom we've performed \$500 or more of service work in one month will also receive an invitation to complete the survey. The names of those who complete the survey go into a "hard-hat" and a winner is chosen. We began this program last year.

Here are the latest winners:

September 2013 - Trelleborg, Offshore

October 2013 - Kidde-Fenwal

November 2013 - Nebel Property Management

December 2013 - New Bedford Rehabilitation Hospital

So, watch for that email asking you to complete a job survey!

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

Because of the changes in regulations affecting licensing of process piping work, the board has been working on developing criteria under which licenses would be granted under the "grandfather" clause.

On another note, this is a letter that our president, Pauline Lally, recently received:

Pursuant to Massachusetts General Laws Chapter 22, Section 10A, I am pleased to reappoint you a member of the Bureau of Pipefitters, Refrigeration Technicians and Sprinklerfitters, effective immediately, with all the powers and duties incident to such office.

Signed by: Deval L. Patrick,  
Governor  
Commonwealth of Massachusetts

Having served on the board since 2006, Pauline is looking forward to continuing her service.

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



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