

PIPELINE

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COMMERCIAL/INDUSTRIAL/INSTITUTIONAL MECHANICAL CONTRACTORS

SPRING 2016

How Does Your Contractor Answer These Questions?

1) What is your typical project? How does that compare to my project? It's important to know that a contractor can handle your project and has experience in similar projects.

Does the contractor have too much work to devote time to your project? Can they work with the scale of your project?

2) Who will be in charge of my project? Who is my main contact within the company? Talk to the person with whom you'll be working during this project. Is he or she reliable, forthcoming and trustworthy? Does he or she return your calls and emails? Establishing a communication system and a relationship between you and this person will greatly enhance your construction experience.

3) Who are the company's references or past customers? How much experience does the contractor and the company have? Take note how willing the contractor is to provide references. The biggest part of this question is not simply procuring the information, but using it. Contact past customers and see what they say about the company. If a complaint is consistent and reliable, do some more research—even consider discussing it with the contractor as part of that research.

4) What are some things that could go wrong or could change during the course of my project and what will they do in those cases? Obtain a schedule for your job. There are, of course, an infinite variety of things that can, and will, go wrong in the normal construction process. That's why you need a contractor with sufficient experience in the industry to form a contingency plan and deal with issues promptly.

5) What services are included in the contract and which ones are extra? Also, what services does the contractor offer in comparison to other companies?

Certain items such as permitting costs or impact fees may not be included in base prices. It's important to know what is and isn't included in a price. That information is normally listed on the proposal, so read it carefully. Also, construction

delivery systems such as design-build and value engineering are opportunities that can save you time, money and other headaches. Talk with your contractor about their services, and which ones may be applicable to your project.

6) What should I expect after the contract is signed?

When will work begin? This also goes back to the scheduling process. How long does the average permitting process take in your area? What are some preconstruction concerns that may arise? Your contractor should be able to explain these things to you.

7) Are there any special building codes/regulations with which I must comply and how does that affect construction?

This is a question best asked before you purchase property on which to build, but you absolutely must be aware of any restrictions before you begin planning and permitting your project. This will save you invaluable time up front with your architect, as well as during the permitting and building process. Take

into consideration relevant zoning laws and environmental regulations.

8) What is the contractor's reputation within the community?

Besides checking the contractor's references, Google the contractor and check for complaints or suspensions against the contractor. Many owners never know this resource is available to them, but most states keep a database of contractors.

The answers to these questions should help you to better understand your contractor, as well as the construction process. At Piping Systems, Inc., we offer a solid reputation of customer service, financial stability and honest, hard work. If you are considering a piping project and have questions about the process, please don't hesitate to contact us at 508.644.2221 or psi@PipingSystemsInc.com. Experience what PSI really stands for: People, Solutions, Integrity. Check out what other people have to say about us here: www.pipingsystemsinc.com/index.php?page=customer-testimonials.



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Barbecues At Stonehenge?

The origins of Stonehenge are shrouded in mystery, but archeologists believe they've discovered at least one of its uses in ancient times: barbecue.

Stonehenge was built 4,000 to 5,000 years ago by humans who probably lived at a settlement now called Durrington Walls in southern England. Researchers have excavated at least seven houses at the site and speculate that it may have been home to 200 more. Pots discovered around the area hold evidence of beef, pork and dairy products, suggesting that people living there ate cheese, yoghurt and other milk-based products as well as meat. Animal bones suggest that pigs, for example, were slaughtered before reaching their full weight, indicating they may have been consumed in harvest feasts.

According to the *Sci-News* website, the remains so far uncovered are evidence that animals were brought to the settlement from miles away for large public open-air ceremonies, as well as being eaten for dinner in the homes around Durrington Walls.

Navigate Around Mental Blocks

Sometimes the ideas just don't seem to flow. You can't just give up, but the mental block seems insurmountable. Instead of trying to crash through, try these tactics for getting around it:

- **Freewriting.**

Open up a blank document and write whatever comes into your head for a few minutes. Don't go back and change things, and don't censor your thoughts, just let your mind roam on any subject (not necessarily the problem you're working on). You may stumble upon a solution. Even if you don't, your mind will feel more relaxed when you get back to work.

- **Work on a few smaller tasks.**

Put the problem aside and devote your concentration to something small and easy. You'll develop confidence and momentum with a few successes.

- **Explore something different.**

Get away from your task and research a new skill or subject. You'll exercise different parts of your brain, and you may find an unexpected connection that relates to your situation.

- **Look to past successes.**

Think back to similar problems you've solved. What did you do? What could you adapt? Even if they don't apply directly, revisiting previous solutions will remind you that you're capable of finding the answers you're looking for.

Technology Is Taking Over The College Classroom

College students used to invest in pens, pencils, notebooks, and maybe a pocket calculator before going to class. That's so 20th century. These days, 81% use a mobile device such as a smartphone or a tablet computer to do their studying, according to research by McGraw-Hill Education and Hanover Research.

Smartphones, in particular, are becoming the tool of choice, with 51% of students now using them for study, up from 36% in 2013. In general, 77% of college students say that technology has helped improve their grades, and 48% feel they save time with it.

Pay Dirt

Two young boys decided to dig a deep hole behind their house. As they were working, their parents came out on the porch to watch.

"What are you doing?" asked the mother.

"We're going to dig a hole all the way to the other side of the world!" said one of the boys excitedly.

The father began telling them that digging a hole all the way through the earth was impossible. After a moment, though, one of the boys picked up a jar full of spiders, worms and a wide assortment of insects. He removed the lid and showed the wonderful contents to his parents. "Even if we don't dig all the way to the other side, look what we found along the way!"

You may not reach all your goals and make all your dreams come true, but when you fall short, remember all the good things you picked up along the way.

SPEED BUMP

Dave Coverly



Master The Succinct Email

Communication is one of the secrets of success, and email communication is one of your most useful tools. An effective email is short and to the point. You'll get better results by keeping most of your emails to just a few sentences. Try this structure:

- **Your identity.** Explain who you are. This obviously doesn't apply when you're writing to a co-worker or friend. But if this is your first contact, make introductions immediately.
- **Your reason for writing.** Explain what you want: Are you submitting a proposal? Do you need information? Are you looking to make a purchase? Lay it out up front.
- **The benefits to the readers.** Why should the recipient pay attention to your email? Give the recipient a compelling reason to read and respond.
- **The deadline.** Tell your recipient when you need a response.



It's Who You Know, So Get To Know These People

You spend your first few days in a new job getting to know people. You should, of course, be friendly to everyone you meet, but remember that some contacts are essential to succeeding quickly. The website *Monster.com* recommends connecting with these people as soon as you can:

- **An IT expert.** You'll need to get up and running with your technology quickly. Befriending someone from your IT department will be invaluable when you have problems.
- **The front desk person.** Whoever greets visitors at the front desk has a lot of power over who gets in to see you. Treat receptionists with respect, and they'll make sure your visitors feel special when they walk through the door.
- **Your boss.** This may seem obvious, but in the process of learning a new job you can forget that your manager is human, too. Don't try to be best buddies right away, but do get to know your boss as a person, not just an authority figure.
- **Administrative assistants.** Like the receptionist, these people have lots of informal power over what gets done in a workplace. Take care of them, and your requests will get through more quickly.
- **The influencer.** Try to quickly determine who everyone listens to. It won't necessarily be the boss. A co-worker who's respected by everyone on your team can be a useful ally as you take your place in the organization.

"An experiment is a question which science poses to nature, and a measurement is the recording of nature's answer."

—Max Planck



Trivial Pursuits

- 1) What was the name of Don Quixote's horse?
a) Cervantes
b) Rocinante
c) Sancho
d) Panza
- 2) What was Chopin's nationality?
a) French
b) German
c) Polish
d) English
- 3) Where are the Luxembourg Gardens?
a) Paris
b) Amsterdam
c) Luxembourg City
d) Monaco
- 4) What language contains the most words?
a) English
b) Chinese
c) Russian
d) Portuguese
- 5) What did Joseph Priestly discover in 1774?
a) the quadratic theory
b) oxygen
c) the diving bell
d) the steam engine
- 6) Which fingernail grows fastest?
a) middle finger
b) thumb
c) pinky
d) ring finger

—from *mental_floss*

Answers: 1) b; 2) c; 3) a; 4) a; 5) b; 6) a

Do You Remember Lincoln Park?

by Pauline L. Lally

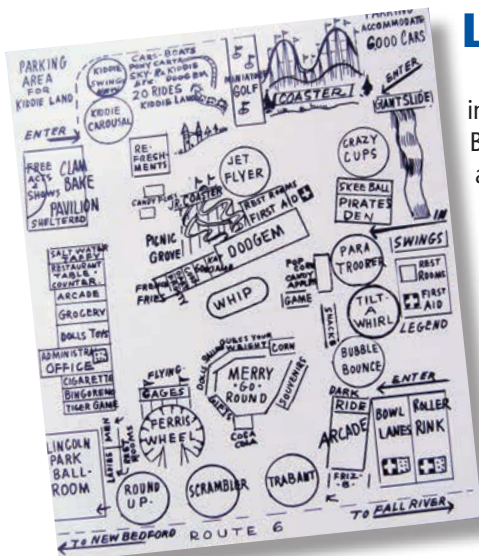
As a young girl, I remember going to Lincoln Park in Dartmouth, Massachusetts which, at the time, was an amusement park. The park opened in 1894 and closed down in 1987. If you were from New England, Lincoln Park was the place to go to have fun. The giant wooden roller coaster known as The Comet...the carousel...the clambake pavilion...the rollerskating area...the ballroom...the bowling lanes, it was all there. And, it was sad to see it go. Unfortunately, the site was practically abandoned for nearly 25 years.

Fast-forward to today and the property is being revitalized as a neighborhood of 57 newly-constructed single family homes. The streets of the Lincoln Park Place bear the names of the old park rides. The developer, Bristol Pacific Homes of Fall River, Massachusetts, believes that "just as this site once was host to countless family memories, so too do we believe that the new homes at Lincoln Park Place will carry on that legacy."

PSI was recently awarded a project for Lincoln Park Place.

Bristol Pacific has been a client of ours since 2003. Most of the projects we've handled for them have been either office renovations or old textile mill conversions into office space. This project was a little different in that it involves housing units. We are fortunate to be awarded both the HVAC and the fire protection portions of the project.

One of the reasons the developer awarded us the project was because we are a local, woman-owned mechanical contractor. We fit both criteria and are proud to be able to put our name on this project...and take a walk down Memory Lane at the same time. To learn more about Lincoln Park Place, visit Bristol Pacific's website: www.bristolpacific.com.



Lincoln Park History

The website, *Opacity.us*, writes: The Union Street Railway Co. purchased 46 acres of land in Dartmouth, Massachusetts, to complement a trolley line which ran from Fall River to New Bedford, creating a picnic park for passengers on the line. The park opened in 1894, offering a playground, concession stands, and small games, quickly growing in popularity due to the location between the two cities. A Loeff Carousel (1895) and a "Giant Coaster" were eventually built onsite, along with a dance hall where Big Bands provided music during the summer. In 1941, the park was purchased for \$40,000 by John Collins & Associates with plans to expand the rides into a true amusement park. A fourteen-lane bowling alley, skating rink, and a ballroom were built; the latter hosted performances by famous acts such as the Three Stooges and Buddy Holly. The most prominent ride at the park was The Comet—a 3,000-foot-long wooden roller coaster built in 1946 from the disassembled "Giant Coaster." It reached 65 feet tall and the cars had a top speed of 55 miles per hour. A smaller version of the coaster was also built for younger kids in 1951, called Comet Jr.

Use this link to watch a vintage video of The Comet on Opening Day 1947: <https://www.youtube.com/watch?v=HqFgsdfNCQw>



We're doing our part!



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