

MCA-KC Review

Mechanical Contractors Association of Greater Kansas City / 816-523-3341

Hancock Delivers State of the Assn Address

Fair value for work in the marketplace was stressed by MCA-KC President Steve Hancock before more than 100 members, associate members, and guests at the annual Kansas City Night program last January 25th. Hancock also presented a positive series of Association achievements last year and outlined an optimistic view of plans for 2008. In addition, the program featured an address by acclaimed professional platform speaker Emory Austin and included a charitable donation to the Susan G. Komen for the Cure.



MCA-KC President Steve Hancock

In emphasizing the need to provide fair value for work, Hancock said, "There's always someone who could use cheap material, cut corners on detail, and sell for lower price. As professionals, our quality, training, performance, and can-do attitude should provide the provable productivity justifying the value and worth of our efforts. The education we gain should help us make a better living. But it should do more than that. It should enable us to live more abundantly, to think more creatively, and to have more understanding."

Hancock said what led to the success of achieving the Association's goals was the "trifecta of educational opportunities, cooperation, and collaboration." He compared these to a three-legged stool where if one or more legs are broken or missing, an organization and mission could be in danger of faltering.

Broad Education Role Helps MCA Reach Goals

A wide range of educational opportunities in 2007 contributed to MCA-KC's successful year, President Steve Hancock told a Kansas City Night audience. They included the following: • Jim McCarl's seminars on "Strategic Planning" and "Profit Is Not a Dirty Word." • Membership meetings on Essential Functions Testing and 16 Hours of Continuing Education for each craft person. • Plumbing Residential and Service dialogue of MCA contractor member Dan Axtell and UA officials. • Formation of an MCA Student Chapter at Pittsburg State University with Joe Bret as contractor liaison, • UA/ MCA Foreman Certification training. • New Next Generation Leadership Committee with Quarterly Topics, including January's discussion of the UA Standard for Excellence — led by Frank Jackson, Neil Willis, and Charles Brandon — and this April's meeting discussing the emerging Trend toward Green and Sustainable Buildings • Joint Apprenticeship committees working together on significant issues, notably a transition later this year to daytime training for Apprentices

Cooperative Focus this Year Is on Labor Relations

MCA-KC President Steve Hancock also told Kansas City Night attendees that because 2008 is a contract negotiating year, the Association's cooperative focus is on labor relations. "We recognize the need in this challenging economic time," he added, "to reach an agreement satisfactory to both sides. Union contractors and union labor are in a fight for survival. The winner needs to be both of us, for our fate is linked." He also said the MCA reiterates that there are no walls between the



Bob Looman
Executive Director
MCA-KC

Special Interest

Articles:

- Fair value for work in marketplace stressed at KC Night program
- Optimism expressed for MCA progress in many areas during 2008
- MCA hosts service forum for mechanical contractors and UA labor partners

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KANSAS CITY NIGHT ATTENDEES



Becky and Shannon Nicklaus enjoy the evening program. Shannon is faculty advisor for the new MCA Student Chapter at Pittsburg State University.

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contractors and labor and no issue between the two groups that can't be resolved for the better of the industry. "I speak for the Board," he said, "when I say that union mechanical construction will not be first-if or first-when, but first-period."

Hancock also said two areas of cooperation were communications and the reactivation of committees. Two examples he gave of communications were the initiation of the *MCA-KC Review* newsletter early in 2007 and the revision of the Web site, still "under construction" with plans to run live in about a month. Reactivation of committees included the Pipe Fitting Committee, the Plumbing Committee, and the Associate Member Committee.

Collaboration of Management and Labor Strong

Attendees at the Kansas City Night program also were told that the attitude of collaboration was plentiful the past year between management and labor. MCA-KC President Steve Hancock cited several examples of this attitude. Among them he said were the following:

- Development of MCA's Strategic Plan included the participation of Neil Willis and Frank Jackson
- Pipe Fitting and Plumbing Committees recommitted themselves to meetings for joint labor/contractor dialog on a regular basis, using the UA Standard for Excellence as a foundation for discussion.
- Renewed Plumbing Residential Committee sought ways to successfully grow a presence in the marketplace.
- A new Plumbing Service sub-committee was created to explore ways to start and grow a business in a market segment largely ignored by plumbing contractors.
- Commitment was made to the Kansas City Construction Partnership — a labor and management association — promoting quality union construction in Kansas City and aiming at users of construction to not be afraid to pick union first.

Optimism Expressed for Continued Progress

Reasons for continued optimism in 2008 were outlined by MCA-KC President Steve Hancock at the Kansas City Night program. Among them were successful contract negotiations this spring, the UA/MSCA Service Forum in Kansas City on January 30th, a Green Building 101 Seminar with Tim Wentz on April 17th, the MCAA Annual Convention in Palm Desert, CA March 2-6, and the Mid-Year Educational Conference on Strategic Estimating in Indianapolis June 11-13.



Neil Willis, business manager of Pipe Fitters Local No. 533, and wife Jan arrive at Kansas City Night program.



MCA-KC Administrator Cathy Paulson, left, chats with Robin and Todd Gerstner, business agent of Plumbers Local No. 8.



Mike O'Mara, left, UA International Rep, with wife Carol engage in conversation with MCA-KC Executive Director Bob Looman and wife Joni.

Emory Austin Delights KC Night Group with Message

Mixing wit with wisdom, international platform speaker Emory Austin charmed a Kansas City Night audience as she asked everyone, "Is Your Bubble in the Middle?" She used this question, the title of her address, to convey the importance of striving for balance in one's life. Her remarks resonated with many of the attendees, as she told them of her own successful battle with breast cancer 30 years ago and about many of the challenges that they all face in daily life.

"Do you ever feel like you're standing on one leg," she asked, "and flailing your arms wildly just to stay upright? The responsibility for balancing success and personal happiness is yours. Balance and realistic self-esteem begin with insights that often come our way in those unexpected 'happenstances' that affect attitude and lead to clear-eyed self-examination and stronger goal focus."

She added that balance consists of building on strength and finding one's own special niche. Her humorous examples helped attendees gain a new perspective on making good decisions and getting a bigger bite out of life.



Emory Austin draws a laugh.

Check Presented to Komen for the Cure Cancer Drive

Reflecting charitable contributions as one of its marks of professionalism and profile, MCA-KC donated a check of \$9,110 during the Kansas City Night program to the Susan G. Komen for the Cure, Kansas City Affiliate, whose mission is to save lives and end breast cancer forever. The amount was raised at MCA-KC's first annual charitable golf outing. Presentation of the check was made by President Steve Hancock to Stephanie Grinage, member of the Komen Board of Directors and Assistant Vice President for Development of the Kansas University Endowment at the University of Kansas Medical Center.

Hancock said he himself was blessed to carry the title of co-survivor in honor of his wife Karen, a three-year cancer survivor. He also invited others in the audience who are breast cancer survivors and all those who have been touched by this disease to participate in the check presentation photo session.



MCA-KC charitable donation from Golf Outing is presented to Stephanie Grinage, left, member of the Komen for the Cure Board of Directors. Participating in the presentation ceremony are, l-r, Fred Jonas, representing his wife Lori, Karen and Steve Hancock, Emory Austin, Barbara Steinhardt, and Vickie and Chuck Tarpley.

KANSAS CITY NIGHT ATTENDEES



MCA-KC President Steve Hancock, left, greets Arthur and Beverly Tanner. Arthur is president of KC Chapter of SMACNA and Tinmaster Inc.



Loras and MCA-KC Past President Bill Heck share amusing moment.



Nate Persell, left, The Fagan Co., and MCA-KC Past President Charles Brandon carry on conversation. In background are MCA-KC Board Member Robert Rimel, Jr., and Joni Looman.

Service Forum Comes to Kansas City for Contractors and UA Labor Partners

MCA -KC hosted a service forum for mechanical contractors and its UA labor partners on Jan. 30th, drawing small, medium, and large contractors as well as those who are long established and those who are new to the service business. A panel of three professionals led a discussion on the programs and initiatives available for contractors and local unions to grow their service presence. They included Barbara Dolim, Executive Director of the Mechanical Service Contractors Association; Mark Kerney, President, Hill York Mechanical Services, Fort Lauderdale, FL; and Don House, Executive Director of UA Service. The foundation of the forum was the National Service and Maintenance Agreement, what the agreement says, how it is implemented, and the on-going commitment required for continued success.

The panel also presented nationally supported programs and initiatives available to MCA-KC, including the UA STAR program for certifying service technicians, the MSCA STAR qualified contractor program, the UA's HVACR comprehensive 5-year training program, and the new joint UA/MSCA 5 STAR Careers program that focuses on the recruiting of talent into the local service industry.

Bob Looman, MCA-KC Executive Director, said, "In partnership with our labor partners, this forum was another step in establishing our union mechanical service contractors and UA service technicians as the 'best in class' service providers in K.C."



Kenny Benso, left, and Keith Harris of Benso Inc. listen intently to discussions at service forum

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SOS 1st Two Sessions Cover Excavations, First Aid/CPR

The first session of S O S Safety on Saturday, jointly sponsored by Locals 8 and 533 and MCA-KC, began on Feb. 16 with a class of 14 students on "Excavation Safety." It was taught in the Training Center from 8 a.m. to noon by Dave Miguel, Safety Director for the G.W. Van Keppel Co.



Instructor Dave Miguel tells class at SOS session what to look for in excavation safety.

Among the topics he covered were "Soil Classifications," "Sloping and Benching," "Timber Shoring for Trenches," "Aluminum Hydraulic Shoring for Trenches," "Alternative to Timber Shoring," and "Selection of Protective Systems."

Committee chair Tate Tyree, Vice President of Safety at U.S. Engineering, said the SOS sessions are scheduled for the third Saturday of each month. The second session was held March 15 on "First Aid/CPR." The next class will be April 19, with the subject to be announced later. Further information may be obtained by contacting Training Coordinators Fred Jonas, Local 8, or Duane Douglas, Local 533.



SOS class sees demonstration on CPR procedure.



First SOS students gather together for class picture.