

The CRAFTsman

Summer 2016



Useful tips, news and information from James CRAFT & Son, Inc.



*Pre-Fabrication Shop Crew (left to right):
Dan Hombach, Shawn Haugh,
Shop Foreman Kris Jordan, Jason Redding,
Ricky Williams, Thad Stager,
Marc Krout and Sean Druck.*



The CRAFT Pre-Fabrication Shop Providing Substantial Competitive Advantage To Our Customers

One of our most valuable (and sometimes under appreciated) departments is the welding and fabrication shop occupying 15,000 square feet of space in the lower level of our facility. The welders and pipefitters working in this department are some of the finest CRAFTsmen you'll find anywhere.

Starting with field surveys and precise measurements conducted by our experienced layout and design professionals, these specialists apply their training and expertise to construct the "puzzle pieces" that make up many of our most successful projects.

Because of the support this team of fabricators provides to our projects, James CRAFT & Son is able to offer a substantial competitive advantage to its customers, while continuing to provide *Quality CRAFTsmanship in Every Job*.

(Pictured upper right) Pipe Cutting on our "Big Cut" machine; (middle left) A pipefitter prepares a section of pipe for final welding; (bottom left) A welder completes a section of pipe.



In what year did Jonathon DeLonge invent the beach ball?

Summer Trivia

1) In what year did Jonathon DeLonge invent the beach ball?

- a) 1912
- b) 1923
- c) 1938
- d) 1950

2) Where was the first public beach in the US, established in 1895?

- a) Atlantic City, N.J.
- b) Myrtle Beach, S.C.
- c) Revere Beach, Revere, Massachusetts
- d) Miami Beach, Florida

3) What was the first ice cream flavor?

- a) chocolate
- b) vanilla
- c) strawberry
- d) coffee

4) What is the hottest temperature ever recorded on earth?

- a) 121°F
- b) 134°F
- c) 147°F
- d) 149°F

5) What is the greatest amount of SPF (sun protection factor) you can apply and still get a tan?

- a) 15
- b) 25
- c) 30
- d) 50

—playbuzz.com

4 Things To Improve Your Mood At Work

You spend a lot of time at work, so shouldn't you be happy there? Even the most routine job can be a source of satisfaction if you take the proper attitude. Try these suggestions from the *Monster.com* website to stay positive all day long:

- **Build a “nest.”** Turn your workspace into a comfortable, welcoming area to spend eight or nine hours a day. You don't have to go overboard with decorations, but bring in a few photos, some books and maybe a plant to give your workspace a pleasant atmosphere for you and others.
- **Make friends.** Don't isolate yourself. Build a support system of co-workers so you have people to talk to. Try to avoid venting or talking endlessly about your problems. Ask about their lives, hobbies and families to find out what you have in common and what you can share.
- **Walk around.** Sitting at your desk all day long is bad for your physical and mental health. Once every hour or so, get up and move around your workplace. Talk to people and get your blood flowing. You'll have more energy and feel less drained at the end of a tough assignment or a long day.
- **Get, and stay, organized.** The best way to beat stress and stay relaxed is to manage your time and resources effectively. For some people, a simple to-do list is the answer; others may require extensive scheduling to make sure every priority is taken care of. Whatever works for you, put some effort into it so you're not constantly running behind or searching for the tools and resources you need.

Moral: You Can't Get Out What You Don't Put In

Motivational speaker Zig Ziglar likes to tell the story of his friend, Walter Hailey. Although he became a star salesman, Hailey's early career as an insurance salesman was rough. He endured frustration, anxiety, slammed doors, low sales figures, and uncertainty about his future.

One day he grew so discouraged that he went to his boss and told him that he was going to quit. His boss's response? "You can't."

Hailey repeated that he was quitting. The manager repeated, "You can't." Angry now, Hailey shouted, "Yes, I can!"

His manager replied, "Walter, you can't get out of the insurance business because you have never really gotten into the insurance business."

The words hit Hailey like a ton of bricks. For the first time in his life he realized that you can't get something out of an endeavor if you never put anything into it. Or as Ziglar puts it, "There are many people who 'join' a sales organization but never get into the business of selling."

Having The Right Attitude Toward Customer Service

Steve Hardison, who went on to become a successful executive coach, began his career in sales at Xerox. Product returns were against company policy at the time, but according to a story in the *Chicago Tribune*, one day Hardison decided to let one of his customers return a copier regardless of the rule. When his boss demanded an explanation, Hardison said, "If I lose a job because I took care of a customer, then I never had a job."

The next day his boss's boss called him into his office. Hardison fully expected to get fired. Instead the executive said, "I wish I had more people like you." His reputation for honesty and integrity was made.

Answers: 1) c (original beach balls were thought to be about the size of a hand); 2) c; 3) b; 4) b (in Death Valley, California); 5) d

Disney's Philosophy: Strive To Go Further

In the 1920s and 1930s, cartoons were short features shown in theaters before the main film. Walt Disney had already made his name in these short subjects by employing innovations like sound and color, and by creating the character of Mickey Mouse.

But sound and color were becoming old hat, and the advent of the double feature meant that cartoons could only be about six minutes long.

Disney could have continued making distinctive short subjects within the expected parameters, but he had a different idea: He wanted to make an animated feature film.

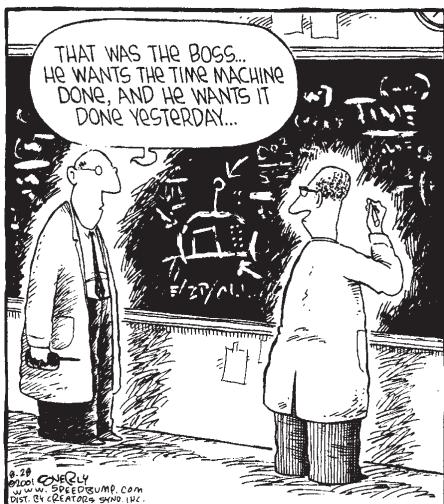
His wife was against the idea, thinking Disney was already doing fine with shorter cartoons. But he wouldn't let go. His vision was an 83-minute cartoon that took years and millions of dollars to make. People called his absurd idea "Disney's folly."

But Disney's vision and determination won the day. In 1937, *Snow White and the Seven Dwarfs* was declared Best Picture of the Year by the New York Film Critics Circle Awards and the Venice Film Festival, and Disney was awarded an honorary Academy Award.

Fun fact: Who was the voice of Snow White? Adriana Caselotti was the 18-year-old classically-trained singer who won the role.

SPEED BUMP

Dave Coverly



Behind The Walls Of Ancient Tombs

The mysteries of King Tutankhamun's tomb have yet to be fully revealed, according to Egyptologists. Egypt's minister of antiquities is seeking permission to conduct a radar inspection of the Valley of the Kings tomb in hopes of finding the remains of Queen Nefertiti, or possibly King Tut's mother Kia, buried behind the walls of the chamber.

A British scientist believes that Nefertiti lies somewhere in the tomb, although others say that Tut's mother is the more likely possibility. Either way, chances seem good that Tutankhamun's final resting place has more secrets than were previously unearthed.

In other news of ancient times, archeologists have discovered two sealed chambers and a ceremonial platform underneath the Templo Mayor, an Aztec temple in the middle of present-day Mexico City. Explorers found a hidden tunnel in 2013, and recently uncovered a passage to what they believe is a Cuauhxicalco—a space used in rituals to burn the remains of rulers. They speculate that the sealed chambers may be the bodies of several ancient Aztec kings, possibly including the final remains of Montezuma I, who ruled the Aztecs from 1440 to 1469.

But, Business Is Fun

Computer entrepreneur Michael Dell once spoke to a class of University of Texas business students. As recounted in *Success Magazine*, one student stood up to ask the young multibillionaire a blunt question: "You've got so much money, why don't you just sell out, buy a boat, and sail to the Caribbean?"

Dell stared at the young man and then replied, "Sailing's boring. Do you have any idea how much fun it is to run a billion dollar company?"

Time Behind The Wheel

Driving is embedded in our national psyche. If you feel as though you live in your car driving between home and work, consider these statistics from the AAA Foundation for Traffic Safety and the Urban Institute:

- Americans drive an average of 29.2 miles a day, for a total of 10,658 miles a year.
- Women tend to take more drives, but men spend more time on the road, driving 25 percent more miles than women.
- Drivers 30-to-49 years-old drive an average of 13,140 miles a year. Teens and senior citizens over 65 drive less than other age groups.
- We drive more in the summer: 30.6 miles a day, as opposed to the winter months, when we're on the road for just 25.7 miles daily.
- Education seems to be correlated to how much people drive: Those with no more than a high school education drive an average of 19.9 miles a day (32 minutes), while drivers with a college degree are in their cars for 37.2 miles (58 minutes).

Welcome to James CRAFT & Son

James CRAFT & Son, Inc. is a family owned and managed company with a proud heritage, whose mission is to be the leading provider of superior mechanical systems and services, through quality CRAFTsmanship, committed customer service and professional solutions.

"The service from Craft & Son is second to none. When CRAFT visits your facility you know you are in good hands."

Andy Greenwood - JC / Frick Company

Throughout the last 100 plus years, James CRAFT & Son, Inc. has continually expanded its operation and capabilities. From the purchase of our first refrigeration unit in the 1940's to the 1970's when CRAFT added electrical and sprinkler departments as well as welcoming the fourth generation of CRAFT's to the team, we have always been at the forefront of our industry.

[Read More About Us](#)

Check Out Our New Website

www.jamesCRAFTson.com

Visit our new website to see:

- Recent project profiles
- Monthly blog posts
- Capabilities highlights
- Corporate profile
- Company history
- Careers page (for current job offerings)
- Employee portal (for the latest benefits information)
- Our safety program
- Meet our incredible team of professionals

Have questions? Our website is a great source of information, but we always welcome your calls and emails!

Connect With Us...www.jamesCRAFTson.com

And, find us on Facebook and LinkedIn!



Quality CRAFTsmanship In Every Job

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