



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



Exam room medical gas, sink and fixtures.



Rooftop piping.



Dual condensing hydronic boilers.

WellSpan Ephrata Hospital Projects

Cancer Center

WellSpan Ephrata Cancer Center was created to bring cancer treatment close to home. The Center combines state-of-the-art treatment, highly-competent staff, and personalized care to make the treatment experience as convenient and comfortable as possible.

James CRAFT & Son was contracted to install five new packaged rooftop units, two new boilers, three humidifiers and all new medical gas outlets and piping. Also,

part of our contract was the installation of two new Filtrine Chillers, one of which is dedicated to a brand-new Linear Accelerator (LINAC) machine used in advanced patient treatment.

There were two significant obstacles we faced during the project. Just prior to construction, the existing boiler fell into disrepair, so a rental boiler had to be obtained, placed, and hooked up until the new ones were installed. The building remained occupied with ongoing radiation

treatments throughout construction, which hindered roof access for workers.

Utilizing the advanced resources and experience of our PreFab Shop (led by Kris Jordan) to build ductwork and plumbing assemblies for the project, we were able to overcome these challenges and stay on track with the project schedule.

Our Team included estimators Victor Vascellaro, Nick Miller and Drew Doxzon. Our key onsite personnel included Jake Stough, Keith Painter and Ian Sayres.



Air separator pumps

Chiller Plant Expansion

To accommodate its needs for additional capacity and redundancy, WellSpan Ephrata Hospital required the upgrade and expansion of its chiller plant.

James CRAFT & Son was contracted to install the owner-furnished chiller and refrigerant monitoring system, cooling tower, four new pumps equipped with variable frequency drives (VFDs), an air separator, expansion tank, air handler, exhaust fan, gravity ventilator and all the supply grilles.

Additionally, we installed above- and below-ground sanitary, vent and stormwater

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True or False? A baby bird's mother will reject it if you pick it up.

True or False?

- 1) You've heard the saying, "blind as a bat." Are bats really blind.
- 2) A baby bird's mother will reject it if you pick it up.
- 3) NASA spent more than \$165 million on a space pen.
- 4) A chicken once lived for 18 months without a head.
- 5) The name "Jessica" was invented by William Shakespeare.
- 6) You only use 10% of your brain.
- 7) Humans share 95% of their DNA with bananas.
- 8) Chewing gum takes seven years to digest.
- 9) All red wine gets better with age.
- 10) There are more trees on Earth than stars in the Milky Way galaxy.

—Buzzfeed

Answers: 1) False; 2) False; 3) False; 4) True; 5) True; 6) False; 7) False; 8) False; 9) False; 10) True

Videoconference Etiquette

As more and more people shift to working from home, videoconferencing via Skype, Zoom, and other platforms has become essential to staying in touch with co-workers and managers. But you have to behave appropriately. The Owl Labs website offers these video conferencing etiquette tips:

- **Be on time.** Like any meeting, videoconferencing calls for punctuality. Dialing in late is a distraction to your punctual colleagues. Make sure you know how to connect more than two minutes before the meeting begins.
- **Mute yourself when you're not speaking.** Your microphone can easily pick up stray noises in the background—chewing, phones ringing, dogs barking, kids shouting, etc. Do everyone a favor and stay on mute until you have something to say.
- **Check your technology.** Do a few test runs so you can be sure you know what you're doing. You don't want a sudden glitch to take you out of the meeting unexpectedly or disrupt it.
- **Dress appropriately.** You may spend your current workday in your pajamas, but dress up before logging on. You may not have to wear a suit and a necktie, but you want to project a professional image online.
- **Get in the right position.** Make sure your face is visible, and avoid angles that show people just your ears or nostrils. Face the camera directly, not from above or below. A stable stack of books can elevate your computer as needed. Look directly into the camera when speaking, not at others in the conference.
- **Check your lighting.** Don't place bright lights directly behind you, or you'll blind other participants. Make sure the light is adequate so you don't appear to be speaking from darkness or shadows.
- **Pay attention.** Don't multitask by checking emails or doing other work during the conference. It's disrespectful to others. Plus, you might miss something important or delay in answering a question directed to you.

"Success means doing the best we can with what we have. Success is the doing, not the getting; in the trying, not the triumph. Success is a personal standard, reaching for the highest that is in us, becoming all that we can be."

—Zig Ziglar

The Patient Mother

A woman walked in the grocery store with a three-year-old girl in the seat of her shopping cart. As they passed the cookie section, the little girl asked for cookies, and her mother told her no.

The little girl immediately began to whine and fuss. The mother said quietly, "Now, Monica, we just have half of the aisles left to go through; don't be upset. It won't be long."

Soon they came to the candy aisle, and the little girl began to beg for candy. When her mother said she couldn't have any, the little girl began to cry. The mother said, "There, there, Monica—only two more aisles to go, and then we'll be checking out."

When they got to the checkout, the little girl immediately started clamoring for gum, and she threw a loud tantrum when her mother refused. The mother patiently said, "Monica, we'll be through this checkout lane in five minutes, and then you can go home and have a nice nap."

A man followed them out to the parking lot and stopped the woman. "I couldn't help noticing how patient you were with little Monica," he said.

The mother laughed. "My little girl's name is Tammy. I'm Monica."

Ghost Ship Mystery Solved

Every 20 years or so, the remains of a 50-foot shipwreck are exposed on a Maine beach in the wake of strong storms, only to be buried again by more harsh weather. It's a mystery that has frustrated locals wanting to know more about the ghost ship.

According to the CNN website, the ship was first spotted in 1958, then reappeared in 1978, 2007, 2013, and 2018. Some pieces of the ship were saved, and now the mystery has been cleared up.

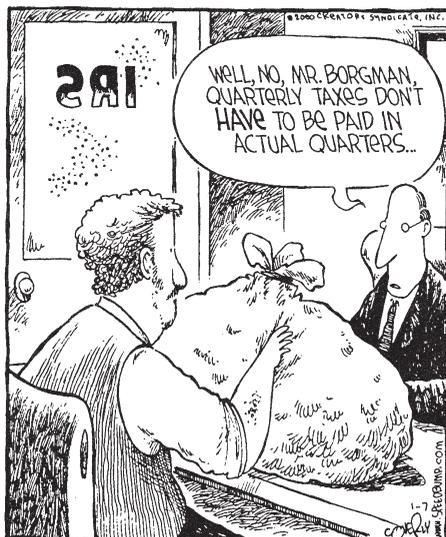
A marine archeologist sent pieces of the wreck to the Cornell University Tree-Ring Laboratory. There, the timber was matched in a tree-ring index to a probable date of 1753. With that data, the archeologist studied historical records and linked it to a sloop called Defiance, built in 1754 and wrecked near the Maine location in 1769.

Defiance sailed out of Salem, Massachusetts, with a cargo of flour, pork, and other goods. Crewed by four men, Defiance hit a fierce storm and was forced onto the beach. Although the sloop was a total loss, all four men survived.

The identification is significant because Defiance is one of the few examples of a pre-Revolutionary War ship built in New England. Scientists also hope to use the information to measure the impact of sea level rise and storm activity.

SPEED BUMP

Dave Coverly



How COVID-19 Will Change Consumer Behavior

The coronavirus crisis is likely to change American culture and behavior long after it's passed. Ad Age points out these trends that are likely to endure:

- **Trust in tried-and-true brands.** The stress of change will coax consumers into sticking with time-tested brands, experts say. Launching anything new will be difficult as Americans shy away from what they're not already familiar with.
- **Do-it-yourself will stay strong.** We're already cooking more at home and trying out new recipes, and that's likely to continue. For example, sales of yeast rose 650% for the week ending March 21, compared with the same period last year, reflecting how many Americans are baking more often.
- **We'll rely more on digital outlets.** Just as digital streaming is replacing going out to the movies, digital shopping is on the upswing. For example, almost 40% of online grocery shoppers in April made their first online grocery purchase in March.
- **Flexible work is here to stay.** A poll of 500 adults age 40–50 said they expect to go back to their previous routines, including work, school, recreation, and entertainment. However, as working from home has boomed during the pandemic, it's likely that more employers will offer this option and employees will scoop it up, experts predict.

Unlock Innovation With These Tactics

Want to boost your creativity? It can enhance your career and your life. The Forbes website offers these techniques for jumpstarting your brain:

- **Say yes.** Don't shut down ideas too quickly. Even if they seem unrealistic or impractical, take a positive approach by saying, "Yes, and ____." Ask follow-up questions to spur a deeper exploration of the issues. You may discover a way to bring a seemingly impossible idea to life.
- **Brainstorm on a large scale.** It's easy to limit your thinking, especially when resources are scarce. Don't fall into that trap. Expand on your idea without worrying about how much it will cost or how much work it will take. It's always possible to scale it down later, but in the long run you'll generate more impressive plans and strategies.
- **Look for the pain points.** Find out what's bothering your partners or customers. Chances are you can come up with interesting ideas for solving their most pressing problems. To cite one well-known example, an entrepreneur created Netflix, which initially shipped DVDs to homes for as long as customers wanted to keep them, because he realized people didn't like late fees. Removing that one pain point led to a mammoth business.

A Few One-Liners

- What's the best thing about Switzerland? I don't know, but the flag is a huge plus.
- I submitted 10 puns to a joke-writing competition to see if any of them made the finals. Sadly, no pun in ten did.
- What's the difference between a hippo and a Zippo? One is really heavy, and the other is a little lighter.
- If you ever get cold, stand in the corner of a room. They're usually 90 degrees.
- I took part in the suntanning Olympics, but I only got bronze.
- What do Alexander the Great and Winnie-the-Pooh have in common? Same middle name.
- Murphy's Law says that anything that can go wrong will go wrong. Cole's Law is thinly sliced cabbage.



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WellSpan Ephrata Hospital... *continued from page 1*

pipng, along with all the drains, water meters, backflow preventers, and pressure reducing valves. Throughout the hospital, we installed new valves in 29 fan coils, and 12 air handlers.

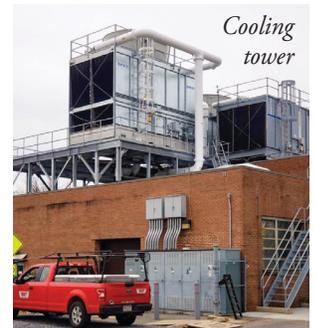
Two unique aspects of this project. Two rental chillers, already onsite prior to construction, had to be worked around, but have since been removed. The project required that the existing system remain active while the new cooling water piping system was installed, so new piping had to be designed and installed around the existing piping. Once the new hybrid primary cooling water loop was commissioned the existing piping was removed.

Once again, we called on the skill and creativity of our designers and fabricators to layout and build all the piping and ductwork for the project, which kept the project on target. And precision crane work by Eisenhart Crane Service allowed for lifting and setting the new cooling tower on the roof, the new 32,000-pound chiller in the mechanical room, and the removal of the existing pumps located in the hospital penthouse.

Our Team included estimator Mike Kearns. Our key field personnel onsite were Nate Cooper, Joe Keutsch, Keith Painter, Jesse Walker and Ivan Maletin.



Chiller piping



Cooling tower



New pumps

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