

1900-2025

James **CRAFT** & Son Inc.
MECHANICAL CONTRACTORS



125th ANNIVERSARY

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Celebration

The CRAFTsman

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

Summer 2025

York, PA - 50-Ton Chiller Replacement

Trinity United Church of Christ Project

Trinity United Church of Christ on West Market Street in Downtown York, an older historic church with beautiful stained-glass windows, needed to replace the building's 50-year-old York Borg Warner Chiller that cools the entire church.

This job presented challenges with removing the old unit from the basement piece-by-piece and then installing a

new Carrier Chiller into the basement.

The control box of the new chiller had to be disassembled, then reassembled to fit it into the basement. With the recent change in refrigerants, leak

detection and evacuation systems were installed with ductwork to the outside.

Additionally, the steel supporting the existing cooling tower was badly corroded, so we craned new steel to the roof and refurbished the existing steel in place.

A new cooling tower pump was installed in the basement along with new piping and valves. All new piping was professionally reinsulated.

A great job by all involved: Andy Leh, Sales Estimator; John Mehring, Project Manager; and Nate Cooper, Lead Installer/Foreman.



New Carrier Chiller



New Chilled Water Piping



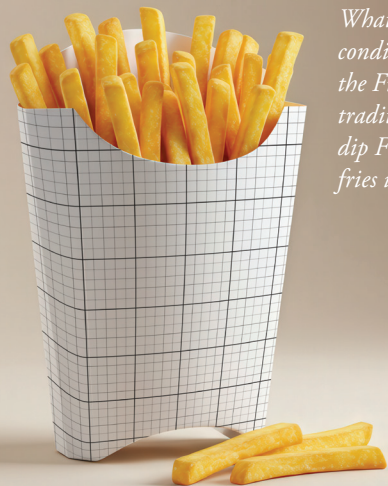
New Circulator Pump

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What
condiment do
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Trivial Pursuits

- 1) What condiment do the French traditionally dip French fries in?
 - a) mustard
 - b) mayonnaise
 - c) chutney
 - d) ketchup
- 2) Which famous person coined the Maxwell House slogan “good to the last drop”?
 - a) Annie Oakley
 - b) Ed Muskie
 - c) Teddy Roosevelt
 - d) Leo Burnett
- 3) Where on a horse would you find the body part called a “frog”?
 - a) neck
 - b) hoof
 - c) mane
 - d) tail
- 4) What laundry additive was the sponsor of the TV series *Death Valley Days*?
 - a) 20 Mule Team Borax
 - b) Purex
 - c) Downy
 - d) Mrs. Stewart’s Liquid Bluing
- 5) What former Brat Pack-er portrayed Bill Gates in the 1999 TV movie *Pirates of Silicon Valley*?
 - a) Emilio Estevez
 - b) Andrew McCarthy
 - c) Judd Nelson
 - d) Anthony Michael Hall

—*mentalfloss.com*

Answers: 1) b; 2) c (Strangely, Coca-Cola was also using the slogan at the time); 3) b (It’s the triangular indentation on the underside of a horse’s hoof); 4) a; 5) d

Here’s Why Squinting Helps You See Better

We’ve all been there: You’re struggling to see something properly, so you narrow your eyes and somehow bring the object into clarity. But when you really think about it, there’s something counterintuitive about squinting. Why does using less of your eye help you see something more clearly?

It’s because your lens, on the front of your eye, is constantly changing shape in order to focus on objects both near and far. Squinting temporarily reshapes the lens further to help focus light where it needs to go and to reduce the amount of light going into your eye. To see well, we need light to be focused by the lens to hit the retina—which is located at the back of the eye—as precisely as possible. There are limits to how well we can do this, particularly in challenging light conditions, or when our lenses aren’t in great shape. This applies to a lot of us, as our lenses change as we age.

According to the Cornell Center for Materials Research, “By squinting people are actually changing the shape of their eye, just ever so little, so that the light focuses correctly on the retina.”

Like narrowing the aperture on a camera, narrowing your eyes with your eyelids reduces this interference and only allows light to come in nearer the center of the lens, allowing for a more focused concentration of light on the retina. This is sometimes called the pinhole effect.

Winning People Over

You’ve got a great proposal to make your workplace more efficient and effective. But getting your co-workers’ support is going to be tough. Here are a few tips that will smooth the way:

- **Know the sticking points.** Never walk into a presentation without considering which issues will come up. Try to anticipate others’ concerns and reactions, and draw up a game plan to handle them.
- **Focus on the issues.** Don’t take objections personally. Stick to the issues and your goals.
- **Gain understanding.** Listen carefully to get to the bottom of objections and differences of opinion so you can move toward resolving the issues.
- **Ask for help.** Seek the advice of mentors and people you respect. You’ll need the backup when you face resistance from colleagues.
- **Choose your battles.** Remember that not all issues carry the same weight or importance. Select your battles; put your energies into the ones that count.

The Importance Of Training

Training is important to the development of your staff and your company’s success. But training sessions are often met with boredom or skepticism by employees who see them as a waste of time. These tips can help encourage participation:

- **Get input from the trainees.** Before you plan a training session, find out what employees think of the proposed training. What do they think they can get out of it? What would they like to accomplish?
- **Explain how the training will help them do their job better.** Make sure they see how the training will let them become more effective, and how it will benefit them personally and professionally.
- **Emphasize that training is meant to improve skills.** Sometimes employees interpret training as a message that they’re not good at something. Acknowledge what people already do well, and shift the focus to what they can do even better.
- **Be an active participant.** Don’t just observe. Take part in training. This way, you reaffirm the message that everyone can benefit from the training.

Why Do Clowns Wear Big Shoes?

A clown starts his or her clowning from the ground up, which is why their big, floppy shoes are so recognizable. But what's behind this funny business?

Clown user "Tickles and Trouble" posed this question to *Clown Forum*, an online message board for clowns. One of the clown responses included, "To make sure everyone in the audience gets a big kick out the show!"

Here's the real reason: The tradition originates from early clowns, upon whom modern iterations have based their look. The white face paint is said to come

from Pierrot, a French clown, while the baggy clothes are inspired by

Joseph Grimaldi's "Joey," who first appeared in England in the

early 1800s and who *Encyclopedia Britannica* credits as being "the

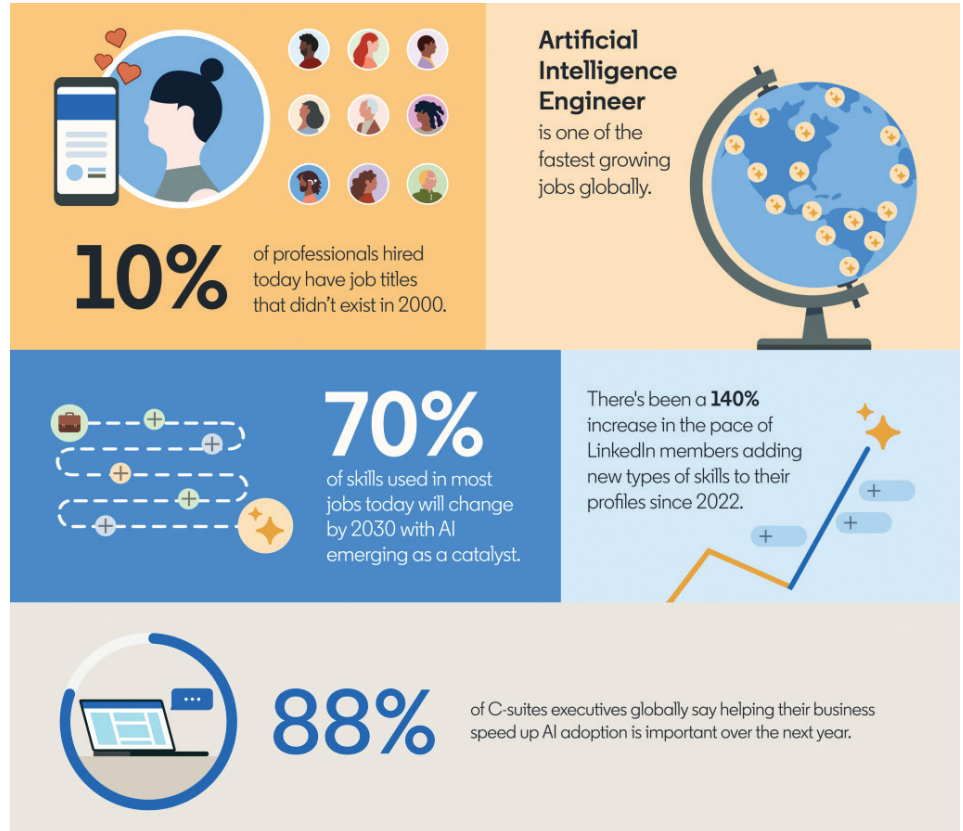
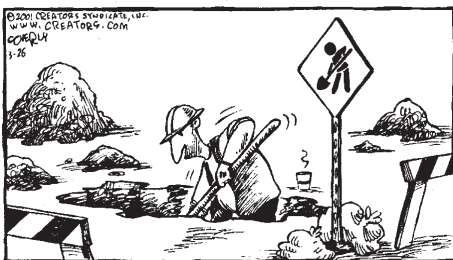
earliest of the true circus clowns."

Joey himself was likely inspired by even earlier characters from English touring theaters. The main three—Pickelherring, John Posset, and Stockfish—rose to popularity in the 17th century when these companies played throughout Germany, and their buffoonery was exemplified by the absurd clothing the actors wore—big shoes included.



SPEED BUMP

Dave Coverly



The Impact of AI

Artificial Intelligence (AI) is changing work, and businesses and professionals are having to adapt. LinkedIn's inaugural *Work Change Report: AI Is Coming to Work*, reveals how AI is creating new jobs and skills, transforming careers, and spurring productivity and innovation. Some top findings include:

- Professionals entering the workforce today are on pace to hold twice as many jobs over their careers compared to 15 years ago.
- By 2030, we expect 70% of the skills used in most jobs will change, with AI emerging as a catalyst.
- 88% of C-suite executives globally say helping their business speed up AI adoption over the next year is important, and 80% believe it will foster a more innovative workplace culture.
- 51% of the businesses that have adopted Generative AI (GAI) reported a revenue increase of 10% or more.

Fun Facts About Coffee

- Coffee beans are actually the seeds from the coffee plant's berry-like fruits.
- Coffee beans are green when they are picked.
- The world's first coffee house opened in Turkey in 1475.
- Brazil is the largest coffee producer in the world.
- Light roasts have more caffeine than dark roasts.
- The first home espresso machine was invented in 1938.
- The most expensive coffee in the world is called Kopi Luwak and will cost you \$600 per pound.





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2025 Marks Our 125th Anniversary!

Remembering our history and looking toward the future

In 1900, Faros Craft started a simple business as a blacksmith and table maker. As was the custom at the time, his son, James W. later joined him in business. Time went on and another generation of the Craft family, James E., joined the business. Now, 125 years later, the great- and great-great-grandchildren of Faros Craft comprise the company's management team.

James CRAFT & Son has certainly changed over the last 125 years, but is still owned and operated by members of the Craft family, who are dedicated to quality CRAFTsmanship and service. That dedication is reflected in the employees, both past and present, who have been instrumental in establishing James CRAFT & Son as one of the most reliable mechanical contractors in central Pennsylvania. We owe our longevity, our growth, and our reputation to the hard work of our

140 employees, who exemplify the vision, mission, and values that have enabled us to service customers with excellence all these years.

With its headquarters in a state-of-the-art, computerized and automated shop facility, the company continues to offer

quality engineering, design, and installation capabilities, as well as automatic temperature controls and emergency services. It has expanded into new territories with a presence in Chambersburg, Pennsylvania and northern Maryland, and prides itself in operating as a merit shop.

James Craft & Son, Inc. continues to expand its capabilities to grow right along with the technological advancements that have enhanced

the industry. By incorporating progressive thinking with employee education and training, the company offers consistent quality and unparalleled value.



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