

Safety, Sales, and Superior Service



HAPPY NEW YEAR



The Bottom Line

When Sir Christopher Wren was supervising the construction of his masterpiece St. Paul’s Cathedral, he went incognito to interview some of the workers to ask them what they were doing. The 1st worker replied, “I’m cutting stone for 10 shillings a day.” The next answered, “I’m putting in 10 hours per day on this job.” But the 3rd said, “I’m helping Sir Christopher Wren construct one of London’s greatest cathedrals.” In our daily work and in our lives, it all comes down to perspective.

Most of us will spend over 100,000 hours in our lives working. And we’ll spend a pretty good share of time in other pursuits, with family and friends, in leisure activities, hobbies and even retirement. Therefore, a little reflection on exactly “what we are doing” is time well spent. We live in an age in which deep reflection seems to have disappeared. We hurry from place to place, desiring everything in the here and now. Even an e-mail or text that is not answered seems like an eternity. Everyone that we come in contact with is busy.

But, what makes a person busy? What occupies our time? Are they things that matter for eternity or even next week?

The essential question is not how busy you are but what are you busy at?

The bottom line is important for every business and it should be important for every person. We all must be able to answer the question, “What are you doing?” And some day we all will have to answer an even more profound question, “What have you done with the time you were given?”

To live a life well-lived, one that is productive and joyful, it’s good to think about the “bottom line”.

Preventative Health Services

News You Can Use

Blue Cross Blue Shield of Tennessee provides some preventative health care services that are covered at the 100% level when using a network provider. There are services available to everyone who is covered in your family, from the youngest to the oldest. By taking advantage of these services, you are utilizing your benefits to your gain. Don’t leave these benefits on the table—use them! Some are:

- Well child care + immunizations
- Annual Well Woman Exam
- Annual Mammogram—Age 40 +
- Annual Cervical Cancer Screening
- Annual Prostrate Screening—Age 50+

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ALTHOUGH NO ONE CAN GO BACK



AND MAKE A BRAND NEW START...

Anyone can start from now and

## **Safety Rocks** by Charlie Boyd **New Safety Contest Announced**

As this new year kicks off so does our chance to make 2015 our safest year yet. We are keeping our BSAFE Bingo game going but we are adding another opportunity for you to win prizes for making safety recommendations. Any employee who submits an idea for safety improvements, safety plans, or safety suggestions will be eligible to win. The employee will present their idea to any member of the Safety Committee or the Safety Manager, Charlie Boyd. To ensure that the idea is considered for a prize, employees must complete a Safety Suggestion Form. These forms are available in the warehouse as well as from the Safety Manager, Charlie Boyd. At the next scheduled meeting, the Safety Committee will evaluate each idea and will collectively select the best idea for implementation. The employee whose idea is selected will win a \$250.00 Gift Card. If you've ever said, "They ought to...", now is your opportunity to implement that idea.

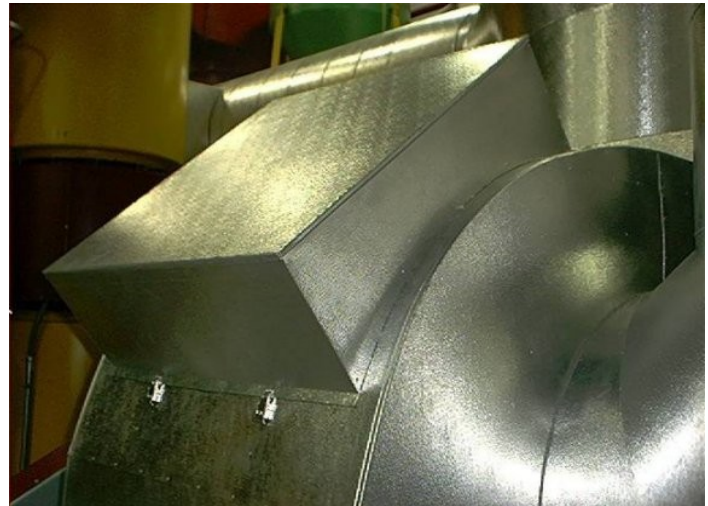
The contest is now open and the first winner will be selected at the next Safety Committee meeting in March. Get those ideas turned in today for your chance to win!

## **Rare Triple Win in BSAFE Bingo**

Recently 3 people won the BSAFE Bingo Game on the same day. These lucky winners won \$275.00 each! Winners were Raul Macias, Richard Ward, and Mike Kleman.

Because of the efforts of everyone to work safely this great win was possible. Keep up the SAFE work!

Oh, and Ricky Howell won \$150.00 last week, also.



## **Learning Your Craft**

There are a wide variety of materials that are used in the insulation and refractory business. The list is always changing as existing products are modified and new products are being developed. Fiberglass pipe insulation is one of the more common insulation materials. Here are a few facts that you should know.

Fiberglass pipe insulation is for use on hot, cold, concealed and exposed piping in commercial building, industrial facilities and process or power plants. Fiberglass pipe insulation is designed for application temperatures from 0°F to 850°F (-18°C to 454°C).

The hinged sections of Fiberglass Pipe Insulation are opened, placed over the pipe, carefully aligned, and sealed or jacketed as required by the form of the insulation and the application.

All jacketed pipe insulation is shipped with the jacket and longitudinal lap closed, the two adhesives separated by a release strip. The insulation is opened by pulling the release strip from between the two adhesive strips. The insulation is placed on the pipe, carefully aligned, and the 2 adhesives rubbed firmly together to close and seal. The 2-part butt strip seal completes the positive closure.



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