Professional Construction Estimators Association of America, Inc. (PCEA) was chartered in 1956 with 35 members from various construction disciplines in Charlotte, North Carolina. Some of the Charter members remain active today. During our early years, members rallied together to exchange ideas, promote educational endeavors and high ethical standards, while simultaneously developing new friendships. Under the leadership of Charlotte’s early presidents, the members set forth many goals to promote and support the industry while expanding the voluntary association. As a result of these efforts, a second chapter was formed during 1958 in Greensboro, North Carolina (now called the Triad Chapter). The Raleigh-Durham Chapter (now called the Triangle Chapter) followed behind in 1963. Subsequent chapters were formed in Virginia, North Carolina, South Carolina and Georgia and Florida. Vern W. "Bill" Helms of the Charlotte Chapter was elected as our first National President in May 1975 during the first annual convention at Myrtle Beach, South Carolina. Since then, PCEA has grown to almost 1,000 members with twelve chapters in five states. Current goals include active expansion to other market areas.

PCEA members have always been active in the promotion of construction education for the betterment of the industry. Each chapter individually coordinates, develops and establishes programs to assist and enhance the educational endeavors in their community while pursuing the educational goals of membership. PCEA Chapters support educational programs ranging from, but not limited to, scholarships to local students, endowed scholarships at several Universities, providing construction instructors, purchasing equipment for use in technical training and introducing construction as a trade to "at risk" students.
Regular Meeting Minutes
Meeting held at Casa Carbone, Raleigh, NC. Attendance: 15 members and 5 guests. Call to Order at 7:02 PM by President Ryan Degnan.

Secretary – Meeting minutes are included in Newsletter and approved as submitted

Treasurer – Kevin Sherron read September Treasurer’s Report. The Operating Account balance is $7,678.55 and the Projects Account balance is $38,789.39. The Treasurer’s reports were accepted as read.

1st Vice President – We have 5 guests at the meeting tonight. Patty McCaffey with McDonald York will be joining.

2nd Vice President – As always please send any program ideas and or newsletter articles to Tom for inclusion.

Next month’s speaker is Patrick O’Boyle. Patrick provided the CPR Training at the 2017 National Convention. He was prior member of the PCEA.

Education – No report

National Director:
The 2018 National Convention will be a cruise that leaves out of Miami, April 19th – April 23rd. Call to Convention should already be out to the membership as deposits are due by December.

Fundraising – This year’s Sporting Clays will be held at Drake’s Landing on October 20th. Rick stated that we currently have about 28 shooters and are expecting the weather to be perfect. Additionally, Wally has 4 cases of Pecans for those to sell. The price per bag is $11. Wally will be getting 4 to 5 more cases for those interested.

Social – Christmas Social will be held at Buku in downtown Raleigh on 12/7/17.

Old Business – None
New Business – None

Program – This month’s program was on Procore Construction Software. The presenter from Procore has to cancel at last minute. Ms. Kellie Renzi with McDonald York was able to come provide a presentation on this software. McDonald York uses this software as an Operating Tool for the field and Project Management, but decided against using it for Estimating. They use a similar product, Pantera, that they feel is more user friendly. There was a very good discussion on the plusses and minuses from the GC and the subcontractors points of view.

Gold Roll - The gold roll was not won by Anthony Luise.

Meeting adjourned at 8:23 pm.

Respectfully submitted,
Chris Kelley
Officers and Board Members for 2017-2018

Members Corner
Dedicated to our members and family
If you, or you know of someone having personal or health issues please let me know, so their needs can be noted.
Please keep the following members in your thoughts and prayers;
Our Soldiers and Sailors near and far
2017 Hurricane Harvey and Irma Victims

Contact
Ryan Degnan
Evan Smith
Adam Blalock
Thomas Von Cannon
Chris Kelley
Kevin Sherron
Kevin Sherron
Glenn Hessee
Wally Mills
Adam Blalock
Rick Embrey
Marc Marotta

Position
President
Outgoing President
1st Vice President
2nd Vice President // News Letter Editor Secretary
Treasurer
National Director
At Large Director
At-Large Director
At Large Director
At Large Director

Email Address
rdegnan@mapdoors.biz
esmith@floorscapenc.com
adam@blairduron.com
tavoncannon@vscfs.com
chrisk@jdbeam.com
Kevin.sherron@hdsupply.com
kevinsherron70@gmail.com
ghessee@talbertbuildingsupply.com
wally@stwcorp.com
adam@blairduron.com
rick@mr-dirt.com
marc.marotta@skanska.com

PCEA Triangle Chapter 3 Scholarships:
PCEA recognizes that one of the greatest problems facing our industry is a shortage of interested and well qualified employees at all levels. To that end, our mission is to extend Scholarships to persons interested in pursuing a career in the construction Industry.

The following Scholarships are funded by the PCEA Triangle Chapter fundraisers and events. (Please see a Faculty Representative at these schools to receive an application).

PCEA Member Dependent Scholarship
The PCEA Member Dependent Scholarship is available to immediate family members of PCEA members in good standing. The recipient of this Scholarship does not have to be pursing a degree in the Construction Industry.
Veterans Day is a U.S. legal holiday dedicated to American veterans of all wars. In 1918, on the 11th hour of the 11th day of the 11th month, an armistice, or temporary cessation of hostilities, was declared between the Allied nations and Germany in World War I, then known as “the Great War.” Commemorated in many countries as Armistice Day the following year, November 11th became a federal holiday in the United States in 1938. In the aftermath of World War II and the Korean War, Armistice Day became legally known as Veterans Day.
Technology is on the rise in the construction industry, with an increasing number of construction companies deploying an array of leading-edge technologies across the project lifecycle. While traditional construction software has failed to solve construction’s productivity problem, mobile technology solves the two primary pain points driving digital transformation in the construction industry. Mobile construction apps not only reduce risk and help construction professionals maintain their bottom line, but also help teams communicate and share documents both in the field and office.

- The high return on investment construction professionals can expect from mobile technology
- How to craft a strategy to increase technology adoption within your organization
- How to determine the ROI from your investment in mobile construction apps
Construction Technology

Technology is on the rise in the construction industry, with an increasing number of construction companies deploying an array of leading-edge technologies across the project lifecycle. While traditional construction software has failed to solve construction’s productivity problem, mobile technology solves the two primary pain points driving digital transformation in the construction industry. Mobile construction apps not only reduce risk and help construction professionals maintain their bottom line, but also help teams communicate and share documents both in the field and office.

Our October presentation was to be given by a representative of Procore out of their home office in California. They had confirmed their participation and the Saturday before our October membership meeting sent an e-mail stating that they would not be able to make the scheduled date.

Sometimes disappointments have an unpredictable positive outcome, as was the case here. Scrambling to find a replacement that could talk about the subject of Construction Software, Procore in particular, I called several contractors that I knew that used Procore.

Of those that were contacted Ms. Kellie Renzi krenzi@mcdonaldyork.com agreed to give a presentation on how her firm utilizes Procore.

Had the Procore Representative followed through with the presentation we certainly would not have gotten the to hear of several of the detracting issues utilizing Procore.

As Relayed by Ms. Renzi, Procore is a robust platform, with a lot of capabilities but was cumbersome in the pre-construction phase of a project where it would take a lot of time to set up a new project into the system.
Ms. Kellie Renzi our October Program Presenter:

Kellie has been in the construction industry for 16 years and began working at McDonald York Building Company in 2012. She has proven to be an asset to the company ever since. As Director of Preconstruction & Estimating, Kellie is responsible for working with Owners, Designers and the Operations Team to provide budget updates, evaluation of materials, equipment, constructability, time requirements for installation and all factors related to cost. She has demonstrated excellent skills in negotiated and hard-bid estimating. Kellie is a firm believer in achieving your goals no matter how big or small and particularly with her position, the reward of a successful project far outweighs the stress during construction. In the office, she leads McDonald York’s Estimating department and is a member of both the Safety Committee and the Events Committee. Clients who have worked with Kellie have described her as “professional,” “well-versed in her field,” and “a tremendous asset to the team.” If she isn't in the office or meeting with clients, you might find Kellie out in the community serving as event security for local sporting events and concerts or spending time with her dogs.

http://www.mcdonaldyork.com/who-we-are-detail.cfm?id=649

It would be impossible to describe the Construction Industry in the Raleigh, Durham and Chapel Hill without mentioning the impact that McDonald York has had on the local construction market. With over 100 years of service to our local community, they have a long and proud History.

About McDonald York

At McDonald York Building Company, we are passionate about collaboration and innovation and are dedicated to fostering long-term relationships with clients, colleagues, staff and community members. Having celebrated our 100 year anniversary in 2010, we feel that our commitment to the principles of integrity, honesty, safety and quality have helped to lay a strong foundation for a bright future. As an innovative full-service construction company working throughout the Triangle area of North Carolina, we "partner" with clients to provide technical expertise to deliver solutions within the Life Sciences, Corporate, Healthcare and Office markets. Our unique structure allows us to effectively handle a wide range of projects from small facility improvements to large capital projects.
McDonald York provides a full spectrum of Preconstruction services. We have the ability to confidently and consistently interpret and deliver results.

Our passion for continuous improvement has inspired us to develop progressive and accurate Preconstruction processes and tools. From the use of technology and sustainable construction to budget estimating, constructability reviews, and value analysis, our services vary based on project delivery methods, market requirements and our unique client needs. What doesn't vary are the results - detailed, accurate and complete data up front, allowing for informed decision-making, and close cost control and schedule adherence from end-to-end.

**Sustainable Construction**
McDonald York encourages all clients and partners to incorporate sustainable materials and green construction methods regardless of project goals. With our LEED Accredited Professionals and resume of sustainable projects, we bring an understanding of potential cost implications, as well as subcontractor and vendor relationships to reach the desired sustainability or certification level.

**Budget Estimating**
McDonald York's preconstruction teams understand how critical our early estimates are to your project's success. We practice a continuous process of cost control beginning on the day we are selected as part of the project team. From that day forward, we focus on realistic budgeting, accurate documentation and ongoing review of costs to help you maximize your budget dollars.

Using our estimating tools and databases, as well as timely information from the marketplace, our experienced team collaborates with the project team in the development of an early, accurate budget. As the design develops, we maintain a watchful eye toward the budget, providing advice as to cost, schedule and constructability.

**Constructability Reviews**
Based on experience, the McDonald York Preconstruction team reviews the design documents to ensure that they are clear, the construction details are efficient, and the architectural, structural, mechanical and electrical drawings are coordinated.

**Value Analysis**
Our systematic and proactive approach to value analysis maximizes the effect of every project dollar spent and is a critical component of our process. This includes cost analysis, identification of alternatives, construction feasibility, considerations relative to labor and material availability, and effect on the project schedule. Our role is to investigate and suggest viable design alternatives that will avoid unnecessary expenditures and provide improved value and economy, while maintaining design intent and the owner's goals. During the value analysis review, all expenditures relating to construction, maintenance, operation, and replacement are considered.
Please welcome our newest member of the Triangle Chapter of the PCEA, Ms. Patty McCaffrey, LEED AP, BD+C, Estimator for McDonald York.

Patty was present during our October Membership Meeting along with Ms. Renzi from McDonald York.

Patty is no stranger to the construction industry. She has 8 years of experience in construction, however, her passion lies on the Preconstruction side. Patty enjoys working in the early stages of a project to offer solutions to a client that may deliver a project better by some metric whether that be more energy efficient, faster, or more cost effective. She recalls that changing direction in the construction stage to take advantage of new solutions becomes more difficult and more costly than looking ahead towards them. While not at work, Patty has a home studio that keeps her busy. She creates fused glass pieces while paying careful attention to the effects achieved by varying time, temperature and material. She also enjoys brewing beers while, again, keeping note of what she can do to a recipe to achieve a desired result not specified in the recipe.

We look forward to having Patty as part of our growing organization. I'm sure she will bring much to our organization.
How many Lions do you see?
# PCEA Triangle Chapter

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You can not have a proper Thanksgiving Dinner without Pecan Pie! Order your Pecans and be prepared!

It is that time of year when we offer a great Health Food for our Fall Fund raising event. For a very small and reasonable price you can have the main ingredient for some of Mom’s Famous Pecan Pie. Ask you Mom, Aunt, Sister, Dad, Uncle or your Brother to use our fresh and delicious Pecans in your favorite Pastry.

They are good in a pie or by the handful!
Thanksgiving by the Numbers

The first Thanksgiving was a 3-DAY harvest feast held by the founders of the Plymouth Colony in 1621.

Governor William Bradford
SENT 4 MEN TO HUNT BIRDS for the feast, and the Wampanoag contributed 9 deer.

It was attended by
53 COLONISTS AND 90 WAMPAHOA.

Swan
Goose
Verison
Lobster
Pumpkin (not pie)

Then

Duck
Shellfish

Turkey

Now

Yams / Sweet Potatoes
Ham
Cranberry Sauce

Americans eat an average of 13.3 POUNDS OF TURKEY PER YEAR.

Close to
46 MILLION TURKEYS ARE EATEN AT THANKSGIVING,
compared to 22 million at Christmas and 19 million at Easter.

NEARLY 88% OF AMERICANS eat turkey at Thanksgiving.

Thanksgiving
Christmas
Easter

MACY’S THANKSGIVING DAY PARADE
Started in 1924 by Macy’s employees, the parade once featured live animals such as camels, goats, donkeys, lions, elephants, bears and tigers. Giant helium balloons replaced this menagerie in 1927.

MORE THAN 3.5 MILLION SPECTATORS
watch the parade in person, and
OVER 50 MILLION VIEWERS WATCH ON TELEVISION.

Blowing up the parade’s
15 large balloons takes nearly
300,000 CUBIC FEET OF HELIUM.
That’s the volume of
3.4 OLYMPIC-SIZED SWIMMING POOLS.

BLACK FRIDAY
In 2011, some 226 million people went shopping on Black Friday weekend, spending $52 billion.
THE AVERAGE SHOPPER SPENT NEARLY $400.

NEARLY 25% OF BLACK FRIDAY SHOPPERS hit the stores by midnight.

OVER 120 MILLION AMERICANS now shop online on CYBER MONDAY.


A COLLABORATION BETWEEN HISTORY.COM AND COLUMN FIVE
Thanksgiving (United States)

In 1621, the Plymouth colonists and Wampanoag Indians shared an autumn harvest feast that is acknowledged today as one of the first Thanksgiving celebrations in the colonies. For more than two centuries, days of thanksgiving were celebrated by individual colonies and states. It wasn’t until 1863, in the midst of the Civil War, that President Abraham Lincoln proclaimed a national Thanksgiving Day to be held each November.

http://www.history.com/topics/thanksgiving/history-of-thanksgiving/videos/bet-you-didnt-know-thanksgiving?m=528e394da93ae&s=undefined&f=1&free=false#

Thanksgiving, or Thanksgiving Day, is a public holiday celebrated on the fourth Thursday of November in the United States. It originated as a harvest festival. Thanksgiving has been celebrated nationally on and off since 1789, after Congress requested a proclamation by George Washington. It has been celebrated as a federal holiday every year since 1864, when, during the American Civil War, President Abraham Lincoln proclaimed a national day of "Thanksgiving and Praise to our beneficent Father who dwelleth in the Heavens," to be celebrated on the last Thursday in November. Together with Christmas and the New Year, Thanksgiving is a part of the broader fall/winter holiday season in the U.S.

The event that Americans commonly call the "First Thanksgiving" was celebrated by the Pilgrims after their first harvest in the New World in October 1621. This feast lasted three days, and—as accounted by attendee Edward Winslow—it was attended by 90 Native Americans and 53 Pilgrims. The New England colonists were accustomed to regularly celebrating "thanksgivings"—days of prayer thanking God for blessings such as military victory or the end of a drought.
Thanksgiving

Major holiday shopping hotspots like Wal-Mart, Target and Best Buy will draw plenty of shoppers on Thanksgiving Day in 2017. Big malls like Destiny USA in Syracuse and Eastview near Rochester will be hopping too. But there are retail heavyweights that will keep their doors shut. Local stores like Herb Philipson's, Ra-Lin and others generally stay closed on the holiday too.

It's worth noting that lots of these chains have never opened on Turkey Day. For many of them, it hasn't made sense from a business standpoint. They also get to enjoy the goodwill that comes with bucking a trend that is unpopular among many. We published a list of stores staying dark on Thanksgiving earlier in the fall, but here's an updated rundown. Many of these have been confirmed by bestblackfriday.com and others by syracuse.com research. We'll have a list of store hours for Thanksgiving and Black Friday soon too.
The 7 Habits Of Highly Effective People Summary

Get the full audio

If you haven’t at least heard about this book, I’d be shocked. It has sold over 25 million copies.

That’s as if the entire population of Venezuela had gotten a copy.

I’m not sure if Stephen R. Covey had any clue about what a success this book would be when he published it in 1990, but even 4 years after his death it’s still the bible of leadership and modern management.

Here’s what I learned:

1. Do the funeral test.
2. Learn how to say no.
3. Practice active listening.
   Let’s go!

Lesson 1: Do the funeral test.

This is the habit that Covey calls “Begin with the end in mind”. He issues a warning that plowing away and getting a massive amount of tasks done in a preferably short time (i.e. being efficient) is only useful when you’re plowing in the right direction.

The classic analogy here is the ladder you’re climbing furiously, only to find out it’s leaned against the wrong wall when reaching the top.

Only if you’re clear about your major, long-term goals can you align each and every single one of your decisions with them.
learned about this from Tai Lopez, and assume he’s gotten it from the book.

- Which 3-word phrase is all you need to prioritize your entire life
- Why you have to change from a “win-lose” to a “win-win” mentality
- What an emotional bank account is and how you can invest in it

The thing nature does to create a sum which is greater than its parts, and how you can do the same

Who would I recommend the 7 Habits Of Highly Effective People summary to?

The 18 year old, who’s considering a career she probably won’t like, but that will make her a lot of money, the 53 year old, who wants to make the jump to becoming a coach for the second half of his career, and anyone who struggles with saying no.

Ask yourself:

1. What do I want people to say about me at my funeral?
2. As what sort of person do I want to be remembered?
3. For what do I want to be remembered?

Depending on your number of relationships (family, friends, clients, partners, customers), you can also ask yourself how many people will be there to mourn your death.

As Steve Jobs said: all external expectations, all pride, all fear of embarrassment or failure—these things just fall away in the face of death, leaving only what is truly important.

Truthfully answering those questions will make you realize you might not want that out-of-the-suitcase, business class lifestyle, or that really all you ever wanted to do was dance.

So be bold and ask them.

Lesson 2: Learn how to say no.

Knowing exactly where you want to go makes it easy to find out what’s important to you, and what not. When you know your final goal, you’ll at least have an inclination for each to-do on how important it actually is.

You’ll often find that the important things aren’t urgent and vice versa. That means some things don’t deserve to be done at all.

Note: A great tool to learn more about the difference between urgent and important is the Eisenhower Matrix.
That means you’re gonna have to learn how to say no. It’s not easy, especially if money’s involved. Sometimes tempting rewards will be dangled right in front of you, which is when it’s time to pull out the funeral test again to see whether those rewards deserve to be chased.

I’ve tried to learn from Derek Sivers in this regard, who says it’s either a hell yeah, or a no. He’s incredibly focused on a few things, but those things create all the meaning he needs in his life.

Note: I’m using this approach to create my to-do list, and Lifehacker liked it

Covey could have been Tim Ferriss’s grandfather, the message is conveyed differently, but remains the same. Whatever you do, be effective, not efficient.

Lesson 3: Practice active listening.

The good thing about saying no to doing a lot of things is being able to spend a lot more time actually listening to others.

Active listening is part of our “Coaching 101” on coach.me, and it is a 3-pronged approach to communication:

1. You’re listening to understand the person you’re listening to, not primarily to give advice or respond.
2. You make sure you understand by repeating back to them what they said and mirroring their emotions.
3. You help them structure their own thought process.

This was one of the major lessons I learned during my first 6 months as a coach: A good coach is determined much more by the quality of his questions, than by the quality of his answers.

Covey calls this “Seek first to understand, then to be understood.” and it is a call to practice active listening and empathy.

Just like you get suspicious of your doctor when he prescribes you hefty antibiotics after hearing you cough just once, we don’t tend to trust people, who we think don’t really understand us.

So make an effort to listen to understand, instead of listening to respond. A good way to start this practice is by simply talking less.

This isn’t a how-to book and the lessons will take you a while to implement, since they are general principles. Therefore, they’re all the more helpful once you get them right.
My personal take-always

When I went through the summary to pull out 3 things, I counted 8 I wanted to share. The best lessons in these blinks are not necessarily the 7 habits themselves (which you can find in tons of videos and infographics around the web), but the little sentences at the end of the paragraph here and there, which show you how to implement them.

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My personal take-aways

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What else can you learn from the blinks?

- How you can truly change your character to become effective, by going through a paradigm shift
- What “sharpening the saw” means
- Why being reactive will make you miserable and proactive people determine their own weather
- The effect visualization can have on your work

It is hard to make time to sharpen your saw. Most of us keep doing what we’ve always done and wonder why we struggle to keep up with the new technology or newer industry practices.

The Triangle Chapter of the PCEA brings to you each month by print and interesting presenters information that helps all of us learn new and exciting things. So “Sharpen Your Saw” join and participate in the PCEA. Enjoy a good meal, visit with friends and associates and learn from our presenters every month.

Dinner and a Show!
Earlier this week the national unemployment was the big news. NPR and other media outlets disclosed that the current 4.1% unemployment rate was the lowest point in the past 17 years.

That, according to their report, was due in part to the ramping up in the construction sector. The unfortunate part of that story the construction growth was due in some part to the repair and rebuilding for damages incurred during the recent hurricanes. The growth and new hires were concentrated in Florida, Louisiana and Texas.

The main concern would be how to redirect the gained construction jobs after the this work has been completed, into permeant gains, maintaining and growing the construction industry.

The collateral benefit to construction work is of course the materials, vehicles, tools needed to support the construction work its self, followed by fit out of these structures. The positive addition to the unemployment figures for the increased need of these commodities will langue behind the construction growth

The appliances and fixtures needed to finish and dress out the structures will drive added manufacturing jobs in the near future.
With the many damaging Hurricanes, and the California Fires we are now experiencing the calamities we were warned about in the Presentation to our local Triangle PCEA Chapter by Mr Frank Princiotta during our October 30, 2016 meeting. As foretold by Frank we could expect serious changes in the weather patterns that would drive extremely strong storms and extended droughts.

Frank Princiotta

Frank Princiotta retired from EPA in 2015 after a 43-year career with the agency as Director of the Air Pollution Prevention and Control Division (APPCD) of the National Risk Management Research Laboratory. He has a degree in Chemical Engineering and a Nuclear Engineering Certificate from the Oak Ridge School of Reactor Technology. He has received a gold medal, five bronze medals and the President’s Meritorious Executive Award on two separate occasions. He played the leadership role in the development and demonstration of sulfur dioxide pollution control technology for coal-fired boilers, which has been the mainstay of SO2 control worldwide. An author of many scientific papers on air pollution control, he has been a frequent speaker before technical societies and conferences and has chaired numerous symposia and has testified before House and Senate Committees on air pollution control. In recent years he has been a key expert in the control of mercury from coal-fired power plants. Most recently he has focused on global climate change which he considers the most important environmental issue of the century. He has analyzed the role that technology will need to play, if we are to avoid the potentially catastrophic impacts associated with an unconstrained use of energy.

![Graph](image-url)
October Meeting
November Membership Meeting
Scheduled 11-16-2017

Address:
6019-A Glenwood Ave
Oak Park Shopping Center
Raleigh, NC 27612-2601

Patrick S. O'Boyle  APP/ATP/DMT

Mr. O'Boyle currently is a Sr. Medical Instructor at the John F. Kennedy School of Warfare, Joint Task Force Special Warfare Medical Group (Airborne) Teaching Green Berets and Navy Seals advanced Medical procedures in the most academic challenging school the Military offers.

He has authored multiple Medical Papers, industry articles and is a regular contributor in Monthly publications.

Mr. O'Boyle is also recognized as a leader in the Public Safety Dive Industry and has been nominated for the illustrious International Rolex Diver of the year award.  He continues to work with Duke Medical Center in Hyperbaric Medicine and is with Duke Dive Medicine.

Having been with two chapters of PCEA, he is excited to give back to these groups that has many found memories of his tenure with Maxson & Associates and PCEA.
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