



# BCH Mechanical, Inc.

Exceeding expectations with a constant sense of urgency and rigorous standards of quality.

The Industry LEEDer Newsletter ♦ Second Quarter 2013

## BCH Employees Focus on Fitness

When the **BCH** Accounting team began feeling the stress of an increased workload, Laure Blume suggested an after-five physical fitness class to help the team stay mentally fit and focused. Roughly a dozen members of the **BCH** staff have met every Monday, Wednesday, and Friday, for the past nine months, for core and functional training. What began as a fairly low key exercise program has turned into a more advanced high intensity cardio and strength fitness training with a core focus and the results have been nothing short of phenomenal.



Grant Walker, Accounts Payable Manager, came to work at **BCH Mechanical** fresh out of college and the long hours led to a lapse in fitness. Through these post-work workouts, he has dropped an impressive 60 pounds. What was the secret to his motivation? The team approach. Grant said “the most vital factor of my success with fitness has been the dedicated group of people I work out with. They are a great source of accountability and they make the workouts fun.”

Inspired by a favorite quote from Bo Jackson, “Set your goals high, and don’t stop ‘til you get there”, Grant is now running 5Ks regularly, and posted a recent personal record (PR) of 23 minutes. That’s more than 15 minutes faster than his first race back in November! And it isn’t just Grant that has achieved such great results--CFO John Fields has shed a total of 40 pounds. John has been a dedicated member of the fitness group since its inception and when asked about

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BCH Mechanical, Inc. is a mechanical  
contracting company, established in  
1976, specializing in HVAC, plumbing,  
piping, medical gas, sheet metal, and  
service.



Design/Build Contractor

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## BCH Employees Focus on Fitness *(CONTINUED)*



the high intensity level of the workouts, said jokingly, “With every class, everyone looks forward to them. Some, like Grant, look forward to going to them, and some, like myself, look forward to leaving them.”

Collectively, the group has lost considerable amounts of weight and the reduction in inches, as well as blood

pressure and cholesterol readings, are impacting lives. The core group of attendees include: Carmandy Garber, Jimmy Johnson, John Fields, Grant Walker, Cliff Keller, Lisa Britt, Holly Moore, Sara Weber, Jeanne Altavilla, Nancy Hanie, Kelly Makal, Ed Berry, Ladd Paul and Kelly Burke.

Laure Blume, a certified personal trainer, is the wife of **BCH** President Daryl Blume and is a well respected local runner and triathlete who has been featured in the St. Petersburg Times. Laure has participated in dozens of marathons and Ironman events and publishes video workouts as well as a fitness blog. You can check out Laure’s video workouts. Visit:

[www.thebasketballwarehouse.com/health-and-fitness/workout-video-library](http://www.thebasketballwarehouse.com/health-and-fitness/workout-video-library).

## What’s Happening at BCH?

### BCH TACO FRIDAY

**BCH** hosted the first mini “food truck rally” on March 22nd, featuring Tampa Bay’s well known TACO BUS! The bright orange truck parked outside *The Basketball Warehouse* and served up delicious chicken and beef soft tacos with all the trimmings. Everyone had a chance to socialize with fellow employees, take advantage of free vision screenings, and learn more about our firm’s 401K and health savings plans.



*The Taco Bus Parks at BCH*

division. The required monthly meetings feature short videos and follow-up quizzes.

Each month, a different topic will be covered, such as safe driving, back safety, personal protective equipment, and heat stress, and will be broadcast throughout our footprint via GoToMeeting. Adding this virtual classroom will allow the entire team the opportunity to participate, even when other **ConServ** locations throughout the Southeast serve as host.

**SAVE THE DATE**  
The 2013 **BCH** Adventure Island Day is almost here! **BCH Mechanical** will once again host the popular water park event for our employees and their families. This year’s event will be held on Saturday, May 18th, 2013 from 2 p.m. to 9 p.m. Details coming soon!

### THE VALUE OF SAFETY

**BCH** and **ConServ** are committed to securing the safety of our team. To that end, we have instituted a new remote safety meeting program for our service

### SAFETY AWARD WINNER

Congratulations to Felix Cordero, our 45 Day Safety Award winner! Felix will select from a cruise, laptop, or flat screen television. We would like to thank all of our employees for making safety a priority.

# A Message from the President



*Daryl Blume*

In the last newsletter issue, I referred to the two(2) inspirational authors and legendary thought leaders who have impacted me most in my life's journey and coincidentally, both passed away in 2012. I dedicated my 4th quarter newsletter column to Zig Ziglar and have since spoken to numerous others who shared my experience and expressed gratitude for Ziglar's influence. I dedicate this issue to the other author whose words greatly affected my life, Stephen Covey.

***Happiness, like unhappiness, is a proactive choice.***

Stephen Covey, author of the 1989 best-seller *The 7 Habits of Highly Effective People*, influenced my life and career in a profound way. His book, *7 Habits*, sold over 20 million copies and was translated into 38 different languages. Forbes magazine named the book "The Most Influential Book of the 20th Century". It was one of the best selling business books of all time.

***You can't talk your way out of a problem you behaved your way into.***

Covey believed our country had shifted away from "character ethics". He felt that in the last 50 years, we were more focused on personality and techniques leading to less-than-ethical selling and promotion of both ourselves and our companies. He said, "many are focused on reaping the goods without the need to sow the fields."

Covey believed that applying the tried

and true principles will allow you to realize the greatness within you. "The principles I teach—INTEGRITY, HONESTY, TRUST, COMPASSION, ACCOUNTABILITY—are found throughout the world including many religious philosophies. If you deal with principles honestly, they apply everywhere and in every situation."

***There are 3 constants in life: Change, Choice and Principles.***

Stephen Covey inspired millions to lead highly effective lives and it all started with these 7 Habits:

- ★ Habit 1: Be Proactive
- ★ Habit 2: Begin with the End in Mind
- ★ Habit 3: Put First Things First
- ★ Habit 4: Think Win-Win
- ★ Habit 5: Seek First to Understand, Then to be Understood
- ★ Habit 6: Synergize
- ★ Habit 7: Sharpen the Saw

***But until a person can say deeply and honestly, "I am what I am today because of the choices I made yesterday," that person cannot say, "I choose otherwise".***

Early in my career, I spent a substantial amount of time reading and listening to the audio version of this amazing text. In this work, Covey brilliantly conveys Habit 3, "Put First Things First", through a simple grid for analyzing and ultimately changing, the way you spend your time. Covey's grid (see below), in

my opinion, is the best management tool ever invented!

Quadrant 1, Important and Urgent, are those tasks requiring large chunks of time, like daily emergencies and putting out fires. Quadrant 3, Urgent and Not Important, are those time wasters of interruptions, low value reports, and some administrative duties that can all go away.

"Spend more time in Quadrant 2" has been a suggestion in every review, management discussion, and sales meeting that I have conducted for twenty(20) plus years. These are all activities that are Not Urgent and Important—thoughtful, creative, developmental, personal growth activities—critical for your long term success but so many people put off and don't do because of today's seemingly important new crisis. This is the single most transformative "aha" revelation that I have seen change the lives of others, and my own career as well.

***Most of us spend too much time doing what is urgent and not enough time on what is important.***

If you haven't yet read *7-Habits*, pick up a copy. It will change your life--if you are open to change. If you have read it but have drifted away from its teachings, re-study Covey's principles to honor his life and change yours for the better.



## Covey's Time Management Matrix

	Urgent	Not Urgent
Important	Q-1: Deadlines, Crises, etc.	Q-2: Planning, relationship building
Not Important	Q-3: Some calls and reports, interruptions	Q-4: Busywork, mail, some calls

# UNDER

# CONSTRUCTION

- ★ COCA COLA—HOLLYWOOD
- ★ UT RESIDENCE HALL
- ★ TIA AIRSIDE F
- ★ POINCIANA MOB
- ★ MACDILL PLANT OPTIMIZATION
- ★ MACDILL RE-COMMISSIONING ENHANCEMENT
- ★ EPICUREAN HOTEL
- ★ HEALTH POINT MEDICAL
- ★ MEASE CUP
- ★ CHARTER SCHOOL—ST. LUCIE
- ★ TGH INTRA-OPERATIVE
- ★ CITRUS PARK CROSSINGS

# Service Superstars

"First off, a huge thank you to the team who took time over the weekend to install the new A/C unit. Great group of guys, conscientious, and willing to do whatever it took to complete the project.

I am also aware that the implementation was a little more complex than it appeared on the surface and all of the team stepped up to insure that it was completed. Once again thank you on a job well done."

—Keith Wilbur  
Cisco Systems

"We had a large Air Handler come apart...causing extensive damage. This resulted in the shutdown of 3

surgical rooms. Brian Raines responded quickly and arranged for your skilled sheet metal shop to repair the housing and internal parts of the Air Handler. Your mechanics did a first class repair to the unit in one day. This shortened our down time by several days.

Please convey our thank you to your employees: Brian Raines, Jesse Moody, Bill Wright, Bill Rowley, Ernesto Gonzalez, Justin Cobb, and Chris LaFerrier.

Thank you for your continued excellent service to Morton Plant Hospital."

—Ken Buchser  
Morton Plant Hospital

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