

# Your Title Here!



JUNE 2009



## Message From the Board

As most of you know by now, we are closing the doors on Long Services. Long has had many divisions through the years, from dryvit to drywall, Shawnee, Swift Equipment, and our Soda Blasting ventures on automobiles to name a few. Most divisions were developed with a short life expectancy in mind to chase a particular hot market segment that supplemented our main business of painting. Services, on the other hand, has outlived its intended 5 year life cycle by a mere 19 additional years.

Most have been good years but we have hit a mark in the road, if you will, that the risk has become greater than the reward. The folks that have built and managed Services have nothing to be ashamed of. Everyone's performance and contribution through the years has been commendable. But on or about June 30, 2009, Long Services will no longer be.

Most of you are probably wondering what we are doing to remain viable during this economic roll back. In short, we have increased the number of estimators chasing work, we have screwed down our numbers and slashed our profit margins just to keep work com-

ing in the door. Our sales are currently below our award goals. We have expanded our markets and are chasing anything that has paint, looks like paint, or smells like paint, or any type project that meets our skill level. Historically, Long has always done well in low economic times; we sometimes have to wait until all the lowball bidders have bought enough work to stay busy. On jobs that we would typically see 4 or 5 bidders, we now see as many as 20 bidders, of which half are displaced residential contractors attempting to play in our market, often with bids that are ridiculous at best. We can beat most everybody on skill and performance, but we are having a hard time competing with stupid. We shall persevere.

We are embarking on a mission of "getting back to the basics"—the same mentality and processes that built our Company. When we focus on what we do best, we always come out on top. Training will continue for all of us here, we all need to be safer, better, faster, and smarter in how we all perform our duties.

❖Mike Cassidy

NAME OUR NEWSLETTER and win an AMC Movie Theatres Gift Card!



Submit your ideas to Cyndi Marks at 253-234-8029 or CindyM@longpainting.com.

## H1N1/Swine Flu

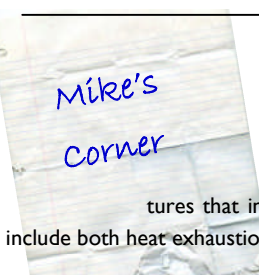
As of the date of this publication, there have been 575 confirmed cases of Swine Flu (or H1N1 Influenza) in the state of Washington. It's thought that the virus spreads just as any other flu: mainly through coughs and sneezes of infected persons. The outbreak of this new flu strain has the CDC reminding us of some sound practices that should be used with any illness: Cover your mouth with a tissue if you cough or sneeze, then dispose of the tissue. **Wash your hands frequently with soap and water,** and avoid touching your eyes, nose and mouth. Also, **stay home if you are sick**—limit your contact with others to keep from infecting them.



We welcome with open arms our new Safety Director, **Mike Wilkinson**, who replaces **Ed Todd** due to his retirement at the end of February. Please make Mike feel like part of the great team we have. **Martha Shantry** retired at the end of March after 13 years of outstanding service, we will miss Martha and her can-do attitude. **Jack Chavis** also retired on April 23rd after 64 years of dedicated service. Jack's knowledge and wisdom will be hard to replace. May his pigeons fly faster than his competitors!

❖Mike Cassidy

## Heat Stress

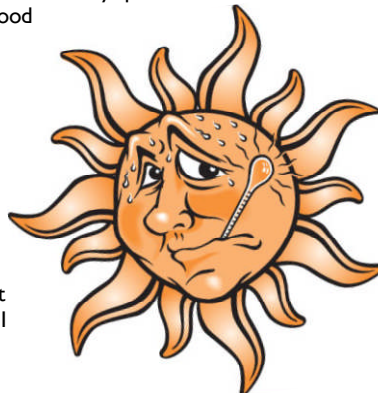


Yes, it's that time of the year when we need to start talking about and reminding ourselves about the hazards associated with heat. I realize that some morning temperatures are still in the low 40's but we are not too far off from ambient temperatures that increase our chances of succumbing to a heat related illness. Heat related illnesses include both heat exhaustion and heat stroke.

There are several personal risk factors that can make a person more susceptible to heat. Some of those factors include: wearing personal protective equipment, poor acclimatization, age, gender, certain medications, illness, diabetes, respiratory illness, cardiovascular disease, and digestive system illness. These factors inhibit the body's ability to effectively cool itself.

Some common signs and symptoms of heat-related illnesses include: headaches, dizziness or light-headedness, weakness, mood changes, irritability or confusion, nausea, vomiting, fainting, decreased and dark colored urine, and pale, clammy skin. Common signs and symptoms of heat stroke include: dry, pale skin, sweating *may* be present; hot, red skin (appears similar to sunburn); mood changes, irritability, confusion, and not making sense, seizures or fits, and collapse (will not respond).

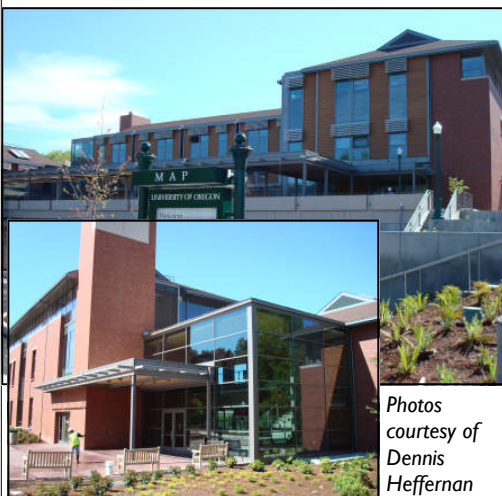
What measures should be taken to reverse these effects? Do not leave them alone; remove them to a cooler environment; if they are dizzy, have them lay down on their back and elevate the feet 6-8 inches. If they are nauseated, lay them on their side and loosen and remove any heavy clothing. Have them drink some cool water (small cup every 15 minutes) if they are not nauseated. Attempt to fan them and cool the skin with a spray mist of water. If the person does not respond to this type of treatment within a few minutes, contact 9-1-1 for assistance. (continued)



# Projects

The **U of O College of Education** in Eugene, OR, started out as a \$530,000 job painting the interior and exterior of three existing two story buildings and a new three story brick building. It has turned into an \$800,000 job with many changes and the addition of the interior and exterior of another existing three story building. The professionalism of **John Music** as superintendent and **Travis Rodriguez** as foreman, along with all of our current crew and a number of others that have worked on the job at one time or another, has made this an excellent job. We have managed to stay well within our budget, beat the hours, work safely and keep the customer, the University of Oregon and Lease Crutcher Lewis, happy. While we are not 100% complete quite yet, we are finishing up our few remaining contract items and should be very close to completion by the end of the month.

❖ *Dennis Heffernan*



Photos courtesy of Dennis Heffernan

The **Four Seasons Hotel & Condominiums** project recently wrapped up. The property sits at 99 Union Street in Seattle, overlooking Elliott Bay. The luxury private residences in the building are priced at \$2-10 million. **Andy Stringer**, Superintendent on the project, says "Thanks to **Darko [Sadikovic]** and crew on the Four Seasons project—it's always hard to be on a job over one year. This one was hard to get away from, being a final after finish job. Way to hang in there, guys."

## Heat Stress, Continued

Heat stroke is a life-threatening condition and immediate measures must be taken. Call 911. Do not leave them alone. Move the person to a cool, shaded area. Lay the person on their back and if they are having seizures, remove any objects close to them so they won't be injured further. Remove heavy outer clothing. Have them drink very small amounts of cool/tepid water if they are alert enough to do so. Cool their skin with cool water mist, wet cloths, or wet sheets. If ice is available, place ice packs in their armpits and groin area. Await medical attention.

As we all know, the best cure is prevention. OSHA recommends the following measures to ensure that we all have a safe and cool summer: Know the signs/symptoms of heat-related illnesses; monitor yourself and co-workers; block out direct sun or other heat sources; use cooling fans/air conditioning; rest regularly; drink lots of water, about 1 cup every 15 minutes; wear lightweight, light colored, loose-fitting clothing; avoid alcohol, caffeinated drinks, or heavy meals.

ENJOY the warmer weather – don't become a victim of it. Have a safe day!

❖ *Mike Wilkinson*

# Safety @ Home



Who isn't ready for summer days--sipping lemonade, the smell of barbeque, the droning of a neighbor's lawn mower, trips to the beach and sandy toes! Unfortunately, Moms and Dads don't get a "summer break" along with the kids. Have you thought about where your child will safely spend their summer days? Many childcare options are available.

Check with city community centers, YMCA, or Boys and Girls Clubs in your area-- many offer summer day camp programs filled with fun activities to keep children busy. There are also great

summer camp opportunities through Girl Scouts ([www.gsw.org](http://www.gsw.org)) and Boy Scouts

([www.seattlebsa.org](http://www.seattlebsa.org)).

Grandparents or other relatives can be a great resource for childcare over the summer. The National Association of Child Care Resource and Referral Agencies ([www.naccrra.org](http://www.naccrra.org)) suggests paying for a CPR/First Aid class for your relative, and having a list of free community activities, such as library story hours, available to them. If grandparents or other relatives will be driving your young children, they may need a refresher course in car seat safety—make sure they know how to properly secure your children in a car seat and obey car seat laws.

If your children will be staying home alone, the King County Sheriff's Department offers these tips:

- Teach them how to call 911, and how to give directions to your home for emergencies.
- Never accept gifts or rides from people they don't know well.
- Teach them how to use the door and window locks, and the alarm system if you have one.
- To never let anyone into your home without asking your permission.
- To never let a caller at the door or on the phone know that they're alone. Teach them to say "Mom/Dad can't come to the phone (or door) right now."
- How to escape in case of fire.
- To not go into an empty house or apartment if things don't look right - a broken window, ripped screen, or opened door.
- To let you know about anything that frightens them or makes them feel uncomfortable.
- Are there things you don't want your children to get into? Take the time to talk to them about the deadly consequences of guns, medicines, power tools, drugs, alcohol, cleaning products, and inhalants. Make sure you keep these items in a secure place out of sight and locked up, if possible.

❖ *Cyndi Marks*

## Admin Corner

- Remember to keep your home address current with Robin in payroll, so your paycheck arrives to you on time! She can be reached at 253-234-8005, or at [RobinC@Longpainting.com](mailto:RobinC@Longpainting.com).



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JUNE 2009

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