

The Filter

A Cary Services, Inc. Newsletter

Facility & Product Temperature Management | Proactive Budget Control & Preventive Maintenance Specialists

Winter 2019

The Cary Team Is Busy In The Community

Steven Galitski, DFW Account Executive, was recently accepted into an exclusive leadership program called "Leadership Northeast." The group's mission is to provide a framework for the development of visionary community leaders. Leadership Northeast is one of the premier leadership programs operating today. Due to the scope of sessions, the class size is limited to 25 students who are chosen based on qualifications and recommendations from fellow alumni and community leaders. Steven is also a diplomat scholarship recipient, which is awarded to only two people each year.

Tom Gardner is the Manager of the DFW and North Texas Region. He has 21 years of experience in the our industry. He and his wife host a weekly couple's group through their church called "Love After Marriage." It's a 13-week program that dives into strengthening your love through God after marriage.



Steven Galitski (left) and Tom Gardner at a recent Business Expo.



Merry Christmas and Happy New Year From Our Office Staff To Yours!

No company can function properly and offer great customer service without a fantastic office team. Cary Services is no different. There is never a dull moment in our main office since our office team serves the needs of five service territories, 37 employees and, most importantly, the multitude of customers we serve throughout Texas. Our team works very hard and are very much appreciated.

Pictured above, seated on the left, is Jacki Anderson, the newest addition to our team. Her primary function is to process purchase orders. Seated on the right is Amanda Smith, our Office Manager, who helps keep the ship afloat. In the back row on the left is Jessica Middleton who's primary role is handling the Abilene and Permian Basin territories. Top middle is Wendi Quintanilla. She is primarily responsible for accounts receivable as well as project and agreement sales. On the top right is Miranda McCullough, who has the DFW, Houston and San Angelo territories.

All the ladies share the phone responsibilities and a multitude of other tasks. Hopefully, now you can put a face with a name when you call our office.



Contact Us Toll Free 24/7 | 888-229-1757

Abilene | 325-695-7283 | Mark Cary, Chairman/CEO | Tony Cary, VP of Field Operations | Jerry Eichhorst, VP of Business Development

D.F.W. & North Texas Region | 817-596-9877 | Tom Gardner, General Manager

Houston | 281-219-1900 | Kevin Dean, General Manager

Big Spring - Midland & Odessa | 432-264-7919 | 432-617-0173 | David Veloz, General Manager

San Angelo | 325-944-2580 | Jerry Eichhorst, General Manager

Visit us online at www.caryservices.com

How High Achievers Succeed

Do you wonder why some people manage to achieve so much in their lives and careers? You can reach their level of success too—if you emulate some of their attitudes and actions. Here's where to start (from an article on the *Mission* website):

- **Know what you value.** You can't get what you want unless you know what you want. Start by identifying times when you were happy, proud, and fulfilled. Look for common denominators to determine what your true values are.
- **Don't obsess over your weaknesses.** Everyone has weaknesses, and some of them can't be eliminated. Don't use them as an excuse for not pursuing your goals. Focus on your strengths and seek goals that let you use them to their maximum.
- **Ask for help.** You can't do everything yourself. Be willing to ask for help from people who can compensate for your weaknesses and maximize your strengths. By the same token, be ready to help people who ask for your assistance. They'll be more willing to return the favor.
- **Take initiative.** Don't wait for permission to follow your dreams. Look at what you want to achieve, make a plan, and start out immediately. Identify one thing you can do to get started—and then do it.

SPEED BUMP

Dave Coverly



Technology—Good or Evil?

Do you love all the new technology or hate it? Chances are it's a little bit of both. In a survey by *Vrge Strategies*, 81 percent of respondents said that smartphones, the internet, and other technologies have made their lives better—but at the same time, 51 percent said they believe these tools have had a negative impact on society.

The respondents were concerned about security. Forty-one percent said the internet and other new technologies should have more regulation than they do now, and 72 percent don't think lawmakers are keeping up, given the rapid pace of change in the tech industry.

Another concern: income inequality. Thirty-eight percent of participants in the survey said they believe technology increases the gap between the rich and the poor—although 22 percent said they think new tech reduces the gap.

Don't Sacrifice Growth For Control

Managers can easily slip into the habit of controlling every aspect of their operations when their organization or department is small. Then, as it expands, they may have trouble giving up their authority over every decision and task. That can cause problems with employees and clients alike. As your organization grows, be prepared for these potential trouble spots:

- **Time management.** Keep track of how you spend your day so you concentrate on strategy and the big picture instead of routine tasks that can be easily delegated. Employees are looking for opportunities to stretch and grow themselves.
- **Business procedures.** Standardize rules and procedures as your efforts expand so you can maintain a degree of control over employees' activities without monitoring their every move. You don't want to stifle their initiative, but you have to know that they're on the right track.
- **Reach out.** Most managers shouldn't keep track of more than three to six people directly. Adding more employees means you have to rely on someone to manage your expanded workforce. As you hire, look for employees with experience in effective management so you don't stretch yourself too thin.



"We're all working together; that's the secret."

—Sam Walton

Safety Depends On These Basics

Safety in any workplace is a team effort. As a manager, pay attention to the three crucial elements that create a culture of safety:

- **Environmental factors.** These include providing the right equipment, keeping machinery in good repair, and making sure the workplace is clean and clear of hazards.
- **People factors.** Employees should be trained in safety procedures and expected to use good judgment at all times.
- **Behavioral factors.** You and your workforce alike should comply with safety regulations and communicate problems when they become apparent.

Asteroid Explodes Over Africa

In case you missed it, last June an asteroid spotted on a collision course with Earth disintegrated without any harm above Africa, according to the *U.S. News & World Report* website. Astronomers had discovered it only hours before.



The asteroid, about 6 feet across, was too small to have caused any damage even if it had struck Earth. Instead it burned up in the atmosphere over Botswana. A video of the event shows a fireball dropping at a rapid velocity, then bursting in a fiery flash.

No one was hurt, and there's another plus: NASA considers the event a good training exercise for tracking other space objects on a close path toward Earth.

“When nothing is sure, everything is possible.”

— Margaret Drabble

Live By The Principles Of Creative People

Creativity isn't something you have to be born with. Here are some habits and traits of creative people that you can put to work in your quest to make your imagination blossom:



Generosity. Don't worry too much about people “stealing” your ideas. Creative types know that they do better when sharing their thoughts with a wide array of people and listening to the feedback they generate.



Optimism. You won't succeed if you think only about the possibility of failure. The most successful creative people reached their goals because they never believed that giving up was a good idea.



Willingness to take chances. Trying or suggesting anything new has an element of risk. The people you want to emulate aren't afraid of being laughed at or rejected as long as they're committed to their ideas.



Realism. At the same time, the best artists, writers, and entrepreneurs understand that hanging on to an idea too long doesn't work. Persistence is a positive trait, but it has to be tempered with an understanding that moving on to a better idea is can be the best path to take.



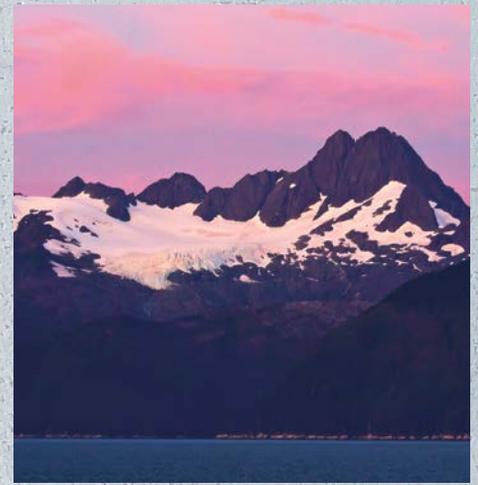
Intolerance for boredom. Creative people don't like to spend their time with the same old ideas. When they get bored, they start looking for something new and different to play with.



Enthusiasm. No one works hard on a project or idea they don't feel strongly about. Don't pursue a project if its possibilities don't excite you.

You Know You're Getting Old When...

Three elderly gentlemen were taking a stroll in the park. The first man said, “Isn't it windy?” The second man replied, “I'm pretty sure it's Thursday.” The third man said: “Me, too. Let's go get some lemonade.”



True or false? The U.S. state with the most national park sites within its borders is Alaska, with eight.

True or False?

- 1) A hamlet is a village without a church.
- 2) About one-sixth of the Earth's surface is permanently covered with ice.
- 3) Australia is the only country that is also a continent.
- 4) French was the official language of England for more than 600 years.
- 5) Disney World, in Orlando, Florida, covers 146 square miles, making it twice the size of Washington, D.C.
- 6) Damascus, Syria, was flourishing a couple of thousand years before Rome was founded in 753 B.C., making it the oldest, continuously inhabited city in existence.
- 7) All gondolas in Venice, Italy, must be painted brown, unless they belong to a high official.
- 8) The U.S. state with the most national park sites within its borders is Alaska, with eight.
- 9) Africa is the only continent with land in all four hemispheres.
- 10) China and Russia are each bordered by 14 countries.

Answers: 1) True; 2) False; 3) True; 4) True; 5) False; 6) True; 7) False; 8) True; 9) True; 10) True.

Did You Know? . . .

We offer 24-hour/7-days-a-week services, with our trained, professional service technicians. Give us a call locally or toll-free. We're ready to help!

To contact our Centralized Service Dispatch, call Toll-free: 888-229-1757

Abilene: 325-695-7283

Mark Cary, Chairman/CEO

Tony Cary, VP of Field Operations

Jerry Eichhorst, VP of Business Development

D.F.W. & North Texas Region: 817-596-9877

Tom Gardner, General Manager

Houston: 281-219-1900

Kevin Dean, General Manager

Big Spring–Midland & Odessa:

432-264-7919 | 432-617-0173

David Veloz, General Manager

San Angelo: 325-944-2580

Jerry Eichhorst, General Manager

Visit us today online at www.caryservices.com

Cary Services is the proud recipient of the Better Business Bureau Torch Award (2005) for Marketplace Ethics



Keeping Busy Despite The Deluge

Despite having received nearly 13 inches of rain in East Texas in September and October, the Cary Services team has been busy with new heating and cooling unit installations at Outback, Magellan's, Medical City Weatherford, and Northeast Tarrant Chamber of Commerce. Pictured above, Cary team members replace a rooftop unit at Del Frisco's Double Eagle Steak House.

We're doing our part. This newsletter is printed on environmentally-friendly paper—50% recycled, using 25% post-consumer waste, and is composed of a mixture of fibers from certified forests, post-consumer recycling processes and fibers from other controlled sources.

CARY SERVICES

Facility & Product Temperature Management
Proactive Budget Control & Preventative Maintenance Specialists

P.O. Box 5101

Abilene, Texas 79608

Texas License #TACLA010407C

