



Progress On Purpose

Summer 2020

# Construction Break



Hand sanitizing stations were installed on jobsites.



Ample wash stations make it easy for workers to stay healthy.

## Navigating the Rough Waters of the Pandemic

As the news began to spread and shutdowns began to take effect, Bonnette, Page & Stone like many of you, wondered what the next step was. How long until it would be mandated that work would halt and our doors would close? How long would they be closed for? Was there anything we could do to prevent these things from happening to us?

We quickly realized that there was no point worrying about what we couldn't control. It was, instead, time to become laser-focused on what we could do to ease

people's worries and create a safe campus for our employees, subcontractors and owners.

*"We were quick to work with our crews emphasizing that their safety was priority number one and, if they did not feel safe, they were encouraged to stay home and be with their families and loved ones."*

We were quick to work with our crews emphasizing that their safety was priority number one and, if they did not feel safe, they were encouraged to stay home and be with their families and loved ones. Superintendents worked quickly to adapt our jobsites to help address major concerns. Hand sanitizing stations were installed throughout our sites for anyone to use as needed. A focus on cleaning touch points and disinfecting high traffic areas now became a top priority. Some jobs even went down to limited hours to help give busier jobsites more time to sit idly and breathe.

While on site, workers were split into small groups. These pairings would remain as consistent as possible to limit additional contact with new persons. Subcontractors were encouraged to keep the same personnel on specific jobs throughout the duration of the project to limit new potential dangers onsite. Although the process is ever-changing, we are proud of our team for working quickly and intelligently to stay ahead of this crisis.

As we can only wonder what our summer, or even the rest of 2020 and beyond may look like, at BPS are doing our best to take things in stride. Perhaps through all this mess, we can still find a second to breathe, take a step back and use this extra time at home to focus on whatever positives we can find—maybe it's tackling some of those home projects you've been putting off. Or perhaps it's time to dust off that old instrument or hobby you've been neglecting the last few years. Maybe start that New Year's resolution to work out more that you never quite got going. Whatever you do, we hope you all stay safe and healthy.



**BONNETTE, PAGE & STONE**  
91 Bisson Avenue  
Laconia, N.H. 03246  
T 603.524.3411 • F 603.524.4641

Progress On Purpose



### Have You Checked It Out?

We are continually updating our website at [www.bpsnh.com](http://www.bpsnh.com). When you have a moment check it out, and follow us on Facebook, too. Hope to see you there. Use the QR code at left to take you to our website.



*True or False? A baby bird's mother will reject it if you pick it up.*

## True or False?

- 1) You've heard the saying, "blind as a bat." Are bats really blind.
- 2) A baby bird's mother will reject it if you pick it up.
- 3) NASA spent more than \$165 million on a space pen.
- 4) A chicken once lived for 18 months without a head.
- 5) The name "Jessica" was invented by William Shakespeare.
- 6) You only use 10% of your brain.
- 7) Humans share 95% of their DNA with bananas.
- 8) Chewing gum takes seven years to digest.
- 9) All red wine gets better with age.
- 10) There are more trees on Earth than stars in the Milky Way galaxy.

—Buzzfeed

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

## Videoconference Etiquette

As more and more people shift to working from home, videoconferencing via Skype, Zoom, and other platforms has become essential to staying in touch with co-workers and managers. But you have to behave appropriately. The Owl Labs website offers these video conferencing etiquette tips:

- **Be on time.** Like any meeting, videoconferencing calls for punctuality. Dialing in late is a distraction to your punctual colleagues. Make sure you know how to connect more than two minutes before the meeting begins.
- **Mute yourself when you're not speaking.** Your microphone can easily pick up stray noises in the background—chewing, phones ringing, dogs barking, kids shouting, etc. Do everyone a favor and stay on mute until you have something to say.
- **Check your technology.** Do a few test runs so you can be sure you know what you're doing. You don't want a sudden glitch to take you out of the meeting unexpectedly or disrupt it.
- **Dress appropriately.** You may spend your current workday in your pajamas, but dress up before logging on. You may not have to wear a suit and a necktie, but you want to project a professional image online.
- **Get in the right position.** Make sure your face is visible, and avoid angles that show people just your ears or nostrils. Face the camera directly, not from above or below. A stable stack of books can elevate your computer as needed. Look directly into the camera when speaking, not at others in the conference.
- **Check your lighting.** Don't place bright lights directly behind you, or you'll blind other participants. Make sure the light is adequate so you don't appear to be speaking from darkness or shadows.
- **Pay attention.** Don't multitask by checking emails or doing other work during the conference. It's disrespectful to others. Plus, you might miss something important or delay in answering a question directed to you.

*"Success means doing the best we can with what we have. Success is the doing, not the getting; in the trying, not the triumph. Success is a personal standard, reaching for the highest that is in us, becoming all that we can be."*

—Zig Ziglar

## The Patient Mother

A woman walked in the grocery store with a three-year-old girl in the seat of her shopping cart. As they passed the cookie section, the little girl asked for cookies, and her mother told her no.

The little girl immediately began to whine and fuss. The mother said quietly, "Now, Monica, we just have half of the aisles left to go through; don't be upset. It won't be long."

Soon they came to the candy aisle, and the little girl began to beg for candy. When her mother said she couldn't have any, the little girl began to cry. The mother said, "There, there, Monica—only two more aisles to go, and then we'll be checking out."

When they got to the checkout, the little girl immediately started clamoring for gum, and she threw a loud tantrum when her mother refused. The mother patiently said, "Monica, we'll be through this checkout lane in five minutes, and then you can go home and have a nice nap."

A man followed them out to the parking lot and stopped the woman. "I couldn't help noticing how patient you were with little Monica," he said.

The mother laughed. "My little girl's name is Tammy. I'm Monica."

# Ghost Ship Mystery Solved

Every 20 years or so, the remains of a 50-foot shipwreck are exposed on a Maine beach in the wake of strong storms, only to be buried again by more harsh weather. It's a mystery that has frustrated locals wanting to know more about the ghost ship.

According to the CNN website, the ship was first spotted in 1958, then reappeared in 1978, 2007, 2013, and 2018. Some pieces of the ship were saved, and now the mystery has been cleared up.

A marine archeologist sent pieces of the wreck to the Cornell University Tree-Ring Laboratory. There, the timber was matched in a tree-ring index to a probable date of 1753. With that data, the archeologist studied historical records and linked it to a sloop called Defiance, built in 1754 and wrecked near the Maine location in 1769.

Defiance sailed out of Salem, Massachusetts, with a cargo of flour, pork, and other goods. Crewed by four men, Defiance hit a fierce storm and was forced onto the beach. Although the sloop was a total loss, all four men survived.

The identification is significant because Defiance is one of the few examples of a pre-Revolutionary War ship built in New England. Scientists also hope to use the information to measure the impact of sea level rise and storm activity.

## SPEED BUMP

Dave Coverly



# How COVID-19 Will Change Consumer Behavior

The coronavirus crisis is likely to change American culture and behavior long after it's passed. Ad Age points out these trends that are likely to endure:

- **Trust in tried-and-true brands.** The stress of change will coax consumers into sticking with time-tested brands, experts say. Launching anything new will be difficult as Americans shy away from what they're not already familiar with.
- **Do-it-yourself will stay strong.** We're already cooking more at home and trying out new recipes, and that's likely to continue. For example, sales of yeast rose 650% for the week ending March 21, compared with the same period last year, reflecting how many Americans are baking more often.
- **We'll rely more on digital outlets.** Just as digital streaming is replacing going out to the movies, digital shopping is on the upswing. For example, almost 40% of online grocery shoppers in April made their first online grocery purchase in March.
- **Flexible work is here to stay.** A poll of 500 adults age 40–50 said they expect to go back to their previous routines, including work, school, recreation, and entertainment. However, as working from home has boomed during the pandemic, it's likely that more employers will offer this option and employees will scoop it up, experts predict.

## Unlock Innovation With These Tactics

Want to boost your creativity? It can enhance your career and your life. The Forbes website offers these techniques for jumpstarting your brain:

- **Say yes.** Don't shut down ideas too quickly. Even if they seem unrealistic or impractical, take a positive approach by saying, "Yes, and \_\_\_\_\_." Ask follow-up questions to spur a deeper exploration of the issues. You may discover a way to bring a seemingly impossible idea to life.
- **Brainstorm on a large scale.** It's easy to limit your thinking, especially when resources are scarce. Don't fall into that trap. Expand on your idea without worrying about how much it will cost or how much work it will take. It's always possible to scale it down later, but in the long run you'll generate more impressive plans and strategies.
- **Look for the pain points.** Find out what's bothering your partners or customers. Chances are you can come up with interesting ideas for solving their most pressing problems. To cite one well-known example, an entrepreneur created Netflix, which initially shipped DVDs to homes for as long as customers wanted to keep them, because he realized people didn't like late fees. Removing that one pain point led to a mammoth business.

## A Few One-Liners

- What's the best thing about Switzerland? I don't know, but the flag is a huge plus.
- I submitted 10 puns to a joke-writing competition to see if any of them made the finals. Sadly, no pun in ten did.
- What's the difference between a hippo and a Zippo? One is really heavy, and the other is a little lighter.
- If you ever get cold, stand in the corner of a room. They're usually 90 degrees.
- I took part in the suntanning Olympics, but I only got bronze.
- What do Alexander the Great and Winnie-the-Pooh have in common? Same middle name.
- Murphy's Law says that anything that can go wrong will go wrong. Cole's Law is thinly sliced cabbage.



## To Our Local Businesses and Friends...

Please know that we are thinking of you all during these trying times and our number one goal is to continue supporting you however we can. We will continue to order takeout from all our favorite local restaurants that we miss so much!

Our relationship with local suppliers will continue to grow as they help keep our jobs supplied and moving forward using curbside pick-up and other creative solutions to keep our workers safe. We recently had the pleasure of working with Daub's Cobbler Shop, LLC of Laconia to provide boots for all our employees (thank you for the exceptional service!). We are proud of our community for coming together and working to help those who have been hit the hardest by this. We will all get through this together!



*Progress On Purpose*

**BONNETTE, PAGE & STONE**

91 Bisson Avenue  
Laconia, N.H. 03246  
T 603.524.3411  
F 603.524.4641



## Engineering Solutions in a Post-COVID World

As we continue to navigate our way through these uncharted waters, please know that BPS is here for all of your construction needs. Our team is ready to help you with that project you've been meaning to get done. Our estimators are happy to look at any project for you, big or small!

As we all work to find creative solutions to satisfy the new needs of local businesses and the changes we are experiencing as a result of COVID-19, we are actively working with communities and businesses alike to help them find answers so they can reopen their buildings quickly and operate safely for employees and customers. Whether it be a new interior layout that allows your employees to easily social distance or a new counter space or lobby to accommodate both your customers and employees, we can engineer solutions to meet your company's individual needs.

*Considering a project? Give us a call at 603.524.3411 to explore concepts, ideas and feasibility or just stop in and say hello, the coffee is on us...*

Keith McBey, President | [kmcbey@bpsnh.com](mailto:kmcbey@bpsnh.com) | TEL 603.524.3411