



The Industry LEEDer

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



# BCH Mechanical, Inc.

Newsletter ♦ Second Quarter 2012

## ConSery to Exhibit at PRSM

By Mike Needham

We are excited to announce our presence once again at this year's PRSM National Conference held at the Anaheim Hilton Hotel and Convention Center, April 18th-20th.

The Professional Retail Store Maintenance (PRSM) National Conference is our chance to connect with more than 1,600 retail facilities managers to discuss the industry's best practices and hot topics as well as engage with attendees. It will be 3 solid days of intense problem solving. There will also be over 40 educational seminars on topics such as energy management, HVAC, flooring, sustainability, budget planning, and more.

To learn more, please visit [www.prsmnational.com](http://www.prsmnational.com). If you are attending, please stop by and see us at booth # 164.

**PRSM2012**  
Share the Knowledge  
APRIL 18-20 • ANAHEIM, CA

### CLIENT TESTIMONIALS

Ed,

*Just a follow up from our discussion yesterday. I had pointed out how pleased I was with how promptly **Harry [Roberts]** responds to our emergencies. As you know, we had our entire boiler system shut down for nearly 14 hours in the west building and Harry was away on his vacation at this time. As soon as he had heard we had the shut down, he called me from the airport to offer to come in and help even though he was still on vacation. Fortunately, you guys had already solved the problem but it was nice to see such a dedicated employee that cared enough about your customer to offer to help us when he thought we were in a bind. On another note, I have to commend Harry for always answering his phone—no matter what hour of the day or night it is, responding to our middle of the night emergencies, and always displaying a pleasant and courteous attitude.*

*Please extend my sincere thanks and appreciation for a job well done.*

Best Regards,

**Bob Pack, General Manager**  
Grand Central at Kennedy

## BCH Mechanical, Inc.

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



**BCH**  
MECHANICAL, INC.

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## A Message from the President:

We are extremely thankful to all of our customers, employees, and trade partners for an excellent start to 2012. We entered the year with much trepidation—backlogs were at a record low—but we were determined to focus on the positives: we had a team with skills unequaled in our industry; a proven track record of quality work; and the tools and resources to offer more value to our customers than our competitors could.



Daryl Blume

*“You can’t build a reputation on what you’re going to do.” —Henry Ford*

We knew that the economic landscape was dismal but we also knew that our reputation was the best out there, based upon our accomplishments throughout the past 36 years. With renewed confidence, we took action, aggressively seeking out and asking for opportunities on new and remodeled projects. As a result, we were able to kick start the year with several new contracts.

With current projects at Eckerd College, USF Multipurpose, and Sarasota Memorial Hospital going strong, our labor resources have finally stabilized. In the past 60 days, we have been awarded contracts at

Moffitt, M2Gen, multiple Coca-Cola Plant projects, New Port Richey Surgery Center, First Baptist Church, and Charter School of Bradenton. In addition, we have several opportunities which are ready to close, boding well for the summer and the balance of the year.

*“The main ingredient to stardom is the rest of the team.” —John Wooden*

From the standpoints of margin and number of opportunities, there are still challenges but the construction side of our business is bustling. We are positive that we can build upon the traction we have gained and fully expect, by 2013, to achieve solid backlog and revenue levels reminiscent of 2009. Our entire team recognizes that we will only realize this measure of success by continuing to provide first-class service.

**ConServ Building Services**, through owner direct service, is poised for a record year in 2012, due to geographical expansion and national contracts.

Please consider us first when critical projects need a top-notch mechanical contractor and service provider.

## 2012 Florida Building & Facility Maintenance Show

By Brian Powers

**ConServ Building Services** will exhibit its full array of HVAC services and capabilities at the 2012 Florida Building & Facility Maintenance Show & Conference. This year’s event is being held April 25th & 26th at the Florida State Fairgrounds, in Tampa, Florida.

Join our **TEAM** and visit us at booths #428 & #430. Please contact your **ConServ** representative to get complimentary passes to this exciting event!

- ⇒ Find out how to keep your buildings running safely and efficiently
- ⇒ Discover products and services that save you money
- ⇒ Learn from industry leaders at free educational sessions

**FLORIDA**  
STATE FAIRGROUNDS

# PRO-files: Debbie Cicci

Debbie Cicci is the Human Resources Manager at **BCH**. She came on board in September of 2011 and is in charge of employee relations, recruitment, benefits, and EEO reporting.

## Q. Where did you work previously?

A. I was in Human Resources at Eastman Kodak for 23 years in Cincinnati, Ohio, a hospital HR Generalist for 9 years, and then an Employment Specialist for Macy's for 2 years.

## Q. What is your educational background?

A. I have a Bachelor of Science in Management Human Resources.

## Q. Does your position require special training or continuing education?

A. My position requires that I remain up-to-date on current employment laws and regulations, and that I maintain a membership with the Society of Human Resources Management.

## Q. Where are you from originally?

A. I'm from Cincinnati, Ohio. I moved to Florida in June of 2001 to get away from the snow and cold (my picture says it all).

## Q. How do you spend your off-time?

A. Reading, going to the beach, and spending time with friends.

## Q. Do you have family here?

A. I moved here with my fiancé. I have a daughter and son-in-law in Great Falls, Montana, and two granddaughters there; a son and daughter-in-law that live in Cincinnati, Ohio, with one granddaughter and grandson there; and a nine year old domestic short haired cat named Ki-Ki Dee.

## Q. Do you have any hobbies?

A. I really enjoy meeting and engaging with people anywhere I go, which is why Human Resources is such a great fit for me.

There have been many people in my career path that I have learned invaluable things from. My philosophy is that you can learn something from anyone, no matter where they come from in life, if you just "make the time" to listen. One of the favorite parts of my role as HR Manager is to be the "advocate" for everyone that works here. Since I have a broad scope of Human Resources experience, please do not hesitate to contact me with questions or concerns.

## Favorite Quote:

*"If you think you can or you think you can't, you are always right".*

—Henry Ford

## UNDER CONSTRUCTION

- CHARTER SCHOOL OF BRADENTON
- COCA COLA LINE 8 EXPANSION
- CONMED B-3 MEDICAL
- DRAPER LAB BIO-MED EXPANSION
- ECKERD COLLEGE MOLECULAR SCIENCE
- M2GEN ESOTERIC LAB
- MACDILL AIR FORCE BASE
- MEASE DUNEDIN HOSPITAL SURGERY
- MLK MOB
- MOFFITT AHU
- MOSAIC
- MORTON PLANT MEASE: PATIENT TOWER
- NORTH BAY HOSPITAL SURGERY
- PASCO MIDDLE SCHOOL ADMINISTRATIVE BUILDING
- USF ST. PETERSBURG MULTI-PURPOSE
- UT RESIDENCE HALL
- WOMEN'S CENTER AT TRINITY MOB



# BCH Anniversaries

BCH WOULD LIKE TO THANK OUR LONG-TIME EMPLOYEES WHO  
CELEBRATED ANNIVERSARIES IN THE MONTHS OF  
JANUARY, FEBRUARY, & MARCH

## 10 OR MORE YEARS

Michael Reinhold  
David Franklin Kelley, Jr.  
Earnest Dunn  
Mike Stewart  
James Metzgar  
Clifford Keller  
Laura Catlow  
Caswell Green, Jr.  
Brian Raines  
Jeffrey Meister  
Joseph Stanczyk

## 20 OR MORE YEARS

Jeffrey Nichols  
Joseph Marsalek  
Joseph Surey, Jr.  
Angelo Terrasi  
Jesse Moody

**More**  
**service superstars**



*"Just wanted to let you know that **Darlene [Siegel]** is a superstar and a wonderful asset. She has repeatedly gone out of her way to serve my customer; she is honest, upfront, and cares about her job."*

*-Claire Oestreicher, First Service Networks*

*"Just wanted to tell you that **Kris Bridges** and **Bob Mees** really stepped up yesterday during some very nasty weather and had us up and running in short order. Without hesitation, they replaced a 50hp motor in a rooftop unit...We are a tenant satisfaction driven company and it appears those guys are too."*

*-Brandon Ivy, Duke Realty*

*"Jed Philips from Jockey called me today to say **ConServ** was a top-notch company and he wished there were more companies out there like them. Thought I would share this with you."*

*-Joe Sabelli, Roth Bros.*

CHECK US OUT ON THE WEB: [www.bchmechanical.com](http://www.bchmechanical.com) & FOLLOW US ON FACEBOOK! BECOME A FAN OF BCH MECHANICAL, INC.

HVAC • SHEET METAL • PLUMBING • MED GAS • SERVICE • LEED • DESIGN/BUILD

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