



BCH Mechanical, Inc.

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

The Industry LEEDer Newsletter ♦ Fourth Quarter 2012

Demand for Commissioning Spurs New Firm

Virtually every recent, major construction project has hired commissioning members or has required LEED consultation. There are also a growing number of building owners who seek to improve the efficiencies and overall quality of their existing facilities through commissioning. To address the needs of this expanding market segment, **ConServ Building Services** has spun off a new, stand-alone company, **Precision Balancing and Commissioning, Inc.**

Precision is a separate entity, independent of any construction firms, sub-contractors, or equipment suppliers. **Precision's** goal is to meet the demand for third party commissioning, retro-commissioning, LEED consultation, and test and balance.

Precision's dedicated, skilled field team has significant mechanical building system experience, including design, construction, and service phases. To learn more, contact the General Manager, Josh Kueth, directly at 727.828.8264 or visit **Precision** on the web: www.precisionbalancingandcommissioning.com.

PRECISION
BALANCING & COMMISSIONING, INC.

PROJECTS UNDER CONSTRUCTION

- ♦ CHARTER SCHOOLS USA
- ♦ COCA-COLA HOLLYWOOD
- ♦ COCA-COLA TAMPA:
WASTE WATER TREATMENT
- ♦ CRYSTAL CLEAR TECHNOLOGIES
- ♦ DERBY LANE
- ♦ DEPARTMENT OF HEALTH TAMPA LAB
- ♦ MACY'S WESTSHORE
- ♦ MOFFITT PATHOLOGY LAB
- ♦ MORTON PLANT BARNARD 7
- ♦ PINELLAS COUNTY:
PUBLIC SAFETY COMPLEX
- ♦ POINCIANA MOB
- ♦ RATIONAL ENERGIES
- ♦ TAMPA GENERAL HOSPITAL:
FAMILY CARE
- ♦ TAMPA INTERNATIONAL AIRPORT
- ♦ UNIVERSITY OF TAMPA:
LACROSSE FIELDS

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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.



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MECHANICAL, INC.

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A MESSAGE FROM THE PRESIDENT:

The market challenges that we encountered over the course of the past three years, tested our confidence with regard to how we built our business. Should we have taken work at a loss or hired a subcontractor willing to do project scopes under our cost?

Should we have lowered our quality expectations or taken shortcuts? We never wavered. Unequivocally, no!

We kept our commitment to deliver the highest quality installations: selecting the best products for the design, self-performing the majority of our projects, and employing the best field people in our industry. We never compromised these standards, knowing that we would—and did—miss out on several projects as a result. We continued our focus, as the late Stephen Covey encouraged, “on constant and never ending improvements”.

“You win not by chance, but by preparation.” —Roger Maris

We are confident a rebound is strongly in place for **BCH Mechanical**. We are quickly approaching three year highs in backlogs and expect by the end of 2012, to be in our best position for growth since 2008.

New project starts at Tampa General, Morton Plant, and Mease hospitals have stimulated the healthcare sector while projects at Rational Energies and Coca-Cola are signs that the industrial segment is improving as well. The education market has remained solid. At present, we are beginning a new Lacrosse facility at UT, while completing an 11-story dormitory also at UT, various Charter School buildings, and a laboratory classroom structure at Eckerd College.



Daryl Blume

We have also enjoyed success in the government arena with new projects at MacDill AFB. The growth in these sectors show signs of sustained life, and has our team feeling more bullish than they have in a long time.

Why is **BCH Mechanical** at the forefront of the market turn? “Attitude isn’t just a little thing; it’s everything.” This quote epitomizes our team. We just believe good things are coming our way and everyone comes to work every day expecting the best. We never doubted our customers’ faith in our company and when the number of opportunities increased, we found ourselves part of the mix on every significant project.

**“Hustle makes up for many a mistake.”
—John Wooden**

The **BCH** team prepares, plans, and out-hustles the competition at every turn. Our team members know that our customers have choices and we endeavor to provide superior service from budget support and detailed estimates to a can-do field attitude and completing projects in-budget and on-time.

This attitude carried us through the difficult market climate of the previous three years and allowed us to maintain a respectable volume of business. It will also afford us a springboard to take advantage of the market improvement that is coming into view.

With the “best of the best” in field talent, our CAD/BIM expertise, and a team of managers with the experience to handle the most challenging of projects, we are poised to succeed in the construction market’s next big growth run.

PRO-files: Brian Powers

Brian Powers is the latest addition to the **BCH** team. Brian will be working in the sales and estimating department, assisting Kevin Smith and Brian Wilkinson. His title is *Sales Engineer*, but he will be active in sales, estimating, and pre-construction. With our growing number of design build, design-assist, and early project pre-construction requirements, we are excited to have Brian fill a much needed role.

Brian is new to the **BCH** estimating team but he is not new to our company—he has been working with **ConServ** for the past two years. His strong customer service initiative and his ability to connect with clients made him a perfect fit for the sales and pre-construction arena.

Q. What is your position at BCH?

A. As of October 1st, my position with **BCH** is *Sales Engineer*. Prior to this, I had been working in Business Development with **ConServ**, where my primary responsibilities entailed generating revenue through the acquisition of new business, principally through preventative maintenance agreements, service contracts, and fixed price/negotiated projects.

Q. Do you have a background in the construction industry?

A. Yes, I do. I have a background in engineered pre-stressed concrete products and engineered precast concrete products. Previous to my positions with **BCH** and **ConServ**, I worked with design professionals to have products specified on structural plans prior to a project “coming out of the ground”.

Q. Are you from Florida?

A. Yes. My parents, Tom and Carol, raised four boys in the St. Pete/Clearwater area. I went to the *University of South Florida* in Tampa.

Q. Do you have any hobbies?

A. Offshore fishing and scuba diving/spear fishing.

Q. How do you spend your off-time?

A. Making memories...with family and friends. My wife Tara and I have a daughter, Abigail, and we are expecting a new addition to our family in 2013!

Q. What is your favorite quote?

A. “You miss 100% of the shots you don’t take.” –Wayne Gretzky; I find myself being challenged by this essential premise on a daily basis.



BCH Anniversaries

BCH WOULD LIKE TO THANK OUR LONG-TIME EMPLOYEES WHO CELEBRATED ANNIVERSARIES IN THE MONTHS OF JULY, AUGUST, & SEPTEMBER

10 OR MORE YEARS

Dave Jagars
Felix Cordero
Howard Mason
Jason Davis
Jeffrey Joerin
Jeffrey Metzgar
John Fields
Lisa Britt
Lynn Halverson
Peg Thomas
Mark Pfeffer
Michael Reeves
Omar Walker
Pedro Pagan
Philip Anderson
Robert Purcell
Samuel Barker IV
Sam Kernohan
Scott Draper
Thomas Coopriider
William Norris
William Farren II

20 OR MORE YEARS

Donald Page, Jr.
Jimmy Johnson
Jesse Moody
Kevin Fowler
Lester Brensinger, Jr.

30 OR MORE YEARS

Ed Berry

CONSERV SERVICE SUPERSTARS

"Thank you for sending the following men: Steve Arena, Bill Cahill, Brian Puma, Ken Thomson, and Ryan Homan. These guys were great. They were professional, knowledgeable, and extremely helpful with all tasks involved. I plan to recommend your company in the future when other such work is needed."

—Steve O'berry, Ultimar HOA

"I just wanted to thank you all for your great work at this location. I received a call from the tenant Friday and they were very happy with how smoothly the work was performed. They are grateful that the installation occurred before the 100 degree temperatures hit Atlanta. Great job!"

—Candess Wing, Public Storage

"Just wanted to email you a short but sincere 'thank you' for the fine service Kevin Overvick provided me and my family late yesterday afternoon. Our fan motor broke and

Kevin quickly diagnosed the problem and got us set up with a new fan motor in a very efficient and professional manner. He also answered all our questions, which we had a lot of them. Anyway, thanks for the excellent service provided at a fair price. We'll definitely be in touch if ever we need our A/C unit serviced again."

—Jim Walman, Mohawk Aviation Carpet

"Harry Roberts is a GREAT TECHNICIAN. With an OVERALL fantastic, wonderful, knowledgeable personality! I don't know how many other POSITIVE ADJECTIVES I can use to describe him. The corporate office of Tommy Bahama would like Harry to go to their sites. For example, [a site he serviced], they ONLY want Harry assigned to that store. Yesterday Harry went to Foley, AL and completed repairs that another tech completely misdiagnosed and saved Tommy Bahama a lot of money. It's appreciated by them... Harry deserves PRAISE! KUDOS!"

—Gina Navarro, National Accounts, Inc.

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

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The logo for ConServ Building Services, Inc. features a stylized graphic of three vertical bars of increasing height on the left, followed by the text "ConServ" in a bold, sans-serif font, and "Building Services, Inc." in a smaller font below it.

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