



BCH Mechanical, Inc.

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

The Industry LEEDer Newsletter ♦ First Quarter 2014

Pro-files: The Road to Recovery

When a member of the **BCH** family was sidelined by a horrific motorcycle accident, the team came together to do whatever they could to make the recovery period a little less stressful for Steve Buron and his wife, Bonnie.

Steve Buron was enjoying a bike ride in October, but could not avoid the motorist that stopped in his lane. His life threatening injuries were so severe that he was airlifted to Blake Medical Center in Bradenton. Steve spent several weeks in intensive care, where he contracted pneumonia while fighting to recover from a broken neck, collarbone, and leg but he was motivated to get better and get out of that hospital. In a few short months, his recovery has been nothing short of miraculous.

When a co-worker learned that the Buron's A/C was out, **BCH** owners, Daryl Blume and Dan Allen, offered to provide the family with a new unit, covering the cost of equipment and materials. **BCH** team members Jeff Green, Steve Arena, Andy Harkin, Ryan Homan, and Kenny Thompson installed the unit, generously donating their time.

Joe Downs kept tabs on Steve's progress through daily phone calls from his wife Bonnie, and when he learned that Steve did not have enough personal days to cover what would be a lengthy leave, Joe organized an effort to contribute vacation days. Joe went on the jobsite, asked if anyone wanted to help out, and received an immediate positive response. "It's unbelievable how quickly everyone came together. In just a couple of days, we had collected 40 days of vacation time and some of those who didn't have extra time offered to give a gift of money to help with medical bills", Joe said. "Everyone in this story was absolutely unbelievable, stepping up for Steve while he was down".

Steve Buron has been a member of the **BCH** family since 2001 and works in production as a pipefitting foreman. He has already made great strides, coming to the office to assist on takeoffs for Northrop Grumman. He expects to rejoin the team in a full-time capacity in January, which even his doctors cannot believe. Congratulations to Steve on his hard fought road to recovery and his strong will to get back, and a heartfelt thanks to our team who always makes us proud—on and off the jobsite.

BCH Mechanical, Inc.

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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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Message from the President

BCH Mechanical has had a few false starts in the long recovery of the construction side of the business but we are confident that 2014 will bring an upswing. We are glad to put 2013 in the books, another somewhat flat year in revenue and



gross margins, but we are poised for a banner 2014. With nearly \$25 million in backlog, a 5 year high, and strong prospects for the next couple of years, we are confident that recovery is here to stay. New jobs at Northrop Grumman, PixelTeq, Bayfront Towers, Mother Teresa, University of Tampa, Lowry Park Zoo, and Covidien, to name a few, are all under contract to start soon. Next year is shaping up to be a strong year, which we have not seen since 2009.

footprint in the Southeastern United States, having added technicians throughout every territory of our 10 state coverage area, within the past year.

With better coverage and new systems in place,

including tablets and software upgrades, **ConServ** is poised for an excellent 2014. In addition to HVAC service, the Largo location operates Industrial, Test and Balance, General Services, Commissioning, and Controls divisions, which are all showing steady increases and growth plans for 2014.

Stay tuned for more exciting news as **ConServ Building Services** continues to expand services throughout the Southeast.

ConServ Building Services, our owner direct side of the business, continues to solidify our

Daryl Blume

Building Better Health

Employee Wellness with Laure Blume

Fruits are an important part of a healthy diet and some, like bananas, offer additional health benefits. Bananas contain three natural sugars—sucrose, fructose, and glucose in combination with fiber.



A banana can provide an instant, sustained, and substantial boost of energy. Research shows that just two bananas provide enough energy for a strenuous 90-minute workout. No wonder the banana is the number one fruit with the world's leading athletes. Energy is not the only way a banana can help us stay fit. It can also help to overcome or prevent a substantial number of conditions, making it a must for our daily diet.

1 DEPRESSION: According to a recent survey undertaken by MIND amongst people

suffering from depression, many felt much better after eating a banana. This is because bananas contain tryptophan, a type of protein that the body converts into serotonin, known to make you relax, improve your mood, and generally make you feel happier.

2 ANEMIA: High in iron, bananas can stimulate the production of hemoglobin in the blood, helping cases of anemia.

3 BLOOD PRESSURE: This unique tropical fruit is extremely high in potassium yet low in salt, making it perfect to beat blood pressure. So much so that the FDA has allowed the banana industry to make official claims for the fruit's ability to reduce the risk of blood pressure and stroke.

4 BRAIN POWER: Two hundred students at the Twickenham school in England were helped through exams by eating bananas at breakfast, break, and lunch in a bid to boost their brain power. Research has shown that the potassium-packed fruit can assist

ConServ 2013 Branch of the Year

North Carolina

Daryl Blume traveled to Charlotte recently to acknowledge the **ConServ Building Services** North Carolina team for their tremendous success and present them with the first annual **CBS Branch of the Year Award**. The award will be given each year to one **ConServ** office to recognize overall performance excellence, evaluating factors such as sales, profitability, growth, safety, customer satisfaction, and overtime productivity.

The North Carolina location was acquired in 2010, when they were primarily performing refrigeration and commercial HVAC service, but were trying to grow the residential service as well. As part of **ConServ**, they shed the residential piece, expanded their territory, and added our national customer base, with the vision of making Charlotte into a \$2 M to \$3 M per year branch.

As the location's new identity evolved, we lost money, roughly \$825,000 in revenue in 2010. Top line revenue growth followed in 2011 and 2012 but not profitably so, as the new location continued to struggle with its identity. In 2013, however, it all came together and now, the office will exceed \$4.5 M in sales and record profits. Jason Morris, General Manager of the North Carolina branch, has been there from the beginning. Once the



original owner retired, he took full control of the location, turning things around for the better. Jason has stepped up in a big way and his team has led the company service branch in several key matrixes to garner the first annual award. Tim Whitaker and Jackie Link are two of Jason's star performers, insuring that field and office operations run smoothly. Congratulations to Team North Carolina for a great year!

ConServ of North Carolina offers commercial HVAC, refrigeration, and energy management in North and South Carolina. To learn more about this award winning branch, contact Jason Morris at jmorris@conservonline.com or visit conservonline.com.

learning by making pupils more alert.

5 CONSTIPATION: Including high in fiber bananas in the diet can help restore normal bowel action, helping to overcome the problem without resorting to laxatives.

6 HANGOVERS: One of the quickest ways to cure a hangover is a banana milkshake, sweetened with honey. The banana calms the stomach and, with the help of the honey, builds up depleted blood sugar levels, while the milk soothes and rehydrates your system.

7 HEARTBURN: Bananas have a natural antacid effect so if you suffer from heartburn, try a banana for soothing relief.

8 MORNING SICKNESS: Snacking on bananas helps to keep blood sugar levels up and helps to avoid morning sickness.

9 MOSQUITO BITES: Before reaching for the insect bite cream, try rubbing the affected area with the inside of a banana skin. It can reducing swelling and irritation.

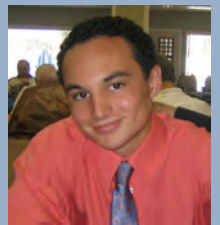
10 NERVES: Bananas are high in B

vitamins that help calm the nervous system. Studies at the Institute of Psychology in Austria found pressure at work leads to gorging on comfort foods. The report concluded that, to avoid panic-induced food cravings, we need to control our blood sugar levels by snacking on high carbohydrate foods every two hours to keep levels steady.

11 ULCERS: Bananas are one of the few fruits that ulcer patients can safely consume. Bananas neutralize the acidity of gastric juices, thereby reducing ulcer irritation by coating the lining of the stomach.

When you compare a banana to an apple, it has four times the protein, two times the carbohydrates, three times the phosphorus, and five times the vitamin A and iron. Maybe it's time to change that well known phrase to "a banana a day keeps the doctor away."♦

Chris Nichols, son of **BCH's** Jeff Nichols and former part-time **BCH** employee, has been accepted into the University of Florida's M.E. Rinker, Sr. School of Building Construction. Housed in the College of Design, Construction and Planning, the Rinker School is dedicated to construction science and management and is committed to excellence in education and research.



The School of Building Construction accepts the top 60 students each fall and spring semester for undergraduate studies, based on grade point average. Congratulations Chris, and good luck!

UNDER CONSTRUCTION

- ◆ Eckerd College
- ◆ Elevate Fitness
- ◆ G-Tech
- ◆ Grow Financial
- ◆ MacDill Air Force Base
- ◆ Mother Teresa Catholic Church
- ◆ Morton Plant Hospital
- ◆ Nemours Children's Hospital
- ◆ Nordstrom Int'l Plaza
- ◆ Rational Energies
- ◆ Sarasota Memorial Hospital
- ◆ Tampa General Hospital
- ◆ Tampa Palms Family Care
- ◆ Tampa International Airport

CONSERV SUPERSTARS

The Building Controls and Automation division of **ConServ** has expanded rapidly. **ConServ** has been working with Charter Schools USA to install individual control systems in several of their schools and then tie them together with a Honeywell Niagara Enterprise server.

The Enterprise server ensures that all of their Building Control needs can be met from one convenient site with monitoring, trending, alarming, and of course, control of many of their buildings from one place. We are also performing multi-system integrations in many buildings across Florida and

beyond. **ConServ** was recently recognized for outstanding achievement on the Charter Schools USA Building Automation Project by a Honeywell International Regional Sales Leader.

The division was praised for its dedication to customer service, product knowledge, and training in a letter to Ed Berry which stated, "I am proud to have a contractor who is always putting the customer's needs first [...] even when other Honeywell ACI contractors and Authorized System Distributors may receive the benefits of those efforts."

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BCH

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