



# BCH Mechanical, Inc. & ConServ Building Services, Inc.

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

The Industry LEEDer Newsletter ♦ Second Quarter 2016

## ConServ Expands Texas Service Reach

**ConServ Building Services** has added another office. This branch, acquired in January of this year, is the 11<sup>th</sup> official **ConServ** location in the Southeast. Located in the Fort Worth area, the already established business is more widely known as V-TEC Mechanical. V-TEC, led by Justin Van Vleet, was successfully performing HVAC for over a decade before merging with our firm.



With nearly \$3M in annual sales and 10 employees performing industrial, healthcare, and university work in addition to their service, V-TEC Mechanical has built a solid reputation within the DFW Metroplex. We are confident that the firm will be an excellent complement to our already established service business in Texas.

Justin will remain the General Manager of the branch and in addition, will lead all of the Texas locations, with the

intention of taking the combined entity to another level. With the addition of this branch, Texas moves to our 3<sup>rd</sup> largest territory, behind Florida and North Carolina. We are very optimistic, with all of the possibilities that Texas offers us in the coming years.

Justin established V-TEC Mechanical in 2004, aided by his wife, Carolina. They have two children. If you have questions about this branch, you can email Justin at: [jvanvleet@conservonline.com](mailto:jvanvleet@conservonline.com).

## BCH Mechanical, Inc.

Daryl W. Blume  
President

Dan Allen  
Vice President-Operations

Brian Wilkinson  
Vice President-Sales

John Fields  
Chief Financial Officer

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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.

### ConServ Building Services, Inc.

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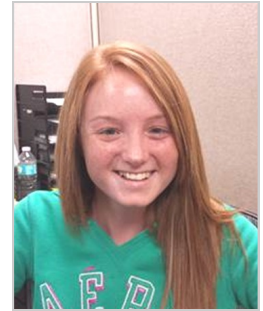
ConServ Building Services, Inc., a division of BCH Mechanical, provides commercial HVAC and refrigeration services throughout the Southeastern U.S. Expanded services, such as plumbing, electrical, test & balance, and general maintenance, are offered at select locations.

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# What's Happening at BCH?

## EMPLOYEE OF THE MONTH

Congratulations to our **January Employee of the Month, Katie Martens!** As the Contracts Team Lead, Katie has been instrumental in streamlining processes and doing whatever it takes to make sure the contracts are rolled out on time. Katie's dedication and leadership have been further demonstrated by her willingness to change her work schedule, as needed, during heavy PM months to ensure timely generation of work orders.



Congratulations to our **February Employee of the Month, Lisa Britt!** Lisa works in the Production department where she can always be relied upon to complete any given task without complaint or hesitation. Lisa's teamwork was recently exhibited on an important project, in which she created urgent, last minute Operations and Maintenance manuals for closeout, with a deadline of the next day. Lisa got it done without one complaint. Great job Lisa!

## JOIN CONSERV AT PRSM 2016

**ConServ** will be exhibiting at the PRSM 2016 National Conference in Long Beach, California. From April 25th to the 27th, members of our team will be at the Convention Center, providing Retail Facility Managers with valuable HVAC service and maintenance information. If you plan to attend PRSM 2016, visit our team at booth #865 and learn how **ConServ** can help your business improve system efficiency and reduce operating costs by tailoring service and maintenance to your facility's specific needs.

## RUN WITH US IN MAY TO BENEFIT ACH

The **BCH Foundation** and **All Children's Hospital** are sponsoring the 3rd Annual Running for All Children's race event. The chip timed 5k and 10k race, 1 mile race, and family fun run will be held on May 7th in downtown St. Petersburg. The event, founded by **Brian Powers**, has become a fast favorite with local runners and serves as a fundraiser for the **All Children's Hospital Guild-Seminole/Largo Branch**.

Thanks to volunteers, corporate sponsors, and dedicated runners, **RFAC** was able to donate \$22,000 last year. Runner turnout was amazing and we hope to surpass previous attendance records. We invite you to join us for another great race day—complete with award ceremony and post-race bash! You will see a lot of familiar **BCH** and **ConServ** faces there, too. For more information about the race or to register, visit [www.runforallchildren.com](http://www.runforallchildren.com).



Running for All Children

3rd annual  
• chip-timed  
5K & 10K  
• 1 mile fun run

05-07-16

• St. Petersburg • [www.runforallchildren.com](http://www.runforallchildren.com)

# Message from the President: Celebrating 40 Years

**BCH** is celebrating its 40<sup>th</sup> anniversary! To be in business for 40 years, from 1976 to 2016, is quite an amazing accomplishment when less than 50% of the businesses in the construction industry are able to make it through their 2<sup>nd</sup> year. **ConServ** turns 25 this year as well.

Our success can be attributed to the contributions of many incredible people who



*Daryl Blume*

made the journey possible by dedicating a large part of their careers to building this business. Over the next two (2) issues, we will highlight some of the milestones and achievements of the previous four decades.

None of this would have been possible without our key customers, many of whom we have done business with for a large portion of the 40 years.

## The History of BCH Mechanical, Inc.

**1976** **Steve Blume, Bill Conover, and Richard Hunt**, with little capital and lots of energy to succeed, founded **BCH**. Hunt and Conover left early on, driven by the need for a steady paycheck.

**1977** **1st project with Alan Bomstein and Creative Contractors, still going strong together 40 years later.**

**1978** **Richard Hunt** re-joined the company and ran all major projects.

**1980** **Daryl Blume** (now President) joined the firm. **BCH** finished the year with 9 employees and hired **Dan Ivory**, the first service technician, who performed retail service agreements for completed mall store projects. Many of which, we still perform today.

**1981** **Ed Berry** (now VP of **ConServ**) joined the firm, directly out of Pinellas Park HS. Hit \$1M in sales, primarily retail stores in DeBartolo Malls across the state as a union contractor.

**1982** **Moved to our current location at 118<sup>th</sup> Avenue and dropped out of the union, but only after going “double breasted” for 18 months, doing business as Pyramid Air Systems. Began fabricating sheet metal from our new facility—a big step in controlling our own destiny.**

**1984** 1st chilled water project at the General Electric Plant on Starkey road (now the Star Center) with Lincoln Construction (Gary and George Lincoln). The first of approximately 50 projects there, over the next 10 years.

**1985** **Larry Loux** joined the firm and we were officially in the plumbing business, utilizing his license and experience.

**1989** **50% revenue increases nearly every year in the 1980’s, finishing with \$10M in volume and 85 employees.**

**1990** Due to mild recession, volume dropped for the first time in company history.

**1990** Contracted for Transitions Optical with R.R. Simmons to perform the whole project in 90 days, our largest project to date (over \$2M). Exceeded 100 employees by year-end.

**1991** **ConServ was established as a separate entity. Terry Edwards, hired in 1987, was promoted to VP and ran the division as an independent profit center. The first year we earned roughly \$720K.**

**1992** Pyramid Plumbing and Express Metals (sheet metal) were established as separate divisions, with the goal of doing 50% of their volume of work outside of **BCH’s** business.

**1993** Contracted for the Florida Aquarium, our largest project to date at \$4M.

**1994** **Brad McIntire** was hired to expand **ConServ** into South Florida. We officially had our 2<sup>nd</sup> location, even though the first few months were just Brad’s truck.

**1995** Engineering Concepts was formed and **David Bess** was hired as PE to run the division. He promptly began his journey doing Clean Room designs at Transitions Optical and Plasma Therm, which he has continued to this day for his own firm. **Brian Wilkinson** (now VP of Sales) was hired.

**1996** Contracted to build the 700,000 sq. ft. Citicorp HQ in Tampa, for \$7M, our largest project to date. Closed the year with \$22M in sales.

**1997** **John Fields** (now CFO) was hired right out of college.

**1998** **Record Sales of \$37M, expanded to 350 employees.**

**1999** Business was sold to TECO Energy. The goal was to build central plants, sell chilled water like electricity, and do Performance Contracting (PC) type projects all over the state of Florida.

**2000** Timeline to present day will be continued in the next issue.

# Congratulations to the PM Technician Class of 2016

*Ed Berry and Brad McIntire*

We have completed our 2nd year of PM training class, our program to develop young professionals into PM technicians, with the knowledge and experience to perform standard planned maintenance on HVAC equipment. We provide the tools and training in tablet usage, customer relations, safety, basic HVAC operation of components of the refrigeration cycle, basic knowledge of electrical/controls, gas heat, and electrical heat. In addition, trainees are required to take the EPA certification test and pass with minimum of type 2 certification.

All trainees are required to study the modules, take the test for each, and pass with a B average or better. They are also graded on their attendance and how well they perform what they have learned. While in the program, the trainees are required to ride with Lead Technicians to perform the skills acquired from the previous week's module. The Lead

Technician then provides an evaluation of the student's performance to the Trainer for final review. Congratulations to all for a job well done and also a big thank you to the Trainers. I would like to introduce the new 2016 graduates:

## CLASS OF 2016

Joseph Salander - Tampa, FL  
Doug Watrous - St. Petersburg, FL  
James Livingston - North Carolina  
William Bishop - North Carolina  
Matthew Greenwood - North Carolina  
David Barber - Knoxville, TN  
Darryl Warren - Nashville, TN  
Randal Anderson - Nashville, TN

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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## Happy Anniversary to BCH and ConServ!

This year, BCH Mechanical, Inc. celebrates 40 years of exceeding expectations in the specialty contracting market.

In this same year, ConServ Building Services, Inc. marks 25 years of excellence in HVAC service and facility maintenance.

