



NEWSLETTER

2019 – 2nd Quarter



- TEAM WORK
- INNOVATION
- QUALITY
- CUSTOMER SERVICE
- INTEGRITY

Upcoming Events

Vera French Mental Health Awareness Night and QC River Bandits Game – July 18th (6:35 PM) Modern Woodmen Park

Anniversaries

5 Years –

- Mike Coffman
- Ryan Hitchcock
- Nick Foster
- Michael Van Quakebeke
- Michael Koetz
- Logan Wadsworth
- Emily Adams

20 Years –

- Kyle Meincke

SPOTLIGHT | MONOXIVENT SOURCE CAPTURE

Monoxivent Source Capture Systems has had a busy second quarter. Monoxivent’s May training was attended by over 20 representatives from the US and Canada. Training was spread out over two days, and covered the complete Source Capture and FRP product lines. The reps enjoyed a hospitality dinner at Crawford Brew Works, a good time was had by all. Training was an overwhelming success and Monoxivent looks forward to doing it again next May.

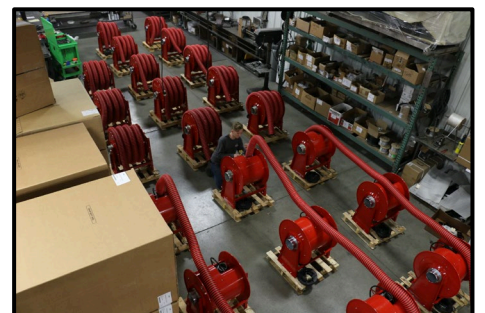


The restructuring of the Monoxivent shop is, for the most part complete. This will allow for a more streamlined manufacturing process, as well as more efficient warehousing of raw materials. The restructuring also made a dedicated storage area for materials from other Crawford divisions.



The first half of the year has produced some solid sales results. Monoxivent has had six strong months and continues to maintain a strong backlog. We also have many jobs in submittal with our representatives that should turn in to orders throughout the second half of the year.

There are some nice jobs currently working their way through the shop. First, is a job for our representative Stan Weaver in Orlando, FL, OCPS Pine Hills, consisting of 24 spring hose reels and associated accessories. Second, is the ASU Beebe Weldshop for our representative Airetech Corp in Little Rock, AR, which consists of 35 welding arms and 5 slotted fume hoods, that will be built by Crawford’s weld shop. Closer to home we are working on 24 high temperature hose drops for Illinois Central College in East Peoria, IL.



FABRICATION

The Fabrication Division has completed numerous customer projects over the last few months including: John Deere Experimental work, Nestle Purina line upgrades, and E2-Tier 4 Exhaust project for a New Jersey Coop. Work has also been done for Aleris- 72" diameter x 120' tall stack with inlet ducting, access platforms and ladders, and PCS/Nutrien- Acid Retention Tank with sump pit and transfer piping.



Fabrication has been awarded a large industrial ventilation project out of Florida; work will be released to the shop shortly.



There has been a noticeable decline in bid work, so we are getting much more proactive on sales calls, bidding more competitively and exploring ways of cutting costs. There have been a few large projects postponed until after the New Year, according to purchasing agents.

Fabrication will continue to buckle down, control costs and be aggressive with sales calls and meetings.

BREWING EQUIPMENT



Crawford Brewing Equipment has completed and shipped out a 7 Barrel brewhouse for our clients in Grand Rapids, Minnesota. We have completed another 15 Barrel brewhouse for our clients in Baraboo, Wisconsin, that will be shipping mid-July. We are in the process of manufacturing our first 7 Barrel electric brewhouse that will go to our clients in Quincy, Illinois.

Our ten automated keg washers are almost complete and ready to be sent out to new customers. We are anticipating the start of new projects mid-summer.



We sponsored and participated in the MicroBrew Mile and Craft Beer Festival on June 15th. Local breweries and craft beer enthusiasts gathered for a fun evening, and a lot of good conversation about brewing and equipment.

COMMERCIAL HVAC

Commercial HVAC has continued to stay busy during the second quarter. Projects to note are Costco, UTHS High School, and Cedar Falls Convention Center. Home2 Suites will be completed soon.



There are several school projects starting up this summer including Paul Norton Elementary, Bettendorf Middle School, Geneseo High School and Augustana College.

Commercial HVAC is assisting with McHenry High School in McHenry, IL. There will be demo and installation of the classroom unit, new ductwork for new units, and replacing three electric roof top units with gas fired units.



MONOXIVENT FRP

FRP Solutions by Monoxivent continues to operate at full capacity with strong sales numbers for the second quarter. Requests for quotes are up with more Representatives finding interest in the various FRP markets.

Both Craig Czarnetzki and Sam Stelzner have risen to the increased demand for FRP along with providing jobsite support. Craig visited an underground FRP duct project in Midland, TX to provide installation training. Sam has been handling the annual June shutdown for Climax Molybdenum in Fort Madison, IA. While on site for planned FRP work, Sam was tasked with handling a very large emergency repair project for a leaking underground vault.



FRP Solutions visited with CFM Company in Denver, CO and attended their annual Product Showcase event at Mile High Station, right outside the Denver Broncos home field. This event had over 400 Engineers, Contractors and Facility Owners in attendance with twenty manufacturers displaying their products.



Monoxivent has been invited to the Saudi Aramco Nonmetallic Materials for Building & Construction Forum and Exhibition, a two-day event in October. Saudi Aramco, officially the Saudi Arabian Oil Company, is a Saudi Arabian national petroleum and natural gas company based in Dhahran, Saudi Arabia. It is one of the largest companies in the world by revenue, and is considered the most profitable company in the world. Aramco has specifically asked for us to do a presentation on FRP ducts to their Engineering community, exhibit our various FRP products and provide multiple workshops after the exhibition.

PLUMBING



Plumbing Service and Remodel continue to be busy across the board. Recent training, coupled with a strong advertisement push, has launched Crawford to the #1 seller/installer of Navien Tankless Water Heaters in our area. Also, the newly acquired Mongoose Hydro jetting drain cleaning machine has been used almost daily since acquired to further Crawford's drain cleaning offerings.



Light Commercial/New Construction is also in full swing with many different projects ramped up and under way! These projects include Brady Street Apartments, Mark Twain Elementary, Century Woods Apartments, Good Sam Apartments, Edgewood Baptist Church, Fulton School, Paul Norton School, Bettendorf Middle School, Davenport Field House, Augustana College, and several new bank projects.

Industrial and Mechanical Piping/Plumbing continues to grow with many projects underway and/or on the books as upcoming. Projects to note are Guardian Glass, McHenry School, West Lake Waste Water Treatment Plant, OSB Exelon Cordova Remodel, Exelon Diesel Generation Station and PB Leiner.

Other items of note for mid-2019:

- Still looking to add additional excavation equipment
- New PEX guns have been acquired to make projects easier
- Beau has added two additional delivery drivers

CRAWFORD NORTH

Crawford North continues to stay busy with large and small projects. Work is still going strong at John Deere. North's team is gearing up for summer shutdowns at John Deere and AY McDonald. Hormel has a new expansion coming this summer and fall, that North will be involved with. And after six years of persistence and determination, Crawford North has finally got into MI-T-M Corporation in Peosta.

Residential HVAC service and replacements have stayed steady during the second quarter. North is promoting the Bryant brand and doing a great job with the Bryant line of heating and cooling products.



SERVICE & RESIDENTIAL HVAC

Service/Residential work is keeping right up with the averages from 1st quarter 2019. We are maintaining greater numbers in all categories from 2018. We have a small increase in overall projects sold in the 2nd quarter. Our service calls are remaining steady and working hours on track.

Two major items we have been working on are new upgraded S2K dispatching software, "Vison" is also a Web Based software program which allows several additional efficiencies to be added to our program and dispatching capabilities. As well as an upgraded web-based estimating system "North Boundary". We are hopeful once the system is fully operational and set up it will allow an easier platform for digital field estimating and assist in field to office efficiencies.

A few of our recent larger projects:

1. MA Ford: The replacement of 1, 25-ton HVAC system and the addition of a second unit to the facility, along with a combination of steel spiral duct and duct sox.
2. Miracle Tools: The replacement of a 17.5-ton rooftop HVAC system. This will be the fourth unit replaced for us at Miracle tools of America.
3. Carver Pump Muscatine: The replacement of a 40 ton and the addition of a 15 ton Packaged Rooftop HVAC units.

Ongoing and very active customers we would like to highlight again this quarter as 1st quarter: Sears Manufacturing, City of Muscatine, Aleris, Bettendorf High School and school district, Pleasant Valley School District, Executive Management, and Patton Commercial Park Properties.

In May, Crawford attended the annual Habegger-Bryant Awards Ceremony in Indianapolis. Crawford received the Circle of Champions Award for the second time ever.

Upcoming: Factory training to be scheduled for fall of 2019.



HUMAN RESOURCES

Moves:

Brooke Daniels joined the Crawford team in June. She works with the Plumbing Division performing multiple tasks including Dispatch for service calls. Best wishes to Brooke!

Just around the corner:

Crawford Company is developing an online portal available to employees only. This portal will be accessible through the company website (www.crawford-company.com). Every employee will receive a username and password. Once logged in, each employee can access information regarding insurance and retirement benefits, safety, time off requests, general forms, etc.

More information to come soon!

Did you know about the extra perks that are provided through Health Alliance?

If you are covered under Health Alliance through the company's group health plan, the following perks are available to you:

Rally: Sleep better, move more, eat healthier and feel great. Rally has simple ways to improve your health. Get recommendations, create healthy habits, tackle Rally Missions, and join some Challenges. Earn rewards along the way. Get started at healthalliance.werally.com. Download the Rally app and register using mobile code: HEALTHALLIANCE

Virtual Visit: With virtual visits, you can interact with a doctor or counselor 24 hours a day, 365 days a year, from your home, from your office or on the go. With the \$500 deductible plan, the first three visits per member per year are free. After the third visit the primary care physician copay applies. (On HSA-qualified plans, \$49 is charged per visit...which is still cheaper than an office visit or the ER!) 1-888-912-0904 or HealthAlliance.org/VirtualVisits

Quit for Life: This program helps people learn to live without tobacco for all kinds of reasons. Enroll now to receive: Phone coaching; Quit smoking medications and Quit tools. 1-866-QUIT-4-LIFE or www.quitnow.net

Assist America: Assist America provides and pays for medical and non-medical emergency assistance services while traveling at least 100 miles from home, including: medical referrals, medical evacuations and repatriations, prescription assistance, foreign hospital admission assistance, assistance with lost luggage and documents and more.

Care Coordination: Your care coordinator can help you: Set and reach your health goals; Manage illness and recovery; Use benefits to lower costs and more! Call 1-800-851-3379, ext. 28947 to get started or find out more.

Health Coach: Health coaches can help you: Set and reach your health goals; Find your motivation; Get tools and support and more! Call 1-800-851-3379, ext. 28947, to find your coach or find out more.

Active&Fit Direct: This program allows you to choose from 9,000 participating fitness centers and YMCAs nationwide for \$25 a month (plus a \$25 enrollment fee and applicable taxes). Learn more: HealthAlliance.org/ActiveFitDirect

Human Resources has flyers available on each of these programs. Please let us know if you are interested in any of them.

SAFETY

The company safety program is getting a reboot; Safety 2.0. A committee met to discuss how to make improvements to our current safety program and culture.

The group met to discuss enhancing the safety program. The unequivocal belief is that safety of Crawford's workers is the primary goal. When Crawford workers are hurt on the job it is a lose/lose situation. All workers need to go home to their families and loved ones each day.

Beyond the safety of our workers, the company must be in compliance with OSHA regulations. In order to be in compliance, the company will be updating their safety programs and policies, providing training to their workers and inspecting jobsites and facilities on a regular basis.

These are some of the tasks that will be more visible to all Crawford employees, the goal being to protect each and every employee.

Corporate safety programs and policies will be stored in the [online employee portal](#). Additionally, all training records, toolbox talks (coming soon) and other safety related items will be stored in this area.

More information will be communicated as Safety 2.0 gets off the ground.

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