



NEWSLETTER

2019 – 3rd Quarter



TEAM WORK

INNOVATION

QUALITY

CUSTOMER SERVICE

INTEGRITY

Upcoming Events

Crawford is planning a HOLIDAY PARTY that will take place after the first of the year. More details to come!

Anniversaries

10 Years –

Jerry Lee

Mike Murphy

Sweatshirts

Carhartt sweatshirts are available to order for \$30.00 each. Contact Paula Pratt for more details or to place an order.

SPOTLIGHT | COMMERCIAL HVAC

Commercial HVAC has seen a busy 3rd quarter, performing work both in the Quad Cities area and surrounding markets.

During the 3rd quarter several HVAC school projects were finished, including Quad City Montessori School, Geneseo biology rooms, Fulton schools, Bettendorf Middle School and Paul Norton Elementary.

The Commercial HVAC team is also working on Mark Twain Elementary. This project is on track to be completed in November. Augustana CSD project is well under way, with rough in of phase one complete. The remaining work at Augustana will continue through winter. Crawford is also getting close to a complete commissioned VRF and controls system for Grant Wood Elementary.

Ascentra Credit Union Headquarters in Bettendorf was recently completed. And Cedar Falls Holiday Inn is wrapping up, and should be complete by early October.

John Deere PDC AHU rebuild is underway and should be completed very soon. The John Deere Seeding project is nearing completion as well. This project includes eight robot cell fume hoods and seven dust collectors. All work had to be performed on 2nd shift.



BREWING EQUIPMENT



Crawford Brewing Equipment has filmed new testimonial videos to use for marketing. These videos feature Two Hound Red in Glen Ellyn, IL, Dimensional Brewing Company in Dubuque, IA and Noon Whistle Brewing in Lombard, IL.

Brew's website www.brewtanks.com is getting a facelift. The new design will be more visually appealing, user friendly, and will emphasize MADE IN THE USA.

The Brew team has been working on smaller projects, while waiting for larger projects to begin.

MONOXIVENT FRP

While project releases slowed down a bit for FRP Solutions in the 3rd quarter of 2019, the 4th quarter is gearing up to be quite busy for both production and travel. FRP has several large volume purchase orders (\$200K+) in place and more coming in. Most notably of these are: Tyson Foods in Dakota City, NE, Marcy Gulch WTP in Highlands Ranch, CO, and Miami-Dade WWTP in Miami Beach, FL.

As for travel, FRP will be doing project site consultations and Representative visits for: Wesleyan University in Middletown, CT with Air Equipment, LLC, Southwest Airlines in Denver, CO with CFM, Inc., and Des Moines Area Community College in Des Moines, IA with Rist & Associates

FRP will be travelling to San Antonio & Austin, TX to participate in an Oktoberfest Manufacturer Showcase, an annual event hosted by Mechanical Representatives, Inc. FRP will also have a booth at the GreenBuild International show taking place in Atlanta, GA, where we will be presenting our UnderDuct product line. This yearly event organized by the US Green Building Council attracts thousands of Engineers, Architects and Developers from around the world who are interested in cutting edge solutions to improve resilience, sustainability, and quality of life constructing buildings, cities, and communities.

For the past two years, FRP Solutions by Monoxivent has been awarded a Green Exhibitor award at the GreenBuild show, entitling us to a free booth space in the following year's event. This significant cost savings along with a grant from the Quad City Chamber of Commerce, has enabled us to fund a 3D printed plastic diorama display produced by students from Western Illinois University at Quad City Manufacturing Laboratory. This knockdown marketing diorama will be put on display first at the GreenBuild show in Atlanta.



MONOXIVENT SOURCE CAPTURE

Overall sales have been good, although August and September were a little slow, compared to the first six months of the year. However, backlog is picking up with orders streaming in. Monoxivent Source Capture is looking forward to a strong finish in 2019.

Monoxivent has had some nice orders for oversize XL hose reels. Many of the sheet metal components for these reels are cut out by Crawford's Laser Cutting Division and formed by the Weld Division, with final assembly done in the Monoxivent shop. Some of the reels have been shipped off to the far reaches of the United States, with one job ending up in Alaska and the other in Hawaii. Another job for XL hose reels is in the works, and will be shipped to a U.S. Air Force base in Guam.

Monoxivent is currently in the process of developing a Revit drawing library for hose reels and source capture arm products. These drawings can be used by architects and engineers as a place holder for Monoxivent products on project drawings. **Nate Kennis** has been spearheading the project with the assistance of the Crawford Engineering Department as well as IMEG Engineering. We hope to have the reels and arms completed soon with other products to follow, as needed.



RESIDENTIAL HVAC



Residential HVAC has stayed busy during the 3rd quarter with replacements and new installs. The Residential team has sold and installed several larger Unico High Velocity systems, as well as Bryant Ductless systems.

Bryant's Fall Flex program began in August and will run until November 15th. Crawford is promoting the factory discount along with utility rebates through a variety of media outlets.

The Residential team appreciates and encourages referrals from Crawford employees for equipment replacement and HVAC service.

CRAWFORD NORTH

Crawford North's 3rd quarter included large and small projects. Larger projects occurred work at John Deere, Hormel and AY McDonald.

North's Mechanical team recently completed work on the hydraulic fluid test station at John Deere. This project was in the Skid Steer Department. The project went very well and according to the customer, the changeover was seamless.

Residential HVAC continues to stay busy with service and replacements. North continues to promote the Bryant brand. Work on residential water heater replacements has been steady as well.

Crawford North's HVAC and Plumbing teams also participated in the Labor Day Parade.



SERVICE HVAC



Service HVAC has made great strides for the 3rd quarter of the year. Service has had two of the largest months in years for overall income and working hours. We are now gearing up to begin the fall season and the heating season.

We've successfully added some great contract customers to our list. Mississippi Bend Area Education located in Bettendorf IA and LyondellBasell Clinton for the new Lab building, along with Lyondell's overall HVAC service work this summer, it has been a great addition to the revenue of the service department.

Several other contracts have been signed and agreed upon with Ruhl & Ruhl Commercial Management, and Patton Commercial Park Properties. Several more are being produced now.

One of the larger projects we have recently closed out and completed is MA Ford. This project consisted of (2) 25-ton RTU's along with the installation of DuctSox for the interior ducting. Service will be working on adding this style of DuctSox to the other existing units in the facility as well.

PLUMBING

Light Commercial and New Construction has been steady to date. Several projects are slowing down, but many on the books for Fall/Winter. Projects include Brady Street Apartments, multiple buildings near the Bettplex, Mark Twain Elementary, Moline Schools, JD Harvester Works, Century Woods Apartments, Good Samaritan Apartments, Edgewood Baptist Church, The Fountains (addition), Rock Island Arsenal Hot Water Distribution, Augustana College, GTI, several new bank projects and many more.

Several Industrial and Mechanical Piping/Plumbing projects are underway or on the books as upcoming. Projects include GTI, Aleris, Heritage Church boiler upgrade, multiple commercial/residential boiler change outs, Friendship Manor, Tumbled Rock Brewery, PB Leiner and more.

Site work and services has continued to be consistent for residential and commercial replacements and repairs. Crawford has performed over 320+ hours a month at mobile home parks for the last several quarters.

A second piece of excavation equipment has been acquired to further this offer in the marketplace. Two large pipe threading machines are in the process of being purchased.



FABRICATION



The Fabrication Division has had a nice uptick in industrial sales primarily with John Deere Davenport, Tri City Electric and Heraeus electron beam equipment. Along with LyondellBasell Clinton, coming off of their shutdown. And Aleris Aluminum is awarding Crawford with winter shutdown work, which the Fabrication Division is starting now. PB Leiner has also been working with Crawford on small process tanks.

Crawford continues to aggressively bid work to carry the Fabrication Division into the winter months. We have been told that a few of these bids are coming our direction, more will be announced once the orders are in hand.

HUMAN RESOURCES

Moves:

Chris Churchill joined the Crawford team in July as a Project Engineer reporting to **Andy DeWulf**. His main focus is working on design-build projects in Plumbing and HVAC. Welcome to the team Chris!

In August, Service and Residential HVAC split, with **Scott Kochuyt** assuming the Residential Sales Manager role and **Angie McDonough** providing administrative support. Best wishes to Scott and Angie!

Jacob McVey's title has changed from Assistant National Sales Manager Monoxivent to Assistant Division Manager Monoxivent in an effort to align his job title and job description with his actual day to day activities.

Just around the corner:

Online Employee Portal – Work is in process to complete the employee portal. It will be released this Fall.

Crawford Company is committed to maintaining a safe, healthy and productive working environment for all employees. It is important to protect the reputation of the Company and its employees and to reduce injuries, absenteeism, tardiness and other work-related problems. This objective can be adversely affected by impaired on-the-job performance due to substance/alcohol abuse. Such impairment can be a contributing cause of injury, not only to the impaired substance abuser, but to other employees as well.

For this reason, Crawford Company will begin drug/alcohol testing starting **October 1st** for: reasonable cause, accidents/incidents resulting in damage to a Company vehicle, machinery, equipment or property or that results in an injury to themselves or another employee requiring offsite medical attention.

The Company encourages employees to voluntarily seek help with drug and alcohol problems. The Company will be very confidential and supportive of any employee who has a desire to correct any related problem.

Please feel free to contact Human Resources with any questions. You may also refer to your local's policy if you are a union employee and Crawford's Employee Handbook if you are a non-union employee.

Important information to know:

National Suicide Prevention Hotline 1-800-273-8255 available 24/7
Crisis Text Line – Text HELLO to 741741 – available 24/7

SAFETY

The Crawford Company Safety Committee reconvened a few months ago. Employee Portal progress has been made. This is where most of the corporate safety items will be available to all Crawford employees. On the portal we plan to store policies, procedures, the safety manual, safety training modules and other items related to worker safety.

Other meeting topics include upcoming training, jobsite and facility safety inspections. Also, procedures for various items that may arise such as incidents and accidents are being refined. We are planning to get underway with some HR training and some ongoing safety training. Safety training will be in the form of toolbox talks, and some targeted training sessions. Different parts of the company may receive different training based on their (potential) hazards.

OSHA (Occupational Safety and Health Administration) ranks the following hazards the most common in the construction industry: Falls in construction, Electrical safety, Caught-in-between, and Struck-by. These hazards are often referred to as the Focus 4 or the Fatal 4. They are the most common categories of incidents in the construction field.

If you have any questions or comments regarding safety please feel free to reach out anytime. You may contact Jerry Lee, Safety Director or Greg Rothbardt (greg@sagecarsolutions.com). We will bring any concerns or ideas to the safety committee for review.