



# NEWSLETTER

2020 – 3<sup>rd</sup> Quarter



TEAM WORK

INNOVATION

QUALITY

CUSTOMER SERVICE

INTEGRITY

## Upcoming Events

No events at this time.

## Anniversaries

5 Years –

- Nicholas Ash
- Stephen Cunningham
- Christopher May
- Scott Stubblefield

10 Years –

- David Fogle

## SPOTLIGHT | SEABERG AND FABRICATION

Crawford Company assumed ownership of Seaberg Industries on Oct. 2, 2020. Seaberg has become a new division within Crawford Company. We welcome them to our Crawford family! We are excited to combine the talents of both shops together, as well as increase our workloads and continue to grow. Initially with learning more of Seaberg’s processes we will focus on new quote opportunities. We hope to decrease the potential of “no quotes” by now offering services that we provide here in Rock Island. Also, with the machining capabilities that Seaberg brings to us, we are hopeful to add work to the Davenport facility.

Crawford’s Fabrication Division has seen a very nice increase in both quote activity and being awarded new projects. We’ve made a slight modification to our current work responsibilities and shifted manpower around. These changes have given Marc Fluegel more time to spend working with engineers at Lyondell Basell and Mike Osborne is doing the same at Novelis. This has significantly increased our field quote activity. Also, shop projects seem to be improving with both cold calling and cross selling between divisions.

We are coming to an end on the large Water Wheel project for Kansas City. Justin DeMuyneck has done a great job pulling this together for us! The Rock Island Arsenal has been investing more money into specialty stainless steel hand railings. Nic Schemmel has done a tremendous job taking charge of these projects. Currently we have three more on the books to complete. We have some new unique fabrication projects that will be starting in the shop. They will be spotlight items for our next newsletter.





## ELECTRICAL

Crawford's Art-O-Lite Electrical Division has seen sizeable work take place over the 3rd quarter. Several projects were awarded as well, including Washington Junior High expansion/renovation, City of Davenport Solar Bus Stop Stations, Chick-Fil-A Davenport and Davenport Library.

Electrical has continuous work at RIA, energy performance contract for the City of Rock Island through/with JCI, and First United Methodist Church in Monmouth with HVAC and plumbing.

Electrical also completed the first home generator installation with several more on order. Bidding opportunities, residential service calls and engineering projects have been steady.

## MONOXIVENT FRP

Monoxivent FRP remained at full capacity for the 3<sup>rd</sup> quarter of 2020 and promises to remain so for the rest of the year. Despite ongoing production issues due to the pandemic, we are on track for a record year.

A large project shipped out for the Lancer Sports Stadium in Windsor, Ontario. This recreation center featured UnderDuct in a combination of both single wall and double wall R-6 construction. The underground pool duct system contained round UnderDuct sizes up to 48" diameter and a total of 58 register boots for the perimeter of the pool.

Also shipped in the third quarter was a large odor control duct system for the Marcy Gulch WWTP in Highlands Ranch, CO. Fabricated in large dimension rectangular FRP, this Hybrid FRP duct system will be installed in the Headworks facility as part of a \$74M facility improvement project.

The North District Water Plant project in Miami, rounds out the list of large projects completed in the 3<sup>rd</sup> quarter. This was a large Hybrid FRP duct project featuring large diameter round and rectangular exhaust duct.

Our first underground duct system featuring Grip Seal connection method was installed at Rhodes State College in Lima, Ohio, and from what we hear, the Contractor had no issues at all. There are two other Grip Seal projects in production and a few more in submittal.

In other news, FRP Solutions by Monoxivent entered into a Manufacturer's Agreement with another prominent FRP company. We will be providing them with acrylic resin FRP duct for above ground applications under their sales moniker. Although a competitor of Monoxivent in other FRP markets, this material will be used in packaged projects that are not in conflict with projects bid by our established Plan & Spec Representative network. We look forward to increasing Monoxivent's overall FRP sales volume through this new business relationship.

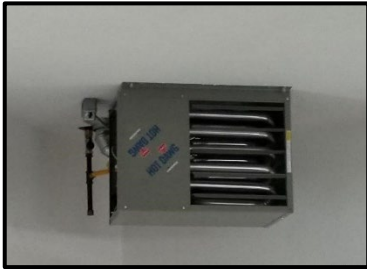




## RESIDENTIAL HVAC



Residential HVAC has been able to maintain a steady workload in spite of all the challenges faced with the COVID-19 pandemic, the Derecho, mild temperatures and significant equipment availability issues. Nationally, most contractors are experiencing significant decreases in sales and revenue but Crawford Company has managed to buck that trend and produce sales only slightly below last year's production. Residential replacements have not been what we see in a typical year, but requests to repair storm damage to chimneys, flues and vents has exploded.



Bryant, like every other HVAC equipment manufacturer, experienced equipment shortages due to COVID-19 protocols and plant closures. Air conditioners and coils were the main issues. However, Bryant responded well, and equipment inventories on furnaces seem to be in excellent position.



Bryan Swanson was a great help to the residential department as he helped with estimates, in addition to his normal commercial duties. Our plan for this year is to add another residential estimator to prepare us for our expected growth in 2021.

We want to extend a special thank you to all of our installers and HVAC technicians that performed magnificently during very difficult circumstances this year. We are very fortunate and grateful to have the most talented and skilled group of technicians in the Quad Cities. With hard work and dedication, Crawford earned the distinction of 2020 Circle of Champions for the fourth year in a row.

Wishing all Crawford employees, a happy and blessed Thanksgiving and Holiday Season.

## CRAWFORD NORTH

Hello to everyone from Dubuque! We've enjoyed a beautiful fall this year with very vibrant colors along the river bluffs and hills. We are preparing for winter in many aspects.

Our Industrial Division is working to finish up extras on the big Hormel Spam line relocation project. We currently have an agreement in place with Hormel to provide four men every morning to assist their maintenance team with setting up the production lines. For the remainder of the day, we assist wherever needed in the plant. We have a great relationship with the Hormel team. John Deere is also hustling and busting, as we work to get all projects completed for the end of John Deere's fiscal year. It has been yet another good year for the Crawford and John Deere relationship.

As always, we are trying to gain a larger share of the HVAC, Fabrication, and Plumbing market. We've recently added 24/7 Plumbing to our service offering. We are gaining ground as we continue to get more calls. One of our recent commercial jobs involved replacement of three very large rooftop units at Delhi Medical Center. Everything went very well, and we have added another happy customer to our client list.





## PLUMBING

Multiple areas of the Plumbing Division have been busy during the 3<sup>rd</sup> quarter. Service and remodel have seen a constant flow of calls and projects. Site work has also been busy, with steady growth in the 3<sup>rd</sup> quarter. Industrial work has been focused on multiple smaller projects with opportunities on the books.

Commercial is steady and the winter looks to be more of the same. Projects include Century Woods, Lincoln Homes, Steam Boat Landing, Frito Lay, Silvis Police Station, RIHA Duplex, multiple USPS projects and boiler replacements from small to large. Additional projects include TBK build out, Chick-Fil-A, Bass Street Chop House, IBEW Medical, RVTP build out, QC Hindu Temple, Zion Lutheran Church, Washington Junior High School, Princeton well pump, Exelon break room remodels, Park View WWTP, Clinton County Elevator, Erickson Community Center, Wilton HS lobby addition, Liberty Packaging, Kewanee High School and more.

## HVAC SERVICE

HVAC Service has maintained a large workload through the 3<sup>rd</sup> quarter. We continue to increase our PM coverage, along with replacements. Recently, service was awarded the PM agreement for the Rock Island County Jail pneumatic controls.

We are wrapping up large projects that we gained earlier this year, including 6 rooftop units at the new Iowa Solutions location in Davenport and a Liebert replacement system for the Muscatine administrative building. Another project for Ruhl Commercial (Old Town Mall) consisted of 13 condenser coils and one complete unit replacement.

Service has gained a new customer with Taco Bell. We recently replaced 2 rooftop units in Clinton, IA. We have sold 6 additional replacements for the Middle Rd and Elmore Ave. locations.

HVAC Service now offers Nu-Calgon, IWAVE Air Purifiers. We have priced and recently estimated over 150 of these units. Individual pricing is available upon request.

The phones are ringing non-stop now that cold weather is upon us. With the addition of other service projects, we are booked days out on service calls. Due to the increased workloads, Service is seeking qualified service technicians to join the team.



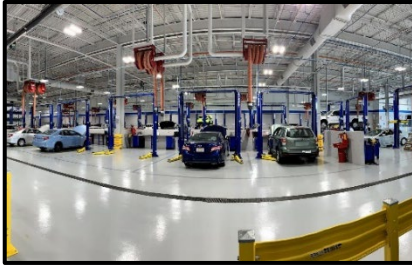


## MONOXIVENT SOURCE CAPTURE

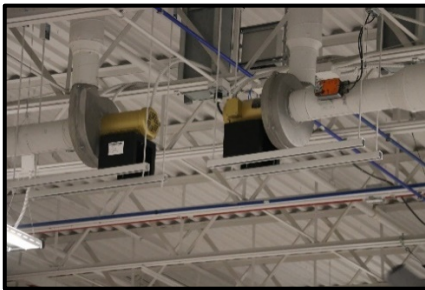


Monoxivent sales have continued to be strong through the 3rd quarter. We are happy with how the year is going, given everything happening in our world today. Quoting and submittal activity remains strong, which we hope is an indicator of future orders to come.

We recently shipped a nice job to our representative Haldeman, Inc. in southern California. This job was unique, as it included custom painted hose reels. Each area of the complex had a different color scheme, which required the hose reels to be painted a specific color, based on the area they were to be installed.



Most, if not all, of our reps and their customers remain closed to outside visitors. With that in mind, we have been utilizing Microsoft Teams and other video conferencing tools to get our message out. Many companies have adopted these technologies, making it easy for us to provide webinars and product training in lieu of face to face meetings. It is common for us to host 1 – 2 video conferences per week.



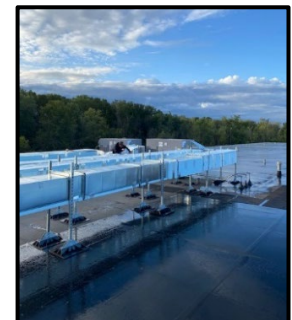
We are currently in the process of revising our D Series fan offering. Jacob McVey is running final performance tests to confirm our initial testing numbers. Once that is done, we will update our catalog data accordingly. The revised product offering should be kicked off by the end of the year.

Our Revit drawing project has been finalized with our drawing library added to our website. If you need Revit drawings for Monoxivent products they can be found here: <https://monoxivent.com/tools/drawings-and-specifications>.

## COMMERCIAL HVAC

Commercial HVAC was busy in the 3<sup>rd</sup> quarter with several projects wrapping up. These projects include Black Hawk College, Rock Island Arsenal roof demo, BridgePointe remodel, Davenport Compost Facility, John Deere Harvester Weld Fume, Costco Champaign, John Deere ATI MAU replacement, Moline High School and GTI Rock Island.

Ongoing work includes Vintage Altoona and GTI Oglesby. Several projects have started as well, including Residence Inn East Peoria, Wilton Schools addition, William Young in Milan and RIA Credit Union Southpark.





## BREWING EQUIPMENT

Crawford Brewing Equipment has been working hard on the Historic Red Rooster Brew Works and Distillery project in Hillsboro, IL. We've actually invented combination vessels for this job, which we believe has not been done before. These combination vessels represent a savings in both cost and floor space for the customer, and appeal directly to the emerging craft brew/distill market. We hope to have this plant operating early next year. We expect it to be a showplace for Crawford's products.

Brewing Equipment just received a contract for Rolling Hills Casino and Resort in California. We will be making 13 brewery cellar tanks for this customer, including one of our new distillery tanks.

We have strong leads that we hope will pan out in Wisconsin, North Carolina and Ohio. Leads continue to come in despite the pandemic. We see breweries in suburban and rural areas thriving, while others in some urban areas struggle with the lockdowns.

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## CRAWFORD DESIGN COMPANY

Crawford Design Company was formed to support the design-build needs of Crawford Company in the HVAC, Plumbing, and Electrical markets. We work directly with the field installation teams and estimators to provide turnkey design-build projects. Our experience includes projects in the industrial, healthcare, retail, and multi-family housing markets.

We currently employ 3 Professional Engineers: Andy DeWulf, Chris Churchill and Brian Wegerer. These engineers have a combined professional experience of nearly 50 years. Crawford Design Company is focused on the Midwest market but has the ability to obtain licenses in other areas.



## RECENTLY IN THE COMMUNITY

### ASHRAE GOLF OUTING



### LOCALS LOVE US



Welding- 1<sup>st</sup> place    HVAC- 2<sup>nd</sup> place  
Plumbing- 3<sup>rd</sup> place    Electrical- 5<sup>th</sup> place

## HUMAN RESOURCES

### New Hires:

**Teanna McCabe** has joined Crawford's Plumbing Division performing multiple tasks including Dispatch for service calls. She worked in the medical field for fourteen years before coming to Crawford.

**Mary Kilburg** has joined Crawford Company as a Preconstruction Coordinator. Mary comes to Crawford from Russell Construction with 20 years of experience.

**Mark Gray** has joined Crawford Company/Seaberg Industries as the new Assistant CFO/Controller. Mark is a CPA and most recently worked as a Manager at a national accounting firm. He has a bachelor's and a master's degree in accounting. Mark's primary focus will be at Seaberg Industries.

## SAFETY EMPLOYEE OF THE MONTH

Crawford Company's Safety Committee recognizes **Josh Burgess** as the November Safety Award recipient. Josh has been pro-active and quick to follow up on company safety initiatives. He recently implemented safety recommendations following an inspection at our Mill Street facility. Josh is Crawford's Duct Shop Supervisor and has been with the company for 10 years.



## SAFETY

Many of you have heard the phrase “if you see something, say something.” This motto can serve as a tool in the workplace to protect against injuries, accidents, workplace violence and safety violations. If you see something, say something, as this opens the door for injury prevention and increased awareness in the workplace. All employees are encouraged to report unsafe work hazards.

When it comes to safety in construction, “if you see something, say something” should be a rule of thumb for all workers, supervisors, visitors and anyone who steps foot on a construction site. All workers should feel comfortable enough to speak up about safety violations they think may be occurring. If you see something that seems wrong, report it to your Foreman, Superintendent, Division Manager, or Human Resources. Crawford will always support an employee’s right to question the safety of their surroundings. When you report something that seems hazardous in the workplace, you could potentially save a life. Informed and alert employees play a critical role in keeping the workplace safe.

Reported activity can turn into a learning opportunity for you and those around you. Employees should never feel as though they can’t say something. When something feels wrong, there’s a chance it is wrong. If you see something that seems off, compared to what you know to be right, please say something.

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