



NEWSLETTER

2020 – 2nd Quarter



TEAM WORK

INNOVATION

QUALITY

CUSTOMER SERVICE

INTEGRITY

Upcoming Events

QC River Bandits

The 2020 season has been cancelled. Crawford will continue to partner with the River Bandits for the 2021 season.

Anniversaries

5 Years –

Jeff O’Leary
Chris Cox
CJ Hentze
Chris Dooley
Chase Roehm
Drew Nolin

10 Years –

Jim Wischhusen

20 Years –

Larry Dooley
Ian Frink

SPOTLIGHT | MONOXIVENT FRP SOLUTIONS

The second quarter of 2020 has remained quite strong for the FRP Division with total sales exceeding targets. Considering the ongoing debacle, we are all working in, this is no small feat as market share continues to grow.

FRP Solutions formally unveiled the new Grip Seal connection method for connecting underground FRP duct. A short webinar is available on FRP’s YouTube Channel and website. Grip Seal has been met with rave reviews with five large projects in submittal for this system and more being quoted.

There have been some interesting projects that shipped in the 2nd quarter such as Ludington WWTP in MI, Arconic Facility in PA, Reeves County Hospital in TX and a hangar for Raytheon Corp in TX. This above ground hangar project was an add on to an underground FRP duct project in the same building that shipped in the first quarter. Other airport projects have begun the installation process, most notably the Will Rogers World Airport in Oklahoma City, OK and Southwest Airlines Hangar project in Denver, CO. The Southwest Airlines project was unique in that the duct required an R-20 insulation value.

The 3rd quarter is off to a great start with several large projects nearing completion. These projects include North District Water Plant in Miami, Marcy Gulch WWTP in Denver and the Lancer Stadium project in Ontario. Large projects in production include Waverly Health Center in IA and the Maritime Aquarium in Norwalk, CT. These projects will ensure that FRP will end the year with record sales.

Remote presentations still take precedence over direct travel. Many Representatives have taken advantage of the new virtual environment. FRP will eventually get back on the road, and make those personal visits, that are proven to pay great dividends.



CRAWFORD NORTH



Crawford North has been keeping busy during the 2nd quarter. North has maintained staffing with no cut-backs due to the COVID-19 pandemic.

Crawford North's larger customers have taken advantage of the recent downtime to complete projects. North is still working towards the goal of retaining additional larger accounts, to help fill the voids, if John Deere or Hormel slow down. Recently, North has started projects with Mi-T-M, AY McDonald, and others.

For those of you who visit Crawford North, the front driveway will be closing very soon. You will need to continue down the hill to the new interchange, then go North on Seipple, and then back West on Airborne Road. This route takes a couple of minutes longer, but it will be much safer for employees who will no longer need to pull out in front of oncoming traffic traveling at a high rate of speed.

PLUMBING

The Plumbing Division has seen a constant flow of work throughout the 2nd quarter. Late summer and fall will be busy with good jobs on the books.

Light commercial and new construction projects include Rock Island Lincoln Homes additions, Frito Lay expansion, multiple BettPlex buildings, Costco (Champaign), Silvis Fire Department, Friendship Manor C wing, and fan coil replacement, Moline High School, John Deere Harvester Works, Century Woods Apartments, multiple Rock Island Arsenal projects and more.

Site work and services has been consistent with 320-400+ hours of work each month. This work includes site service on residential/commercial replacements and repairs.

Plumbing service and remodel have been very busy with a huge uptick in work.

Industrial and mechanical piping/plumbing has several projects underway with more work coming up. The Rock Island and Oglesby marijuana manufacturing facilities are entering next phases and will continue for the foreseeable future. Other projects include Moline High School, Friendship Manor, multiple commercial/residential boiler change outs/upgrades, and several upcoming brewery projects.



MONOXIVENT SOURCE CAPTURE



Monoxivent Source Capture's 2nd quarter has been equally as strong as the first quarter. All things considered, Monoxivent is going to have an excellent first half of the year. Orders and shipments have been coming in and going out at a fairly decent rate, attributing to the great year we are experiencing.

With travel limited, Monoxivent has relied on webinars and Go to Meetings to educate people on all things Monoxivent. Utilizing tools like Microsoft Team, Skype, Go to Meeting, etc., has allowed us to stay in front of reps, contractors and engineers. While nothing beats the experience of visiting face to face, these tools have allowed us to actively promote Monoxivent, and stay top of mind for current and future projects.

Monoxivent has recently launched an online resource for industry partners. This online resource includes Revit and 3D AutoCAD product drawings, as well as product specifications. Providing drawings to the engineering, architectural and contracting communities will put us a step above our competition, as none of them currently offer Revit product drawings.

Due to COVID-19 we've put some of our projects on the back burner. For now, our traditional in-house training has been put on hold until further notice. If the virus continues to spread and/or doesn't get significantly contained soon, we may look at utilizing the tools mentioned above, to do online training for our representatives. Monoxivent also planned to attend the yearly AHR Expo, however, it doesn't look like that is going to happen either. The expo is to be held in Chicago, IL this year.

BREWING EQUIPMENT

Crawford Brewing Equipment is now Crawford Brewing & Distilling Equipment! There are around 10,000 craft brewers in the US, and the craft distilling industry is showing signs that it may catch up. Each craft brewer could benefit from the addition of a distilling setup designed to work with brewing equipment. Crawford has diversified to meet this need. We can also build stand-alone distilleries. These items have been added to our website, and marketing campaign. Initial interest has been strong!

The Brew Division has started building equipment for a project in Hillsboro, IL called Historic Red Rooster Brewwerks & Distilling. The property includes a restored 17,000 sq. ft. hotel and restaurant built in 1902, and will feature a unique Crawford brewhouse. It will make beer and special mash for the distillery too. We're also building a full complement of our new distilling equipment, including agitated fermenters and a proofing tank. Crawford will provide engineering for the cooling system on the continuous still.

There are several other projects in the works including Nerdspack, a brewery located in Bettendorf, IA. A handful of other leads look like they will pan out soon as well.

Also last quarter, the Brew Division completed work locally at Adventurous Brewing.



FABRICATION



The Fabrication Division has seen the effects of COVID-19 during the second quarter. Sales have tapered off a little. Customers are still looking to get back into projects, but it's becoming a very competitive market. Fabrication is doing its best to keep work in front of the guys. Managing work and controlling costs are a crucial part of the plan moving forward.



Fabrication is working on the Kansas City waste water wheels, a large project that couldn't have happened at a better time. Aleris has been sold to Novelis, and they currently are working on a new project/maintenance budget. Lyondell Clinton has been moving forward, work has slowed a little, but we continue to keep some work in front of us. Marc Fluegel has done a tremendous job building a relationship with Lyondell.

Josh Dexter, Chris Cox and James Hoyt have just begun a large project at the Rock Island Arsenal. This project is a joint effort with Crawford's HVAC and Electrical Divisions. This work should last roughly 2 months.

We are in the final stages of negotiations with CAE Maritime, CA, on more telescoping duct projects. Bidding activity seems to be fairly strong; our estimators will continue being aggressive with cold calling and follow up.

RESIDENTIAL HVAC

It has been very busy in recent months for Crawford's Residential HVAC Division. Crawford estimators and installers have teamed up to build sales during this time, to help the company overall. Bryan Swanson pitched in to assist with residential estimates as our workload increased. The company's sales with Bryant have improved following a lull during the initial surge from COVID. Our estimators have also worked to solve a wider variety of inquiries, including indoor air quality products. Leads have flowed through Service, as well as other divisions. In addition, leads have been generated through aggressive online and traditional promotional efforts.

The team will be ramping up with the latest Bryant Flex promotional season soon. The Residential team will look to shoot for another Bryant "Circle of Champions" honor in 2020. Crawford earned the 2019 award given to the top-tier of Bryant dealers at the national level.



COMMERCIAL HVAC



Commercial HVAC has seen a busy 2nd quarter, with steady work continuing for the next few months.

Upcoming work includes John Deere Harvester, Silvis Public Works and Fire, Residence Inn Peoria, William Young Senior Living, Davenport Compost Facility, Wilton Schools, 3M Shutdown and Nestle Purina.



Ongoing work at Costco Champaign, Century Woods, GTI Rock Island, Vintage Altoona, RI Arsenal, Moline High School, and Black Hawk College.

Recently completed projects include Sherrard High School, John Deere Seeding and Sterling Fieldhouse.



ELECTRICAL

Crawford's Art-O-Lite Electrical Division has been steady through the past quarter. The group has expanded residential sales promotion and continued to seek out more work, packaging with the HVAC and Plumbing Divisions. Marketing and advertising efforts have ramped up to build the "Crawford/Art-O-Lite" brand and to gain more overall market share in this area.



Brian Wegerer has joined the team. He is a licensed electrical engineer with past experiences as a project manager at Bush Construction, as well as a key engineer at IMEG.

Sizeable work has taken place over the 2nd quarter at the Rock Island Arsenal, Thomson Prison, Black Hawk College, Cardio Vascular Medicine and Sherrard High School. Upcoming projects include Silvis Public Works & Fire, Milan Post Office, Centralia Post Office and Davenport Compost Facility.

Art-O-Lite was recently recognized by ILLOWA Labor and Management Council with a 2019 Safety Award recognition.



HVAC SERVICE

HVAC Service would like to introduce Hilary Oliver as our new Service Coordinator. Hilary comes to us from Plumb Supply and has hit the ground running in her new role. We welcome Hilary to the team!

The second quarter has picked up for HVAC Service, as businesses reopen around the Quad Cities and surrounding areas. Five techs have returned to work full time, since the work shortage due to the COVID -19 pandemic. We have also added four service techs, for a total of 15.

Call volume has greatly increased, as well as PM contract work. One of the highlights of our PM contract customer base, is the addition of GTI “Green Thumb Industries” as a full coverage preventative maintenance customer. This contract was derived from a large-scale project performed by our Plumbing and Commercial HVAC Divisions. This contract alone, involves approximately 550-man hours per year in scheduled equipment maintenance. GTI is a welcome addition to the growing list of contract customers that includes 133 commercial and 351 residential agreements.

We have recently secured a full coverage preventative maintenance contract for a portion of equipment at the Guardian Glass plant in DeWitt, Iowa, with the plan to add the entire site within the next year, as proposed. Also, contracted preventative and repair maintenance for SSAB Steel Mill, Muscatine, Iowa.

Some recent project highlights include replacement of three, 20-ton rooftop units and one 5-ton unit at Heritage Church in Bettendorf, IA. In addition, the repairs of several other units on site. Upcoming projects include a new Server Room Liebert HVAC system for the City of Muscatine Administrative Bldg, a cooling tower rebuild for John Deere Training Center, and several new system replacements for Tyson Foods, Joslin IL. Also, a hybrid chilled water A/C system for Monty Meyer, CPA in Moline, and multiple smaller weekly projects.

All in all, things are going well in the HVAC Service Division. We only expect to gain a lot more steam through the course of the summer. Our primary focus moving forward, is to continue to fine tune our internal operations and become more efficient, to better prepare ourselves for future opportunities.



RECENTLY IN THE COMMUNITY

2020 MICRO BREW MILE



KADEL KNOCKOUT LIVESTOCK SHOW



M
O
R
E

T
O

K
N
O
W

HUMAN RESOURCES

New Hires:

Hilary Oliver- Hilary Oliver as our new HVAC Service Coordinator. Hilary most recently held a similar position at Plumb Supply Company. Hilary has an Associate's degree in Accounting from Black Hawk College.

Claudia Hernandez- Claudia Hernandez is our new HR/Payroll Assistant. Claudia will work in a support role to serve as a payroll back up for Janette Carnithan and a HR administrative back up for Jeremy Senn. Most recently, Claudia was an Administrative Assistant for PPG Coatings in East Moline where she held a wide variety of general administrative and clerical roles.

Brian Wegerer- Brian Wegerer is our new estimator and project manager for the Electrical Division. Brian is a licensed P.E., has an MBA from St. Ambrose, and an electrical engineering degree from Iowa St. Brian most recently worked as a project manager at Bush Construction. He also worked in various leadership roles at IMEG from 1996-2016.

Message from Human Resources:

On August 9, 2019, Illinois Governor JB Pritzker signed the Workplace Transparency Act into law; requiring Illinois employers to train employees annually on sexual harassment prevention, effective January 1, 2020.

This is part of a Public Act that creates three new pieces of legislation: Workplace Transparency Act, which generally prohibits unilateral restrictions on employee reporting of allegations of unlawful employment practices; Sexual Harassment Victim Representation Act, which precludes union representatives from representing both a victim and alleged harasser belonging to the same union; and Hotel and Casino Employee Safety Act, which establishes specific safety and sexual harassment-related requirements for the hotel and casino industry.

The Illinois Department of Human Rights has provided the training in the form of a video slide Power Point, this has been added to our Employee Portal. **Please complete your training by logging into the Employee Portal, click on the Safety Tab, click on the video titled Sexual Harassment Training, and view the power point video. Once it's finished, please fill in your signature, click on the acknowledgement box, and hit submit.**

Thank you for helping us stay compliant with the new requirement.

SAFETY

Crawford Company is committed to maintaining a safe, healthy and productive working environment for all employees. During the summer months, hot weather poses a significant risk, heatstroke and heat exhaustion are two major hazards when working in high temperatures. Workers should ensure that heat related conditions are taken seriously and that all hazards are fully evaluated and proactive measures are taken.

- It is possible to prevent heat-related illnesses. If you are working in hot weather: wear light-colored, lightweight cotton clothing. Drink plenty of water, about a quart an hour or more, take frequent breaks out of the heat. Evaluate your PPE. If possible, get outside work done during cooler parts of the day (early morning or evening). Use the buddy system, keep an eye on your coworkers, look for signs of heat illnesses in each other.
- If you think you or someone else is being affected by heatstroke or heat exhaustion, immediately make an attempt to lower body temperature. Move yourself or the victim to a shaded area, remove outer clothing, and apply cool water and ice packs to the entire body. If heatstroke is suspected, call 911.

Another current safety and health concern across the nation is the global pandemic we are all dealing with, COVID-19 poses a serious risk in and outside of the workplace. There are a lot of unknowns. Please follow all of the well known best practices and continue to do all you can, to protect yourself and all others from possible exposure.

Please feel free to contact Human Resources with any questions. And as always, please refer to our Employee Portal for general information, including COVID related policies.