



# NEWSLETTER

2021 – 2nd Quarter



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

## Upcoming Events

Holiday Party- TBD

## Anniversaries

5 Years –

- Scott Kochuyt
- Dave Ellsworth
- Austin Gonzalez
- Collin Cantrell

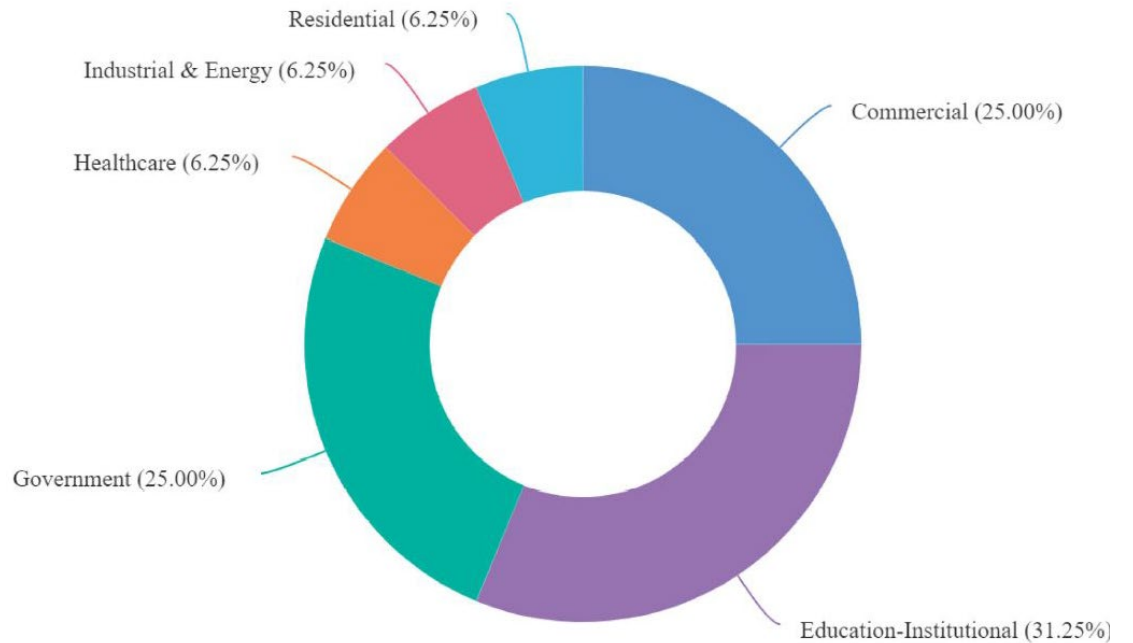
10 Years –

- Keith Gerks
- Angie McDonough
- Quentin Fischlein

## SPOTLIGHT | PRE-CONSTRUCTION

Preconstruction second quarter blew the first quarter out of the water for bidding between the three divisions of Plumbing, HVAC and Electrical. They have collectively proposed on over 63 projects in the 2<sup>nd</sup> quarter. (These do not include all the smaller projects and budget numbers the guys have to keep up with as well!) Year to date, the bulk of the projects we have bid on were in education, commercial or government.

Projects by Type



We have completed our team head shots of our department heads and will be completing Crawford resumés for them to submit for future Request for Proposals. These are typically from the architect and can be great opportunities for us to showcase our design department, then turn it into a construction project. These are definitely win-win projects for Crawford.

## HVAC SERVICE

The HVAC Service Division had revenue spike notably in June and July. August numbers, although not final, continue a solid trend. Larger projects have helped support this uptick in revenue including MA Ford and Sears. The HVAC Service administrative team and technicians have been busy, and working as efficiently as possible to manage the work load during a warmer than typical stretch of weather.



## PLUMBING

The Plumbing Division wrapped up a solid second quarter. A solid backlog of work is underway or about to kick off.

2021 Commercial/Industrial projects include the following: Multiple multifamily housing projects, multiple school projects, multiple John Deere projects, RIHA Duplex, multiple USPS projects, East Moline Library, MAE Campus, North Scott YMCA, Palmer Housing, Zion Lutheran Church, multiple Exelon plant projects, multiple RIIS projects, City of Rock Island water meter replacement projects, GTI Rock Island, GTI Oglesby, Clinton Sugar Creek treatment plant, Augustana, East Moline CUSD Phase 3, and many others.

Service and remodel work continues to be an area of strong growth and looks to continue.

Plumbing also added a walk behind trench machine and Trimble Total Station update, both of which are getting plenty of use this summer.



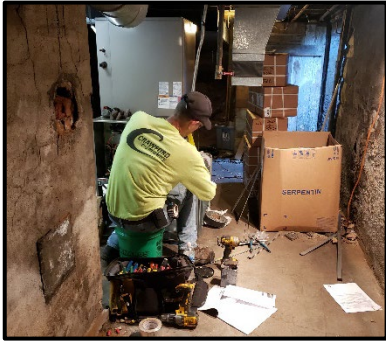
## FABRICATION

The Fabrication Division has been going very strong generating quote opportunities throughout the first half of the year. Grossly inflated material pricing as well as availability have made it challenging to secure new orders, primarily on large, custom projects. Customers have expressed the need to wait until material costs have decreased. We are not hearing favorable news from suppliers on this happening any time soon, so we have focused on engineering and different ways of reducing costs.

Even with the current conditions, we are still keeping the team busy. John Deere, 3M and a few other accounts have contributed to the workload. Some new accounts that we are working to build include Cargill, PB Leiner and a few new contacts within Nestle Purina. We will keep everyone posted and share photos of these newer projects as they are completed.



## RESIDENTIAL HVAC



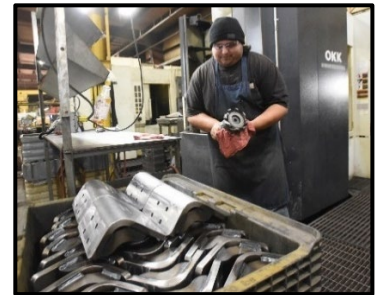
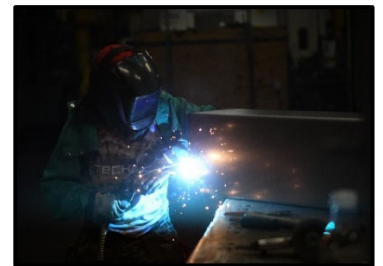
Residential HVAC has continued to see improved numbers with the Bryant product line, up over 20% (including a 33% increase in volume from August of 2020) compared to last year. We continue to see an increase in calls while also enjoying a significant increase in repeat customers, referrals and especially, local property managers. The office team has worked hard with our field installers to maintain and improve the company's market share in the region.

Residential HVAC is on track to earn another Bryant Circle of Champions award for 2021. The Bryant Flex program begins September 6<sup>th</sup> this year. We expect that to drive more business and growth for the division.

## SEABERG

Seaberg Industries has been very busy! We have been setting month by month sales records since the acquisition due to our teams' aggressive approach to diversify their customer base. Tim Pratt and the team have been meeting with new customers as well as current customers and selling our newer equipment capabilities with great results. This has brought in additional work from Curt, McLaughlin and Musco Lighting. It has kept everyone on their toes, to say the least.

We are undergoing strategic planning which we believe will be beneficial in the future years. Experiencing growth at the pace we currently are creates its own challenges. Our intentions with these meetings is to focus our team as one solid foundation and avoid unneeded stress that can come with growth.



## CRAWFORD NORTH

There has been a flurry of activity at Crawford North over the last few months. Many new faces both in the office and in the shop/field areas.

Dan McNamer continues to ramp up our Plumbing Division. He has been pulling in a lot of work, along with new employees, and he is still looking for more manpower. Austin Cahill has been looking for people to join his HVAC team as well. He has been working hard on getting jobs around Dubuque. He's also had crews in Cedar Rapids since the Derecho last year. We look forward to seeing how that grows in the coming years.

Michael Koetz is busy persuading Simmons Foods to be our next big account. They are new to Dubuque. They make pet foods and they are located in the Flexsteel building just a half mile down the road from our location. We hope to become their go-to contractor for all of their fabrication and HVAC needs, just like we are for Hormel and John Deere.



## COMMERCIAL HVAC

May, June, and July have resulted in the top months for Commercial HVAC, year to date. During the stretch, volume pushed almost \$5-M, and margins were healthy. The numbers were much improved compared to a slow start in the opening four months of the year. Newer wins on the bidding front include 3M, Rock Island Schools, DuTrac, John Deere Seeding, John Deere Silvis, Genesis East 7<sup>th</sup> Floor, and Kewanee HS. Current, recent, and other upcoming projects include: 5-Cities Paving, Bett. Industrial Park, Abingdon, Bergendoff, Broad and Main, Cal-Wheat. Schools, Century Woods, Clinton Water, Colorado Lofts, Coral Commerce, Eagle Crest, EM Childhood Learning, Easton Valley, Estes Warehouse, First United, Iowa American, Mercer Co. HS, Mid-American, Moen House, North Scott Y, Palmer College, Pour Brothers, RIA 68, and Wilson Lofts.



## MONOXIVENT FRP



FRP Solutions has just over \$500,000 in the current backlog with 13 large jobs. The backlog includes, most notably, jobs for: St. John Baptist (Indiana), Acres & Hazeldean Odour Control Project (Ontario, Canada), and Princeton (NJ) Unified School.

FRP Solutions also recently completed a noteworthy job that shipped to Puerto Rico. Monoxivent was basis of design for large buried exhaust and outside air duct for the Altamira Reserve Shopping Center located in San Juan. This project was sold through Authorized Representative Technical Distributors in Guaynabo. The duct provides a Solution for dealing with vehicle exhaust in the underground parking facility, which boasts 79 underground parking spots in the 80,133 square-foot mixed-use complex.



FRP Solutions had another interesting order for the United States Geological Survey (USGS) in Guam. This facility will serve as an Earth magnetic observatory. FRP was the right solution, as there could not be any metal duct within the building, that would interfere with magnetic observations. With the air conditioning unit located over 100' from the building, there was a fair amount of underground duct. This project featured a combination of FRP and fabric duct above ground as well. It's not *always* about corrosion!

## MONOXIVENT SOURCE CAPTURE

While month to month sales have had highs and lows, overall, the average monthly sales are good. Considering all of the price increases our suppliers have been passing along to us, our profitability remains solid.

Because of vendor price increases, we initiated a pricing surcharge on all quoted items. We did a pricing surcharge rather than a fixed price increase, so that it can be easily reversed if material costs come back down in the future.

Quoting activity has been strong, indicating that there are potential jobs on the horizon. Our backlog has been steadily increasing and holding strong.



## BREWING EQUIPMENT



The Brew/Distill Division picked up several small jobs this quarter including a 30bbl brite beer tank for Lena Brewing in (you guessed it) Lena, IL. We also sold a mash cooker to Green Door Distilling in Kalamazoo, MI. This unit will be the first stand-alone mash cooker of our new design, which is a part of a line of distilling equipment we rolled out last year. Keg washers continue to be popular. We've sold one to Toxic Brew Co in Dayton, TN and StormKing BBQ and Brewery in Minneapolis, MN. We fabricated a custom brite tank with mixing pump for a cannabis company called BeLeaf in St. Louis, MO with a 3hp chiller. Another 3hp chiller went to a second cannabis company called Monarch Supply in St. Louis, MO. We are seeing a developing space for us in the cannabis industry where they have the need to blend cannabis products with non-alcoholic beer or other ready to drink (RTD) beverages.

Larger jobs included two field fabricated yeast brinks at Anheuser Busch in St. Louis, MO and Jacksonville, FL. These included a lot of complex rigging and confined space work. AB is very happy with what we built for them. We completed Nerdspeak Brewery in Bettendorf and while building construction is ongoing, their first beers are available in cans at the brewery. This is a 15bbl brewhouse with four fermenters, a brite tank, and 14hp chiller. When the interior is done, this is going to be a really cool looking place. Stop by and check them out. We also installed a 7hp chiller and entire glycol piping system at Junto Wine in Seward, NE. We just went under contract for Updraft Brewery in Platteville, WI which will be a 7bbl brewhouse and three fermenters.

We are getting close on a few really nice jobs, which we hope will hit in the third and fourth quarters of this year. RFQ's are steadily rolling in with Google being by far the most effective advertising medium for us. We also have full-page ads in an industry magazine and plan to exhibit at the 2022 Craft Brewers Conference in Minneapolis, MN.

## ELECTRICAL

In June, Scott Williams retired from Art-O-Lite Electric. Williams co-owned Art-O-Lite, along with his brother Brad, until the company was purchased by Crawford in January of 2020. Scott Williams continued working, under an employment agreement, during a transitional phase with Crawford for the past 18 months.

Scott Williams began in the field and progressed to journeyman and later foreman status with AOL and IBEW Local 145. He later transitioned into the office as a project manager and estimator, serving as a point person for AOL field crews.

Scott Williams had been with AOL for well over 20 years. He served as a journeyman electrician with IBEW since 1982. He graduated from Western Illinois University. He holds a Master's Electrician license.



## SAFETY EMPLOYEE OF THE MONTH



Crawford Company's Safety Committee recognized **Dan "Buck" Harmening** as the June Safety Award recipient. Dan has been accident free since he started working at Crawford. He gets jobs done in a timely manner without any injuries or accidents. Dan is mindful of vehicle maintenance and safety. He is a great mentor for the younger drivers. During his career as a truck driver, Dan has logged 3 million miles accident free. Dan is a driver and has been with Crawford Company for two years.



**Joseph Ackerland** was the August Safety Award recipient. Joseph is a Material Handler who always demonstrates excellent safety habits. Joseph is consistently observed wearing his seatbelt and sounding the horn at intersections. He is very diligent about wearing his PPE, and is overall as safe as he possibly can be while operating the fork truck and walking the floor. He has been operating a new fork truck since May and it still does not have one scratch it.

## HIGH 5 AWARD

**Mike Osborne, Josh Dexter, Jason Johnson and Seth Major** received the High 5 award. Mike captained this crew on a brewing equipment installation in Jacksonville, FL. Their professionalism, attention to safety, and hard work drew recognition and compliments from the customer. Our team made a good impression when it really counted with no safety violations, and overcoming significant challenges throughout the job.

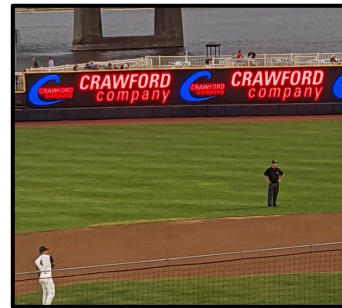
Crawford North's **Larry Husemann** is another one of our High 5 award recipients. Crawford received a phone call that Larry took the time to assist a couple, when the mattress they were hauling fell off in the road. Larry stopped to help them load it back onto their vehicle. They were so impressed with his kindness. We appreciate Larry helping a fellow citizen in need.

Seaberg's **Ken Gramling** is our last High 5 award recipient. Ken made extra efforts to help a fellow employee with a generous gesture that is appreciated. His thoughtfulness went above and beyond to help his co-worker.



## QC RIVER BANDITS GAME

Thank you to everyone that attended the QC River Bandits game on August 12<sup>th</sup>.  
We had a great turnout!



## HUMAN RESOURCES AND SAFETY

### Welcome New Hires....

**Travis Gardner**- Plumbing Project Manager- Travis has many years of experience in the plumbing field. He was an apprentice, journeyman, and field supervisor during the first half of his career.

**Steven Serrurier**- Electrical Estimator/Project Manager- Steve has held similar roles throughout his career and most recently worked as an Electrical Engineer and Maintenance Manager at Aleris.

**Jesse Vaniseghem**- Electrical Designer- Jesse has been doing electrical design for eight years, while working in similar roles.

**Elin Serrano**- Electrical Project Manager/Estimator- Elin is a member of IBEW Local #145 and brings with him a long history of work with the union.

**Ashley Case**- Quality Control Assistant- Ashley will work closely with our Welded Fabrication and Laser Cutting Division.

**Laura Estes**- Administrative Assistant- Laura will work closely with our commercial contracting support team.

**Chris Shultz**- Residential Plumbing Estimator- Chris has been with Crawford for over four years as a Plumbing Tradesman. Chris has moved into the office to focus on estimating and managing residential plumbing work.

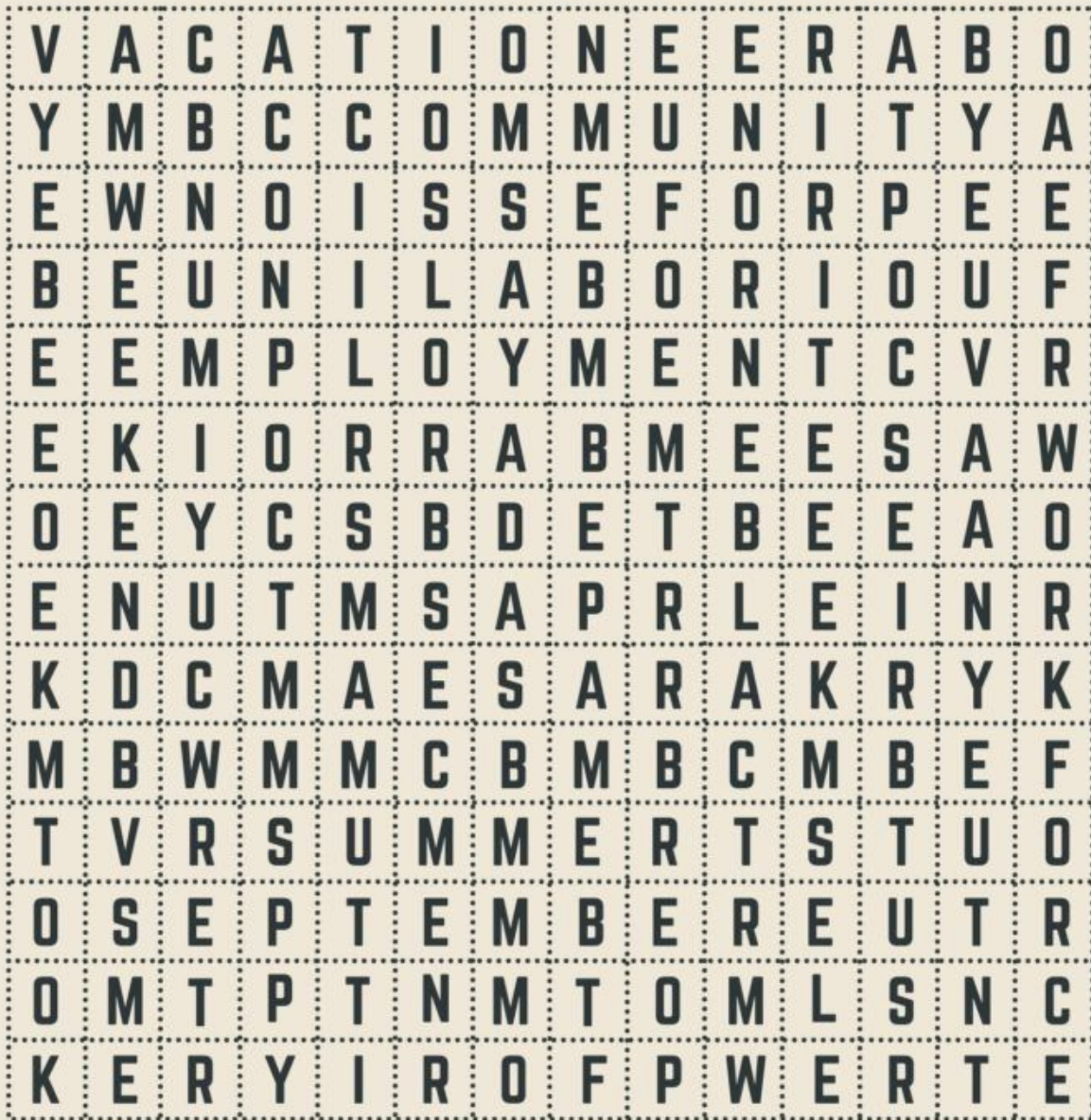
Crawford Company's Jeremy Senn accepted the 2020 Illowa Safety Award today during a ceremony at St. Ambrose University. Crawford also won the Illowa Safety Award in 2019.



**CHECK OUT THE WORD SEARCH ON THE NEXT PAGE!**

# LABOR DAY

## Word Search



LABOR • COMMUNITY • WORKFORCE  
SUMMER • EMPLOYMENT • VACATION • WEEKEND  
PROFESSION • SEPTEMBER • BARBECUE