



NEWSLETTER

2021 – 1st Quarter



Upcoming Events

Crawford Blood Drive
June 25th

Seaberg Blood Drive
July 23rd

QC River Bandits Pint
Glass Giveaway
August 12th

Anniversaries

5 Years –

Chris Chance
Brian Braun

20 Years –

Lance Lorber
Janette Johnson

35 Years –

Tony Alvarado

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

SPOTLIGHT | PRE-CONSTRUCTION

First quarter was a busy one in the pre-construction world. Thirty-one projects were entered into Procore for first quarter. We are extensively using the software for bidding purposes and storage of all drawings and specifications. We've added the transmittals and submittals modules as well during first quarter.

The divisions of plumbing, HVAC and electrical have collectively proposed on over 20 projects in January, 21 in February and 29 in March. These do not include all the smaller projects and budget numbers the guys have to keep up with as well!

We upped the ante to meet every Monday during the busy season for the Coordination Meeting to increase communication between the divisions.

We've added having a Bid Coordination Meeting the day of or prior to each bid – the lead from each division bidding gather to go over final proposal preparations to make sure all needs are covered.

We successfully submitted on an RFP (request for proposal) for DCI Group out of Des Moines for a large HVAC project in Marion, Iowa. Special shout out to Emily for helping pull items together for this extensive proposal!

The engineering world has been moving at an exciting, fast pace this past quarter – Crawford Design has been working on a number of V.A. clinics in Michigan, Kentucky and recently wrapped one up in Mason City, Iowa.





MONOXIVENT SOURCE CAPTURE & FRP

Monoxivent's Source Capture and FRP Products have noticed a steady uptick in orders since early May, this has helped build the production backlog for the remainder of the 2nd Quarter and into the 3rd Quarter. Orders have also been shipping steadily. Some of the more noteworthy jobs to ship recently have included: FRP product for a fraternity house at Oklahoma University, portable source capture carts for Gillig Buses, a large dust collector for Barnesville (MN) Schools, and XL Hose Reels for the Anniston (AL) Army Depot.



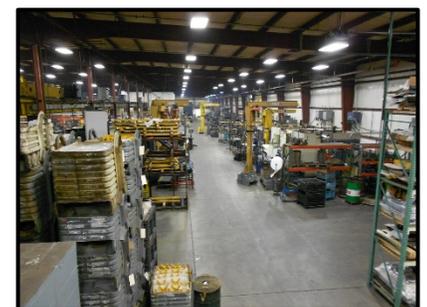
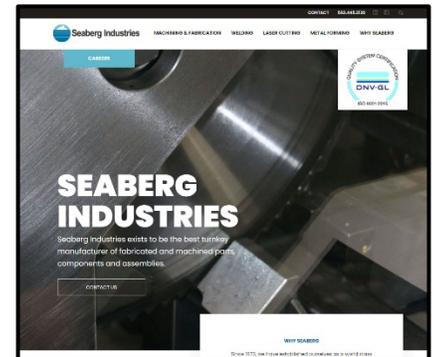
Monoxivent also held its' first Rep Training since 2019. This May, our team did a virtual web cast and provided complete product overviews to Monoxivent's sales representatives throughout the USA and Canada. The web cast was produced live at D-Phिल्ms in Rock Island. In addition to the live broadcast, Monoxivent had product videos updated by the team at D-Phिल्ms to use during the training and for future marketing purposes. Over 130 individual sales reps registered for the Training sessions.

SEABERG INDUSTRIES

The global supply chain and steel pricing has created some obstacles at Seaberg, but the overall sales trends at Seaberg Industries have been moving in a positive direction this year. The volume spike from 1st Quarter to 2nd Quarter has been just over 24%. Much of this increase has been a result of extra pro-active efforts to generate new business and expand market share.

Earlier this year, Seaberg Industries passed our periodic audit for the ISO 9001:2015 standard. The Auditing firm DNV-GL reported no major findings or minor observations. The ISO 9001 is an international quality that outlines a framework for improving quality and the ability to consistently provide products and services that meet or exceed customer requirements and other applicable statutory and regulatory requirements. The auditing was performed virtually with DNV-GS auditor Steve Vicars and Seaberg Quality Manager Dan Brasmer. Office employees were interviewed at their desks, and shop employees were interviewed using a tablet computer brought to the machines. "This is something everyone here should be very proud of" said Tim Pratt, Seaberg General Manager. Pratt thanked all who were involved with the audit. Among the positive indications is a high on-time delivery rate to customers. Also, employees were praised for their knowledge of quality objectives and performances. Seaberg Industries was the first small Quad City firm and the second company of any size to attain an internationally recognized quality certification in the area.

Also in May, Seaberg released a new website: www.seabergindustries.com. The site serves as the new digital front door to Seaberg. The website contains overviews of various business units, industries served, capabilities, quality certification, history, career opportunities, and more.



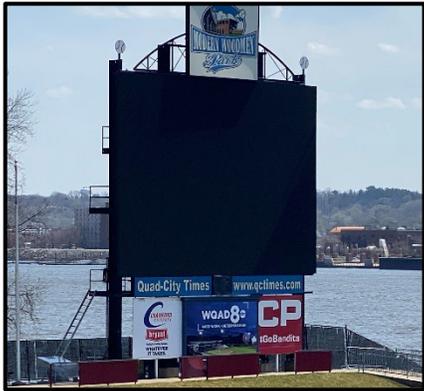
RESIDENTIAL HVAC



Our residential sales with Bryant are over 20% ahead of this time last year. Crawford is projected to have more traditional sales results in 2021.

The Residential HVAC team is extremely busy providing estimates and installing equipment. Bryant's Spring Flex program has garnered interest and generated a lot of leads for Residential HVAC.

Our team recently participated in the QC Home Show earlier in May. Along with Bryant, we also gave away a new Air Conditioner and installation to DeAnn Bell. The giveaway was held in conjunction with KWQC. Crawford and Bryant are also working together on the summer sports scene with advertising on scoreboards for the River Bandits and at the PGA's John Deere Classic.



PLUMBING

The Plumbing Division wrapped up a very solid first quarter of 2021 with a busy rest of the year underway!

2021 Commercial/Industrial projects include the following: Two large multifamily projects in Muscatine, RIHA Duplex, Multiple USPS projects, Camanche HS, Local 25 VRF, Wilson Building, East Moline Library, MAE Campus, North Scott YMCA, Palmer Housing, Zion Lutheran Church, multiple Exelon plant projects, RIIS projects, City of Rock Island water meter replacement projects, Macomb Middle School, Easton Valley, Washington JR High, Wheatland school, GTI Rock Island, GTI Oglesby, Clinton Sugar Creek treatment plant, Illinois State campus renovation, JD Seeding renovation, Augustana, East Moline CUSD phase 3, and many others.

Service and remodel work continues to be an area of strong growth and shows no signs of slowing down.

Plumbing also had a key presence at the recent QC Home Show. Unlike past years, Crawford was the only plumbing contractor present at the show.





CRAWFORD NORTH

Crawford North has had a steady flow of work in 2021. The office just underwent an expansion, adding a second level to accommodate growth.

Our team also recently partnered with the Dubuque Fighting Saints Hockey team to donate a check for \$2,300 to the Riverview Center, a local non-profit.

The team is currently promoting Bryant Spring Flex and sales numbers with Bryant product are doing well so far this year.

BREWING EQUIPMENT

Crawford Brewing Equipment recently designed, fabricated, and installed a new system locally at Nerdspak Brewery. Nerdspak will open yet this year and is located just off Hwy. 67.

Crawford has also recently fabricated two large jobs and did installation work for a national brewer located in two states. Other completed large jobs were at Red Rooster Brewery and Rolling Hill Casino.



HVAC SERVICE



The Service Division is off to a great start to 2021. Project work at Sears Manufacturing, along with other project work, scheduled maintenance, and daily service calls has kept our crew very busy. The team is positioned well to have a good year, with the traditionally busiest months of the year still ahead.

Service recently installed a 25-ton RTU replacement at MA Ford in Davenport. This is the third unit that Crawford has replaced at MA Ford. Crawford also performs preventative maintenance and service on their heating and cooling system.

The Service team is working diligently to schedule and perform routine maintenance as well as service calls. These calls show no sign of slowing down.

COMMERCIAL HVAC

Work has been steady and the backlog is building for Crawford's Commercial HVAC Division. There are several ongoing projects that include Century Woods, First United Methodist Church in Monmouth, John Deere PDC RTU replacement, USPS Decatur, and several small projects.

Commercial HVAC recently completed work at the Bend XPO. Crawford installed a hood in the commercial kitchen that serves the event center. We also installed a makeup air unit, as well as exhaust fans located throughout the building.



ELECTRICAL

The Art-O-Lite Electrical Division has been busy with a mix of work recently. Ongoing projects include Easton Valley High School and Washington Jr High, which will wrap up at the end of June.

Service and residential work has picked up with a steady flow of calls coming in. The team has responded well to the additional work, and we are receiving great customer feedback.

The Electrical Division has recently hired Chris Haack to serve as an electrical estimator.

FABRICATION

The Fabrication Division's sales numbers were very strong in March and were solid in April as well. The shop and field crews have had a nice mix of work from over 100 different accounts this year. Quoting and design activity have continued on an upward trend so far this year.

The team is working on projects of all sizes, and partnering with other QC businesses, like Streamline Artisans. Crawford fabricated the metal work needed for customer floating shelves installed at a local law firm.



SAFETY EMPLOYEE OF THE MONTH



Crawford Company's Safety Committee recognizes **Jim Moellenbeck (Art-O-Lite)** as the **March** Safety Award recipient. Jim has been employed with Art-O-Lite for 25 years. In those years he has worked roughly 50,000 hours with no incidences. He runs major jobs and makes sure to let his co-workers, including apprentices, aware of all safety measures and procedures to run the particular job they are on. Quite often Jim's projects require regular safety meetings with employees and General Managers. Jim does things according to the safety guidelines of the company, as well as the Local IBEW 145. Jim has always kept safety and the employees that work for him first and foremost.



Dave Ellsworth is the April Safety Award recipient. Dave keeps safety at the forefront of his work and has a strong awareness of safe practices in the field. His leadership keeps himself and co-workers safe on the job. His extra efforts are appreciated. Dave is a Journeyman Plumber and has been with the company for five years.

HIGH 5 AWARD

We've had several High 5 award winners! The first is **Ryan Hitchcock**, nominated by Chris May. Ryan took the time to retrieve a nameplate that was located in a very difficult location. Ryan's effort allowed Commercial HVAC to get the information they needed to generate a customer quote to replace an exhaust fan.

Jim Wischhusen is another one of our High 5 award winners! Jim was nominated by Paula Pratt. He is the Monoxivent Division Manager. Jim's role with the company requires that he travel quite regularly, and so he has become well versed when it comes to airline travel. With Jim's knowledge and fortitude, Crawford was able to recoup expenses lost due to cancelled airline flights. Jim took the time to read through the paperwork and discovered that travel insurance had been purchased, and he filed the claim for reimbursement.

Brad Hann and Charles Taylor were nominated by Brock Adams. Brad and Charles recently helped move a division of Crawford Company from our main office on Mill Street to our second office on 31st Avenue, Rock Island. Brad and Charles worked hard to ensure that the office set up was done properly and that all workstation and communication tools were in place.

Andy Waters-Bickel was nominated by several Seaberg employees. Andy is a Seaberg Industries Maintenance Tech. During Open Enrollment, Andy went above and beyond and helped several employees get through their benefits enrollment. Andy made himself available, let people use his computer, and helped them through the process.

Along with recognition, all High 5 award recipients received a gift card for their efforts.



HUMAN RESOURCES

Chris Haack has joined the team as our new Electrical Estimator. He has held similar positions throughout the Quad Cities. Chris brings a unique background of electrical estimating to Crawford.

Andy Maynard has joined the team as Engineering Project Manager. Andy will report to Andy DeWulf.

Crawford Company will host a Blood Drive on Friday, June 25th. A Donor Bus will be in the parking lot from 9:00 AM – 1:00 PM.

Seaberg Industries will also hold a Blood Drive on Friday, July 23rd. A Donor Bus will be in the parking lot from 9:00 AM – Noon.

Masks and appointments are required. To schedule, please call Hailey Gerks at 563-212-4903.

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AIR NAILER	DRIVERS	MALLETT	SCRIBE
CARPENTERS APRON	FRAMING SQUARE	MITRE	SPEED SQUARE
CATS PAW	HAMMER	PADDLE BIT	SQUARE
CHALK LINE	HAND SAW	PENCIL	STRAIGH EDGE
CIRCULAR SAW	JIGS	PRY BAR	TABLE SAW
CLAMPS	KEYHOLE SAW	RECIPROCATING SAW	TAPE MEASURE
DRILL	LASER LEVEL	ROUTER	WRENCHES
DRILL BITS	LATHE	SAWHORSE	