

PIPER

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A PUBLICATION OF PROCTOR MECHANICAL



NEWLY AWARDED PROJECTS

Des Moines Central Public Library

Architect: David Chipperfield Architects/
Herbert Lewis Kruse Blunk Architecture
Engineer: KJWW Engineering Consultants
GC: The Weitz Company, Inc.

Clive Elementary Additions and Remodel

Architect: RDG IA, Inc.
Engineer: KJWW Engineering Consultants
GC: The Weitz Company, Inc.

Wesley Park Center Assisted Living Addition

Architect: Cochran, Stephenson &
Donkervoet, Inc.
Engineer: Farris Engineering
GC: Meycon, Inc.

HyVee Weitz Ankeny Office

Architect: HyVee Weitz
Engineer: Proctor Mechanical Corp.
GC: HyVee Weitz

Golden Thread Housing

Architect: Design Alliance
Engineer: Krishna Engineering
Consultants, Inc.
GC: The Hansen Company

Central Decatur Schools

Architect: ORIS PLC
Engineer: West Plains Engineering/
Brewer Engineering
GC: PMC

Central Library:

PROCTOR MECHANICAL WRITING THE BOOK ON \$4.75 MILLION PROJECT

It's not every day that the City of Des Moines commits \$32 million for a new main library facility. Proctor Mechanical is proud to have been selected to handle all of the mechanicals for what is expected to be a 100-year building. Meeting the needs of library patrons for several future

generations requires forward thinking and Proctor Mechanical is up to the task.

Proctor has a \$4.75 million contract to install all mechanicals in the 110,000 square foot structure.

Central Library is slated to open April, 2006.



JOE'S MESSAGE



2004 has become another year for expansion at Proctor Mechanical. We have added four new offices (story, page 4) to accommodate a new Project Manager, an additional Project

Coordinator, our Safety and Human Resources Manager, and a Business Development Director.

At the same time we have grown our Sheet Metal Fabrication capabilities exponentially with the direct input computerization of our plasma cutter (story, page 6). We have also had strong sales of our Windows-based direct digital temperature and building control system.

We continue to have statewide success with projects in Leon, Iowa Falls, Guthrie Center, Ames, Osceola, Newton, Polk City, Ankeny and Grinnell, and projects in the Des Moines area including The Des Moines Public Library (cover story), Clive Elementary, the State Capitol and COSTCO.

All of these positive events have had the best possible consequence of all – career growth opportunities within a company where our success is built upon the character and skill of our team members. It is the momentum they have generated that drives Proctor Mechanical forward.

Joseph Proctor

Betts
AUTO CAMPUS

July 14, 2004

Proctor Mechanical
Joe Proctor
63 College Avenue
Des Moines, IA 50314

Dear Joe:

Thanks for the superior customer service. We were so impressed with your technician Al, who came to our house on Friday. It was the first time he had been to this home since we had just moved within the last several months. He took the time to thoroughly listen to our concerns and then took time to learn about the heating and air conditioning system within this residence. With the home being 15 years old, I had fears as to what problems might be found. After thorough evaluation, Al confidently found the problem. Thank the Lord, not major in any way.

The next wonderful step in customer service is the fact that on Monday, following a very hot humid weekend, Al followed-up personally with a phone call to Judy to verify that everything was running properly. You are to be commended for the wonderful people you have surrounded yourself with to give such outstanding service.

That type of customer service is as we say "treating a customer like a guest in your own home."

Sincerely,

Rich and Judy Willis

2121 NW 100th Street Des Moines, IA 50325 phone: 515-253-9600 toll-free: 800-373-1836 fax: 515-253-9813

More Eagles Have Landed!

PROCTOR TAKES TWO HONORS AT ABC AWARDS COMPETITION

Proctor Mechanical was awarded two Associated Builders and Contractors, Inc. (ABC) honors in the “Mechanical over \$2 Million” category for work completed on Grinnell College residence halls in Grinnell, and Mary Greeley Cancer Center in Ames.

GRINNELL COLLEGE

Location: Grinnell, IA

Job Description: Four New Residence Halls

This project consisted of the construction of four new residence hall buildings, which qualified as a LEEDS project, enabling Grinnell College to accept this prestigious energy conservation award for energy and water saving measures.

The four buildings totaled 107,400 square feet and required 30 mechanical craftsmen to complete the 12-month project schedule. Because the compressed schedule created trade-stacking issues, constant workforce coordination and crew shifting was required.

MARY GREELEY MEDICAL CENTER/ BLISS CANCER CENTER

Location: Ames, IA

Job Description: 87,000 sq. ft.

Four-story Cancer Center

This project broke ground May 4, 2001 and was completed May 31, 2003. The addition consists of a large auditorium, conference rooms and several meeting rooms. The addition includes the McFarland Clinic’s Oncology Department, which includes treatment rooms, chemotherapy rooms and several offices. A new resource center was added, along with a PET SCAN imaging room. This addition also includes four new operating rooms with a complete remodeling of two existing operating rooms.

This project had a special problem: McFarland Clinic and Mary Greeley Hospital share a connecting link, vital to both facilities. It was imperative that construction not interfere with the operations of either facility. The construction team devised a plan to build the new link first and have the occupants utilize this structure while the new addition was constructed. This was accomplished without interrupting services to either facility and was completed on time and within budget.

Home Office Activity

SPACE, PEOPLE ADDED

An aggressive expansion of the Proctor Mechanical offices at 63 College Avenue was recently completed.

The expansion project is a “good news, more good news” scenario. Business is good (thanks to our clients!) and we need the extra space. Plus, we’re adding office staff to better serve you.

Along with the office expansion, we’ve carried out an extensive spring cleaning in the back, making additional space for our sheet metal shop.

The office expansion will house our Project Coordinator; Marketing Director; Safety & Human Resources Director, and an additional Project Manager.

PERSONNEL MOVES

In addition to these space changes, the following Proctor employees have new responsibilities:

Mike Bryant: Superintendent of the
Des Moines Central Public Library project

Larry Sherer: Project Manager

Todd White: Field Superintendent.



Piper Profiles

From the list of Service Award winners, we've selected three employees for the new Piper Profiles feature:

KEVIN WHERRY — 5 YEARS

Kevin Wherry saw what a great company Proctor Mechanical was to work for before he was a full-time employee. From the outside he liked what he saw so much, he moved his family lock, stock and barrel for the opportunity to join the Proctor family.

Kevin came to Proctor by way of a temp laborer job while working on the Great River Medical Center in Burlington, Iowa in 1998.

What keeps Kevin here is the camaraderie and feeling of family. The opportunities that arise as a result of Proctor's training is crucial, too: "In an ever-changing trade you need to stay on top of things. The training I've been given prepares me for anything that may come up."

Kevin graduated from the Associated Builders and Contractors four-year apprenticeship school. He's worked as an apprentice, a journeyman plumber and recently he's been doing HVAC installation.

Kevin and his wife Melissa have a son, Liam.

ANDY JERMIER — 15 YEARS

When it comes to project supervision, it helps to have all the practical experience you're asking for from your crew. That's

one of the reasons that Andy Jermier is a successful Project Superintendent.

Andy began his Proctor career in 1989: "A former employee introduced me to Larry Sherer. I started out as a laborer, hand digging ditches and laying pipe. As a Project Superintendent, I still work on the job, but I also manage the crew and organize and plan the work and materials."

Andy is also a plumbing instructor for the Associated Builders and Contractors Apprenticeship Program. From 2001-2003 he served as Chairman of Proctor's Safety Committee.

Andy appreciates, "the family atmosphere that Mike and Joe have fostered," as the main reason for job satisfaction at Proctor. He also enjoys the, "challenges that our line of work present."

Andy's family includes his wife, Becky, and two daughters, Rochelle and Samantha.

MIKE BRYANT — 20 YEARS

Sometimes people apply for jobs. Other times, they're hired away from other companies. The latter is how Mike Bryant came to Proctor Mechanical in 1984. He was recently named Superintendent of the Des Moines Central Public Library project.

In much the same way that athletic teams scout for players, Larry Sherer was doing a little scouting when he came upon Mike. Mike credits Larry, along with Joe and Mike Proctor, for staying with Proctor.

With two years of apprenticeship

school and 20 years of on-the-job-training, Mike has a broad scope of experience. He says, "I've been here so long that I've done a little bit of everything. I'm currently the Project Superintendent for the Oak Park School project." Mike says he likes being his own boss, and being treated like a friend, not an employee.

Mike and his wife, Terry have four children: Forrest, Able, Mandi and Matt.

"Kevin, Andy and Mike are just three examples of the kinds of people who make Proctor Mechanical the successful company that it is today," says Proctor Mechanical President Joe Proctor. "This company was founded and grown under the guidance of three generations of the Proctor family. For us to remain successful, family is an important concept to promote. Mike and I appreciate that so many of our employees feel they are a part of something special here at Proctor Mechanical. When one of us succeeds, we all succeed."

Proctor Sheet Metal Shop: ON THE (PLASMA) CUTTING EDGE OF TECHNOLOGY.

SERVICE AWARDS

Proctor Mechanical fosters an atmosphere of personal and professional growth. Joe and Mike Proctor learned long ago that challenged, accomplished, driven employees stay, and help clients while advancing their own careers.

Several service awards were recently announced for Proctor Mechanical associates hitting their five-, 15- and 20-year service marks. These included:

FIVE YEARS

Jim Batye
Darren Kennedy
Chad Guillaume
Kevin Wherry
Blake Umthum

FIFTEEN YEARS

Andy Jermier

TWENTY YEARS

Larry Sherer
Mike Bryant



Ask George Grosvenor, Proctor's Manager of Fabrication/Manufacturing, about Proctor's sheet metal capabilities and he pulls no punches: "We're as efficient as any sheet metal shop in the country." The introduction of plasma cutting technology is the reason George feels confident in this claim.

George reports the sheet metal division is growing by leaps and bounds, riding a wave of modern technology that allows accuracy, complexity and volume during production. Our 5,400 square foot facility gives us the ability to house a streamline sheet metal shop utilizing the very latest equipment.

Plasma technology (a plasma tip burns with air and an electronic arc) is a cleaner, more efficient cutting process. "It's such a clean burn, I can nest several small pieces on one sheet and cut them all out," reports George. Nesting refers to the process whereby the computer determines the most efficient way to lay out the pieces with the least amount of sheet metal waste.

Plasma offers almost perfect use of materials. Burning a sheet saves a lot of man-hours, plus it frees up tradesmen to do





other jobs. The machine can be run by an apprentice. Burning takes about a quarter of the time – and the accuracy level is higher than hand shearing. “I can’t save our clients much money on screws or sheets of metal, but I can save them lots of money on labor,” according to George.

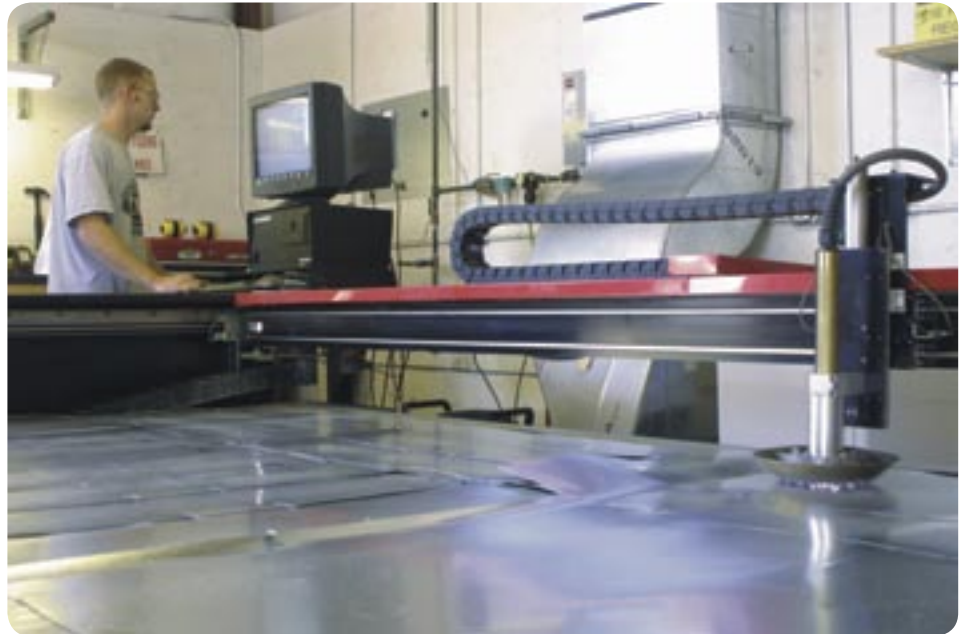
We can cut, prepare and construct complete piping systems in a fraction of the time it takes to build in the field. Complicated systems are constructed in the fabrication shop using the best equipment available and controlled atmosphere.

CAD design is not new. A lot of companies have the plasma cutting table. We’re the only sheet metal shop around utilizing a seamless flow of communication from design to finished product using both.

Having a totally-integrated and computerized system gives us the ability to:

- Print copies of the job to be used as reference
- Print tags for each piece
- Track the number sheets used, area used, area wasted, area scrapped
- Provide a fitting report (how the cutter nested each piece)
- Provide a report of the number of sheets used.

It’s easy to see we offer our customers the very best full mechanical company available.



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PROCTOR MECHANICAL CORPORATION



A PUBLICATION OF PROCTOR MECHANICAL



It's a www World, and Proctor Mechanical is In It

Who are Earl and Maury Proctor and why should everyone at Proctor Mechanical be beholden to them? How many “eagles” did Proctor Mechanical bring home from the last ABC awards? Why is W. Edwards Deming an important fixture at Proctor? What is Joe and Mike Proctor’s favorite charity? These questions – and many, many more – can be answered quickly and orderly. Just go to the Proctor Mechanical Website — proctor-mech.com.

The Proctor Website has been up and running for over ten years. It was revamped, re-designed and revised less than one year ago, to give us a more consistent look from the Website, to The Proctor Piper, and other marketing efforts and collateral.

The site is well-organized, containing information that

both clients and Proctor associates will find useful. You’ll find everything from Proctor history, to awards, featured projects and news on the Website.

CLIENT CONVENIENCE IS PROCTOR'S BEST-KEPT SECRET

There’s a link on the Proctor Website that Joe feels is under-utilized and yet is there strictly for the convenience of the customer. An extranet link is available for clients to get online access to project status reports.

Clients — say good-bye to playing phone tag! Enjoy the convenience of online access to your project status reports. Just talk to your Proctor contact to take advantage of this Internet feature.