

THE EXCHANGE

WINTER 2013

Hello Friends,

We're excited to embark on another year and look forward to providing you with updates and valuable information from TP Mechanical's team of knowledgeable experts.

In This Issue, We Discuss Some Of The Ways We Are:

1. Pursing the most efficient and innovative solutions for our customers
2. Upholding and elevating workplace safety
3. Celebrating our 60th Anniversary and honoring the customers, partners and employees who have contributed to our success

CELEBRATING 60 YEARS

In 1953, our founder started a small plumbing business, William J. Teepe, Inc.

In 60 years, we've grown. As we celebrate this milestone anniversary, we plan to take a few moments to remember our history.

Nathan "Denny" Dennison used to help with the books and office work for the company. He still remembers running across the company's first invoice - for \$14.47. In those early days, Bill did most of the work himself, carrying a bucket of tools and taking a lot of work installing water heaters and fixtures ordered through the Sears catalog.

"Then, all of a sudden, we got a couple of bigger jobs and things just took off," he remembers.

Today, with offices in Cincinnati, Columbus, Lexington and Louisville, this second generation company employs more than 350 people and tackles some of the most complex HVAC/R, plumbing and mechanical projects in the region. Known for its expertise in prefabrication and value engineering, TP Mechanical serves a wide variety of industries - medical, hospitality, education and government.

In each newsletter in this celebration year, we'll share history and memories from the company. Be sure to check out the next issue to learn how TP Mechanical grew out of its early days into an important business in Greater Cincinnati.



ABC SAFETY AWARD

TP Mechanical was honored to receive the Associated Builders & Contractors (ABC) Safety Employer of the Year Award in January. Contenders for this coveted award are judged on rigorous criteria, including program improvement, management commitment, employee involvement, proactive measures, near miss reporting, lessons learned, OSHA training, new hire orientation and performance against key safety metrics. Additionally, candidates must demonstrate effort to go above and beyond industry training standards.

The National ABC selection panel cited TP Mechanical's employee involvement and the example and commitment exhibited by upper management as key factors in its decision.

In addition, TP Mechanical earned First Place in the Level V category and received a Platinum Safety certificate for the 12th straight year.

With pride, we'd like to applaud the men and women who make up our workforce. They are our eyes and ears out there on the job, and they are the ones making our vision for a hazard-free work environment a reality. To them we'd like to say, thank you for keeping each other safe.

The awards that TP Mechanical has received in recognition of safety are from the hard work and dedication of everyone at TP. Our greatest achievement will continue to be the culture that encourages employee ownership of safety practices that allows them to return home every evening injury free.

A SOPHISTICATED SOLUTION

Project Profile: Kindred Hospital Relocation

Kindred Hospital Dayton provides medical care and rehabilitation for patients with acute conditions - such as cardiac or pulmonary disease, pressure wounds or post-operative complications - that require extended hospital stays. Many

Kindred patients depend upon complex mechanical systems including ventilators, IV therapy and dialysis to keep them alive.



When plans were made to relocate the Kindred Hospital facility to the former Dayton Heart Hospital building, extensive renovations were necessary and an aggressive timeline loomed. Project planners knew that a special team was required to handle the intricacies of the mechanical systems that are the lifelines of the hospital.

TP Mechanical leveraged in-house Coordination, Prefabrication and CAD design teams to deliver solutions for the unique challenges presented by the project. The team installed customized plumbing and mechanical system swiftly, yet meticulously.

The renovation phase called for unparalleled attention to detail. Teams worked to evaluate existing mechanical and plumbing systems and then complete the necessary transitions, including demolition, removal of piping, capping out mains and modifications to remaining conditions. An entire new third floor was designed and med gas panels for oxygen were installed.



Our prefabrication team stepped up with a resourceful solution when limited ceiling space constrained the area slated to house the domestic supply, return water and medical oxygen service lines: a custom mini-corridor rack system was engineered and built on a uni-strut brace to carry these three lines and provide stability with seismic cabling. The 20-foot rack systems were prefabricated, which decreased welding time and allowed for direct, rapid connection to patient rooms.

Ultimately, TP Mechanical's efforts and teamwork provided sophisticated solutions that reduced costs and allowed us to meet an extremely tight deadline. The hospital, now equipped to serve even more patients with intensive care needs, opened the doors to its 132,000 square-foot facility right on time.

SAFETY FIRST

Superintendents Can't Be Everywhere At Once

That's why TP Mechanical works tirelessly to empower our employees to protect themselves and each other. Safety is a team effort.



One of the most effective strategies contributing to our safety success is our Job Safety Analysis (JSA) procedure. Recent reports indicate that 76% of injuries on the job are caused by inattention and complacency of workers on the site. The JSA is a critical tool in combatting inattention.

The TP Safety Department, in conjunction with Superintendent and Project Management, helped create a streamlined, user-friendly JSA document to help save superintendents valuable time. Together with intensive employee education and open lines of communication between team leader and team member, our JSA procedure is swift, thorough and effective.

The conditions on any given job site are constantly changing, requiring relentless vigilance on the part of every man and woman present. It's our belief that the responsibility for safety rests with every team member in the field.

Heightened environmental awareness means workers take the appropriate precautions to keep their areas hazard-free. TP Mechanical trains all employees on every aspect of jobsite safety, while emphasizing the fine points of their specific trades or assignments. When TP Mechanical is on the job, the workers know their areas as thoroughly as their supervisors, allowing them to take ownership of their protection.

Before daily work begins, superintendents walk the job site, reviewing a checklist specific to every trade or specialty present. They then meet with team members in every area to discuss the hazards and safety procedures related to the work they will do that day. Workers are asked to communicate any issues they have identified. This back-and-forth communication ensures that every individual is on the same page and working to eliminate potential hazards before they can become accidents. Last but not least, every team member in a designated work area must sign the JSA at the beginning and end of every work session.

The TP Mechanical commitment to safety begins with the belief, dedication and unwavering support of upper management and the true abilities of all TP employees to embrace our company's first core value of "Safety First, Always First." With a strong belief in this, all TP employees exemplify how safety should be conducted throughout the industry. The ongoing evaluations and feedback provided by TP employees allows our company to be a front runner in safety.

AT YOUR SERVICE

If your mechanical equipment is outdated, you may be draining valuable resources. How can you avoid costly repairs and wasteful spending on inefficient equipment?

Ask your TP Mechanical Service Team to perform an Energy Cost Analysis.

What is an Energy Cost Analysis?

It's an evaluation of your existing HVAC/R equipment. We'll coordinate with the manufacturer of your systems to assess the age and efficiency of your current units and run a cost-comparison based on your utility expenses to see how they measure up to newer models. We'll compile data that compares your current operations and repairs to the cost of replacement and forecast your projected ROI over time.

When should I consider requesting one?

If your equipment is 10 years old or older, if your utility expenses are on the rise, or if you are facing costly repairs, it's time to evaluate your systems to find efficiencies.

How much will it cost?

For current TP Mechanical Service & Maintenance customers, it's free. For new customers, we'll base our rate on the scope of the work involved and provide this service at an affordable rate.

What are the benefits?

One recent TP Mechanical customer achieved a 50% savings in utility costs when our service department performed the analysis. We were conducting a routine maintenance visit and added the analysis, which resulted in a recommendation for a boiler system upgrade. The benefits vary from client to client, but upgrading when appropriate can lead to significant cost savings.

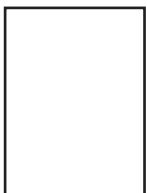
To take advantage of this valuable service, call our Service Department 800/829-1989

MECHANICAL MUSINGS

Mechanical systems claim a large portion of operating expenses. It has been estimated that HVAC alone comprises approximately 40-60% of a facility's energy costs.

Properly tuned equipment runs efficiently and is a key component to keeping operating costs down. We understand that when it comes to routine maintenance, service and repair, keeping your systems running smoothly can be time consuming and expensive.

Check out our recent Blog post on this topic or read more of what's been on our mind and how we can help you with your mechanical questions or challenges.



BUILDING BRIDGES

Vigilance is Confidence

Jamie Absher, a Safety Specialist at proActive Safety Services, is one of the minds behind JSA success. Jamie says taking the time to establish and perform a thorough JSA is invaluable in protecting your workforce.

"No productivity or work schedule or amount of money is worth an employee getting injured and affecting his or her life or that of their family," he says.

We concur. Take a moment to evaluate your JSA and safety procedures.

Call proActive To Learn How You Can:

- Update or establish a safety management system
- Outline and implement plans and procedures to fine-tune your safety objectives
- Train leadership and workforce on hazard management, safety awareness and the details of understanding and implementing a JSA as a team
- Compose a safety manual of general company guidelines that clearly communicate your company's safety mission statement and related protocols to your work force
- Sponsor safety workshop meetings with superintendents and upper management addressing topics relevant to your company, facility or business, facilitated by proactive Safety Services



TP Mechanical
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