

Since last winter, I've had the opportunity to coach my son's fifth grade basketball team. For many of the boys, this was their first organized basketball experience, if not their first "team" experience.

As I reflected on this issue of the GrunauGram, I thought of my son's basketball team and the process of understanding the values and power of the TEAM. In basketball, as in other team sports, one of the most important lessons learned is that we practice and try to improve as individual players not only because we want the satisfaction and confidence that comes with our own improvement, but also because we have a responsibility to the team to be as well prepared as possible to help the team win. The same principle applies to business. We seek knowledge and experience, and strive to expand our capabilities not only to help ourselves and enhance our value, but also because we have a responsibility to each other to be a strong link in the chain that delivers customer value.

The fifth grade basketball team has been an interesting example of this principle. Concern about individual playing time, playing a certain position or getting "my shots" are supplanted by the sheer joy of winning a close game or defeating a clearly superior opponent as a team. Watching the boys, it's obvious that there's an inherent characteristic we all share: it's more fun to win as a team than it is to succeed individually.

In our business, we understand that we win and lose as a team, and that we are all responsible to each other, and ultimately to our customers. When you accept responsibility as a team member, you think beyond yourself and accept a heightened level of accountability to your colleagues and customers. This increased responsibility can be intimidating for some; however, once we accept responsibility to the team, we participate emotionally in the victories, and they feel great.

Grunau welcomes the responsibility associated with being a high-performing team and will continue to actively embrace our ultimate responsibility as a company — responsibility to our customers and to each other.



Paul Grunau
President, Grunau Company



FIRE PROTECTION

GRUNAU'S SCHOOL CONSTRUCTION EXPERTISE EARNS A+

Classes are back in session at Marquette University High School in Milwaukee, Wis. and at Plainfield High School in Indianapolis, Ind., partly because of the fire protection, HVAC and plumbing work Grunau completed.

Because of Grunau's experience with school construction, and contractor laws and codes for educational facilities, the team is able to maintain quality and code standards and work efficiently around students, staff and faculty.

Academic Fire Protection

At the newly constructed, 482,000 square-foot Plainfield High School, Grunau installed a standard wet fire protection system. The project, which took two-and-a-half years to complete, was done to ensure the new fire protection system was up-to-code.

"It was a fairly easy installation, both because it was new construction and because we know the fire protection laws and codes in the Indianapolis area," said Glenn Roberts, a project manager at Grunau. "We brought additional value to the project because of our ability to install fire protection systems that not only protect, but also are aesthetically pleasing."

"Grunau has been very easy to work with," said Jeff Burnett from Schmidt Associates, the project's general contractor. "The team was wonderful about coordinating the field personnel for the project to achieve optimum results for Plainfield High School."



At Marquette University High School, two new additions were added to the school, and extensive renovations were made to the science, art, and athletic areas. To ensure code adherence in the new additions, the Grunau team recently completed installation of a standard wet fire protection system. In the remodeled sections of the facility, the existing fire protection system was updated and modified to accommodate the new layouts.

System Installations in Occupied Buildings

In addition to the fire protection installation, Grunau also recently completed the HVAC and plumbing work for Marquette University High School.

Grunau installed a chiller and piping to unit ventilators to provide air conditioning for the first and third floors in the existing facility. Rooftop HVAC units and variable air volume (VAV) boxes with re-heat coils will supply conditioned air to the new building additions and to some of the other remodeled spaces.

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▲ Grunau's technicians installed the HVAC, plumbing and fire protection systems for Marquette University High School. As part of the HVAC installation, Grunau outfitted rooftop HVAC units to supply conditioned air to the building.

◀ At the newly-constructed Plainfield High School, Grunau installed a standard wet fire protection system to guard students against fire hazards.





SERVICE

GRUNAU ADDS COMMERCIAL REFRIGERATION DEPARTMENT

Grunau Company recently expanded its service department capabilities with the addition of a commercial refrigeration department. Our new service markets will include industrial refrigeration, commercial refrigeration and custom refrigeration rack systems. Some specific items that will be serviced by Grunau are: walk-in coolers and freezers, reach-in coolers and freezers, and multiplex beverage systems.

As a result of this new department, Grunau has been appointed as an authorized service center for the Manitowoc Food Service Company. Grunau will provide both in-warranty and out-of-warranty refrigeration service for businesses in Milwaukee, Kenosha, Racine, Waukesha, Ozaukee, Washington, Dodge, Jefferson and Fond du Lac counties.

“We are very pleased to announce this relationship with such an outstanding leader in the food service industry as the Manitowoc Food Service Company,” said John Gregoriou, Grunau’s service sales representative. Gregoriou brings more than 25 years of commercial refrigeration experience and specializes in the design and service of commercial refrigeration systems. “The formation of this new refrigeration department is a clear indication that Grunau is committed to providing the most value and complete mechanical service to its customers.”

For more information on Grunau’s commercial refrigeration department, contact John Gregoriou at (414) 216-6931.

To receive the GrunauGram electronically, please e-mail info@grunau.com and include your first and last name and the name of your company. Please indicate “Receive Electronic GrunauGram” in the subject. Thank you!



MECHANICAL

GRUNAU HELPS EXPAND NORTHWESTERN MUTUAL’S FRANKLIN CAMPUS

Grunau recently completed HVAC, plumbing, fire protection and specialty metals work on the two-year addition to Northwestern Mutual’s Franklin, Wis. campus.

During the first phase of construction, Grunau installed an innovative under-floor HVAC system, stainless steel ornamental railings and galvanized grilles. After the first phase was complete, Northwestern Mutual again counted on Grunau to deliver phenomenal results.

To provide air conditioning to the new facility, Grunau installed a new chiller, along with six air-handling units into the six-story, 400,000 square-foot facility. One of the many challenges the Grunau team overcame was coordinating the raised-floor system with the ceiling HVAC work. The raised-floor system was installed for under-floor air — the same type of system installed in the first phase. The ceiling HVAC work needed to be complete before installing the raised-floor system, which required design coordination up front as well as close coordination with contractors during installation.

In addition to the HVAC installation, the Grunau team also installed a complete plumbing system, which included water softeners, heaters, chillers, purifiers and toilet fixtures.

The fire protection system Grunau installed consisted of twelve wet systems with standpipes and one pre-action system in the office building and eight dry systems in the parking structure.



Unlike the first phase, the second phase involved the challenge of working near an occupied building. To minimize disruptions for Northwestern Mutual’s staff, Grunau coordinated tie-ins to the stand-pipe system, steam and chilled water systems overnight and on weekends. The systems were connected so the existing and new buildings would be served by equipment in one central location.

Since the Grunau team already was familiar with the other subcontractors onsite, the second phase went smoother than the first.

“The working relationship among the Grunau team, as well as the other contractors, was fantastic,” said Sarah Meyer, a project manager with Grunau. “It helped the project go very smoothly from start to finish. We are also very proud that we had zero OSHA recordable accidents on this project.”

“The combination of Grunau’s ability to provide design assistance and perform the mechanical, fire protection and plumbing work at Northwestern Mutual was truly invaluable,” said Matt Bratzke, a senior project manager with OPUS, general contractor for the project. “They were able to design and implement solutions that saved both time and money. Additionally, their coordination of three major areas of work helped us to avoid any significant installation problems on the project.”

Sarah Meyer, Jeff Kuhnke and Eric Radke were the project managers for the HVAC, plumbing and fire protection portion of the project. Brad Landry was the project manager for Metals.

Grunau took approximately a year to plan the project’s coordination and design, allowing the company to streamline the process, develop value engineering changes and complete work on time and within budget.

◀ A basement mechanical room was an important aspect of Grunau’s installation at Northwestern Mutual’s Franklin, Wis. campus.



Customer focused. Built on values.

GRUNAU THANKS EMPLOYEES FOR LEGACY OF LOYALTY

Grunau Company honored 44 employees for their years of outstanding service and commitment during its annual company picnic in July.



Front row Left to Right: George Bachman (10 years), Eric Radke (10 years), Don Hecker (35 years), Sandy Rapant (20 years), Mike Tully (35 years), and Gary Lando (30 years).

Back row Left to Right: Rich Nickel (10 years), Paul Grunau, Tom Bongard (20 years), Paul Latus (20 years), David Bartoshevich (40 years), Tom Owen (20 years), Eric Bobinski (10 years), Kris Scheinoha accepted on behalf of her late husband, Bill Scheinoha, who was employed at Grunau Company for the last 40 years, David Brown (15 years), Mark Gall (30 years), Tim Pladies (10 years), Brian Price (10 years), and Kevin Vermillion (30 years).

Not Pictured: Bob Sindric (10 years), Keith Price (10 years), Cliff Collins (Orl-10 years), Jeff Smith (Orl-10 years), Tony Callaghan (Orl-10 years), Vince Jozwiak (Orl-10 years), Lisbet Rivera (Orl-10 years), Mike Andrasko (PA-10 years), Brian Kovac (PA-10 years), Cheryl Clark (PA-10 years), Mitch Miles (IN-10 years), Randy Haapakoski (15 years), T.J. Laney (15 years), Rick Mattice (15 years), Henry Barron (PA-15 years), Paul Meunier (IN-15 years), Kenny McKean (IN-15 years), Steve Gauvreau (Orl-20 years), Scott Orians (Orl-20 years), Stacey Gasior (PA-20 years), Ken Cross (Orl-25 years), Bill Peters, Jr. (Orl-25 years), Jim Ciechanowski (30 years), Dan Fenney (30 years), and Bob Woods (IN-35 years).

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“Although we completed a majority of the remodeling work during the summer, we still had some work that needed to be done during the school year,” said Aaron Block, project manager for Grunau. “The team did a great job keeping the construction away from the students, with as little disruption to their schedules as possible.”

Furthermore, the Grunau team remodeled the existing toilet rooms and installed various sinks throughout the building. Grunau installed acid-waste piping to the chemistry and science laboratories to convey potentially hazardous chemicals to an acid dilution basin, which neutralizes the chemicals before they reach the building sewer. The team also outfitted the school’s labs with more than 50 gas turrets to supply natural gas for science experiments.

Thanks to Grunau’s knowledge of school construction codes, the systems installed at Plainfield High School and Marquette University High School were completed on time and on budget.



GRUNAU INSTALLS NEW FIRE PROTECTION SYSTEMS IN DEPAUW DORMS

When DePauw University in Greencastle, Ind. needed an updated fire protection system to shield its dorm residents from potential fire hazards, Grunau came to the rescue.

This summer, the Grunau team installed new wet fire protection systems in the seven student dorms at DePauw University. Although Grunau had worked with DePauw University for approximately 20 years, this project was the first time the company served as the primary contractor.

“Within the last couple of years, we built a stronger relationship with the university,” said Bob Harlow, Grunau’s Indianapolis branch manager. “This allowed us to work directly with DePauw for the first time, instead of going through other contractors.”

Due to the growing need for up-to-date fire protection systems, Grunau modernized the equipment. The existing fire alarm system was brought up to current standards that adhere to local fire protection laws and to university requirements. The upgrade will help DePauw remain competitive with other universities.

In addition to the updated fire alarm systems, sprinkler systems were installed in the dorms, all of which were previously sprinkler-free.

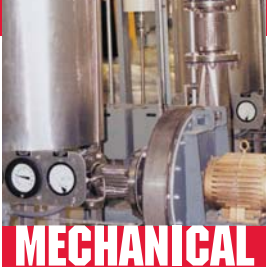


▲ Grunau installed updated wet fire protection systems in Humbert Hall, pictured, along with other student dorms on DePauw’s campus.

Other notable subcontractors for the projects were AA Huber & Sons, who provided the underground water supplies; Shiel Sexton, who did the general construction work; and Miller-Eads, who completed the fire alarm upgrades.

“Grunau had its work cut out for them on this project,” said Jim Ruark, assistant director of facilities management at DePauw University. “We are very pleased with the quality of the work that was completed, as we have come to expect from Grunau. We really couldn’t ask for anything more.”

By acting quickly and efficiently, the project was done on time and within budget. Now that the work is complete, both the students and their parents can rest easy, knowing that they are protected.



MECHANICAL

POTAWATOMI BINGO CASINO WINS BIG ON GRUNAU'S INSTALLATION OF HVAC SYSTEM

When Potawatomi Bingo Casino needed a state-of-the-art HVAC system for its 500,000 square-foot expansion, it accurately bet on Grunau to get it done.

Because portions of the building construction took longer than anticipated, Grunau did more than half of the HVAC installation in only four and a half months. Areas of the project that were supposed to be available for work during the summer of 2007 were not actually completed until January 2008, forcing Grunau to work under an aggressive timeframe to complete installation by the casino's opening in June.

As part of the project, Grunau installed four 700-ton chillers, eight computer room air conditioning units and three hot water boilers to provide air conditioning and heat to the facility. Additionally, 64 pumps, along with 39 air-handling units and 50 fans, were installed as part of the HVAC system.



Two steam boilers were installed to aid the kitchen in preparing a wide variety of cuisine for the restaurants located throughout the casino.

Shutdowns occurred for the hot and chilled water systems during off hours to minimize patron and staff disruptions. The Grunau team completed 80,000 hours of work — including more than 10,000 hours of overtime — in a relatively short amount of time to ensure the project was finished by the expansion's grand opening.

"The schedule for this project is as aggressive as I have seen," recalled Grunau Project Manager Mike Selas. "The combination of the number of areas we were working in simultaneously, with the amount of work and aggressive schedule made it very challenging for the entire team. At the end of the day, we were able to meet the project deadlines and provide Potawatomi with a quality HVAC system that the casino can count on for many years to come."



▲ The Grunau team installed rooftop cooling towers needed for Potawatomi Bingo Casino's new HVAC system.

◀ Grunau worked under a tight timeline to make sure HVAC equipment was installed for the grand opening celebration of the newly-expanded Potawatomi Bingo Casino.

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