GRUNAUGRAM

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Why We Don't Like Apples

There's a phrase in our industry that makes Grunau employees really cringe: "Well, we gotta compare apples to apples." It's used when people are comparing bids or proposals for a particular job. It usually implies that someone is trying to match the scope of work so that the "low bidder" determines the contract winner.

On the surface, this sounds logical. However, have you ever looked at two apples side by side? They're really nothing alike. Even when comparing two Red Delicious apples you'll notice their color and shape are different and they don't weigh the same. Even worse, you don't know if there's a worm inside. They're NOT the same! What's true with apples is true with mechanical contractors, too.

While comparing scope of work seems easy, for most jobs it's actually quite complex. Those evaluating the proposals typically, and admittedly, aren't mechanical experts, yet they need to compare those darn apples.

However, what about the intangible qualities of working with a mechanical contractor like safety and quality? Who delivers what they promise? Which company plans the best? Who helps solve project problems as they arise? Who becomes part of the project team instead of another irritation? At Grunau, we refer to these intangible traits as the "experience" of working with someone. We are constantly striving to forge relationships with our customers that are based on these qualities. Unfortunately for us, they're not easily measured.

Those who really know what the building owner wants understand why you can't compare apples to apples. Providing maximum value; reducing risks; helping the client meet their business objectives—these are the true concerns for every project. The low price may not help achieve these goals. While the accountant may be happy in the end, the client may not. Choosing your team with these objectives in mind isn't as easy, but it makes more sense.

Our hope is that someday people will have the courage to throw away those apples and decide what they really want to eat.

Jeff Kuhnke, P.E., Senior HVAC Engineer, Grunau Company

FIRE PROTECTION

GRUNAU FIRE PROTECTION HELPS NEW INDIANAPOLIS AIRPORT GET OFF THE GROUND

Fire Protection specialists at Grunau Company's Indianapolis office recently worked atop the second tallest control tower in the United States as part of a 30-month installation project for the new Indianapolis International Airport.

Grunau supplied and installed automatic fire protection systems in the control tower, the Terminal Radar Approach Control (TRACON) room, and the engine generator building.

Since operations at the current Indianapolis airport did not stop while the new site was being built, the fire protection team had to conduct its installations between two functioning runways.

Grunau's work was complicated further because the stairs for the control tower had not yet been built. The tower is a single-column design and tops out at 345 feet. There were no other buildings nearby that could serve as platforms for equipment placement, so the fire protection team used cranes to lift steel piping to the interior of the tower shaft. Materials and people also were hoisted to the top of the tower by an exterior lift. Once the main stairway was constructed, Grunau installed an air pressurization shaft that evacuates smoke in case of a fire, keeping the stairway air clean.

The TRACON room houses sensitive equipment that is critical in tracking air traffic within a 30-mile radius of the airport. Airport officials requested that extra precautionary measures be taken to protect the tracking systems. Not only did Grunau need to shield the room from fire, it also needed to ensure that the equipment was safe from malfunctioning protection systems. The team responded by adding Very Early Smoke Detection Alarms and a pre-action sprinkler system that sends out audible early warnings, allowing personnel to manually turn off the system to prevent excessive water damage to the room's equipment.

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▲ *Grunau's fire protection team used cranes and an exterior lift to hoist materials 345 feet to the top of the control tower at Indianapolis' new airport since the stairs had not yet been built.*

◀ *Grunau's installation of fire suppression systems will protect technology that allows the airport to track air traffic within a 30-mile radius of the facility and direct planes once they're on the ground.*

Grunau Metals Eases Site Transition for Aldrich Chemical Company

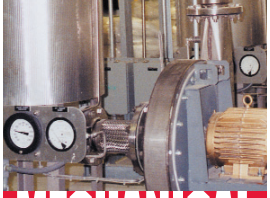
Aldrich Chemical Company was forced to relocate its former downtown facilities due to a major rebuilding of the Marquette Interchange, where interstates I-94, I-43 and I-794 intersect in Milwaukee. The company needed to move office equipment, inventory and 425 employees to its new 225,000 square-foot campus. Grunau Metals assisted Aldrich in the construction of a new research and development lab, and also fabricated steel framework and support units in eight of the 10 existing buildings on the campus.

Aldrich asked Grunau Metals to develop a railing system for a 10,000 square-foot ceiling access platform in the new research and development lab. The metals team opted to construct the railing with angle iron instead of the more expensive steel pipe or tube. The final product met OSHA requirements and saved Aldrich money. Grunau Metals also constructed three stair towers that provide entry to each of the three floors in the new lab.

A second component of Grunau Metals' work included fabricating and installing HVAC roof support systems on several of the existing buildings. In addition, the metals team constructed three inter-building walkway bridges that allow facilities personnel to perform maintenance between the buildings without having to climb down from each roof. For increased safety, Grunau Metals also added numerous access ladders to make it more convenient to reach the units, and installed nearly 900 feet of edge railing to protect facilities personnel from falling when working on units close to the roof's edge. Grunau Metals also assisted Aldrich in securing newly constructed walls in the remodeled buildings.

CG Schmidt, general contractor for the project, was impressed by Grunau Metals' ability to stay on top of ever-changing timelines through coordination with Aldrich and other contractors. Constant communication during the project ensured that the correct sequence of events was followed to allow timely turnover of each building. This was especially important because the metals team could not re-enter a building to complete unfinished work once the building was opened to Aldrich employees. Grunau Metals helped Aldrich make a smooth, uninterrupted business transition.

GRUNAU METALS



MECHANICAL

GRUNAU SETS NEW INDUSTRY STANDARD WITH UTILITY WORK FOR MEDICAL COLLEGE OF WISCONSIN

Grunau Company's mechanical team recently set a new industry standard by rerouting steam and pressure lines, and sewer and water lines in just three months at the Medical College of Wisconsin. The project was for the Medical College's new $110 million research center at its Milwaukee campus. Grunau worked with other contractors, suppliers and utility companies to complete the project quickly while keeping critical medical facilities on the campus operational, such as the Blood Center of Southeastern Wisconsin and Children's Hospital of Wisconsin. The industry standard time for a project of this magnitude is nine months.

Construction teams at the research center site called on Grunau's expertise after they discovered that an existing steam tunnel needed to be moved before they could complete the building. Since the Medical College stressed the need for a fast turnaround, Grunau expedited much of the engineering to comply with the college's tight deadlines.

Grunau's mechanical team rerouted the steam tunnel so that it would not interfere with construction. Wells along the steam and pressure lines were X-rayed according to the energy utility's specifications, and a new tunnel was built to house the lines. Grunau coated the pipes with a special epoxy covering to protect against corrosion before enclosing them.

Grunau's mechanical team battled the winter weather to reroute steam and pressure piping at the Medical College of Wisconsin's new $110 million research center.

In addition to the steam and pressure lines, Grunau also rerouted water and sanitary sewer lines at the construction site by creating a 25-foot deep channel through the existing sidewalk. Installation of the water main required Grunau to dig around other lines that already were in place.

Grunau also needed to overcome the added challenge of working in adverse weather conditions since the project took place in winter. The teams constructed huts around welders so that the cold, wind and snow would not hamper operations. Insulation also was used to keep the pipes warm. The insulation, along with an eight-inch storm sewer pump, helped prevent flooding on the Medical College's loading dock.

"Having Grunau on the job greatly helped with project management," said Scott Lancelle of We Energies. "Grunau already is so familiar with industry codes and procedures, that there was no training needed. Not many companies could do this type of specialized work."

Grunau continued its long-standing relationship with the Medical College and Children's Hospital by responding to a large-scope project on extremely short notice. Through expert field work and continuous communication with Milwaukee County and other organizations at the site, Grunau accommodated the needs of Children's Hospital and the Blood Center during necessary utility shut-downs. This coordination ensured that Grunau's work did not have a negative impact on the existing campus facilities or the construction schedule. Grunau delivered the project more than $100,000 under budget and met the Medical College's deadline, shaving six months off the industry's standard timeline.

Grunau relocated the storm sewer at the Medical College of Wisconsin and used a storm sewer pump to prevent flooding on the college's loading dock.

GRUNAU RECOGNIZES FIRST 45-YEAR EMPLOYEE

At Grunau's annual employee picnic, the company honored 39 employees for their outstanding service and commitment—including the first-ever 45-year employee. Don Mateicka Sr. was awarded a four-day, three-night trip to the August NASCAR race at Bristol Motor Speedway, a Dale Jarrett leather jacket and one week's vacation in recognition of his 45th anniversary with the company. Currently, 64 employees have been with the company for two decades or more. Grunau's 500 team members average 10 years of service.

First row L-R: Peggy Welden (10 years), JoAnn Bude (20 years), Don Mateicka Sr. (45 years), Jay Baillargeon (10 years), Amy Malnory (15 years), Aaron Block (10 years)
Second row L-R: Don Sindric (10 years), Howard Boettner (40 years), Steve Johnson (15 years), Tony Marciniak (15 years), Ken Bhatia (30 years)
Third row L-R: Larry Hendrickson (30 years), Paul Grunau, president (15 years), Darrell Gerritson (20 years), Tim Sadowske (20 years), Larry Loomis (15 years), Peter Brzezinski (30 years)

Not Pictured: Jack Carney (Ohio-10 years), Richard Davis (Ohio-10 years), Kris Klumb (10 years), Doug Kulwicki (Pa.-10 years), Jim Lowry (Ohio-10 years), Beverly Miller (Fla.-10 years), Ed Newsome (Ohio-10 years), Dale Poweleit (10 years), Shane Schilcher (10 years), Donna Slaney (Pa.-10 years), Ron Talbott Jr. (Pa.-10 years), William Truebe (Fla.-10 years), Larry Walk (Pa.-10 years), Kevin Wilkinson (Ohio-10 years); Bill Arends (15 years), Russ Ferris (15 years), Roger Frycienski (15 years), Billy Glassing (Ind.-15 years), Joe Naylor (15 years), Keith Thomas (Pa.-15 years); Bob Harlow (Ind.-20 years), Greg Wittman (Ind.-20 years).

Grunau "LEEDing" the Way in Green Building

Sarah Meyer and Jessica Rauch, both design engineers at Grunau Company, recently passed the LEED (Leadership in Energy and Environmental Design) certification exam, making Grunau the first mechanical contractor in Wisconsin with LEED Accredited Professionals on staff.

The LEED Green Building Rating System®, created by the U.S. Green Building Council, is a framework of national standards for developing high-performance, sustainable buildings that exhibit environmental leadership in their design.

Meyer's and Rauch's accreditations in the LEED-NC category recognize them as experts in green building techniques for new commercial construction and major renovation projects. To earn their accreditation, Meyer and Rauch demonstrated proficiency in the overall benefits of the LEED process, as well as LEED documentation requirements and strategies. They also needed strong knowledge of green building principles.

"We're excited that Sarah and Jessica have taken the opportunity to challenge themselves," said Paul Grunau, president and CEO. "LEED standards are another step in Grunau's commitment to excellence in project solutions. It allows us to better serve our clients."

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CONTINUED FROM *FIRE PROTECTION* , PAGE 1

Most projects require only one or two fire protection systems, but the generator building at the airport called for every type of system known to the industry. Grunau installed wet pipe and dry pipe systems that work in conjunction with the pre-action sprinkler system. An FM 200 clean agent gas extinguishing system was added as an alternate means of fire suppression. Standpipe systems and a fire pump also were added to allow fire departments to connect hoses to the public water supply. In addition, new insulation was put in place to reduce the threat of fire damage.

"Grunau's extensive knowledge of fire protection systems was an incredible asset to this project," said Mike Bowen, project director for Hunt/Smoot Aviation, the new airport's general contractor. "Their expertise helped us coordinate our specific needs with FAA regulations to provide the best possible protection for the new airport's facilities."

The Grunau team in Indianapolis handled out-of-the-ordinary working conditions through advanced planning, and successfully conducted its work in the middle of an operational airport. Their teamwork and attention to safety measures reduced the likelihood of many hazards in potentially precarious situations. Grunau applied innovative solutions to meet the fire protection requirements of three distinct buildings and their proficiency in understanding the many different types of fire protection systems helped the new airport and control tower take flight.

Grunau experts used every type of fire protection system in the industry to secure the new airport's generator building against the threat of fire.

GRUNAU'S SERVICE AND MAINTENANCE TEAM SCORES WITH INSTALLATIONS AT A WISCONSIN ENTERTAINMENT VENUE

Grunau Company's service and maintenance team was asked to install an alternative heat rejection system at a Wisconsin entertainment venue. Unlike many businesses that only use chilled water to run their air conditioners during the summer, concession vendors needed access to chilled water during cooler months for storage of their food and beverage. The venue's operation staff approached Grunau with the idea of installing a heat exchanger to provide chilled water for their refrigeration units and prevent the chillers from running for such a small load.

Grunau designed a heat exchanger to provide a Wisconsin entertainment venue with chilled water for food and beverage storage during cooler months when it wasn't economical to run its chillers. The goal of the installation was to increase the life of the venue's chillers and decrease utility costs.

Grunau's service and maintenance team responded to the venue's request and designed a plate-to-frame heat exchanger system to meet its specifications and cooling capacity requirements. The heat exchanger forces heat transfer to occur as two streams of water at different temperatures are cycled through the system's chambers. This makes the temperature of both streams more moderate and provides chilled water without a standard chilling unit.

"It is our hope that the heat exchanger Grunau designed and installed will not only increase the life of the chiller, but will decrease utility consumption costs for the venue as well, because the chillers won't need to be turned on as early," said a venue technician.

Grunau also helped the venue prepare for events by completing return duct work. The location of the duct exchange presented a challenge—it was 90 feet from floor level and above an escalator. Grunau service and maintenance team members had to ride a man lift 30 feet above the escalator platform to complete the installation. Positioning the duct work also was tricky because it was spiraled and needed to be installed in one continuous piece. Two people were required to hoist it into place.

In both instances, the goal of Grunau's service and maintenance team was to help the venue's operations staff implement innovative, cost-saving solutions.

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