

President's Column

We are excited about the progress we've made in expanding our mechanical and fire protection business in the Madison, WI market. In April, we opened a new office there to support our ongoing projects in that marketplace. You can read about one of those projects, at the VA Hospital, in this newsletter. With several Madison projects under our belt, our reputation as a solid business partner is becoming as familiar to the Madison customers as it is in our Milwaukee, Indianapolis, Youngstown, Pittsburgh, Orlando & Ft Myers locations.

You'll see our cover story touches on Grunau's capabilities with an international job in Iraq. In recent years, we've done Grunau Metals work in New Mexico, HVAC service throughout the Midwest, supplied a fire protection project in Africa, and performed a refrigeration job in Mexico. We also have the support and resources of our API sister companies to help in other states. Our work locales are only as limited as our customers' needs. We are there for you, no matter where "there" is.

In this edition, you'll find details about the safety award Grunau won this year, and kudos to one of our outstanding young apprentices. Results of our All-Trades Art Competition are shown on page 2, as well as pictures from our Grunau family picnic where we celebrated employees' loyalty to the company anywhere from 10 to 40 years of service. This longevity proves Grunau is a great place to work. It also provides stability to our customers with long-term work relationships and facility/equipment knowledge and experience that can be passed on to newer generations.

If you have questions about Grunau's capabilities in mechanical work, fire protection, or structural and specialty metals, visit our website at www.grunau.com, watch our videos at www.YouTube.com/GrunauCompany, or call us at 1.800.365.1920. It's an easy number to remember since we provide service to our customers 365 days per year, since 1920.



Lawrence E. Loomis
President, Grunau Company

International Connections

For those who think Grunau only performs work locally, think again. One of our recent fire protection jobs, based out of our Grunau Youngstown, Ohio office, sent a crew to Basrah, Iraq. The work took place in July and August when average daytime temperatures soared to 135°F and stayed at 120°F in the shade.

Pictured below the US Consulate sign are (L to R) Grunau electrician Tom Bongard, Grunau project manager Jeff Nickel, and IFP district design manager Brian Smith.

This team worked long hours and overcame language barriers with the country's labor force by using hand language and simple words. For example, "no finished" meant there was still work to be done at the Consulate General of the United States of America Basrah. This large complex consists of 16 housing units with 80 rooms each, plus 11 other buildings, including a dog kennel, gym, dining facility, and office.

All together, 1300 smoke detectors with sounder bases, 400 manual pull stations, 27 main fire alarm panels with fiber network cards, and 16

sprinkler systems with fire pump, jockey pump, and controllers were installed at the Consulate compound. The fire systems are networked together with fiber optics to allow control from the guard command post.

The project started with providing material to our API sister company, International Fire Protection (IFP), and when the owners Rep, Perini Management Services, requested terminating the fire detection devices and commissioning the system, IFP asked Grunau to take on the work. Besides communication and environment differences, the team was challenged with sourcing material and tools, having to bring some on their flights and shipping other items later from the United States. Key people back in the home offices supported the Iraq crew by filling the void of 3 team members who were out of the country for almost 2 months.

As the "No finished" words turned to "finished", Grunau was proud to help the US Consulate save lives with a new fire protection system.

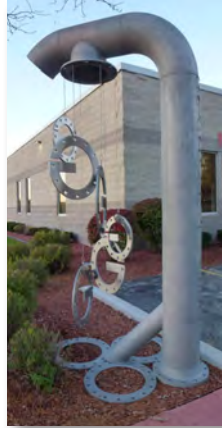


Artists at Work

Creativity

When Grunau was looking for some new, interesting artwork for its headquarters in Oak Creek, WI, it turned to its employees with an "All-Trades Art Competition". Creativity abounded as artisans took up the challenge to create a piece of art from material they use in their specific trade, with scrap material being ideal and preferred.

Employees volunteered on their own time to work on the projects and a total of 8 entries were submitted by HVAC Service (2), Steamfitters, Plumbers, Metals, Fire Protection, Sheet Metal, and even the Mailroom. There was a spirit of friendly competition as the judging day approached and everyone in the office and shops had a chance to place their vote.



An Exhaust Pipe Windchime won 1st Place; Duane Mielke accepts the \$500 award on behalf of the Steamfitter artistic team that also included Jim Seif, Scott Jelden, and Jim Stasiak



Sheet Metal artisan Mike Bachmann accepts the 2nd Place \$250 award for a striking Sheet Metal Salmon statue

Grunau is proud to display its employees' craftsmanship and the top 3 awards are pictured here. Next time you are in the Oak Creek area, come check out the Grunau team's talents.



Grunau Metals was awarded 3rd Place for their API Sprocket I-Beam. Shown here accepting their \$125 award are Charles Winski, Mike Steffes, Larry Loomis (presenter), Dave Glembin, and Joel Matek

Celebrating Employee Loyalty

These photos tell the story that Grunau Company is a great place to work with employees providing loyal service for up to 40 years in 2013. Awards were presented during the Company's western-themed picnic at the Kettle Moraine Ranch and smaller gatherings in branch offices.



L to R: Tim Pladies (15 yrs), Brian Kovac (15 yrs), Larry Loomis, Mark Gall (35 yrs), Sandy Rapant (25 yrs), Dave Brown (20 yrs), T.J Laney (20 yrs), Eric Radke (15 yrs), Eric Bobinski (15 yrs), Mike Weir (15 yrs), Dan Fenney (35 yrs)



Mike Tully celebrated his 40-year anniversary of service with Grunau in 2013



Grunau's Orlando fire protection office made a special cake to help celebrate Bill Peters' 30th anniversary



Larry Loomis presented a 15-yr anniversary award to Brian Kovac, from our Pittsburgh fire protection branch, who joined the group at the Company picnic in Wisconsin



Don Hecker was awarded a hand-blown glass vase as part of his 40-year anniversary gift

Recognizing Grunau's loyal employees who are not pictured:

- From FL:** 10 yrs: Greg Bennett, Bryan Schultz, Roberto Velazquez; 15 yrs: Tony Callaghan, Cliff Collins; 25 yrs: Steve Gauvreau; 30 yrs: Ken Cross; **From OH:** Dave Hassay (10 yrs); **From IN:** Paul Meunier (20 yrs); Robert Woods (40 yrs);
- From PA:** Henry Barron (20 yrs); Stacey Gasior (25 yrs); **From WI:** 10 yrs: Nick Burg, Randy Johnson, Matt Krahn, Mike Szabelski; 15 yrs: Rich Nickel, Brian Price, Keith Price, Tim Rogers; 20 yrs: Rick Mattice; 25 yrs: Tom Bongard, Paul Latus.

Congratulations to all!

24-Hour Countdown

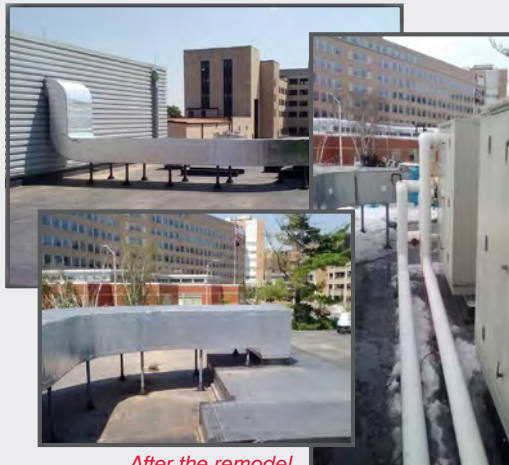
Grunau Company loves unique challenges and the VA Hospital in Madison, WI was no exception. This particular medical facility is involved in extensive research and a recent report indicated they have 50 investigators working on 150 funded projects. Some of this research has been ongoing for decades and involves temperatures found in "outer space" (the realm beyond Earth).



Before the remodel

In order not to disrupt the valuable research activities a floor below the remodeling work, Grunau was given a 24-hour window to shut down all the old equipment and start up the newly installed HVAC service for Building 12 of the William S. Middleton Memorial Veterans Hospital.

The remodel included cutting down the length of an existing rooftop unit in order to build a new mechanical penthouse around the new air handling and energy recovery



After the remodel

units. Chilled water piping was removed from the existing rooftop and rerouted to the new equipment (planned during the cooler fall/winter temperatures). Steam and hot water piping was run from the new equipment back to the changeover point so final tie-ins could happen within a few hours. Grunau prefabricated all the ductwork for tie-ins to the roof penetrations and installed them just short of those points. Leading up to the date of the changeover, Grunau had planned and started up the new air handlers for a two week period to ensure no equipment problems existed.

HVAC

With the 24-hour clock ticking, Grunau completed the final tie-ins and exchange in only 10 hours with minimal service disruption so the investigators could continue on with their important research.

This was a great achievement considering all total, Grunau put in about 2,200 manhours over a 7 month timeframe by coordinating the efforts of duct and pipe fabricators in our shops, plumbers, HVAC technicians and electricians installing temperature controls. The key to the successful outcome was the careful planning and innovative thinking.

Safety

"X" Marks the Spot

APi Group presented Grunau with the coveted X-Cup for its safety culture. The X-Cup is a rotating award that is given each year to one of the companies in the APi Group family for showing excellence in loss prevention and risk management. The award is partly based on 2012's year-end safety statistics, and partly on the commitment to safety and processes used to minimize risks. Grunau's focus on employees making the right decisions, hazard recognition, and using the Daily Huddle all contribute to its success.



Grunau's X-Cup award honors every employee as they all influence Grunau's safety culture

Madison Market

Expansion

Grunau's mechanical services & fire protection business in the Madison, WI market received a boost in 2013 with a new office location. The space is conveniently located near I-94 and is configured to meet the Company's current needs plus some future expansion.

The capital city's new Grunau address is 4009 Felland Road, Suite 103, Madison, WI, 53718. Grunau's Madison main phone number is 608.365.1920.

Work secured in the Madison area so far in 2013 includes the VA Hospital (see article above), Kayser Automotive, Enerpac, St Clare Hospital, Woodman's grocery store, and Madison College. Grunau looks forward to expanding its horizons in this market in the years to come.





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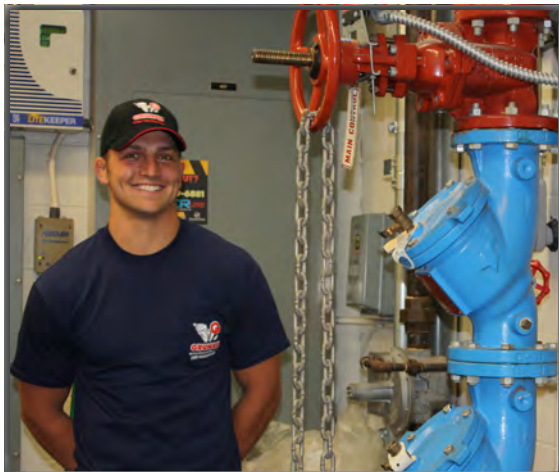
Technical Contributors

President's Corner: *Larry Loomis, President*
International Connections: *Jeff Nickel, Project Manager*
Artists at Work: *Rowann Dooley, Executive Assistant*
24-Hour Countdown: *Jeff Hintze, CFO*
First in State: *Josh Liegler, Project Manager*
Lean is Simple: *Ted Angelo, Executive Vice President*

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First in State

Ben Schultz, pictured below, is a 3rd year Fire Protection Apprentice with Local 183 and has been working at Grunau Company since 2011. In a Wisconsin state competition held in May, Ben took 1st place for both a written exam and a hands-on contest which included a CPVC pipe & sprinkler install (first perfect score ever!), steel and copper pipe offsets, and annual inspections on wet, dry, and preaction sprinkler systems.



A-Plus Apprentices

Ben then moved on to a regional competition in June which again included a written exam, plus a hands-on display of copper piping installation, and a dry valve install, trim and trip. Ben scored 3rd place in the regional competition against other contenders who were 5th year apprentices or already topped out into journeyman status. Congratulations, Ben; your knowledge and expertise will be well utilized in our fire protection industry!

Lean is Simple

Grunau Company has been following Lean construction practices since 2003 with the emphasis on continually examining our processes to provide greater value to our customers without waste.

The foundation of Lean is simple respect for people and continuous improvement. As Grunau continues its Lean journey, it is focusing this year on coaching employees to see wastes in their processes so simple improvements can be made. Whether it's moving a tool box closer to your work space, eliminating emails for reports you no longer need, or adding an electrical outlet near a shop table, these are all simple improvements that over time, add up to a more efficient workplace.

Lean Construction