

GRUNAU GRAM

Fall 2007

I hope all is well with each of you, and that you and your families had a great summer!

In this edition of the GrunauGram you will read about several successful projects we've been fortunate to be part of recently. You'll also read about a part of our business on which we've spent significant energy in recent years – the service departments in our fire protection branches.

Our service businesses have evolved very positively in all of our locations. We love this business, as it affords us the opportunity to interact directly with our end-user customer, to help them manage their facility investments, and ultimately, to help them be more successful.

We take great pride not only in our broad range of service and maintenance capabilities, but especially in the capable, committed people that are part of our service business. We are available 24 hours a day, seven days a week to support our customers.

I could share countless stories of late-night and weekend calls from our customers, often during bitter cold or sweltering heat. Our job in all cases, and especially in these extreme situations, is to be there to help our customers. We understand that we succeed only if our customers succeed, and our service business provides an opportunity to deliver on that commitment.

We are very proud of our entire team, and our shared commitment to our customers' success as a cornerstone of our business philosophy. Thanks for your continued trust and confidence, and enjoy this issue of the GrunauGram!



Paul Grunau
President, Grunau Company



MECHANICAL

GRUNAU COMPANY OFFERS BROAD EXPERTISE ON MANPOWER HEADQUARTERS

When Milwaukee-based employment services company Manpower Inc. decided to construct a new 280,000 square-foot headquarters downtown, it relied on Grunau Company to install not only HVAC and plumbing systems, but fire protection and miscellaneous metals as well.

The Grunau team was involved in designing the building's systems from the very beginning. Even before the project was officially underway, Grunau rerouted chilled water lines, storm lines and a city water main to ensure that the site was ready for construction.

Grunau installed the mechanical systems in both the four-story main office building and in the seven-story parking structure. The team took special care on Manpower's HVAC systems to ensure customized air temperatures for each worker. Normally, air is circulated down from roof-top units through shafts and ducts, and then comes out of ceiling diffusers. Manpower's headquarters, however, utilized an under-floor air distribution system where each floor uses seven mixing fans to pump air into a pressurized raised floor system and then out floor diffusers rather than the ceiling. This allows for individual temperature control in each work station.

To meet the project's tight timeline, Grunau had to install the HVAC system during winter, often shoveling work areas to keep them clear of snow. It also was a challenge to access the building's roof while installing the systems. In order to utilize a nearby parking lot, Grunau had to set up a crane and place the HVAC system's eight roof-top units on a Saturday.

Grunau's fire protection division installed eight wet-pipe fire protection systems throughout the four-story building, along with a class-one standpipe system located in the exit staircases of the office building and the parking structure. The sprinkler systems in the office building required approximately 2,300 sprinkler heads which were installed on 25,000 lineal feet of piping to properly protect the building. An antifreeze system also was installed to protect the facility's unheated loading dock. Detailed design, calculations and coordination were completed by Jeff Eddingsaas, Grunau's lead fire protection designer, to maintain the project schedule. The installation team, led by Aaron Laubenstein, performed well under pressure and completed the project safely and ahead of schedule.

On the exterior of the building, Grunau also designed and installed the plumbing for a 60-foot water wall. A water wall is similar to a fountain, except the water is sprayed downward from the top of a wall and splashes onto rocks below for an aesthetic, welcoming touch.

The project required more coordination than usual because Manpower wanted the new building to achieve a silver LEED® certification level. The entire construction team, including Grunau's Aaron Block and Sarah Meyer, LEED AP, determined which aspects of LEED construction would best fit the project and earn the desired certification. Contractors then had to cooperate in order to maintain the LEED standards on all work. The use of the underfloor HVAC system was an important component that helped Manpower earn LEED points toward certification. The Grunau team also used low flow plumbing fixtures to reduce water usage.



◀ At Manpower's new headquarters Grunau Company installed HVAC, plumbing and fire protection systems, as well as miscellaneous metals.



Grunau Takes Fire Protection Skills to Ft. Myers

In recent years, Grunau's Orlando fire protection branch has experienced such positive growth within the central Florida market that it started to expand, looking to take its expertise into southwestern Florida, too.

Grunau contacted several local contractors to ask about the need for a fire protection contractor of Grunau's caliber – the overwhelming response was 'yes.' As a result, Grunau accepted a project with one south Florida contractor and immediately began planning a new branch office in Ft. Myers to take advantage of this emerging market.

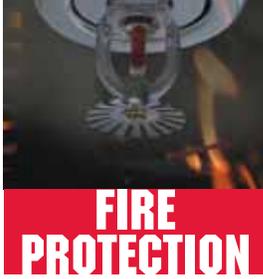
Last fall, leadership from Grunau's Orlando office met with President Paul Grunau and with Ted Angelo, Grunau's executive vice president, to work out the details of the Ft. Myers branch. Grunau also took advantage of its relationship with APi Group to hire George Nicola, the new Ft. Myers branch manager, who came from one of Grunau's APi sister companies. Nicola currently reports to Orlando Branch Manager Mark Peters, but Grunau plans to have the Ft. Myers branch stand on its own in the next few years.

Ft. Myers opened on June 1 and already has several projects in southwestern Florida. Its current projects are focused in the education industry including a college dorm and a campus central energy plant. "We're getting our feet wet in the market and trying to figure out what it needs," said Peters. "We're looking carefully at specialty jobs and emerging trends."

Angelo visits the Ft. Myers branch once a month and is impressed with its growth. "I'm pleased with what we're doing so far, just a few months into it," he said. "We're on course, and we're continuing to establish relationships within the growing institutional and university markets."



▲
Grunau recently opened a new fire protection office in Ft. Myers, Florida.



GRUNAU FIRE PROTECTION SERVICE DEPARTMENTS GIVE CUSTOMERS PEACE OF MIND

For years, customers have relied on Grunau's fire protection branches for the design and installation of their fire protection systems. Now, customers also are learning the value of each branch's fire protection service department.

Over the last several years, Grunau's fire protection offices have invested people, vehicles and tools to create fully-equipped service departments that address customers' specific service and maintenance needs for fire protection systems.

"Our service department makes up the core of our business," said Randy Rubesa, Pittsburgh branch manager. "We're one of the largest service departments in our area."

Grunau's fire protection service responds year-round to a variety of calls. Many involve performing inspections to make sure that installed systems are operational and ready in the event of a fire. Service technicians in Grunau's Orlando office, for example, are responsible for quarterly and annual inspections at Walt Disney World, Sea World and Universal Orlando.

Grunau also recommends updates to correct code deficiencies and keep existing fire protection systems in compliance.

"At least three or four times a week we get a service call for an immediate sprinkler, backflow or hydrant inspection," said Mark Peters, Orlando branch manager. "When a fire marshal observes that something isn't in compliance, the customer has 48 hours to fix it, so they call us right away."

During the winter, Grunau fire protection service departments handle a number of emergency calls due to freeze-ups in wet-pipe systems. Service technicians repair the damaged pipes or sprinklers so that they're operational again. Gas systems, like the FM 200, Halon 1301 and CO-2 systems found in computer rooms, sometimes trip and need to be recharged. Grunau also can recertify systems after a fire.

"Thanks to our service departments, we can act on an emergency call the day it's received, not a few days later," said Bob Harlow, Indianapolis branch manager. "These are life safety systems that cannot be down for a period of time."

The service departments assist both existing and new customers requiring immediate service due to a fire or other trouble condition. Grunau's service expertise covers all aspects of fire protection.

"Our service guys are usually our most knowledgeable sprinkler fitters," said Harlow. "By conducting service, they're always learning new techniques and can act as our mentors on contract jobs."

Grunau focuses on creating lasting partnerships that are profitable to both the customer and Grunau.

"The advantage of our service department is that customers can go to one source for their fire protection needs," said Jack Carney, Youngstown branch manager. "We provide unmatched quality and immediate fire protection service regardless of whether it's mechanical or electrical in nature so they have no reason to look elsewhere."

Technicians in the Grunau fire protection service departments are available seven days a week, 24 hours a day.

"Having a dedicated service department has given us the ability to respond almost immediately to our customers' needs," Rubesa said. "There's no service call too small or too large for our department."

"Customers don't see it as a separate service department," said Peters. "It's just Grunau; they know they can rely on us."

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GRUNAU THANKS EMPLOYEES FOR LEGACY OF LOYALTY

Grunau Company honored 38 employees for their years of outstanding service and commitment during its annual company picnic in July.



First row L-R: Ted Angelo (30 years), Dan Aranda (10 years), Brad Moore (10 years), Christine Owens (20 years), Gary Mayer (10 years), Earl Moder (30 years).

Second row L-R: Paul Grunau, Marje Mosey (10 years), Mike Weir (10 years), Al Fenney (10 years), Mike Lagerman (30 years), Bob Stich (20 years), Chris Neitzel (40 years), Mark Berger (20 years), Bob Bertling (10 years), Steve Ruder (30 years), Jim Wilbert (30 years), Tim Kuhl (10 years).

Not Pictured: Carmen Vazquez (10 years), Ron Berger (10 years), Rachel Rueckert (10 years), Matt Eberhardy (10 years), Curt Pronschinske (10 years), Steve Redell (10 years), Melvin Lawson (IN-10 years), James Alberti (OH-10 years), Andrew Romanyak (OH-10 years), Nick Vankovich (OH-10 years), Mike Yuhas (OH-10 years), Leisa Hale (Orl-10 years), Treven Miles (Orl-10 years), Greg Trammel (Orl-10 years), Don Czajka (15 years), Jeff Hintze (15 years), Paul Lentz (15 years), Sam Mack (20 years), Greg Urlakis (20 years), John Wotruba (25 years), Ferd Peritz (35 years).



METALS

GRUNAU METALS HELPS NORTHWESTERN MUTUAL ADD SAFETY AND STYLE

As part of a new addition to Northwestern Mutual's Franklin, Wis. office, Grunau Metals is installing several staircases, as well as safety measures in the addition's parking garage.

The Grunau team is fabricating and installing the structural steel for two ornamental staircases, one of which involves a large, curved landing. Grunau also is responsible for three egress staircases. One of the stairs, positioned on the outside of the building, is built on a skew to match the building's boomerang-like angle. Grunau is fabricating the stair stringers to form a "V" pattern accordingly. Each of the staircases also has a stainless steel grab-rail.

Grunau is creating handrails for three sets of concrete stairs in the parking garage. The Metals team also is adding safety grills to fit between the pre-casted concrete pieces that make up the garage. The grills are galvanized steel and prevent people or cars from falling between the parking garage levels.

Grunau Metals is fabricating and installing structural steel for staircases at Northwestern Mutual's Franklin office. ►



GRUNAU METALS

Customer focused. Built on values.



FIRE PROTECTION

GRUNAU FIRE PROTECTION HELPS SHARE CORPORATION GET BACK TO BUSINESS

Recovering from a fire is challenging, but Milwaukee-based company Share Corporation recently got support from Grunau fire protection in designing its new fire protection system. After a fire in early 2006 damaged its building, Share Corporation wanted to select the right fire protection system to meet its customized storage needs.

Grunau worked closely with Share Corporation and its insurance company to determine exactly what type of fire protection was required. Eric Radke, Grunau's fire protection manager, visited the site the day after the fire to develop ideas on the scope of the new fire protection system. "We listened to what the owner wanted and then added our recommendations for what we thought was needed and why," Radke said.

The final design included an early suppression fast response (ESFR) system to protect products stored in Share's warehouse. Grunau also installed an aqueous fire fighting foam system (AFFF) as protection for Share's flammable liquid storage.

During the installation, Grunau coordinated with other contractors that were onsite to repair damage to the building caused by the fire. The fire protection team designed the sprinkler system so that it eliminated the need for a fire pump. This saved Share Corporation money and provided additional value.

Share Corporation was extremely impressed with the results. It asked Grunau to bid on future projects with the company, and, because of the positive experience with Grunau fire protection, is now working with Grunau's plumbing division.

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