



CONNECTIONS

August 2009

President's Corner



Late last year, I made the statement that UMC refused to participate in the global economic downturn. After seven months into 2009, we have made great progress toward realizing this bold statement. The fact is, however, just saying it doesn't make it so. We are seeing significant changes in our market space and expect that we will see more. We see more bidders on projects (both mechanical and GC), new / unfamiliar bidders, lower prices, etc. Some of our loyal clients are feeling pressure to bid to the market, and one of our long-time respected competitors is going out of business.

How bad can it get? Only as bad as we let it. UMC continues to procure work and receive invitations on projects with limited competition. We are profitable in 2009 and we continue on a record pace for volume this year. This is the case because you continue to perform on our projects and maintain the UMC level of quality installation and service that our clients expect of us. Further, we continue to find new ways to approach the market, develop innovative delivery methods, explore new business segments in our space, make bold changes to

our organization and to create innovative ideas to increase UMC's effectiveness in both project procurement and delivery.

The key to our success going forward will depend greatly on our ability to quickly, constantly and effectively change, improvise and adapt to the ever-changing environment in which we find ourselves. Long-term strategic planning, in the traditional sense, is quickly becoming a thing of the past (that's so 2008). No longer is it worthwhile to set the vision of where and who we want to be in 5 or 10 years and make the plan to get there. Business planning today needs to assume that we have no idea what we will look like in even two years. Good planning will incorporate bold system, process and culture changes that are focused on change and adaptability competencies which will allow us to effectively respond to whatever might come our way. At a recent business conference I attended, a speaker noted that trying to predict our business and technology environment even five years out from today is paramount to the expectation of someone in the late 1800's predicting internet commerce for their business. While I believe this to be true, I also believe that, through due diligence and intelligence, we will see it coming - whatever "it" is. The difference is, we will have significantly less time to react to these trends and changes than we have in the past, and they will come

at much greater frequency and magnitude.

So what does this all mean? To UMC, it means Opportunity. Many businesses will not be able to adapt to and survive the New World. Many companies will expect and believe that the current "storm" will go away such that they may resume business as usual. We know this is not the case. We know that "normal" as we knew it a few years ago no longer exists, nor will it ever again. What I expect of all of us here at UMC is to be open-minded and prepared to let go of paradigms that may have existed for some time. Further, I need your support as we make organizational and business changes. Finally, and most importantly, I need your input on how you think UMC can improve and adapt to our world today (and tomorrow). With this, I am confident that UMC's refusal to participate in any economic downturn will stand.

-Jerry Bush



**UNIVERSITY
MECHANICAL
CONTRACTORS, INC.**

We Build Value



Safety

Don't Be Shocked

- *Serious injuries and death can occur from exposing yourself to unsafe electrical conditions on your jobsite or at home. In order to avoid electrocution, it is important that you, your family and your crew members understand the safety issues related to electricity. It is the amount of current that passes thru the body - not only high voltage - that can kill. Don't let yourself become the path to ground.*
- *Water and electricity can be a fatal combination.*
 - Wear rubber gloves and boots, use rubber mats, insulated tools, fiberglass ladders, and rubber sheets if necessary.
 - Make sure your hands, cords, and receptacles are dry when plugging or unplugging power cords.
 - Don't let cords, particularly damaged cords, sit in water.
- *Tips to avoid electrical accidents:*
 - Treat every electric wire as if it is live.
 - Properly cover all electrical outlets.
 - Do not fasten electric cords to a building with

staples or wire or hang them in such a way (as using nails for hooks) that protective outer jacket or insulation could get damaged.

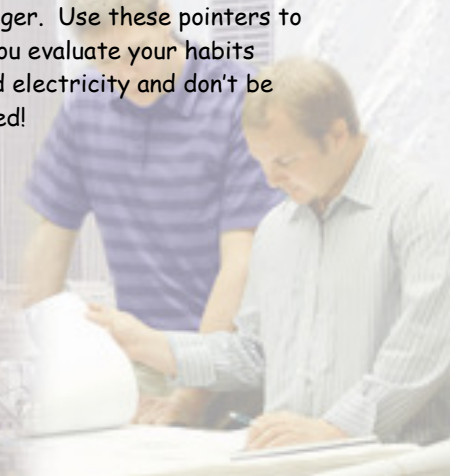
Twine or zip-ties are good alternate fasteners because they will not conduct electricity.

- Inspect equipment, tools and extension cords before each use.
- Take faulty equipment, damaged cords, or plugs with bent or missing prongs out of service for repair or discard.
- If a plug does not have three prongs or if the receptacle does not have three openings, make sure the tool is grounded in some other way before use.
- Never try to bypass an electrical system by cutting off the third prong of a plug.
- Circuit breakers only protect the wiring. Ground fault interrupters keep you alive.
- Maintain at least a 10-foot clearance from all overhead electric lines when working with tall equipment, such as ladders.
- Use extreme caution with scissor lifts around electricity. Do not run over electric cords with the lift: plan your route and redirect cords if necessary. The lift can become energized if it slices into overhead electric wires or if it cuts or damages cords

with the pothole bars. In the last two months, in the Seattle area, there have been at least four injury incidents involving electric cords and scissor lifts.

- Turn off power and report the smell of hot or burning plastic, smoke, sparks, or flickering lights.
- Stop using a tool or appliance if a slight shock or tingling is felt.
- Never disconnect an electrical plug by pulling the cord.
- Never raise or lower power tools by their electrical cords.
- Whenever working on an electrical circuit, the circuit should be turned off and locked out at the circuit breaker or fuse box to ensure that the circuit cannot be accidentally turned on.
- Be sure that power source you are using has a GFCI. If not, use a GFCI pigtail.
- Do not load power cords beyond their capacity.

Most people do not realize that only a small amount of current is needed to cause severe electrical shock. Electricity has become so commonplace and so necessary that we no longer think of it as a source of danger. Use these pointers to help you evaluate your habits around electricity and don't be shocked!



STAR Performer-August



Senior Project Manager Steve Russo has been a quiet contributor to UMC's success for nearly ten years now. In that time he has managed or assisted in a diverse range of Industrial projects, including boiler plants, steel mill upgrades, pulp mill outages, municipal water treatment, and most recently wastewater. Whether by choice or by happenstance, Steve is now known simply as "The Wastewater Guy". After cutting his teeth on the highly successful Everett Water Pollution Control Facility in 2005-06, Steve set his sights on a bigger prize: The new Brightwater Treatment Plant.

Thanks in large part to Steve's enthusiasm (and estimating input), UMC bid and was awarded the lion's share of the mechanical work for the Brightwater Plant in mid 2007. UMC, with Steve at the helm, is now at the mid point of the largest industrial project ever undertaken by UMC.

Steve has assembled an outstanding staff at Brightwater and with their help, and the help of a first class field crew, he has navigated his way through numerous unique challenges while surpassing all expectations for schedule and productivity.

Steve personifies UMC's Core Values of Safety, Teamwork, Accountability and Respect. Steve's embrace of these core values along with his integrity, motivation and strong work ethic make him a natural leader. Steve represents the best of UMC's performance today, while he simultaneously helps to develop UMC's leaders of tomorrow.

Congratulations on being UMC's Star Performer for August, 2009!

Written & Submitted by:
Pat Damitio

Birthdays



August

- 15 Doug Smith
- 17 Bruce Freeman
- 18 Dan Sperlin
- 23 Toni Adams
- 24 John Strand
- 24 Les Bouck
- 25 Curtis Watson
- 25 Gary Green
- 27 Troy Lowery
- 28 Monica Todd

September

- 5 Mary Bouck
- 6 Karen Langeberg
- 13 Ned Miller
- 18 Troy Turpin
- 20 Leah Holden
- 20 Kathy Jenkins
- 28 Marian Ladenburg
- 28 Lloyd Lagutang
- 29 Mike McNeil



Anniversaries

10 Years:

Jim Carlson (Aug)

5 Years:

Ethan Mutoli (Aug)

Dean Michaels (Sept)

2009 Calendar of Events



SEPTEMBER

Golf Tournament
Sunday, 9/13/09
Harbour Point Golf Club

OCTOBER

Trick or Treat & Party
Friday, 10/30/09
UMC



NOVEMBER

Book Fair
Thursday, 11/5/09
UMC

DECEMBER

Santa Party
Friday, 12/11/09
UMC

JANUARY

Holiday Party
Saturday, 1/9/10
Embassy Suites, Bellevue

WELCOME TO UMC!

New Hires



Lloyd Lagutang started working for UMC on 07/01/09 as a BIM Lead Drafter. Lloyd's last position was with Rushing Company as the Senior CAD Technician. Prior to this he was a Senior CAD Professional for McKinstry Company for three years. He has nearly thirteen years of drafting experience in various disciplines such as Electrical, HVAC, Plumbing, Piping, and Audio/Video. Lloyd enjoys playing basketball and softball.



Al Howell started working at UMC on 7/20/09 as Lead Engineer. Al's last position was with McKinstry Company as a Design Engineer for 15 years. Prior to this he was a Project Engineer for Abacus Company for 3 years. Al has 30 years of design experience in piping, plumbing, and HVAC. Al enjoys golfing, baseball, and motor sports.



Mike Crook started work for UMC as a Project Engineer on 7/20/09. He is currently assigned to the Good Samaritan Hospital project in Puyallup. Mike is a graduate of CWU in Construction Management and interned with Absher Construction. Mike was a member of the Student Chapter of the Mechanical Contractors Association at CWU.



Greg Cannon started working for UMC on 7/27/09 as a Project Manager, reporting to Bryan Eppler on the Good Samaritan Hospital project. Greg's last position was with Turner Construction Company as a MEP Project Manager for four years. Prior to this he was a Project Manager for UMC for one year. Greg has forty-two years of experience in piping, plumbing, and HVAC installation and management. Greg enjoys his three granddaughters and automobiles.

Mukilteo Food Bank

We are still collecting non-perishable items for the Mukilteo Food Bank. The food bin is located in the kitchen.

The following items are in very low supply and are urgently needed at the food bank this summer:

- Canned vegetables (other than green beans)
- Canned soups, stew, & chili
- Canned fruit
- Snacks (microwave popcorn, raisins, crackers, etc.)
- Canned meat (chicken, tuna, etc.)
- Canned meat entrees
- Beans (dry or canned)
- Potatoes (boxed)
- Tomato products
- Boxed meals (Mac 'n cheese, etc.)
- Rice
- Pasta
- Peanut butter & jelly
- Cereal (hot or cold)
- Baking goods
- Sauces & gravies
- Canned milk
- Paper goods (paper towels, TP, Kleenex, etc.)
- Baby items (diapers, formula, food, etc.)
- Personal items (deodorant, soap, toothbrushes & toothpaste, shampoo, etc.)

Your generous donation is greatly appreciated!!



Swedish SummeRun

Six UMC employees participated in the 15th Annual Swedish SummeRun 10K and 5K events on July 26th.

For Curtis Watson and Gail Kinner (pictured), this was their very first competitive run! The team raised \$420 and UMC generously contributed matching funds toward continued support of the Marsha Rivkin Center in its mission to save lives and reduce suffering through improved treatment, early detection, and prevention of ovarian cancer. The Swedish SummeRun was begun in 1993 by Saul Rivkin, MD and his five daughters, with the help and support of Swedish Medical Center, in memory of Marsha Rivkin and in recognition of the ongoing fight against this deadly disease. Since 1993, Swedish SummeRun has raised over \$3.5 million towards ovarian cancer research.



10K

Troy Turpin	00:55:31
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5K

Curtis Watson	00:34:18
Gail Kinner	00:36:16
Toni Adams	00:49:07
Renee Leon	00:51:00
Brigid Beavin	00:51:00

Congratulations to these six employees for their participation in the Swedish SummeRun!!

