



CONNECTIONS

Jan. 2012

SAFETY MATTERS

2011 was a good year for Safety at UMC. Only one other year in company history showed a better safety performance. We had fewer injuries and most of them were relatively minor. Together as a team, we are keeping our worksites safe. We can all be proud of this record as we strive to achieve zero injuries at work.

Injuries affect your own well-being, your family, and your work performance. However, according to the Center for Disease Control statistics, only 10% of all medically consulted injuries occur at work. Most injuries occur at home or on the road, in the places where we all feel the most comfortable.

In order to avoid injuries, each of us must strive to be aware of the hazards in all of the environments in which we participate. Once a hazard is recognized, correct it. At work, at home or on the road: recognize the hazard and correct it.

To do a quick safety audit of your home, consider these items in a room by room tour.

- **Kitchen:** falls, poisoning, fire, burns/scalds, choking/suffocation, electric shock
- **Bathrooms:** falls, poisoning, fires, burns/scalds, drowning, electric shock
- **Bedrooms:** falls, escape routes, fire, suffocation, electric shock, poisoning
- **Living Room:** trips/falls, electric shock, fire, ventilation, sharp edges, defective furniture
- **Basement:** trips/falls, electric shock, standing water, poisoning, defective tools, lighting, ventilation, safe storage of tools, power tool safety, safe shelving, flashlight
- **Garage:** trips/falls, fire, poisoning, electric shock, safe tool storage, power tool safety, safe shelving, first aid kit, emergency preparedness kit for each family member, shelter in place kit, flashlight
- **Backyard:** trips/falls, poisoning, fire, safe use of mowers and other tools, standing water
- **Automobile:** maintenance, tire pressure, fuel, buckle-up, first aid kit, prevent back-overs, food, blankets, extra clothing, flashlight

CONGRATULATIONS!!

Special Congratulations to Ted Granston and Pat Damitio as being named Officers of University Mechanical Contractors, Inc.

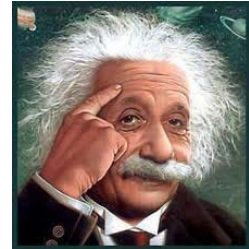
Ted has been appointed Vice President of Business Development; Pat has been appointed Vice President of Operations.

Please wish Ted & Pat continued success in their new positions with UMC.

STRATEGIC INITIATIVES

INNOVATION

UMC is focusing on three specific strategic objectives: Leverage our Innovation, Build a Sales Organization and Workforce Development. The objectives key in on UMC's strengths in these areas. This month's update focuses on our Innovation Objective.



It is said that necessity is the mother of invention and that perfectly describes the origin of innovation on our jobsites. A problem arises, possible solutions are researched, best alternatives are developed and tested, and the resulting innovation makes our people and our jobs more efficient and safer. Using this process UMC has become the most dynamic and advanced mechanical contractor in Washington.

Production, quality, and safety are the essential goals of each UMC project. Where the three overlap is the dynamic source of innovation. Our frontline workers, foremen, and project managers watch for these opportunities for improvement and frequently come up with outstanding innovations. The ability to think out of the box is crucial and the creativity of our people is the factor that earns UMC our reputation as effective and dynamic problem solvers.

Here are two examples of innovations that have been devised on our jobsites. At Fred Hutch, our crews needed to set 7000+ overhead concrete anchors. Overhead work is awkward and using a hammer to set the anchors was slow and dangerous. The crew conceptualized, designed, and tried several solutions. The final solution was to use an air hammer with a custom designed bit that sets the anchors to the correct depth. This process is 15-20 times faster than using a hammer, and significantly safer as well. With this innovation, the task has become safer, more efficient, and more accurate.

At Boeing Renton, our crew was assigned to remove and replace rainwater leader pipe. Protection of the owner's equipment is of utmost importance on this job. Water falling to the ground (or onto airplanes, tools, or equipment) was simply unacceptable. The existing piping contained water that was released as the pipes were cut. The crew worked out a system using visqueen tubing to capture and control the water, and lead it to the ground drains. This process was effective but cumbersome. The foremen enlisted the use of a vacuum truck and led the hose high to the rainwater leader. Care was taken to secure the hose to the structure of the building. This prevented the hose from unconstrained movement that could cause injury or property damage. Using the vacuum hose technique, 2600 gallons of water were collected quickly even while the visqueen tubing continued to work. This innovation made the job faster, safer, and controlled the risks of injury and property damage.

Innovation solves many problems on UMC jobsites and allows us to be intensely responsive to the needs of our clients. The intersection of production, quality and safety is a major source of innovative ideas. All suggestions for process improvement will be thoroughly investigated. Open communication between workers and management will provide the innovative solutions that are essential to our success.



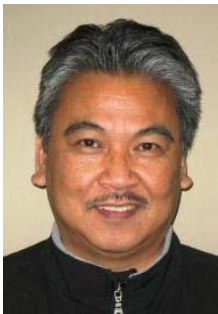
NEW UMC TEAM MEMBERS



Scott Bell started with UMC on 1/3/12. New to the Northwest, Scott comes to UMC from the San Francisco Bay area with over 12 years of experience as a Project Manager in mechanical contracting with Marelich Mechanical, Western Construction Group, and Scott Company. Scott is also a licensed general contractor in the state of California. He enjoys traveling and sports.



Scott Knecht started with UMC on 1/3/12. Before coming to UMC, he attended Washington State University in Pullman, Washington where he earned his Bachelor's Degree in Mechanical Engineering. Scott interned with the City of Spokane Valley where he gained experience in storm water design and installation inspection. He also has a background in residential plumbing and electrical, along with irrigation systems. Personal interests include biking, home restoration, and volunteering with his church.



Roberto Pascua became an employee of UMC on 1/3/12 after working as an independent contractor since May of 2010. Roberto spent the previous 2 ½ years as a CAD/ Plumbing Designer at McKinstry. Prior to working there, he was a Plumbing Designer at Wood Harbinger. In his spare time he likes to spend time with his family; his wife of 30 years, Anna, his daughter Jayna, his son Rolando, and his 3-year old granddaughter Abigail. He also enjoys walks with his dog Boomer.



Joel Perez started working for UMC on 1/9/12 as a Project Manager in the Special Projects Group, reporting to Steve Brooks. Joel is a rehire after spending the last 3 ½ years working at McKinstry as a Senior Account Manager. Joel brings 15 years of experience in the mechanical contracting industry including 10 years working for ACCO in California. He enjoys golfing and spending time with his family.



Ken Hammer started with UMC on 1/9/12, as a Project Executive reporting to Ted Granston. Ken comes to UMC with 15 years of experience in commercial design, construction, and project management. An engineer by training, he is a specialist in life science facilities from small R&D labs to GMP manufacturing plants. Prior to UMC, Ken was Vice President of Facilities at Dendreon. Ken enjoys biking and watching his son play sports.

LOOK WHAT'S HAPPENING

2012 EVENTS CALENDAR

SEPTEMBER

MCAWW Conference
Thursday, 9/27
WA State Convention Center

More to come...soon!



YEARS OF SERVICE

15 Years:

Bryan Eppler (Jan)
Chris Bondelid (Jan)

10 Years:

Curtis Watson (Jan)

5 Years:

Premo Peterson (Jan)
Kirk Baisch (Feb)

"HAPPY BIRTHDAY"

January

2 Pat Damitio
3 Chris Gunn
5 Steve Bueler
7 Wayne Hakola
11 Brett Endres
11 Kirk Baisch
14 Khai Xiong
16 Jon Ericson
29 Scott Locke
30 Rick Hawkins
30 Bill Rasmussen

February

3 Davin Chea
6 Paul Donohue
7 John Eimer
8 Greg Cannon
10 Deb Jones
14 Matt Kopicky
17 Warren Rose
21 Ned Moore
22 Ruthann Browse
23 Josh Wilson
24 Shane Jacob
26 Wayne Denton

