



CONNECTIONS

May 2011

President's Corner

As many of you know, last year UMC performed a market survey of our key clients as well as some potential clients. The purpose was to determine our clients' perspectives of UMC's strengths and weaknesses and to determine what criteria our clients rely upon to select mechanical contractors. One of the many interesting pieces of information resulting from the interviews was that our clients do not perceive safety as a competitive criterion for selecting their mechanical contractor. In short, they assume we are safe or we wouldn't be on their list. Therefore, our safety practices are not a competitive factor in their selection of a mechanical contractor.

The results of this survey are a catalyst for all of our current strategic initiatives and were also highly effective in pushing last year's strategic planning session to a new level for UMC.

Survey results such as these are only as effective as we make them, and they are meaningless if we don't believe them and take them seriously. True or not, these are our clients' perceptions, and they took the time to express them. We have to believe them in order to gain the most from the interviews and turn them into success.

So...back to that safety thing. When you get the chance, ask Kirk Baisch if he believes that bit about safety not adding up to be a competitive criterion for our clients. In all seriousness, we do believe this is our clients' perception. However, Kirk set out to work with all of you to challenge and change this perception. And that you did. As it turns out, in the case of safety criteria, it was our *not* believing and our challenging the survey responses that resulted in our success.

On March 22, we were invited to attend Sellen Construction's annual meeting. Sellen honored UMC as their Safety Subcontractor of the Year. What a privilege this was to be honored in front of the majority of Sellen's employees and to receive an enthusiastic round of applause from this great company.

On May 4, UMC was honored by the Mechanical Contractors Association of Western Washington for safety excellence. This award indicates how UMC stacks up against its competitors in the local market and, thus is a significantly relevant success measure.

On May 19, we will attend the AGC Build Washington Awards 2011 where UMC is a finalist and will again be honored for our safety accomplishments in 2010.

Clearly, UMC has leveraged safety into a competitive advantage. And as long as we keep the focus and continue our diligence, UMC's safety leadership will be a key factor in our ability to gain work in this tough market.

Congratulations to all for your contribution to a safe workplace at UMC.

-Jerry Bush



Innovation

We have all seen the success that Virtual Construction Services has been at providing early design drawing production, construction clash detection, and fabrication spooling directly from the models. These services have been utilized primarily with our large commercial and industrial projects where high levels of integration between trades have been required.

Could this same powerful tool be successful for small quick turn projects? Absolutely! At Seattle Cancer Care Alliance we utilized our VCS team to create sheet metal shop drawings for a 3,000 square foot build-out of a shelled space. Starting with our single-line design drawings, Ned Moore and company produced 3D sheetmetal plans utilizing our existing structural backgrounds and record plans.

When permit plans were submitted, our sheetmetal fabrication drawings along with individual duct tickets were provided to our foreman Ron Durst for field review. One site visit to confirm logistics and necessary offsets, and the final plans were updated and sent to fabrication.

Fabricated ductwork arrived on the job site the first day of mobilization and construction, and was immediately staged and installation began within hours, minimizing lay down area and material handling. Rough-in was complete 1 week later.

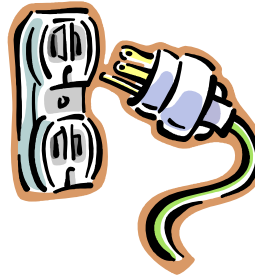
The key to this success was the pre-planning and thorough review of the design by our foreman and VCS team to get it right the first time, and optimize the window of time that we had the space all to ourselves for installation of our product.

As our process becomes more integrated, look for more and more projects to be one single model, from project inception, to fabrication, to closeout. Small to large, preplanning and fabrication can provide us a true time and value advantage to our clients.

- Steve Brooks & Doug Smith



Safety



Electrical Safety

Electricity surrounds us and is used extensively at work and at home. Electricity lights up our home and work environments, powers our computers and many of the tools we use. Our lives would be vastly different without it. But we cannot allow ourselves to ignore the risks associated with electricity. It is the amount of current that passes through the body – not only high voltage – that can kill. Don't let yourself become the path to ground.

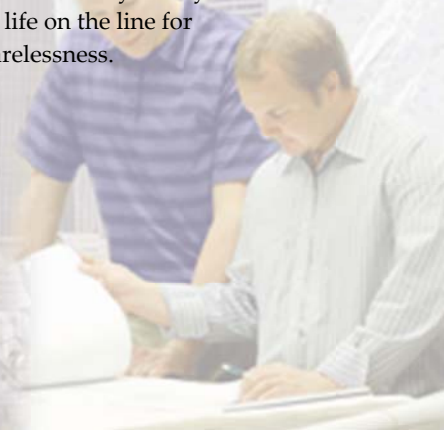
Electrocution risk rises significantly when you are working with electric tools, and around receptacles and power cords in wet, damp, or humid conditions. When your skin is wet with water or sweat, the moisture reduces the body's resistance to electrical current. This makes it more likely that an electrical shock could cause uncoordinated and ineffective pumping of the heart, which can have deadly consequences. Wet conditions amplify electrocution risk. Never use electrical equipment when your hands are wet or any part of your body is touching water.

Tips to avoid electrical accidents:

- Water and electricity can be a fatal combination. Wear rubber gloves and boots, use rubber mats, insulated tools, and fiberglass ladders, if necessary.
- Treat every electric wire as if it is live.
- Inspect equipment, tools and extension cords before each use.
- Take faulty equipment 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.
- Be sure that power source you are using has a GFCI (ground fault circuit interrupter). If not, use a GFCI pigtail.
- 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. Remove the tool from service for repair. Ignoring this type of warning signal may cause serious injury the next time.
- Never disconnect an electrical plug by pulling the cord.
- 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.

It is the amount of current that passes through the body – not only high voltage – that can kill. Don't let yourself become the path to ground. Use electricity wisely. Don't take any risks - don't put your life on the line for convenience, production, or carelessness.



On the Move...



Congratulations to Paul Schuler on his recent promotion to Service Group, Plumbing Field Supervisor. In his new position, all Service Plumbers will report directly to Paul.

As the Service Group Plumbing Field Supervisor, Paul will be responsible for overall development and quality of the Service Plumbers. Paul began his career with UMC in the Service Group as a Plumber in January 2000.

Please take a moment to congratulate Paul the next time you see him!

2011 Events Calendar

AUGUST

Summer Picnic

Saturday, 8/13

10:00am-2:00pm

Cottage Lake Park, Woodinville

SEPTEMBER

Golf Tournament

Sunday, 9/11

7:00am-2:00pm

Harbour Point Golf Course

OCTOBER

Trick or Treat Party

Thursday, 10/27

3:00pm-5:00pm

UMC

DECEMBER

Santa Party

Thursday, 12/8

5:00pm-7:00pm

UMC

JANUARY, 2011

Holiday Party

Saturday, 1/14

6:00pm-Midnight

Lynnwood Convention Center

Anniversaries

30 Years:

Gary Peterson (June)

15 Years:

Randy Adams (June)

5 Years:

Renee Leon (May)

Ed Lions (May)

Vern Roach (May)

Steve Turek (June)

Patrick Hennessey (June)

Birthdays

May

2 Chris Sandhop

5 CV Nguyen

5 Gail Kinner

7 Eric Talley

9 Janelle Jones

9 Cindy Littrell

9 Tom Donaldson

15 Steve Otis

17 Debi Seriales

19 Rene Soucy

25 David Malone

26 Rich Happel

26 Antonio Fernandez

28 Tom Boysen

June

11 Jon Baker

13 Linda Pelletier

17 Peter Martynovych

18 Rich Munoz

21 Catherine Waldren

24 Steve Russo

24 Konstantin Aluf

27 Craig Murphy

Wall of Honor

We are starting a program to honor and keep in our thoughts the family members of UMC employees who are **actively** serving in the US Army, Navy, Marine Corps, or Air Force. We are very appreciative of their dedication and service to our country, so we would like to acknowledge them and need your help.

If you have any family members, (son, daughter, mother, father, sister, brother, aunt, uncle, cousin, and / or any in-law of the same) now serving in the Armed Forces, please send me the following information:

- Name
- Rank
- Branch of Service
- Relationship to you (the employee)

** Also, we would like to include a photo (preferably in uniform) on our wall of honor.

In addition to active members of the Military, if you had a family member that has **previously** served in any war or branch of service, please send me their name, rank, and relationship as we will be listing this group of people separately (no photos).

Once the wall of honor is complete, it will be on display at the UMC main office, so please get your submissions to Marj (mschmidt@umci.com) ASAP.



You will soon be noticing a remodel on the second floor in the Virtual Construction Services (VCS) area (formerly BIM & Detailing). We are in need of more space and the new design of this area will lend itself to give us just that. The work is going to commence on Friday, May 20 and should be complete the next week.

