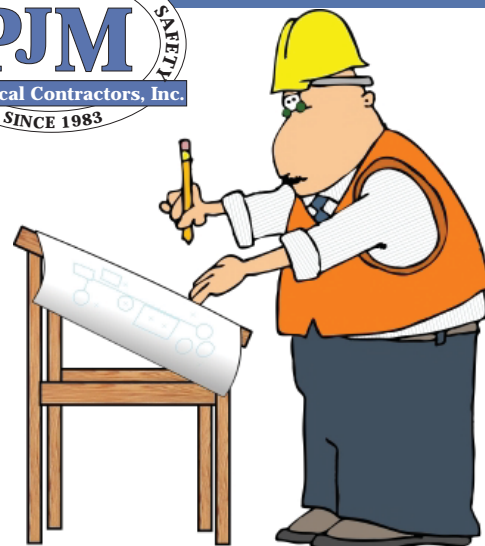


The PJM Pipeline

PJM Mechanical Contractors
Publication
Volume3 , Number 1

WINTER 2007



Hello and welcome to the 5th edition of The PJM Pipeline... Hard to believe it's February! Seems like just last week we were eating turkey and picking out what we wanted for Christmas. As always we are trying to keep everyone informed of the news, statistics, trends and what's going on here at PJM Mechanical. All the while trying to keep our employees *safe* and *healthy* with informative articles, reading recommendations and safety tips. With that in mind we have revised the Pipeline slightly, so please check out one of our newest features called "Recent Projects", "The Safety Trivia" has been replaced with the "Standard For Excellence". As always your feedback is welcome; just email Pat Mosner at pmosner@pjmmechanical.com and let him know about any issues, articles or topics you would like to see covered in "The PJM Pipeline".

SAFETY PROGRAM

PJM has made great strides toward being the premier mechanical service company in the region!

What's In This Issue

- ❖ Standard Of Excellence..... Page 1
- ❖ Safety Program..... Page 1
- ❖ Laying The Foundation.....Page 2
- ❖ Employee News (Contest)..Page 2
- ❖ Here's To Your Health.....Page 2
- ❖ News From Service.....Page 2
- ❖ An Inside View.....Page 3
- ❖ Jobs Bidding / Pending..... Page 4

UA Standard For Excellence

PJM is working to adopt the UA Standard for Excellence for our company.

What is the Standard for excellence? It is a commitment to promote the highest industry standard in the workplace. It will promote our world class skills through safe and efficient work practices on the projects by signatory contractors such as PJM, for our quality customers. To find out more about the UA Standard for excellence and commitment to our future you can go to www.pjmmechanical.com and click the "About us" link.

In keeping with that focus, Rich Hart has been added to manage the safety program which will free Mike Caterson up to spend more time working with our valued clients and staff.

Rich will make sure that we lay down the **L.A.W.** Regarding your safety...

LEARNING about being safe is the first step and your training should be complete and up to date.

AWARENESS is the key to using your knowledge effectively so that safety plays an important role in your job and is not considered a nuisance. Finally, we have to accept responsibility for each other by:

WATCHING what others are doing around us. In implementing these strategies, PJM will be a stronger, healthier company and you will be able to provide for your future and family as you had planned to.

Rich will handle all your concerns and questions about safety and will be an extra set of eyes on the job site. Teamwork between you and management will create an atmosphere of trust that will get the job done well and safely. Contact Rich Hart at 609-439-8137.



NEWS...From Our Service Division

PJM Mechanical Contractors
Publication
Volume 3, Number 1

WINTER 2007

The **PJM** Pipeline

Laying The Foundation

By: Patrick Mosner
President



Everyone needs a good service company like PJM. This is very true for many of the top selling manufacturers and representatives of HVAC equipment. Teaming up with a few quality manufacturers is beneficial for both parties. Manufacturers need good service people for start up, trouble shooting and warranty work. The service company is provided the opportunity for much more work and more exposure within the market. This is a win win relationship with the right chemistry. PJM is looking to do just that.

HERE'S TO YOUR HEALTH

Yes exercising and eating right will certainly make you feel better, however spending quality time on things you personally enjoy is equally as important. Reducing stress is really a key component to a healthier lifestyle. This can be done in various ways; such as starting a hobby or just quietly reading. Some people like quiet time to meditate and clear their busy mind. One exercise that is recommended by many, is to recognize the many things around you that you can be grateful for. We sometimes take things for granted. Each day write down a few things that you have to be thankful for. For example your health, helping another, the quality you see in another person, picking up litter, a quite lunch you had with a friend. It sounds very simple but it works. If you keep up this exercise you will get better in time to recognize the good things all around you and track them by writing them down before bed (3-5 things are sufficient). At the end of each week read your list back and you will review the past week of little doses of what is called creative gratitude. Things you created to be thankful for. This will help you reflect on the good things and begin to look for others, and you will slowly move away from the negative thoughts. Be safe, be well, its all about you.

Recommended Reading: "Gratitude: A Way of Life"
by Louise L. Hay

**This article is for information purposes only. It is not meant to advise, treat, diagnose or prevent any illness or disease. Please check with your physician before undertaking any new health program..whether diet, supplementation or exercise.*

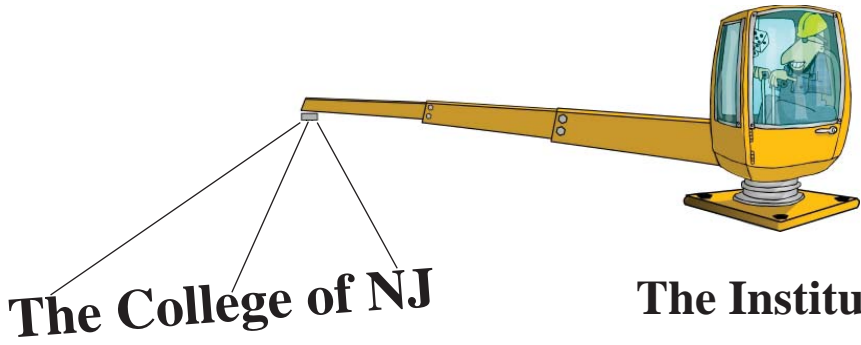
If you have been reading the Mosner's corner section of our PJM Pipeline we have been discussing creating value for clients, working with change in our industry, being involved with a mixed group, and overall quality. I think we have done just that. It was a goal for PJM to expedite putting together a project close-out team. The close-out team has the unique ability to take the project through punch list and documentation completion. This is no small task and requires attention to detail and extreme follow through. I would like to welcome Mr Charles Thomas to PJM who will be working with all of us as our close out manager. Charles has many years experience working in our industry and is very familiar with the entire construction process and specifically the effort required to take a project to final close-out. Please join me in welcoming Charles to our project team. I would also like to take this opportunity to welcome our new safety manager Rich Hart. Rich comes to PJM with much experience and success from US Steel Corporation. Rich will be working closely with Mike Caterson to support everyone with our safety program and safety training.

Employee News & Recognition

PJM would like to announce our **PJM Quality Plan** that recognizes those who go that extra mile. Every quarter fellow employees from each area of the company will carefully select an employee who fits the criteria for the **PJM Quality Award**. The employee who wins will receive a PJM quality pin, a \$100 cash award and a recognition letter of their accomplishments. We will select an overall winner of the PJM quality plan by picking from the four quarterly winners. That winner will receive an AMEX gift certificate from PJM for the winner and their family!

An Inside View...

We wanted to show our readers an Inside View of the various types of jobs we take on here at PJM Mechanical. Below are brief descriptions and images of some of our hard working mechanics.



The Institute Of Advanced Study

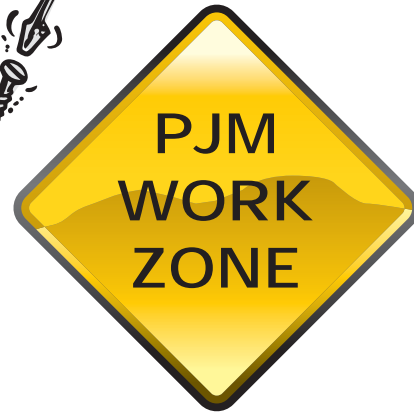
The pictures below are from a new project we are starting at the College of NJ. The PJM crews are working on replacing some of the old steam and condensate piping.



Pictured above we see PJM crews installing new underground chilled water piping at the Institute for Advanced Study.

JUST THE FACTS JACK...

Just The Facts is the place to find out what's happening here at PJM Mechanical Contractors. If you want to be informed about what jobs have been awarded and what's pending this is the place to be. Keep in mind that this list will be constantly changing and updated as we are awarded more work. This list is current as of February 1st 2007.



■ Recent Jobs Awarded

- ◆ Carnegie Center Office Fitout
- ◆ Dendreon
- ◆ Ethicon C-Wing Demolition
- ◆ Ethicon Prof. Ed. Bldg.
- ◆ Gas Dynamics & Module Five
- ◆ Hercules
- ◆ Hunt Construction Office
- ◆ Nassau Inn
- ◆ Northern Burlington H.S.
- ◆ Ocean Medical Center
- ◆ Ortho-McNeil
- ◆ Ortho-McNeil-OCD – HTS building
- ◆ College of New Jersey

Plumbing & HVAC
HVAC
Plumbing & HVAC
Plumbing & HVAC
Plumbing & HVAC
Fire Protection
HVAC
HVAC
Plumbing
HVAC
HVAC
Plumbing & HVAC
HVAC

■ Recent Jobs Serviced

- ◆ Northern Burlington High School
- ◆ New Hanover Senior Building
- ◆ Intech
- ◆ Carfaro
- ◆ The College of New Jersey

BOE
New Hanover Twp.
Direct
Direct
Direct