



YOUR BEST INVESTMENT: BACK TO BASICS

With the economy dominating the news, it's obvious that the wave of good fortune we've been riding for the past several years has gone by the wayside. But amid all the clouds, economists say a silver lining is beginning to emerge: people are showing some restraint and getting back to basics, which experts agree is good for the country in the long run.

There is a difference between what we want and what we need. We are in a market that is clearly driven by need, and we've certainly seen a shift toward this trend here at PJM. More and more customers want to fix what they have, replace what is broken and extend the life of their equipment, and we've seen an increase in interest in finding ways to reduce energy consumption, as well.

In these uncertain times and as always, customers know that they can call PJM for true service expertise from someone they can trust. We respond immediately (in fact we've gained many new relationships because no one else showed in the middle of the night or on a Sunday), and we do the job right.

Here at PJM we are still busy and growing. In fact, we've recently taken on additional personnel both in the office and in the field to support our projects. If you are in need of preventive maintenance, or if your equipment needs a little TLC, a small repair, or replacement, we can help. And if you know someone who could benefit from PJM's services, we certainly would appreciate the recommendation.

Service Photo Album



Here are two new boilers installed, started and tested for a customer. The old boilers had served their time and new energy efficient boilers were needed.



Recently, we received a panic call at 4:30 p.m. from a customer stating that a contractor had broken a 10" water line. They asked if we can get a crew to the site, and do whatever was needed to help. We had our first people on site within 20 minutes and took over to resolve the problem. We temporarily capped the broken line and worked diligently to provide the customer a temporary means of getting water. Through quick response we kept our customer from having to shut down their manufacturing process and kept things running until they were back on line.

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SAFETY IS CONTAGIOUS

By: PJM Safety Department



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The PJM Pipeline

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Every good contractor knows that on the job site, safety should always be the number one priority. No one wants to see a friend or co-worker injured.

Safety is contagious. Workers tend to follow what they see around them. Studies have shown that in a safe environment where procedures are developed and adhered to, workers naturally tend to work in a safer manner. But in an environment where safety is lacking, these same conscientious people become more lax in their behavior, and more accidents happen.

When you set a good example for others, they will follow suit. At PJM, we want to make sure everyone catches the safety bug.

HUMIDIFICATION BENEFITS

This winter season has been one of the coldest on record, and earlier this month the groundhog saw his shadow, predicting 6 more weeks of winter. We think it's the perfect time to tell you about the true benefits a properly sized and maintained humidification system can provide:

1. By regulating the relative humidity (RH), your home or workplace will feel warmer and more comfortable. With the proper RH, 67 degrees feels more like 70 degrees, enabling you to lower the thermostat and save energy costs.
2. When the mucous membranes in your respiratory system are dry, they are more susceptible to viruses and bacterial infections. Humidification keeps your body hydrated and decreases the incidence of sore throats and upper respiratory infections, thereby reducing lost time in the workplace due to illness.
3. Your skin, the body's largest organ, is less prone to cracking, peeling and itching.
4. Humidified air helps to discharge static electricity, eliminating the frequent electric shocks we experience in the wintertime.
5. Cabinets, hardwood floors, wood furniture, and walls do not dry out, split or crack in a properly humidified environment.

Service Photo Album



Here PJM works quickly to install three new cooling towers for a customer. Once the new towers were delivered to site, they were craned into place, connected, wired and ready to go in short order. "We are certainly believers in pre-planning to minimize installation and start-up time wherever possible", says Patrick Mosner, president of PJM.

Between A Rock And A Hardhat

One morning a local highway department crew reaches their job-site and realizes they have forgotten all their shovels.

The crew's foreman radios the office and tells his supervisor the situation.

Thinking quickly the supervisor radios back and says, "Don't worry, we'll send some shovels..... just lean on each other until they arrive."

FEATURED PROJECT

By: Patrick Mosner, President

We have all been there. There comes that point in time when your mechanical, plumbing or control system has failed you. But the real rub is, have you really done enough to maintain your equipment to ensure a long life of service with great preventive maintenance? Or has the equipment been ignored, not maintained, or not maintained properly? Much like an old car you may have owned, you have to make a choice. How much money should I put into this? Can it be repaired? Is it worth it?

Many of us have viewed things as “disposable” over the years. Our attitude has been, “if it’s not working, replace it” – a simple answer, certainly, but an expensive one. Now, most of us no longer have that luxury, and it is necessary to have a good preventive maintenance program in place. Just as importantly, it is vital to have a mechanical contractor who won’t readily condemn problem equipment, but is knowledgeable enough to say, “I can repair it and get it working correctly, and it can provide many more years of reliable service for you”. Not only does this save you money, there is a satisfaction in knowing you’ve repaired something and it is serving you once again.

Case in point: shown here, PJM is working diligently to repair a sand filter system for a utility customer. This system had been condemned by another contractor who advised replacing it. Rather than going through the great expense of removing the system and rigging in all new filters, PJM determined that parts and smarts were all that was needed. Within a small time frame, the sand filters were working like champs, and our client was back up and running again. We are glad to have had the opportunity to serve.

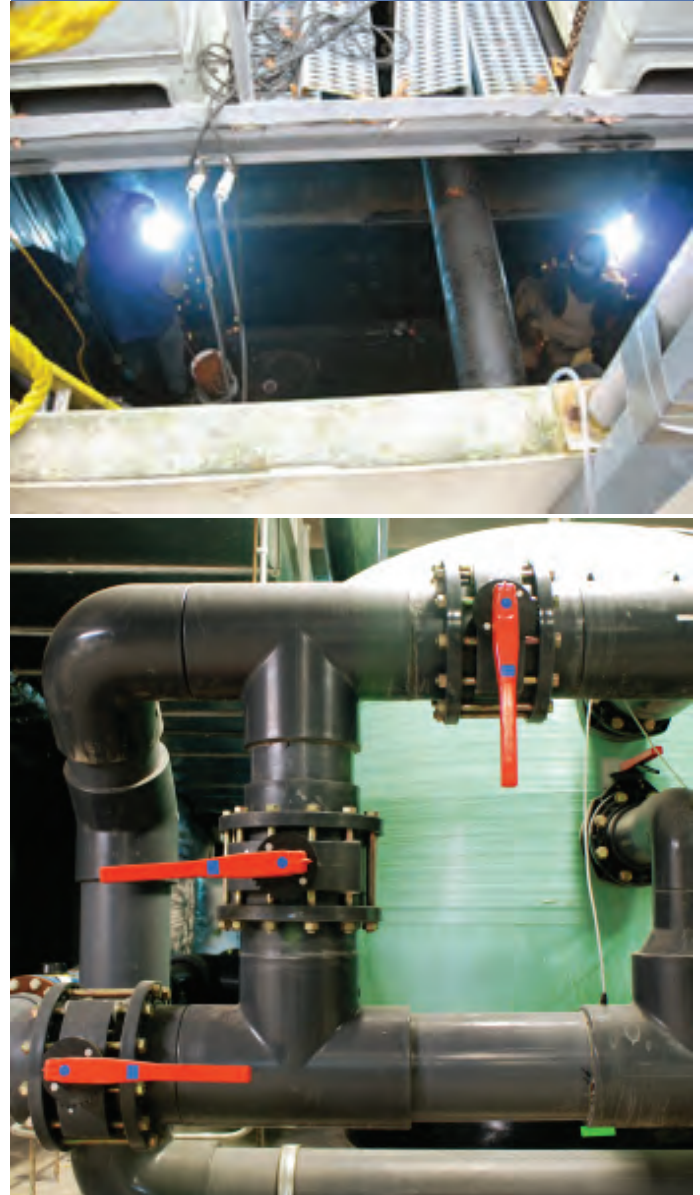


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The **PJM** Pipeline

Featured Project



PJM'S CONTINUED GROWTH

We must be doing something right...

PJM Mechanical continues to grow and we like it to show.

PJM Mechanical has been awarded quite a few new projects including

- *CHS Fuld Renovations
- *FMC Bio Tech Project
- *Ferminich Process Piping Project

PJM Thanks You

PJM would also like to take a time out to thank our customers old and new for another successful year of having the opportunity to serve them!