



GET TO KNOW US

Recently, one of our staff was speaking with a manager for one of our clients, a large food manufacturer, about an ongoing HVAC project. Toward the end of their conversation, the client remembered something he wanted to ask. "Oh, by the way – can you recommend a good sheet metal contractor?"

Oops. Had we forgotten to mention? PJM does sheet metal work.

Naturally, we would like to think that all of our customers have been made aware of our full list of services, but we must sheepishly admit that we had neglected to mention this simple and important fact to one of our top clients. Fortunately – and by sheer chance – we found out about a large upcoming sheet metal project we're now preparing to bid.

We're reminded of an old saying: "Never ASSUME, because"...well, you know how it goes. So, in case we forgot to tell you about some of our areas of expertise, here's a list of what we have to offer:

- *Heating, Ventilation & Air Conditioning
- *Plumbing
- *Small/Fast Track Projects
- *Refrigeration
- *Sprinklers/Fire Protection
- *Sheet Metal
- *Building Automation
- *Routine and Preventive Maintenance
- *24 Hour Emergency Services
- *Energy Engineering (saving \$\$ on utilities)
- *General Contracting
- *Retro Commissioning

What's In This Issue

- | | |
|-----------------------|----------|
| ❖ Get To Know US | Page 1 |
| ❖ Service Photo Album | Page 1-2 |
| ❖ Electrical Safety | Page 2 |
| ❖ From Soup To Nuts | Page 3 |
| ❖ Between A Rock | Page 3 |
| ❖ Featured Project | Page 3 |

Service Photo Album



Top: Air handler unit goes in for a pharma/bio client.
Bottom: Welding a connection flange for a weekend shutdown that had to be commissioned by Monday.

THE "A" LIST ON SAFETY

By: Rick Hart, Safety Manager

When PJM Mechanical shows up on the job, you can be sure there is leadership and professionalism wrapped around the tools and prints.

Aside from becoming an "A" list contractor for Bristol-Myers Squibb, we have taken the initiative to be a force for safety on our other sites.

We have begun to use a laptop computer as a tool to bring high-quality safety DVDs to our crews in the field. We have even extended an invitation to GCs to utilize the time to have all the other contractors on site attend these sessions.

We feel that this will help raise safety awareness for all the workers on site for the benefit of all.



PJM'S CONTINUED GROWTH

We must be doing something right, PJM Mechanical continues to grow...

It's not something everyone can say these days. In fact we don't know many who can. We have seen an increase in much of our small project work along with emergency repair work as well. Glenn Landolfi and our service group have been a big plus. Customers are trying to save money and we are certainly seeing them making repairs on systems rather than replacing them. When customers can rely on you, the sky is the limit. Our growth philosophy is.

Do what you say your going to do
Show up on time
Say please and thank you.....That's it

We would also like to introduce Joe Paretti as our PJM Service Plumber. Joe is another quality example of our consistent growth at PJM. We would like to have our clients feel welcome to put their plumbing service needs in Joe's hands.

PJM Mechanical Contractors
Publication
Volume 4, Number 2

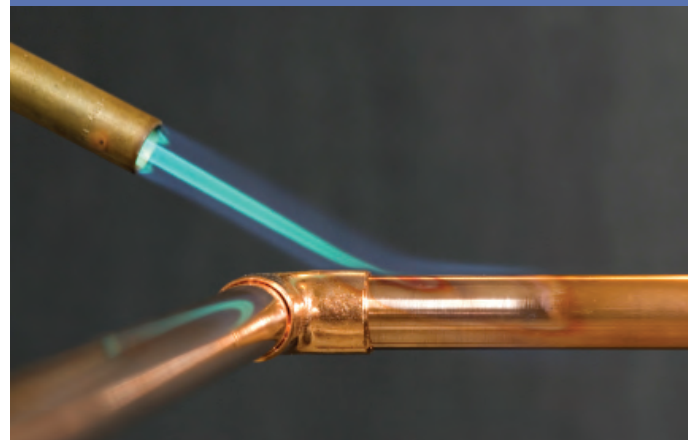
NOVEMBER 2008

The **PJM** Pipeline

(continued from pg. 1)



Service Photo Album



At PJM Mechanical there is no job too small, here we are soldering a copper water line during an emergency repair.



PJM was called to repair a broken underground line. We quickly identified and repaired the issue and our client was back in business in no time.

Between A Rock And A Hardhat

A window salesman phoned a customer.

"Hello, Mr. Brown," said the Sales Rep, "I'm calling because our company replaced all the windows in your house with our triple-glazed weather-tight windows over a year ago, and you still haven't sent us a single payment."

The customer replied, "But you said they'd pay for THEMSELVES in 12 months."

FROM SOUP TO NUTS

By: Patrick Mosner, President

PJM Mechanical Contractors
Publication
Volume 4, Number 3

NOVEMBER 2008

The **PJM** Pipeline



PJM has had the unique opportunity to not only install all of the mechanical and control systems we are well known for. But we have been asked by many clients to act as the GC on their projects.

Instead of hiring multiple subcontractors for their project and having to coordinate each trade, these clients know they can depend on PJM to oversee everything...

We appreciate the confidence clients have in our ability. We also find it a bit easier to be in control of our own destiny. We are also able to manage quality control a lot better because we handle the total package. Its a win win process for our clients.

We also like to make sure there are no punch list items left in the end before turnover to our client, that mechanical and electrical systems are working per design and the architectural features have the details attended to.

One big plus is PJM knows what contractors to hire for each discipline by having worked with so many other quality contractors in the past. We also know who is not desirable or should not take on a particular type of project. This benefits our clients in so many ways as we can make sure a project is headed for success at the kick off.

Our clients know we will treat their project as our very own. Constant communication and review of the projects process really gives a client a comfort level that they made the right decision.

Here are a few progress photos of our most recent GC project where PJM had converted an old greenhouse to brand new offices and new state of the art science classrooms. We are kind of proud of it ourselves.

**Do you have a project that needs special attention?
Let's get it done...PJM!**

Thanksgiving is approaching quickly. With busy lives and so much going on it seems like the holidays can almost be a blur. So before we get swept up in the holiday rush, we wanted to share a sincere ***Thank You to Everyone at PJM, Especially Our Clients.*** Don't forget to hug your kids! -Patrick Mosner

Featured Project



Above you can see the new science labs in the midst of construction and the final product. PJM was the General Contractor on this job. Thanks for the confidence in us.

