

The PJM Pipeline

PJM Mechanical Contractors
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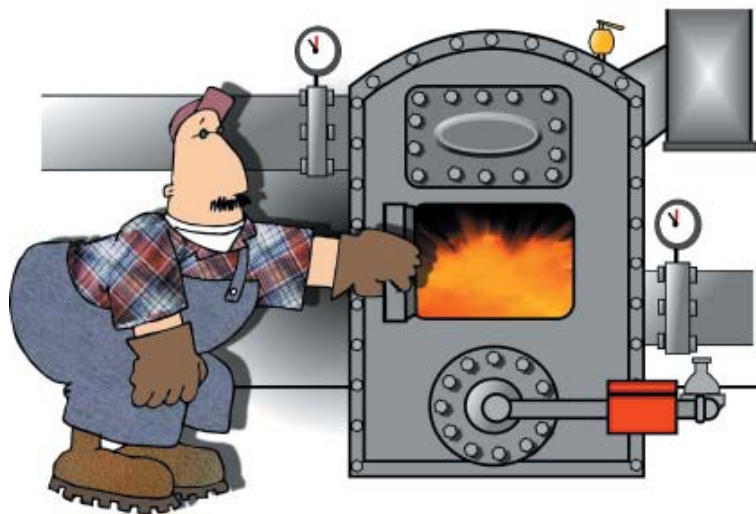
NOVEMBER 2007



PJM has been working hard since our last update in the Summer edition of The PJM Pipeline. It's now Fall, the leaves are turning and the rakes are coming out. Now is the time to start calling our service manager, Glenn Landolfi, for a diagnostic check up of your HVAC systems. Don't make the costly mistake of waiting until it fails this winter. Contact Glenn at glandolfi@pjmmechanical.com.

The PJM Service Department has recently relocated from around the corner to our main building on fifth street. This has been a big plus in coordinating efforts between different departments of the company. We would like to thank Glenn Landolfi and our service techs for their hard work relocating all in the midst of our summer season. We would also like to let everyone know that we are very pleased to announce that Jan Lawson, who was out on medical leave for a time, has returned (welcome back Jan). We also wish the best health and a speedy recovery for Scott Charne.

We would also like to say thank you to Tracy Redmile, Mike Caterson and so many others who pitched in this summer to fill the gaps. Last but not least, we would like to say "thank you" to everyone for their help in servicing our customers and supporting each other. At PJM it really is a TEAM effort (Together Everyone Accomplishes More).



SAFETY MANUAL

The new PJM Safety Manual is complete, reviewed by the DOL and distributed to all of our employees. To help ensure that it gets read, a quiz is included which will also provide a record for OSHA that each of us has received and understands the company's policies and procedures.

We expect that, when armed with enough knowledge, our employees can better recognize an unsafe condition and, along with the foreman and co-workers, correct the problem so the work can proceed safely.

We encourage every employee to actively participate in job site safety so that it becomes a team effort and an unwavering aspect of our work that we look out for each other. That is the culture at PJM and one of the reasons PJM stands above the rest.

If you would like to receive a copy of The PJM Safety Manual please contact Rich Hart at rhart@pjmmechanical.com



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The Inside View...



We wanted to show our readers an inside view of the complex projects we take on here at PJM Mechanical. Below are brief descriptions and images of some of our skilled mechanics.

Hercules Acetone



At Hercules Acetone in Parlin, NJ. PJM Mechanical was the General Contractor; we built an expansion to an existing fire pump house and set the vaporizer.



We installed the foundation for the Vaporizer and erected the support tower



This was our crew setting the Vaporizer



Completed project on time and in budget

The Inside View...

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Manufacturing Plant Edison, NJ



PJM was the General Contractor doing the installation of 2 Make-up air units at a manufacturing plant in Edison, NJ. These large units are 7 1/2 million BTUs each.



PJM crew hard at work setting the second Make-up air unit.

Doing A Good Job

By: Patrick Mosner, President

In past PJM Pipeline articles we spoke about issues such as focusing on creating value for clients. We also discussed the fact that the only constant in our industry is change. They are both very true statements that apply to PJM as well as everyone in our industry.

Looking back over the Pipeline newsletters, I wanted to share "Doing a Good Job", for which we at PJM have an excellent reputation in our market. I am not sure if you ever thought of this in this way. When people spend money on a new car, they expect it to be a good car. When people pay for a meal at a restaurant, they expect it to be appetizing. And when people hire a contractor, they expect good results. A good job is expected; it's ground zero. But the true key to "doing a good job" is what you do above and beyond what is expected.

"How friendly were they? Did they call back on time? Do they care about my needs? Were they appreciative of my patronage?" We at PJM know that sometimes it's the little things that matter most. Customers want a relationship with a good contractor with a good reputation. At PJM, we believe in going the extra mile, and that is what sets us apart makes us a great company.

I would like to thank everyone at PJM for their efforts in making us a great contractor and for the experience you give our customers.

Between A Rock And A Hardhat

A plumber was attended to a leaking faucet at the neurosurgeon's house.

After a two-minute job the plumber demanded \$150.

The neurosurgeon exclaimed, 'I don't charge this amount even though I am a surgeon.'

The plumber replied, "I didn't either, when I was a surgeon. That's why I became a plumber."