



**Engineering and Utility
Infrastructure Contractor**

**Discover the
Henkels & McCoy Difference**

Safety is a Value

About Us

Quality Defined by You

Project Management

Why Henkels & McCoy

Serving These Markets:

Power

Renewable Energy

Communications

H&M NetWorks

Government Services

Pipeline and Natural Gas

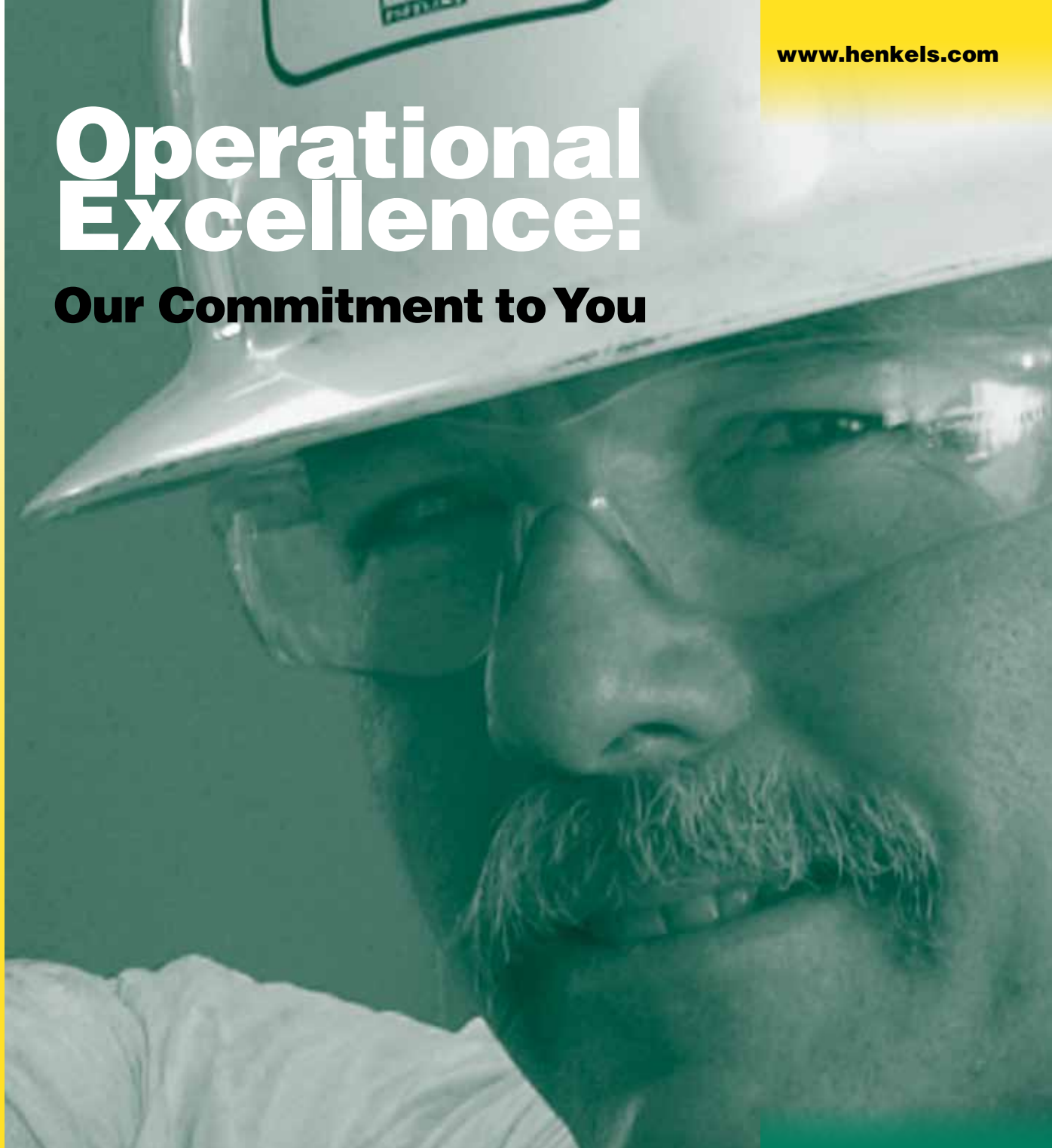
Water/Wastewater Services

General/Industrial Services

PERFORMANCE
has built our business...®

Operational Excellence:

Our Commitment to You



Safety is a Value

Henkels & McCoy is a recipient of many Safety Awards. Among groups recognizing our safety practices are the following industry or trade groups:

National Utility Contractors Association

Pipe Line Contractors Association

Mechanical Contractors Association of America

Texas Safety Association

Philosophy

Safety represents a commitment to protect our employees, customers, and the public. Our corporate safety program is well known throughout the industry and assures that our safety performance is a result of continual evaluation and implementation of company and industry-wide best practices.

Results

Henkels & McCoy's safety performance continues to improve year after year. Henkels & McCoy strives to achieve safety excellence with our ultimate goal of "Nobody Gets Hurt."

Leadership

In 2004, Henkels & McCoy joined with OSHA, the IBEW, industry groups (EEI, NECA), and five other contractors as a founding member of the OSHA ET&D Safety Partnership. The Partnership's goal is to reduce fatalities, injuries, and illnesses. Initiatives include the development of "Best Practices" and training programs specifically targeting the power transmission and distribution industry.

Safety Initiatives

In September of 2008, the Partnership between OSHA and the Electrical Transmission and Distribution group was re-signed for an additional two years. The training goal previously set forth by the Partnership executive team was to train all electrical power employees within the various partner companies in the newly created and OSHA approved T&D OSHA 10-hour training program.



The Partnership also developed a Supervisory Leadership Program known as the "ET&D 20-Hour Program," which places emphasis on supervisor and management leadership knowledge and skills development.

Henkels & McCoy, along with the partner companies, has committed to train all supervisors and managers on the ET&D 20-Hour program. Henkels & McCoy has expanded this program to include supervisors and managers across all of our lines of business.

At Henkels & McCoy, our commitment to safety education and training is ongoing.



Real Value Where It Counts

About Us

Henkels & McCoy, founded in 1923 by John B. Henkels, Jr., started out performing tree-trimming, landscaping, and tennis court construction. A hurricane in New England in 1938 proved to be the turning point in our history. While the storm was still blowing its way through the Northeast, Henkels & McCoy rallied, recruiting teams of linemen to send to the area. Just hours after the winds subsided, Henkels & McCoy crews rolled in to restore utility services.

Today, Henkels & McCoy is one of the largest privately held engineering, project management, construction, and training firms providing critical infrastructure for the electric power, communications, natural gas and pipeline, renewable energy, and water industries. We consistently rank in the top tier of the *Engineering News-Record* list of Specialty Contractors.

Quality

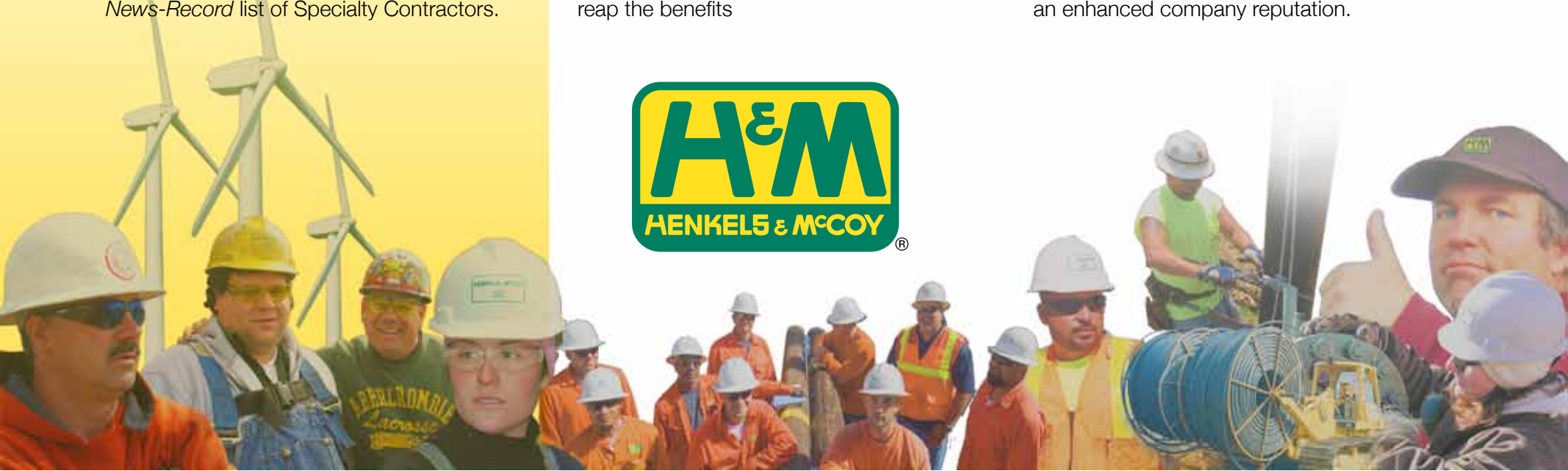
Quality is defined by the customer. Henkels & McCoy understands that the term “quality assurance” requires collective action and accountability. True continuous improvement is the result of systematic planning, execution, coordination, and verification. Our belief in peak performance cuts across all areas of our business and comes to life through our Corporate Quality Assurance group, a unit with a central role in developing processes and mechanisms to stimulate consistent, proactive dialogue with customers throughout the relationship.

In addition, Corporate Quality Assurance group focuses on internal communication and benchmarking to identify and apply organization wide best practices. Through this process, we collectively become as strong as our strongest practice. Both Henkels & McCoy and our customers reap the benefits

Project Management

Henkels & McCoy’s Project Management Program is modeled on the principles of the Project Management Body of Knowledge® developed by the Project Management Institute®. Our program is developing the next generation of project managers, project supervisors, and project controllers through a combination of formal classroom, online, and on-the-job training. The focus throughout is on key skills such as communications, customer interface, planning and scheduling, risk assessment, and mitigation and project controls.

The Henkels & McCoy Project Management Methodology is integrated with our culture and processes, resulting in improved overall performance (on-time and on-budget), increased customer satisfaction, and an enhanced company reputation.



Why Henkels & McCoy

Goal

Our Goal is to recreate Henkels & McCoy continuously as a strong, prosperous, and diverse business that lives the values of its founders.

Mission

Henkels & McCoy designs, builds, and maintains infrastructure for the energy, communications, and water markets. We provide project management, engineering, construction, installation, maintenance, and training services to utility, commercial, industrial, and government customers. We are committed to Performance, always striving to lead in these diversified services throughout the United States and in selected international locations. We accomplish this mission with integrity and the innovative application of technology and business processes to every aspect of Company safety, quality, and productivity. Through these endeavors, we provide unique value to our customers, our people, and society.

Our People

With an uninterrupted history of family leadership since our inception, our commitment to you is far more than professional; it is personal. This pledge resonates throughout the organization, from management to our operational, craft, and administrative employees.

Well Established Firm/ Financial Strength

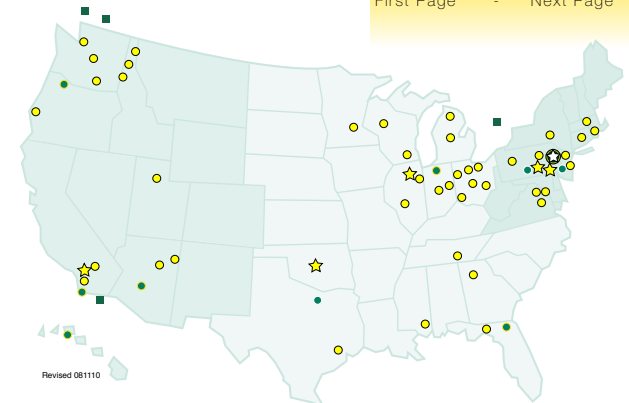
When you put your trust in Henkels & McCoy, you are enlisting the expertise of an independently owned organization that has grown consistently since 1923. We have the stability, credibility, and financial wherewithal to execute virtually any size project. In an era of mergers and acquisitions, we offer the peace of mind, confidence, and reliability that come with experience and a commitment to our future and yours.

Significant Resources

With more than 5,000 employees and approximately 7,000 pieces of modern equipment, our ability to provide total solutions is unsurpassed. Henkels & McCoy employees perform most of our work, assuring customers that the highest standards are uniformly applied. Henkels & McCoy also turn overs our fleet to meet the new tier 3 and 4 type engines for construction equipment.

National Footprint

Our resources are strategically deployed at over 80 fully functional regional, area, and project offices from [New England to Hawaii](#), with additional offices in Canada and Mexico. This strategy assures quick, cost-efficient mobilization. While your priorities may change over the life of a project, we retain our capacity to deliver on time and on budget.



Revised 081110

- Henkels & McCoy Corporate Headquarters, Blue Bell, PA
- Henkels & McCoy Regional Headquarters, Divisional Headquarters
- Henkels & McCoy Operations Centers
- Henkels & McCoy Office
- H&M International Office

Training and Development

Training is a vital part of our continuous improvement program. At Henkels & McCoy, we believe that exceptional supervision is crucial to performance. Our commitment in this area is so strong that we have established a Supervisor Academy. This program brings Henkels & McCoy supervisory personnel from regional and area offices throughout the country to corporate headquarters on an ongoing basis to provide education and training on communications, legal, safety, financial, equipment, information technology, and quality standards.

We Find a Way

Our customers look to us for ideas in the face of increasingly complex challenges. Henkels & McCoy is the place where solutions are born. We have never lost sight of the fact that the work we do is not an end in itself. We provide our customers (and their customers) with the peace of mind and security of knowing that their critical need for reliable infrastructure will be met. Our project management capabilities are second to none in the industry. We pride ourselves on planning our work and then working our plans.

Power

*Helicopter crew clipping in conductor,
Hackettstown, New Jersey,
February 2008.*



Power

Overhead and Underground Transmission

Overhead and Underground Distribution

Extra High Voltage (EHV) Experience

Substations - AIS and GIS

Project and Program Management

Survey and Constructability Analysis

Emergency Restoration

Wind and Solar Energy

With decades of experience and extensive resources, we are your contractor for solutions involving overhead and underground transmission and distribution, substations, switching stations, solar and wind farms, and storm restoration work.

Henkels & McCoy is one of the leading transmission line contractors in the United States qualified to safely manage the civil and electrical construction of large cross-country Extra High Voltage projects. Through unique partnering arrangements, we can also offer a team to perform complete Engineer, Procure and Construct services – including transmission line and substation engineering, work planning, risk analysis, environmental assessment, material procurement, warehousing and logistics, ROW acquisition, road building, site grading and quality control. Henkels & McCoy can also supply large amounts of overhead and underground distribution crews along with complete substation construction capabilities. All of this experienced capability can also be easily used to construct the electric power components required to connect renewable sources such as solar and wind energy to the power grid.

In addition to our U.S. operations, we are proud to offer a wide range of services north of the border through our Canadian entity, British Columbia-based [Henkels & McCoy PEI Inc.](#) Regardless of location, our customers (and their customers) can rely on our unwavering commitment to safety, quality, and operational excellence on every project, every day.



Renewable Energy



A high speed, large capacity trencher rapidly prepares the way for collector system construction for a renewable energy customer in rural Pennsylvania, Summer 2009.

Renewable Energy: Wind Power

Project Management

Engineering

- Collector Systems
- Transmission Lines
- Substations
- Interconnect Switchyards

Transmission Line Construction

Substation Construction

Aerial and Underground Collector Systems

Tower Wiring and Grounding

Fiber Optic Communication System Installation

Field Oversight and Testing

Constructability Reviews

Specification Reviews

Contract Administration

Project and Document Control

Wind

Henkels & McCoy's wind power construction professionals offer the highest standards of workmanship, safety consciousness, and customer focus. Our ability to successfully integrate project management into the most complex work scopes as participants in numerous multi-million dollar projects has made us an industry leader. Henkels & McCoy has been constructing power projects for over eighty years for the same utility clients connected with your wind farm. We also have underground collector system expertise from years of installing underground facilities for communications and power systems. Installing transmission lines, substations, 34.5 kV power and fiber optic cable splicing and testing are work scopes performed day in and day out. Our focus on safety, quality, and accountability is unwavering, customer to customer, task to task.



Renewable Energy: Solar Power

- Site Selection**
- Tax Incentive Expertise**
- Regulatory Expertise**
- Feasibility Study**
- PJM Application**
- Utility Requirements**
- Conceptual Design**
- Permitting**
- Contract Model**
- Material Procurement**
- Engineering**
- Construction**
- Civil/Site Improvement**
- Panel Installation**
- Power Collection**
- Substation**
- Transmission Line**
- Interconnect**
- Commissioning**
- Operation and Maintenance**

Solar

Henkels & McCoy provides the Solar Power industry with engineering services for net metering or generation scale projects including preliminary design, feasibility study, constructability reviews, cost estimates, equipment recommendations, and detailed engineering for the collection system, substation, and transmission aspects of the project. We also assist with feasibility and impact study applications with the local interconnect agency.

Our construction services include civil work, substation, collection, and transmission system construction which includes material procurement and project management from conception to full operation. The services include the AC and DC aspects of projects ranging from small rooftop applications to large utility scale ground mount installations.

We also offer full EPC services related to solar power projects and systems.



Communications

Utility pole replacement project for a national telecommunications customer. Autumn 2008, Pennsylvania.



Communications: Outside Plant

Outside Plant

Engineering

Planning and Scheduling

Feasibility Studies and Financial Projections

Installation, Splicing, and Testing of Network Components

Aerial and Underground Construction

Facility Upgrades

Project Management

Subcontract Review and Supervision

Start-Up and Testing

Service and Maintenance

Staff Augmentation

System Integration

Turnkey Projects

Outside Plant

Since 1923, Henkels & McCoy has been and continues to be committed to the scale and quality of communications. Our services have changed with the needs of the industry into the new world of converged voice, data, and video, both wireline and wireless. From the source of the signal to the end user, Henkels & McCoy has the skills and resources to support your program. We provide essential design engineering, construction, maintenance, and repair services for RBOCs, ILECs, rural carriers, long-haul networks, CLECs, government facilities, and private networks.

Inside Plant

[H&M NetWorks](http://www.HenkelsNetWorks.com) provides a wide array of high-end technology services, supporting end-users' network systems. For more on H&M NetWorks and our Inside Plant operations, visit www.HenkelsNetWorks.com.

Communications is more than just poles and wires. It includes the facilities and infrastructure to support the delivery of reliable communications to end users. The General Construction group at Henkels & McCoy utilizes highly qualified estimators and project managers to offer a comprehensive range of services.

Also see [Government Services](#) for more on our complete range of Communications services.



Communications: H&M NetWorks

Low-Voltage Network Cabling

- Structured Cabling
- Multi-Site Rollouts
- Moves/Adds/Changes (MAC)
- Emergency Service

Unified Communication

- Telephony Services (Customer-Premise or Hosted)
- Implementation Services
- Maintenance Services
- Consulting Services - Strategic Telephony Planning, Requirements Definition, IP Readiness Assessments
- Avaya, Cisco, ShoreTel, and ESI Certified

Data Centers

- Engineering, Design, Construction
- Data Center Remediation and Infrastructure Optimization
- Migration Planning

Wireless

- Distributed Antenna Systems (DAS) - Engineering, Design and Installation
- WLAN - Design and Installation
- Site Surveys

Technology Deployment/ Equipment Rollouts

- National Coverage
- Deploy, Install, Integration and Support
- Staging, Rack and Stack, Configuration and Testing
- "Smart Hands in the Field"

Inside Plant and H&M NetWorks

Built on the proud history of Henkels & McCoy's service to the telecommunications industry, H&M NetWorks provides a broad array of technology services, supporting our client's communications and network infrastructure. Beginning more than two decades ago, H&M NetWorks has provided structured cabling systems in local, regional and national markets. Our clients are in government agencies, federal, state, and local, and in commercial enterprises covering most all vertical markets, including insurance, retail, financial, pharmaceutical, health care and distribution. Over time, we have melded the art of technology implementation with rigorous project management practices. H&M NetWorks takes the time to understand customer needs and always strives to exceed customers' expectations by meeting their budget demands and project timelines. By focusing on efficient and effective use of information technology resources, H&M NetWorks helps our customers maximize the value of every dollar spent on their critical communication and infrastructure systems, meeting today's technology needs, and preparing to meet tomorrow's challenges.



Government Services

Outside Plant Construction

Conduit and Manhole Systems

Plowing/Trenching

Cable Placement/Termination (Copper and Fiber)

Wireless Services

Inside Plant and Systems

Structured Cabling

Equipment Installation

Fiber/Copper Splicing

Wireless Solutions

Engineering Services

Design

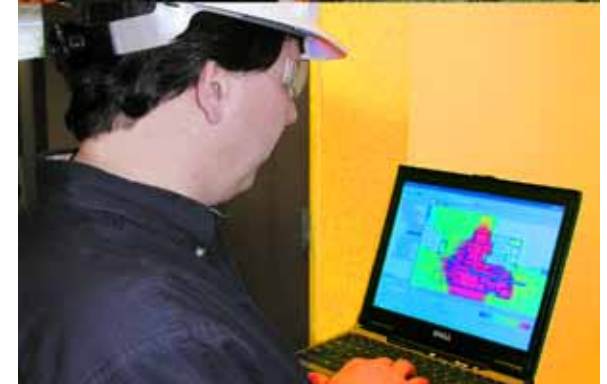
Site Survey Support, Plant Verification

GIS Survey

Henkels & McCoy, through regional operations and [H&M NetWorks](#), meets the demands of the federal government with communications, information technology, and utility infrastructure services. We have the personnel, expertise, and financial strength to execute a broad range of projects for government entities.

Government clients realize the benefits of Henkels & McCoy's focus on formalized project management processes and procedures. Lower costs and on-time delivery are achieved through manpower-loaded schedules, material management, quality assurance and continuous improvement, production tracking, and Earned Value Management systems. Henkels & McCoy's project management professionals understand our customers' delivery requirements and the need for timely and accurate communications in the execution of projects.

Tasked with upgrading the Pentagon's communications systems for the PenRen project, H&M was among the contractors receiving commendations from the Secretary of Defense for efforts during Operation Phoenix, after the attacks of September 11. Commemorative plaques are proudly on display in our offices.



Pipeline and Natural Gas



Placement of 42-inch pipeline in mountainous terrain, Northern Mexico. June, 2007.

Pipeline and Natural Gas

Upstream:

Gathering Line Construction and Take-Up and Relay

Surveys and Environmental Analysis

Fabrication, Installation, Modification

Foundations, Rigging, and Setting

Site/Civil Work, Building Erection

Midstream:

Transmission Engineering, Design, Construction, Anomaly Repair

Compressor Station Construction and Maintenance

Pipeline Integrity, Corrosion Control

Drilling, River/Bridge Crossings

OQ Management and Consultation

Downstream:

Gas Distribution Engineering, Design and Construction

Cast Iron Pipe Replacement/Bursting/Insertions

Keyhole Technology and Vacuum Excavation

Distribution System Maintenance

Meter/Regulator Stations

Integrity Management and Corrosion Control

Joint Trench

Henkels & McCoy's experience in the construction of natural gas and hazardous liquids infrastructure spans more than fifty years. We are an integral part of all aspects of the value chain from wellhead to burner-tip and are committed to the success of our customers and the natural gas market. With the benefit of our long-term industry experience, we are fully equipped to meet this commitment.

Our local, regional, and national presence provides the management, supervision, craft, financial, and equipment resources to be a vital part of dynamic, long-term relationships.

We have grown, and continue to grow, by providing the right mix of service and support to meet the changing demands of our clients.

Henkels & McCoy has responded to the Operator Qualification challenge by not just meeting the bare minimum of the law, but by going above and beyond expectations. We are leaders in this area through our investment in dedicated personnel and resources. We offer assurance to our customers that they will stand up to regulatory scrutiny should the need arise by implementing specialized software and document retention controls. By being best in class, Henkels & McCoy offers customers better access to a superior and more mobile workforce, reduces operators' risk exposure, and assists in controlling costs. Operators can therefore focus on their true objective of delivering uninterrupted and safe energy.



Water/Wastewater Services

Water Services:

Vacuum Excavation

Directional Drilling and the Environment

**Facility Security Systems
and Site Hardening**

Wastewater Services:

New Facility Design/Build

Existing Facility Modification/Upgrade

Process Piping Integration

Custom Instrumentation and Controls

Waterworks Logistics

**Biological, Chemical and
Irradiative Treatments**

**Aerobic, Anoxic, Nitrified and
Denitrified Contact Zones**

On-Site Hypochlorite Generation

Value Engineering

Henkels & McCoy performs a wide variety of water and wastewater related installation, maintenance, and emergency response services.

Our experienced General Construction Group focuses on utilizing cutting edge technologies that both lower costs and increase the effectiveness of each specific treatment process. Our subject matter experts have successfully performed on projects ranging from new facility design/build projects to facility modifications and treatment equipment upgrades. We strive to help our customers meet the growing water demands at the lowest possible cost per gallon, while maintaining the highest industry standards in water and wastewater treatment quality.



General/Industrial Services

General Construction Services

- **Building Renovations/Additions**
- **Interior Lab/Office Renovations**
- **Turnkey Construction**
- **Architectural Finishes**
- **Fast Track Fit-Out**
- **Rough and Finish Carpentry**
- **Construction Management, Maintenance/Service**
- **Concrete Foundations**
- **Clean Room Construction**
- **Customized Solutions**

Industrial Construction Services

- **Power Plant Outage Maintenance**
- **Boiler Code Repairs**
- **Millwrighting Services**
- **Rigging Services**
- **Tank and Vessel Installation, Modification and Repair**
- **Walkways and Platforms**
- **Boilers**
- **Boiler Tube Repairs and Replacements**
- **Generators**
- **Pumps and Valves**
- **Crushers and Sorters**
- **Gas and Steam Turbines**
- **Installation of Production and Assembly Lines**
- **Conveyor Systems**

Henkels & McCoy's General Construction group offers a full range of services including demolition and site preparation, concrete and masonry work, structural steel and roofing, rough and finish carpentry, and all finish trades. We have extensive experience in office demolition and renovations, working in both occupied and unoccupied conditions.

Our highly qualified estimators' and project managers' many years of experience enable them to provide complete customer satisfaction. Craftspeople and site supervisors are trained, not only in their trades, but also in safety and customer service. We approach all projects, large or small, with a team philosophy. This allows us to meet the customer's expectations in budget, scheduling, and quality results. Working with our customer, we are able to coordinate tasks to meet each customer's unique conditions and needs.

Henkels & McCoy's Industrial Services customers benefit from our more than eighty-five years of experience working in a variety of environments, including chemical, petrochemical, fossil power, water, wastewater, and food and beverage plants. We are equally at home working in and with manufacturing facilities, metals and minerals processing, and the pulp, paper, and wood industries.

Any of our services can be provided individually, or in any combination, up to and including a complete turnkey package.





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