

"PERFORMANCE has built our business...[®] is a statement of fact and a promise to the future."
- Paul M. Henkels, 1924-2009

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Management Message

H&M at 90: Website Evolution Highlights Our Safety Commitment and Diversity of Services

by **T. Roderick Henkels**
President and Chief Executive Officer

July 2, 2013 marked Henkels & McCoy's 90th Anniversary and the unveiling of our new website (www.henkels.com). Company milestones are appropriate occasions to look back, and this one is no exception. Much has changed since our beginnings landscaping and trimming trees while operating out of our founders **John and Anne Henkels'** kitchen in the Germantown section of Philadelphia. Watershed efforts ranging from rendering

infrastructure, and our goal is clear: to continuously improve on what we do so that Henkels & McCoy continues to be a safe, strong, prosperous, and diverse business that lives the values of our founders. In today's competitive work environment, keeping up is not enough. We must use our collective knowledge to innovate and lead within the different industries in which Henkels & McCoy competes. Significant investments in our Operating Platforms (Safety, Project Management, Business Development, Continuous Improvement, and People and Leadership Develop-

"Best Practices" and training programs that have significantly reduced fatalities and injuries.

We invite you to explore our new website to learn more about our expertise within a widely diverse range of markets (electric power, pipeline, natural gas distribution, communications, renewable energy, water/wastewater, network infrastructure, government services, and training services). We are at the forefront of exciting developments in all of these areas. From providing solutions involving high impact electric transmission projects for our electric utility customers to partnering with our communications

Much has changed since that July day nine-ty years ago when Henkels & McCoy came into being. What has not changed is this: We are a company of talented and committed people, who deliver day in and day out to serve our customers so they in turn can serve their customers. We have successfully done this for nine decades. With an uninterrupted history of *Performance*, our commitment is both professional and highly personal. Our customers, and their customers, deserve nothing less.



Rod Henkels



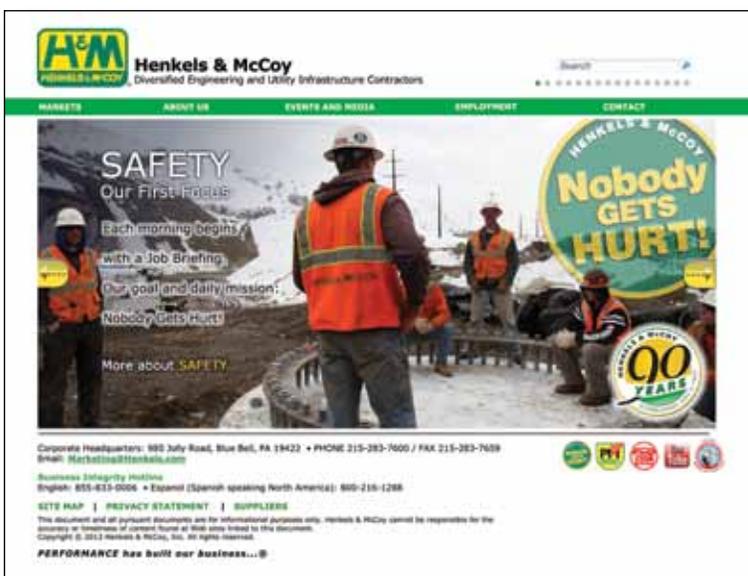
"Our goal is clear: to continuously improve on what we do so that Henkels & McCoy continues to be a safe, strong, prosperous, and diverse business that lives the values of our founders."

customers to meet significant growth in demand for data and wireless technologies, or building large diameter, urban pipeline projects for our energy customers, or wind farms for our renewable generation customers, we will continue to innovate and lead.

We trust that you will enjoy the website. You will learn a lot about who we are as well as all that we do. From a customer relationship standpoint, we have always believed the more diversified we are, the more ways we can serve our customers.

On this our 90th anniversary, I thank our customers for the relationships we have built with you and the work you give us. I thank each and every H&M person, those who came before us and those who are here now, for all that you have done and continue to do to make Henkels & McCoy a great place to be and work.

...The mural highlights our commitment to Safety, and introduces each of our diversified markets with links to individual areas and to the company timeline, spanning nine decades of Henkels & McCoy history and Performance.



The henkels.com website homepage features streamlined navigation and links, a clean and understated design, and an animated, scrolling photo mural...

assistance in the wake of the "Great New England Hurricane of 1938" (establishing our emergency response pedigree) to the solemn sense of responsibility as part of the Pentagon Renovation Program are indelibly etched into our history.

As we reflect back on past success and failures survived, we reinforce a wealth of lessons learned and relationships established and nurtured. Thanks to thousands of dedicated employees and a legacy of strong leadership throughout our company from decade to decade, Henkels & McCoy has grown and thrived. We are gratified to earn a consistent top ten ranking in *Engineering News-Record's* List of Top 600 Specialty Contractors.

The essence of our mission is to design, build, and maintain

ment) to support our work in the field exemplify this commitment.

Safety is a core value at Henkels & McCoy and our first focus. Multiple initiatives in this area fuel our vision to be World-Class and fulfill our goal and daily mission of "Nobody Gets Hurt!" We are proud to report that our efforts are producing results. In January 2013, DuPont Sustainable Solutions presented Henkels & McCoy with its E.I. DuPont Safety Excellence Award in recognition of outstanding achievements during the past three years.

As a national leader in safety, we are honored to be a founding member of the Electrical Transmission and Distribution (ET&D) Partnership, a formal collaboration of industrywide stakeholders that has developed



PECO's Clay to Doe Run Project Provides Reliability Boost

About Our Customer

PECO, an electric and natural gas utility subsidiary of Exelon Corporation, is headquartered in Philadelphia. PECO is the largest electric and natural gas utility in Pennsylvania, serving approximately 1.6 million electric customers and 497,000 natural gas customers in southeastern Pennsylvania. Approximately 90% of PECO's customers are residential, and the remaining 10% are commercial and industrial.

With a history of more than 100 years of service to the Greater Philadelphia region, PECO has a long-standing commitment to a culture of excellence. PECO's safety performance is ranked among utilities as one of the best in the nation, and the company has been widely recognized for its community service, economic development, and operational and environmental efforts. (www.exeloncorp.com).

Henkels & McCoy takes particular satisfaction in its relationship with PECO, our first customer 90 years ago. H&M has worked continuously since then to provide solutions in virtually every component of the electric and gas distribution, transmission, and substation environments, as well as executing a considerable amount of engineering and restoration work.

The Project

This project was instituted by PECO in order to provide additional reliability in southern Chester County, Pennsylvania. The combined efforts of H&M's Blue Bell and York, Pennsylvania operations completed the project within a February 14 - December 6, 2012 time frame. The detailed scope included:

- Installation of thirty-nine monopoles on foundations;
- Temporary transfer of an existing 230 kV circuit (Circuit 1) to the east side of the new structures;
- Removal of lattice towers;
- Installation of a new 230 kV line (new conductors, on west side - Circuit 2);
- Reconductoring of Circuit 1;
- Installation of two new single-mode 36-fiber OPGW over the lines;
- Removal of two switch structures and an existing tap structure at Doe Run tap point;
- Installation of five wood poles at the Jennersville Substation with insulators/hardware assemblies and tapping the line into this midrun substation;
- Splicing and testing necessary to complete the fiber installation between Clay Substation, Jennersville Substation, and the Doe Run tap.

Challenges Met

Timing and scope presented some unique challenges, including a feed that was seven miles long tapping off the main transmission corridor. It was one of the hardest lines to take off for maintenance due to the more than 15,000 customers relying on it for their power supply. H&M crews were able to move the seven miles of existing conductors over to the 39 new structures in just 25 days, saving the need for hot transfers, which would have been nearly impossible because of the new configuration (horizontal to vertical). All the existing lattice towers were taken down and prepared for a scrap contractor to remove from the site.

After relocation of the existing circuit onto the structures, H&M began working on stringing the new conductors on the open

side of these new double circuit monopoles. Our crews were able to finish this work three months ahead of schedule, which created a break in the project, during which time the original workforce was reassigned. When the project resumed at the end of September, more than 50 percent of the original crew had been replaced with new personnel. This challenge was met through a level of planning and coordination that assured continuity. The balance of the project time was spent reconductoring the original wire that was transferred earlier in the year, renewing it with new 795 ACSR.

Project Management (PM) and quality initiatives greatly contributed to the overall success of the effort. H&M assigned a project manager to monitor costs, equipment, schedule, and budget utilizing our established PM Methodologies. This, combined with PECO's formalized Quality Program and H&M's deployment of a full-time, dedicated quality specialist, represented significant advantages throughout.

Quotable

"Tremendous, safely-executed work, especially during the critical April-May outage, by **Joe Cleaver** (General Foreman) and his H&M field team. Thanks go out to the entire H&M project team!"

- **John Pappas**, Project Manager (PECO)

"Thanks to H&M, again helping PECO to be successful in our safety, productivity, and budget goals."

- **Dan DiAddezio**, Manager, Project Construction (PECO)

"This was truly a team effort between PECO and H&M. Because of the various construction windows and tight time frames, the teams needed to work closely on logistics, equipment, manpower, and materials. A great project that was finished on time and safely."

- **Bob Moore**, Henkels & McCoy East Region Operations Vice President

The project management and quality initiatives greatly contributed to the overall success of the effort. Setting of monopole top (right); newly installed pole line ready for cable installation (top).





Henkels & McCoy
Diversified Engineering and Utility Infrastructure Contractors

MARKETS
ABOUT US
EVENTS AND MEDIA
EMPLOYMENT
CONTACT

Henkels & McCoy Timeline > The Early Years
2000 and Beyond | 1990s | 1970s and 1980s | 1960s | 1940s and 1950s | **The Early Years**

The Early Years

1888
A Category Three tropical hurricane strikes Long Island and much of New England on September 21, taking 800 lives and wrecking havoc. It is the fourth deadliest maritime tropical storm in 20th century America. Henkels & McCoy mobilizes over 400 men and trucks and begins emergency line clearance and telephone and power restoration work. The ability to respond quickly in adverse circumstances firmly establishes Henkels & McCoy as a key player in power restoration and utility infrastructure construction.

1920
At the request of Philadelphia Electric Company (now Exelon), Henkels & McCoy fields a seven-man electric utility gang. It marks the first diversification in lines of business the company will experience. Within two years, Henkels & McCoy employs 22 gangs of power linemen... Also in 1920, Henkels & McCoy again takes the first place honors at the Philadelphia Flower Show. The prize is awarded in the category of Outdoor Lounge.

1930
During the Great Depression, Henkels & McCoy crews follow work wherever they find it, often far afield. Jack Henkels' wife, Anne, who turns out to have a real flair for business, manages the office.

1934
Henkels & McCoy is awarded a contract for grading and planting at the first world's fair to be held in New York City, at the Grand Central Palace at 43rd and Lexington Avenues.

1937
Henkels & McCoy is born in the Germantown section of Philadelphia, Pennsylvania on July 2. The new company has one truck, a handful of employees, and high hopes among its primary clients. Before long, the fledgling firm is stringing lines for Philadelphia Suburban Electric Company and Bell Telephone throughout the Philadelphia area. Over the course of the next three decades, as lines of business expand, the company's headquarters will move to bigger and better facilities within Germantown. In 1966, the company moves to its present site in Blue Bell, Pennsylvania.

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REPS MAP | PRIVACY STATEMENT | SUPPLIERS

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PERFORMANCE has built our business...®



To view 90 years of Henkels & McCoy history, please visit www.henkels.com/Timeline

Safety Message**Sustaining World-Class Safety Performance**

by **Andrew Salvatore**
Director, Corporate Safety

Back in 2012, we completed a perception survey on our safety culture. As you may recall, the results were very positive and showed that we had, in fact, scored highly in some areas of World-Class Safety. Although not perfect, we had achieved success and were progressing. Here are a few of the main points from the survey:

- More than twice as many employees now believe that “All Injuries are Preventable.” It is more than a majority, and the believers outweigh the non-believers.
- Many questions showed a 20% plus improvement in cultural strength.
- Safety initiatives/programs work and pay off.
- Safety is better at Henkels & McCoy than at other companies.
- The company cares about my safety at work and at home.



Andrew Salvatore

- Many employees stated that they have personally changed as a result of the safety transformation.
- Safety is a personal value and not a mandate.

Since the survey, safety has continued to improve and we are now focused on five key areas. These key areas have been added to the Corporate Safety Department A3 strategic business plan and are a key focus in 2013 and into the future. These areas of focus include:

- Leadership
- Basic PPE (Hard Hat, Safety Glasses, High Visibility Garment, Work Shoes, and Cut Resistant Gloves)
- Sprains and Strains – The BLINK Program
- Vehicle Housekeeping
- Partnering with other business platforms

Now that many of us have mastered the skills of Safety Coaching Observations (SCO), Felt Leadership, safety contacts, incident investigation, effective communications, standardized work practices, driving safely, Regional Executive Safety Teams (REST) and Area Safety Teams (AST)... it is time to apply them with laser-like focus.

Ask Yourself

- Do I know what the basic PPE is and do I wear it without having to be told?
- Am I a leader even if my title doesn't say so?
- Do I warm up each day before doing manual tasks to prevent sprains and strains?
- Is my company vehicle as neat and clean as a brand new vehicle?
- Can others benefit from my safe work practices and should I share my success?

If you answered “Yes” to all of these, congratulations. You are part of the World-Class Safety results we have and will continue to benefit from. Reach out to others and act with interdependence to continue to influence change.

If you couldn't answer yes, reach out for help. There are many subject matter experts inside Henkels & McCoy when it comes to safety. If you haven't heard from your Regional Executive Safety Team, Area Safety Team, or immediate supervisor about your local activities and results, reach out and ask. Let's keep the discussion going.

Thank you again for your commitment and action to be the safest contractor in the markets we serve and fulfill our goal and daily mission of “Nobody Gets Hurt!”

**Thanks for “Sandy” Assistance; Letters from California**

The following was received from officials at Long Island Power Authority (LIPA) and National Grid. We are gratified that our efforts were able to make a difference for those impacted by Hurricane Sandy.

Customer FEEDBACK

Inc. Your assistance greatly contributed to the overall process and helped to ensure that we were well-positioned to successfully implement our plan.

Recently, Long Island experienced the devastating effects of Hurricane Sandy and an ensuing Nor'easter that ravaged the LIPA service territory just ten days apart. Hurricane force winds, coupled with heavy rain, snow, and extreme flooding, downed trees, poles, and power lines, resulting in widespread damage to the electric T&D system. Nearly ninety percent of LIPA's more than 1.1 million customers lost power during Sandy, with an additional 123,000 customers affected by the Nor'easter. In total, this historic event, the worst storm to ever hit Long Island, resulted in over 1.2 million electric customer outages.

Nonetheless, thanks to the tireless work of the men and women from National Grid, LIPA, Local 1049, many local, state, and federal agencies, in addition to emergency response organizations, various logistics support groups, and “off-island” linemen, tree trim, and substation personnel, electricity was restored to all customers that could safely accept power at their home or business in just over two weeks' time. This was a tremendous accomplishment given the magnitude of the event and the often very difficult working conditions encountered.

As you can see from the above, the resources needed to prepare for and execute in such an event are expansive and far-reaching. Numerous organizations from both within and outside the electric utility were required, and our ability to successfully execute a comprehensive storm restoration plan could not have happened without support from Henkels & McCoy,

Please accept our sincere gratitude and appreciation for your assistance. Working in partnership with your organization and others, we at LIPA and National Grid were able to successfully respond to this unprecedented event. On our behalf and that of the customers we serve on Long Island, we thank you again for your support and trust that you will be ready to work with us in the future.

Sincerely,

Michael J. Taunton
Chief Operating Officer and Chief Financial Officer
Long Island Power Authority

John Bruckner
Sr. Vice President
US Electricity Operations
National Grid

The following was sent by a resident of Arcadia, California. We are grateful for the kind words and acknowledge our employees for their professionalism and expertise.

On March 12, 2013, Mr. **Mark Scribner** led his team and a mechanic to my yard to replace a pole and transformer for Southern California Edison. Every care was made in parking their vehicles and equipment, preparing for the work, and preventing damages to our yard. I was very impressed with their politeness, efficiency, and professionalism. It was a nice experience for me.



Henkels & McCoy Power Restoration Crew, Nutley, New Jersey.

This is a letter from a resident that was sent to Siskiyou Telephone regarding work performed in Horse Creek, California. We salute the crew for a job well done.

“We want to inform you that all the workers of your fiber optics installation crew and the Henkels & McCoy crew have been a pleasure to work with. They have all been very professional, sincere, and helpful during their time on the property installing cable. They all work as a team and seem to enjoy one another's company.

They have left us with a much-improved driveway which we are thankful for, and have even thoughtfully reseeded the lawn where it was torn up during installation.

Thank you for a crew that is professional in their work and that goes out of their way to create excellent public relations with your customers.

We were blessed to have this particular crew; **Bob Thomas, Shudong Underwood, Grant Mcelyea, Justin Griffith, and Cody Carlson** working on our property.”

East Region

Please join us in congratulating the following employees on their promotions:

Shared Services: Victor (Vic) Lasher has accepted the newly created role of Shared Services Manager, Gas and Underground. Vic will report to **Greg Class** and lead the Gas and Underground Project Controllers.

Underground: Tony Pinho was promoted to Area Manager, covering the Northern New Jersey, Pennsylvania, Connecticut (Northeast) Civil Operations, including various emergency work and environmental scopes.



Tony Pinho

Fleet: John Sproat was promoted to Fleet Administration and Program Manager.

Rick Miles was promoted to East Region Fleet Manager.

We would like to recognize the hard work of **Ileana Dragomir** (master's), **Andrew Grimm** (associate's), and **Jeff T. Moran** (associate's) for earning certification in Project Management from ESI International and The George Washington University School of Business. Their dedication to meeting this professional challenge is to be commended.

Also, congratulations to **Gerald Humphrey** who has celebrated his 25th anniversary with Henkels & McCoy.

We welcome the following new employees and look forward to their contributions:

Shared Services: Chris Sullivan - Project Controller (Blue Bell, Pennsylvania)

Power: Luis Jimenez - Estimator (Blue Bell, Pennsylvania); **Brian Plunkett** - Field Engineer (Sparta, New Jersey).

Gas and Underground: Ryan Campbell - Operations Coordinator (Farmingdale, New Jersey); **Joseph Cugino** - Estimator (Burlington, New Jersey); **Kimberly Diienno** - Administrative Assistant (Burlington, New Jersey); **Tom Murphy** - Field Designer (Richmond, Virginia).



Rick Miles, Fleet Manager for East Region, working from both the York and the Blue Bell offices.



John Sproat has been promoted to Fleet Administration and Program Manager for Henkels & McCoy East Region, in Blue Bell.

Central Region

The Central Region is pleased to announce and welcome a number of new hires to Henkels & McCoy. Joining the American Transmission Company Program Team in MacFarland, Wisconsin is **John Bojar** as a Project Manager. John has seven

years of experience as a Project Manager in the electric industry. Also joining the Program Team is **Zach Bayer**, Field Engineer. **Curt Burns**, Project Manager with twenty-

one years of experience, **Tim Brach**, Construction Manager, and **Paul Hageman**, Field Engineer, were recently hired in support of cellular tower construction activities in Michigan.

Also joining us as Field Engineers are **Corbin Pratt**, **Bryan Shramovich**, and **Joseph Smith**, who will be supporting our wind energy and telecommunications construction efforts.

On the safety front, as of this writing, our team at TVA has exceeded 945,000 consecutive work hours without a Lost Time Accident and has also earned a TVA OCIP Safety Award. We are gratified by this level of safety focus and the example it sets.

H&M Canada welcomes Project Manager **Carianne MacDonald** and Construction Manager **Tullio Russo**. Carianne's background includes various project management positions in the construction industry while Tullio has more than eight years of project management experience.

The Infrastructure Health and Safety Association has awarded H&M Canada the ISHA ZeroQuest Commitment Level Safety Award. This award recognizes companies that exemplify a strong commitment to create and sustain a successful Health and Safety System. Please join us in congratulating the H&M Canada organization for this achievement in living our core values.



Jon Gray

West Region/Pipeline

We are pleased to announce the following: **Trevor J. Lyle** has been appointed Project Management Office (PMO) Director for our Pipeline Division.

Trevor has more than thirty-five years of industry experience encompassing progressive project controls/project management



Trevor Lyle

Trevor Lyle last seven years were spent in the Corporate PMO group where he was instrumental in instituting H&M's Project Management Methodology throughout the company. Trevor is PMP certified through the Project Management Institute and holds

a B.S. degree in Management and an Associate's degree in Mechanical Engineering Technology.

Jonathan R. Gray has been named Director - Industrial for the Pipeline Division. Jon joined H&M in 1977 in the Engineering Division in Detroit, Michigan. Subsequently assuming responsibility for gas and communications work, in 1983

R e g i R O U

he joined H&M's Industrial Division. Since that time, Jon has successfully developed the industrial customer base, leading a group with a focus on safety and quality.

Richard Hill has been appointed Director - Pipeline for the Pipeline Division. A

forty-year industry veteran, he initially joined H&M in 1977, and was promoted to Superintendent in 1999 and General Superintendent in 2009. Richard has served our core customers with dedication while helping to recruit and train the next generation of H&M's management and supervision.

Dean Dodson has joined H&M as Business Development Manager for the Pipeline Division. Dean is an experienced marketing and sales professional with twenty years of experience. He holds a BBA in Marketing from Sam Houston State University and most recently served as Director of Business Development & Marketing for Universal Pegasus International in Houston, Texas.



Richard Hill

Just Awarded

East Region We are pleased to announce the following project awards. **Amtrak Cable Installation:** Amtrak has awarded Henkels & McCoy the New Haven/Hartford/Springfield Cable Installation Project. This project will include the installation of two direct buried power and signal cables, up to six innerducts, and fiber optic and copper communication cables to support track improvements within the 60-mile corridor from New Haven, Connecticut to Springfield, Massachusetts. Installation methods include rail mounted cable plowing, off-track dozer plowing, and conventional trenching. The work will also include the installation of all hand holes, split steel casings, and concrete reinforced duct banks. In addition to the underground installation of cable and innerduct, the project involves installing bridge attachments supporting rigid metal conduit at 23 locations and setting 18 communications houses along the railroad corridor. Henkels & McCoy will install, splice, and test both the communications cable and fiber optic cable installed in the innerduct... **Pepco 134:** Henkels & McCoy has been awarded the Feeder 15135 upgrade project. This project will include the replacement of overhead facilities in connection with the Reliability Improvement Project. The work will include the replacement and installation of miscellaneous headguys and downguys and sections of primary and secondary bus and drops, totaling 93,000+ feet, 290 poles, 190 fuses, and 87 transformers... **PennDOT Stenton Avenue Signalization:** Carusone Construction Co. has awarded Henkels & McCoy the PennDOT ECMS 57894 Stenton Avenue Signalization Project. The project includes the installation of underground conduits and cable, traffic signal foundations, mast arms, C-posts, junction boxes, controller assemblies, and signals for 29 intersections along Stenton Avenue. Also included is the installation of approximately 60,000 feet of aerial interconnect cable, school flashing warning devices, video detection, and the removal of 26 existing intersections.

Central Region Modern Railway Systems has awarded Henkels & McCoy the Amtrak Michigan East project, a signal systems upgrade and FOC backbone project to install fiber optic system, signals, and

Regional Roundup

Infrastructure Engineering

The natural gas industry is booming, as is the need for pipeline integrity management and the monitoring of cathodic protection systems for underground piping.

New regulations and Henkels & McCoy's reputation for quality work have increased demand for our services. In response, we added new employees, cross-trained current staff, and improved our pipe survey and leak detection equipment.

Congratulations to Corrosion Technician **Wayne Ahlsen** for earning his CP1 NACE Certification and Corrosion Technician **Rich Cornwall** for earning his CP2 NACE Certification.

(NACE International – The Corrosion Society is recognized globally as the premier authority for corrosion control solutions.)

Corrosion is a naturally occurring phenomenon defined



Pipeline Integrity survey

as the deterioration of metal that results from a chemical or electrochemical reaction with its environment. Cathodic protection limits corrosion through the installation of either sacrificial anodes that discharge ions to the soil, thereby corroding in place of the pipeline, or through the installation of an impressed current system that interferes with the current flow in the soil, to reduce the loss of metal in the pipe.

NACE Certification requires documented field experience, classroom training, and the successful completion of written and field tests.

Technicians are certified to conduct surveys to determine pipeline integrity and to design cathodic protection systems.

In other news, our Blue Bell, Pennsylvania office welcomes Corrosion Technician **Nathan Bird**, **Cynthia Foster**, **Brandon Farrell**, and **Dave Butkus**. Cynthia brings extensive experience in right-of-way acquisition, and is helping to evolve our capabilities in this area. Brandon is a recent college graduate in Civil Engineering, and Dave is a Field Engineer assigned to the Amtrak project in Connecticut.

Additionally, our Johnston, Rhode Island office recently hired Corrosion Technician **Christopher Frappier**, while

Joel McPherson and **Keith Burroughs** have joined our distribution engineering field survey crew in Lorton, Virginia.

H&M NetWorks

H&M NetWorks has taken Cleveland by storm, winning a project at First Energy Stadium, home of the Cleveland Browns, where we will be installing a new Distributed Antenna System (DAS). Being awarded this project is truly a direct reflection of our success on previous projects and our relationship with longtime customer, Verizon Wireless. This past year, we completed AmericasMart in Atlanta, Georgia. This project was a testament to H&M NetWorks' ability to complete large-scale projects in a very compressed time frame, a feat not many other companies are capable of achieving.

The team of Vice President **Ted Obenour**, Account Executive **David Harrison**, **George Horesta**, and Sales Executive **Ric Faris** marketed the success of AmericasMart to other Verizon regions, with the objective of carrying the momentum from one project to the next. Both our mission statement and value proposition were fulfilled on the AmericasMart project, and that success will continue at First Energy Stadium.

H&M NetWorks is native to the Philadelphia area, and our recent DAS work for the Bank of New York in downtown Philadelphia's Mellon Building represents an excellent opportunity to showcase our talents locally, where we plan continued growth and development.

We are continuing our growth as a company and are excited to be working with both our long-standing and new customers.

Corporate

We are pleased to announce the following: **Sung Choi** has been named Director of Project Management Services. Sung joined Henkels & McCoy in 1995 after several years at Northeast Utilities and has served in a number of positions of increasing responsibility during her tenure. In her new role, Sung will lead a group in supporting large project teams in the implementation of H&M's Project Management Methodologies in conjunction with regional project management personnel.

David L. Harrison has been appointed Director of Procurement. David (pictured at left)



David Harrison, Henkels & McCoy Director of Procurement

holds a C.P.M. (Certified Purchasing Manager) accreditation, an undergraduate degree in Procurement and Materials Management from Bowling Green State University, and an MBA from Baldwin-Wallace College in Ohio. David spent nineteen years with Energizer Holdings in various procurement functions culminating

as Manager Worldwide Purchasing. He also spent four years with General Electric's Lighting subsidiary as the Director of Global Sourcing, and three years with Sun Microsystems in various senior sourcing and operations roles. David's most recent roles included Senior Vice President of Strategic Sourcing for Bank of America and Head of Global Procurement for FMC's Industrial & Specialty Chemicals Group.

Congratulations to **Krista Brach** for earning her bronze level Certified Trade Show Marketer (CTSM) certification. To earn this designation, Krista participated in twenty-eight exhibitor seminars and forty-two hours of classroom training and passed a comprehensive examination and portfolio review. For her efforts, Krista has been awarded four continuing education units through the Northern Illinois University Outreach program.

crossings, including 135 miles (712,800 lineal feet) of (2) 2" HDPE innerducts, from Kalamazoo to Dearborn, Michigan on Amtrak/Norfolk Southern right-of-way... Henkels & McCoy Canada Inc. was awarded the **Port Dover and Nanticoke Wind Farm** project in Ontario through Graham Infrastructure. The work scope includes installing 58 foundation ground grid systems for Vestas V90 1.8 MW turbines, trenching approximately 107,591 meters of 34.5 kV power cable, installing fiber splices and all associated terminations, tower wiring, hi-pot testing of the underground collection system, and OTDR fiber optic cable testing... Henkels & McCoy Canada Inc. was also awarded the **South Branch Wind Farm** project. Working for White Construction, H&M will be installing a 30 MW EPC wind farm consisting of 10 Siemens SWT-3.0-101 (3 MW) WTGs, 34.5/44 kV substation, 34.5 kV UG collection system, foundation conduit and grounding, and tower wiring.

West Region Southern California Edison (SCE) has awarded Henkels & McCoy Electrical Line Construction Services for 2012-2015. This work covers all the necessary supervision, labor, material, tools, and equipment to perform electrical line construction services as requested by SCE's Transmission and Distribution Organizational Unit for a period of three (3) years through December 2015.

H&M NetWorks In addition to the recently awarded projects mentioned in Regional Roundup (above), H&M NetWorks has been awarded another stadium project, **Progressive Field**, home of the Cleveland Indians. H&M NetWorks will install a high density Cisco Wi-Fi system and a neutral host DAS. Our commitment and dedication to representing the state-of-the-art-design of stadiums, along with the necessary adherence to the specifications of these projects, has made us the clear choice in stadium design. H&M NetWorks enthusiastically looks forward to continuing its relationship with Verizon for this exciting endeavor.



Krista Brach, of Corporate Sales and Marketing (left) is presented with her bronze level Certified Trade Show Marketer certificate.

Living Our Values

H&M Volunteers Rebuild 2nd Boy Scout Tractor

The Cradle of Liberty Council recognizes the volunteers from Henkels & McCoy in Blue Bell, Pennsylvania who recently completed the rebuild of a Ford 3000 farm tractor from the Musser Scout Reservation. Thank you for your time and expertise expended on this worthy cause. This is the second tractor that these volunteers have graciously rebuilt for Boy Scout camps. Both tractors are used extensively for lawn mowing and other preparations as staff and volunteers ready the camp for scouts.



Back row, left to right: Ed Smith, John Sproat, Walt Labick, Bob Sniscak; Front row standing L to R: Jason Raguz, Sam Detwiler, Jeannine Pattishall, Joe Smith, Vincent Michniewicz, Keith Kuhn, Rod Henkels, Gary Regan. Driving the vehicle is Michael Oehmke of the Boys Scouts of America. Not in photo: Mike King, Jason Inversion, Tony Caccese.



2013 United Way/BSA Campaign

Henkels & McCoy's 2013 United Way and Boy Scouts of America annual fundraiser kicked off on June 14, 2013 at company headquarters in Blue Bell, Pennsylvania. Employees making a pledge or donation enjoyed great weather, a BBQ lunch, and a raffle drawing for Philadelphia Phillies, Flyers, and 76ers tickets.

Those still wishing to contribute can do so by contacting the following:

Corporate:	Sherry Scandone	Sscandone@henkels.com	215-283-7601
East Region:	Denise Murphy	Dmurphy@henkels.com	215-283-7475
Central Region:	Janet Figiel	Jfigiel@henkels.com	630-239-2001
West Region:	Lisa Saucedo	Lsucedo@henkels.com	909-517-3898
H&M NetWorks:	Austin Armstrong	Aarmstrong@henkels.com	484-344-2393

Your support is greatly appreciated.

In Memoriam

We are deeply saddened to report the passing of the following members of the Henkels & McCoy family.

Herman Stine

In June, H&M's York, Pennsylvania office lost former Operations Manager Herman Stine. Herman was the father of Keith Stine and father-in-law of Ira Staub, both H&M York employees. Herman retired from H&M in 2001 after thirty-nine years with the company. He was a large part of the success and growth of the York Division.



Michael Patacsil

Michael Patacsil, a former H&M employee, passed away in June. During his tenure, Mike contributed his marketing, site management, and technical leadership talents to our CATV, wireless, and mobile networks efforts. Our sympathies go out to Mike's wife Janice and daughter Alysa, both H&M West Region employees, and all those who knew him.

Marshall Foster

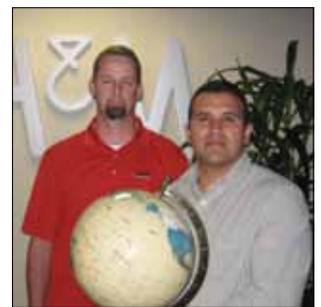
Marshall Foster, a hard-working foreman in the Richmond, Virginia office, passed away in May. Marshall was one of the first people hired for the Gas Leak Repair Contract with the City of Richmond in 1985 and was extremely dedicated to his craft.



H&M NetWorks' **Trish Toto** was one of the many lucky winners of the raffle drawings at the United Way/Boy Scouts of America annual kickoff. The fundraising goal for 2013 is \$180,000. At press time, nearly \$110,000 had been generously donated by H&M employees.

Project Management Achievement Awards Presented in West Region

Congratulations to the West Region's **Barbie Chacon**, (Project Manager for DIMP on the Southern California Edison Program) and **Enrique Gordian**, (Engineering Project Manager) for achieving a major milestone in their professional development. Barbie and Enrique have earned their Master's Certification in Project Management from ESI International and The George Washington University School of Business in Washington, D.C. Manager of Engineering Technical Services **Roland VanZanten** and Senior Project Manager **Chad Overacker** presented Enrique and Barbie with the globes, symbolizing Master's Certification in Project Management.



Getting their Just Rewards: (above left) Roland VanZanten presents Barbie Chacon with her PM Globe. Enrique Gordian (above right) receives his PM Globe from Chad Overacker, pictured at left.

Save the Dates –

Golfing to Benefit Others

EAST: **SEPTEMBER 9**
WEST: **SEPTEMBER 11**

Once again this year Henkels & McCoy will be hosting benefit golf events. In the East, H&M will host its 8th Annual Invitational Golf Tournament on **Monday, September 9** to benefit **Covenant House Pennsylvania**. The event will be held at the Philadelphia Cricket Club and the Sunnybrook Club.



Covenant House Pennsylvania serves homeless, runaway, and trafficked youth with absolute respect and unconditional love. Providing a continuum of services for youth in need, Covenant House Pennsylvania is the largest private child welfare agency in the Delaware Valley (www.covenant-housepa.org).

For details on this tournament, please contact H&M's **Dean Giambrone** at dgiambrone@henkels.com or 215-283-7730.

In California, H&M's West Region annual tournament will be held on **Wednesday, September 11** at the Pacific Palms Resort.

This year's beneficiary will be the **Grossman Burn Foundation**, whose mission is to promote effective, sustainable partnership solutions for the comprehensive treatment, care, and support of burn survivors and their families in the United States and around the world (www.grossmanburnfoundation.org).

For details on this event, please contact **Jean Yount** at jyount@henkels.com or 909-517-3324. We look forward to seeing you.



H&M 2012 Safety Awards



Mark Lehman (center left) and **Ted Obenour** (back row right) are joined by colleagues from H&M NetWorks and Training Services Group to accept the 2012 President's Award from President and CEO **Rod Henkels**. From left to right are Tom Clothier, Dave Bracaglia, Nick Ficca, Mark Lehman, Bill Mattiford (VP Corporate Safety), Rod Henkels, Margie Smith, Ted Obenour, Paul Pappasergi, and Rick Sutliff.

Each year, Henkels & McCoy recognizes employees who have exceeded the safety goals set by the company. Safety Awards for 2012 were presented at the Annual Shareholders/Management Dinner held in Blue Bell, Pennsylvania in January 2013.

President's Award

The prestigious President's Award goes to the region with the greatest percent improvement in OSHA Recordable rate from the prior year. This year's award was presented to H&M NetWorks Region – **Mark Lehman** and **Ted Obenour**, Plymouth Meeting, Pennsylvania for a forty-seven percent reduction in OSHA Recordable rate, year over year.

Companywide Line of Business Awards

Line of Business Awards are based solely on the Safety Performance achieved during Fiscal Year 2012 and are presented to the Area or Supervisor achieving the lowest OSHA Recordable with a minimum of 50,000 man-hours.

The 2012 Line of Business Safety Awards were presented to: Pipeline/Gas: Spectra Team 2012 – **John Harrower** and **Ed Murphy**; Telecom: Kapolei, Hawaii – **Chris Randles**; Power: Blue Bell, Pennsylvania – **Bryan Ellis**; Teledata Washington Capital Region: **Ted Hastings**; Training Services: Training Services – **Rick Sutliff** and **Paul Pappasergi**; Industrial: Industrial/Gaylord, Michigan – **Jon Gray**; Renewable Energy: Kapolei, Hawaii – **Joe Morris**.

The Most Improved Safety Award was presented to: SCE Power Construction – **Pete Moriarty** (Represents a seventy-one percent reduction in OSHA Recordable Rate, year over year).

Outstanding Safety Performers

Additional recognition goes to the following FY12 Outstanding Safety Performers:

Telecom: Mark Maxwell, Chris Randles³, Vic Beattie, Tim Cloud, William Miller², Robin Barker, Pat Agee², Joe Leonard, Bill Alvarez, Tom Townsend, Barry Webb

Renewables: Joe Morris, Rick Gutshall²

Power: Pete Moriarty, Forrest Gallahair, Danny Gessman, Ken Frech, Dan Riesen, Brian Alvarez, Mark Eubank

Pipeline/Gas: Spectra Team 2012, Richard Hill², Buddy Hummel², Gary Harbison², Bill Cox, Curt Brown, George Tisdale, Rod Eversole, Mike Crowley⁵, Mike Discianni², Jim Mills, Joe Leonard, Richard Larsen²

Industrial/Specialty: Jon Gray⁵, Gordon Dennis, Russ Yerker⁵

Technical Services/Engineering: Mark Suehrstedt, Michael Lea⁴, Roland VanZanten³, Frank Dunton, Gary O'Neil⁶

Teledata/Training Services: Rick Sutliff², Paul Pappasergi², Suzanne Foran⁶, Ron Goss³, Kal Kunkel², Ted Hastings, Alan Shoemaker⁴, Robert Keefe², Jessica Lodermeier², Patti Nagel⁵

2,3,4,5,6 following name denotes number of consecutive years as an Outstanding Safety Performer.



Tomorrow Calling: TechBridge program participants applied learned principles for diverse uses such as clean car and smart home technology.

The Career and Technical School Youth Program Connection

Henkels & McCoy's Harrisburg **TechBridge** Youth Training Program previously created and implemented the Synerator project in partnership with the **Cumberland Area Vocational Technical School**. This project, funded through the **South Central Workforce Investment Board**, focuses on an innovative Electric Vehicle (EV) that runs on solar, wind, and bio fuels. It also functions as a backup generator for the home.

The Synerator project connects several alternative renewable objects, house, car, and wind turbine, through the use of Programmable Logic Controllers (PLCs) located within the car, Green House (details later in this article), and wind turbine. A PLC is like a computer chip used for automation of electromechanical processes, such as control of machinery. Unlike general-purpose computers, the PLC is designed for multiple inputs and output arrangements, extended temperature ranges, immunity to electrical noise, and resistance to vibration and impact. The project uses a fuel cell Battery Management System (BMS) to control processes which are stored in the battery-backed-up memory system. A PLC is an example of a hard real-time system since output results must be produced in response to input conditions within a limited time, thus conserving energy.

This year, TechBridge worked with both the Synerator and the Green House, a shed-like structure that students have automated that employs a PLC to run specific functions including automatic temperature control, battery power, wind sensors, and window/vent operations. These functions involved verifying battery voltages, identifying problem cells, tracking shorts, and testing the BMS. Students checked outputs, AC signals with the oscilloscope, and preliminarily programmed a Nanoline. A Nanoline is a controller platform or panel that enables simplified programming with flexible, modular communication options.

Nanelines have been specially designed for applications such as solar, where a higher level of complex technology connectivity has increasingly become more important. Moving forward, the work will entail making the Synerator car "street legal" and getting the BMS working properly, replacing failed cells, and presenting it in the school's open house, tours, etc. Making the car pass an enhanced inspection will involve students modifying the height of the hood scoop for insurance purposes. Work is also planned to optimize the solar/wind output and use the Nanoline to manage the entire system as a whole.

Students and staff continue to participate in alternative renewable energy workshops on trainers manufactured by Lab-Volt and Graymark, and then apply their knowledge towards earning a nationally recognized industry credential, "Your Role in the Green Environment," through the National Center for Construction Education and Research (NCCER).



IN THIS ISSUE

PECO's Clay to Doe Run Project Provides Reliability Boost

Project Management and quality initiatives help make this project a well-performed reality.

FEATURES

- Henkels & McCoy at Ninety Years
- TechBridge, Partners, Students Green Successes in Pennsylvania
- Annual Safety Awards

DEPARTMENTS

Safety Message, Regional Roundup

PLUS...

In Memoriam, Trade Show Schedule, Just Awarded, Letters

MORE!



Mixed Sources
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www.fsc.org Cert no SGS-COC-005949

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Safety Success Story
Quick Thinking, Being Prepared Pays Off at Incident Site

Henkels & McCoy recently received a Meritorious Safety Award from the Midwest Energy Association (MEA) recognizing a crew for their heroic efforts on the way to a job site in Texas.

On May 28, 2012, one of our electrical transmission crews in Clairemont, Texas was witness to a horrific traffic incident involving a few local citizens. The crew was en route to a project site when they came upon an intersection. There was a one-ton dually pickup truck heading south and a school bus facing north, preparing to make a left turn (a pickup truck that has dual rear tires on each side is called a dually truck). The school bus started to make its turn as the pickup was coming over a hill. The pickup truck struck the school bus (which was occupied by only the driver), making contact in the front. This caused the pickup truck to flip end over end into a field.



The wrecked dually pickup and the battered school bus following the incident on a rural Texas roadway. Quick thinking on the part of David Shupe (left) and the H&M crew in transit helped the situation's outcome from becoming worse. Both vehicle drivers were able to walk away from the horrific scene.



The H&M crew rushed into action and secured the scene, assessed both drivers, controlled traffic, notified 911, and administered first aid until

paramedics arrived. Both drivers were wearing their seatbelts and walked away from the incident site.

In recognition of their bravery and fast action to help the drivers, **David Shupe** and the other individual crew members were given certificates by the MEA. Great job to all!

Editor's Note: The men and women of Henkels & McCoy bring their values to work each and every day. We invite you to share your safety success stories with our readers. Contact us via email at Marketing@henkels.com.

Equal Opportunity Employment -

It is the policy of Henkels & McCoy to ensure equal employment opportunity and a work environment free from discrimination and harassment, and where employees are treated with respect and dignity. The company strongly encourages employees to report to the company any conduct they believe is prohibited by this policy, by reporting the matter to Jack Newby, the company's EEO Officer at corporate headquarters at 215-283-7680 or toll free at 800-523-2568, to your Region's Assistant EEO Officer, or to any manager. Please refer to H&M Discrimination and Harassment Policy (Policy 105) for additional information.

BUSINESS INTEGRITY HOTLINE (BIH): 855-833-0006

Henkels & McCoy provides a Business Integrity Hotline for employees, customers, vendors, subcontractors, or others with a confidential process to communicate issues, concerns, or questions, which in turn will make Henkels & McCoy a more trusted business partner and supports an ethical workplace for our employees.

The intent of this hotline is to focus complaints on serious business issues that may require anonymity. Regular business issues and matters not requiring anonymity should be directed to the H&M management, employee's supervisor, or the Human Resources Department. This hotline will offer an option where issues can be reported in an anonymous and confidential setting. To contact the BIH please use the following sources:

- Telephone – (English speaking USA and Canada only) 1-855-833-0006
- Telephone – (Spanish speaking USA and Canada only) 1-800-216-1288
- Telephone – (Spanish and English speaking for Mexico) 001-800-216-1288
- Website – <http://www.lighthouse-services.com/henkels>
- E-mail – reports@lighthouse-services.com (must include company name with report)
- Fax – (1) 215-689-3885 (must include company name with report)



Tri-State Wyoming Telecom Association
July 30-August 1
Sun Valley, Idaho
Booth #36

PCIA Wireless
October 7-10
Hollywood, Florida
Booth #700

Railway Systems Suppliers, Inc.
September 29-October 1
Indianapolis, Indiana
Booth #3802

TIA
October 8-10
Washington, DC
Sponsor

FTTH Conference & Expo
September 30-October 2
Tampa, Florida
Booth #900

PA PUC Utility Commission Gas Safety Seminar
October 16-17
Penn Stater Hotel,
State College, Pennsylvania

CanWEA
October 7-10
Toronto, Ontario, Canada
Booth #1700

Alaska Telephone Association
October 23-24
Anchorage, Alaska

For the latest trade show listings and updates, visit www.henkels.com.