

TEAM MEMBERS OF THE MONTH

Thank you for your commitment and dedication to the team!

SERVICE SUPER STAR



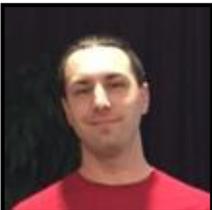
Kristen Ferguson is February's Superstar of Service. Kristen joined ASEI May of 2014 as a maintenance sales representative. With no HVAC background prior to ASEI, Kristen has learned our industry with the support of the ASEI team. Her career is really starting to take off and it's exciting to see the new business she's developed! YTD 2015, Kristen has brought in signed maintenance agreements totaling 226 hours of PM work per year. In addition, Kristen has brought in agreements totaling 268 hours of PM work that are still pending final signatures from ASEI or fully executed signatures from the customer's corporate signors. We will continue to hire and train HVAC Service Technicians to support this business

growth! Kristen's background was primarily as an Account Manager in the elevator maintenance industry. In that industry, Kristen would seek out new business and maintain existing relationships. It is safe to say, her transition to HVAC maintenance sales has been successful!

Kristen and her husband, Jeff, live in Auburn with their two daughters, Jocelyn and Gwen, and their two sons, Jake and Gavin. The Ferguson family is active. Kristen and Jeff enjoy comedy headliners and boating. The kids are involved in sports and the family takes annual trips together to their favorite hang-out south of the border in Mexico.

Well done, Kristen. Keep up the good work!

CONSTRUCTION ALL STAR



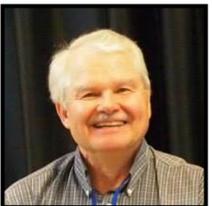
Ahren Pratt has been an employee for over 14 years. For over 6 months he has been assisting John Llenas as a second lead man at the large Toray project. He has been making sure the crew follows the daily tasking schedule and overseeing the work in progress. The project includes much work at heights using boom and scissor lifts for the installation of the duct work. Ahren has taken on the

additional responsibilities of leading the crew safely in addition to his installation duties. Ahren is the man for the job when it comes to working safely as he holds the honor of never having had an OSHA incident (worker's comp claim) since he began at ASEI in 2000.

Ahren enjoys spending time with his family, wife Sandy and daughters Morgan and Aimee.

Congratulations Ahren!

TEAM BEHIND THE SCENE



Doug Crawford, Engineering Manager is the senior member of the ASEI team. He started as a mechanical designer in January 1978 and has filled many roles during his tenure with ASEI. In addition to managing the Engineering group, Doug has stepped up again to handle a large construction project, Toray Composite Expansion. The estimating of the project started nearly two years ago and after many revisions the project was awarded in February 2014. He has been fully engaged with the day to day Project Management activities of this multi-million dollar job with anticipated completion in the second quarter of this year. Doug and lead sheet metal installer John Llenas

have teamed up to handle the challenges of this complex expansion project. It is difficult to put into words exactly what it takes to oversee a project like this. Doug's vast experience and varied skill set has been critical in managing this job successfully never losing sight of keeping our customer satisfied.

In his spare time, Doug enjoys spending time with his family, working on home improvement projects, and bicycling. He has four grown sons and four grandchildren – Lillian (13), Douglas (10), Liam (7) & Josephine (almost 4).

Congratulations. Your commitment and dedication to ASEI and our customers is greatly appreciated!

NEW JOBS

Piramco RTU's

ASEI has contracted directly with **Piramco**, the owner of a large retail commercial complex in Kent to replace 3-gas rooftop HVAC unit to prepare 3-separate spaces for new tenants. Domino's Pizza will be occupying one of the spaces while the remaining spaces will be ready for new tenants. **Ernie Richmond** is project manager while **Eddie Wood's** awesome team will execute the work.

VRF System Replacement

ASEI is excited to start the design work on a new project with **Ahtna Engineering Services**, out of Anchorage Alaska. The site for this work is located in a 2-story, 12,000 sf office building and is set to receive a completely new variable refrigerant volume (VRF) system. Air Systems has been tasked to demo the old system and install a Daiken VRF system, with new fresh air

system and controls. The project will have several phases to coordinate, while tenants occupy several portions of the office during construction. Design work starts soon and should wrap up in early January. **Dan Hamilton** is the sales engineer, while **Luke Steinbrecher** will perform the design work. Luke and other ASEI installers have recently attended Daiken VRF training specifically for this project.

Hallmark Manor Boiler-Federal Way

The main domestic hot water boiler unit for Hallmark Manor facility of Federal Way began leaking. The Quick Turn team will be tasked for replacing this as fast as they can once the new boiler arrives. Currently the facility is temporarily getting by with their other boiler. Hopefully it can hold out for a few more days.



JOB NOTES

TOWNEPLACE SUITES OLYMPIA

Sheet metal fabrication and site installation has been steadily progressing at this Olympia location, with the fine work of **Mike Downs, Greg Thompson, Tom Hamilton, Alan Stewart and Chris Friedman**. Keep up the great work guys!

CALVARY COMMUNITY CHURCH

Alex Crawford and Tom Hamilton have been working hard in the shop fabricating ductwork, while **Mike Downs** and **Steve Littlewolf** have been busy installing it. Meanwhile, **Bill Shankus** and **Chris Cook** have been setting gas and refrigeration piping.

SDA FEDERAL WAY

Marco Garay and **Alan Stewart** have proven to be a great team together as they continue to install new duct work throughout this space. Awesome teamwork!

TEMPLE BETH EL

Bill Shankus and **Chris Cook** have been hard at work installing gas and refrigeration piping like true pros. While working alongside them, **Tim Farrell, Alan Stewart, Mike Downs** and **Greg Thompson** have been making headway on the sheet metal installation.

NEW ARRIVAL

Service Technician **Joel Weed** and his wife, **Kelley** announced the birth of their son **Adam Reece**. He was born on Friday, Feb. 13 at 12:16 am weighing 7 lbs. 11 oz., measuring 20.5 inches. Congratulations to the Weed family!



GETTING TO KNOW YOU... OUR POTENTIAL CUSTOMERS ARE FANTASTIC

By Kristen Ferguson, Maintenance Sales Representative

Big or small, one property or ten, it all starts with a first appointment. This is the first time I actually get to meet our potential customer and put a face to the voice on the other end of the phone. For me, this is the best part of the Service Sales experience.

I am fortunate to have a “tool bag” for these first meetings. There’s a structure for the meeting that outlines right away what we are going to talk about, for how long, and what each of us hope to take away from our time together. This structure gives me the opportunity to relax and really hear these interesting, bright, and funny people. They are all unique as individuals, that’s the fun part, but they do tend to have some of the same needs, the same frustrations, and the same wishes for something better and that is the exciting part. It’s exciting to me because I know

that more times than not we have what they need.

All customers want to be heard, respected and to find a partner in service that will do what’s been agreed upon responsibly and honestly. That is what Air Systems Engineering Inc. does so well! I know that if we can work out the details of the agreement and they become a customer of ours that they will benefit from the hard work of everyone on the ASEI team.

When a first appointment turns into a signed agreement and this interesting, bright, funny stranger becomes part of the ASEI family, it feels just great! There are so many potential customers out there still to be met, I think that is just fantastic.

TECH TIP: HVAC EFFICIENCY

By Bob Wilson, Service Team Leader

Usually the more efficient the better. Up to 21 SEER for air conditioning equipment and heat pumps, 92% efficient for gas heating equipment. This is especially true if you are in hot areas (summer) and cold areas (winter) and, of course, are paying the heating bills.

Heating and air conditioning is the major part of your utility bills; for most areas 75% or more. SEER stands for seasonal efficiency ratio and is a measure of efficiency sort of like miles per gallon for your car. Many older air conditioning systems have SEERs of 10. If you buy a new air conditioning unit with a SEER of 21, you will cut your cooling cost. To find the difference in operating cost of two SEER units, just divide the smaller number by the larger number (i.e.; a 13 SEER unit costs 76.9% as much to operate as a 10 SEER unit. $10/13=.769$. For furnaces, a 92% furnace costs 86.9% as much to run as an 80% furnace).

Since air conditioning units can last 15 years or more and furnaces 30 years or more, the operating cost savings of the more efficient systems pay for themselves many times the difference in the first cost. Your dealer has operating cost programs that can show you the anticipated savings you can get with higher efficiency equipment.

As an added benefit, higher efficiency equipment usually is higher quality, lasts longer, and is quieter than lower efficiency equipment. The lowest efficiency equipment that can be sold in the U.S. today is 13 SEER for air conditioning equipment and 78% efficiency for furnaces.

HVAC Technical Support Tip: Buying a high efficiency heating & air conditioning system can result in a higher resale value for your house. In fact two recent studies published in the Appraisal Journal found that each one-dollar in annual energy savings adds \$20 to the resale value of your home.

WELCOME NEW SERVICE CUSTOMERS!

- Congregational Church Mercer Island
- Harmony Health Chiropractic, Edgewood
- Orion Industries, Auburn
- UW Tacoma YMCA

*We **welcome** our new service customers and look forward to serving you!*

SAFETY CORNER: SLIPS & TRIPS LEAD TO FALLS

By Tim Farrell, Safety Committee Chairman/Lead Sheet Metal Installer

Slips, trips, and falls are among the most common in work place accidents. Slips and trips can happen in any part of the workplace, inside or outdoors. Employees, employers, and even work site visitors are put at risk for serious injury when slip, trip, and fall hazards are not noticed and fixed in parking lots, walkways, stairwells, and other work locations. Fortunately, with proper training, housekeeping techniques, and encouraging a safety culture in the work place, you can spot, report and correct these hazards before someone gets hurt.

Some of the causes of slips, trips and falls vary considerably and can include one or more of the following:

- Walkway surface substances and spills; including oil, water, and/or other liquid surface contamination
- Lack of training and/or knowledge about slips, trips and falls
- Mats or rugs which become unanchored or loose
- Use of inappropriate footwear
- Walkway surfaces that are in disrepair
- Smooth walkway surfaces that do not allow for adequate footwear-traction
- Weather-related conditions like rain, snow and/or ice

According to OSHA some very good floor safety recommendations for slips, trips and fall prevention, include:

- Create good housekeeping procedures as a normal routine
- Keep floor surfaces clean and dry
- Ensure wet-floor warning signs are posted in and around wet floor locations as well as providing and maintaining adequate drainage
- Maintain clear aisles and passageways and prevent obstructions
- Ensure walkway surfaces are in good repair
- Provide floor plugs for power equipment to ensure power cords are not run across walkway paths
- Report and clean up spills immediately
- Provide non-slip coatings or surfaces in slippery locations
- Minimize carpet and matting trip hazards
- Provide adequate lighting in poorly lit areas such as halls and stairwells
- Maintain and eliminate uneven floor surfaces this time of year.

Be especially mindful of ice or snow while driving or working. If you have to perform a task on a roof, check for ice before you begin a task. You should not work in an unsafe condition. If the conditions are unsafe contact your supervisor about re-scheduling when conditions improve.

Remember...be careful out there.

**SAFETY
IS EVERYBODY'S
RESPONSIBILITY!**

QIP IT

By Sandy Colyer, Office Manager

ASEI employees met at Friday, February 20th for the monthly breakfast meeting. The featured speaker was **Jeff Brown**, from Jeff Brown Architects. He gave a brief history about himself and some of the project ASEI has worked with him. Jeff also talked about the architectural activity level currently in our area, as well as his view on commercial construction and where it was going in the next 5 years for Pierce, King and Kitsap counties. He was also asked about his perspective of how Air Systems Engineering

is viewed as a contractor or design/build contractor.



Other agenda items included a safety talk from Sales Project Mgr. Ernie Richmond, a sales update from Sales Manager Mike Riggins, as well as various announcements.

The meeting came to a conclusion when the Team Members of the Month were revealed and lucky door prize winners were presented with fabulous gifts.

DAYLIGHT SAVING TIME – MARCH 8TH

Spring ahead, fall back. Set your clocks ahead 1 hour in the spring and back one hour in the fall. This year, the time change occurs on **Sunday, March 8th at 2:00 a.m.** Before you go to bed Saturday night, set your clocks ahead 1 hour. Fortunately many electronic devices will



reset themselves. However, numerous other household items will not: TV's, computers, cameras, telephones, thermostats and coffee makers just to name a few.

It is also a good time for the batteries to be changed in your smoke alarms.

EMPLOYEE ANNIVERSARY DATES

	<u>Anniversary</u>	<u>Years of Service</u>
Bill Shankus, Construction Technician	03/11/1987	26
Stephanie Fleming, Service Coordinator (7/07-3/13)	03/03/2014	06+
Susan West, Receptionist/Serv. Coord.	03/26/2014	01



HAPPY BIRTHDAY TO YOU...

March 20 Ryan Wiley, Electrician
March 21 John Hodges, Production Manager
March 29 David Crawford, Engineer



TRAIN IT: March 2015

Monday	Tuesday	Wednesday	Thursday	Friday
2	3	4	5	6
9	10	11	12 Safety Committee Meeting 7:00 am	13 Construction Meeting 6:30 am
16	17 	18	19	20 QIP Breakfast Meeting 6:30 am
23	24	25	26	27
30	31			

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