

TEAM MEMBERS OF THE MONTH

Thank you for your commitment and dedication to the team!

SERVICE SUPER STAR



Jake Hamilton is the Superstar of Service for April 2015. Jake joined ASEI November of 2014 after graduating from the respected Perry Technical Institute's 2yr HVAC/R program in Yakima. Service Supervisor Levi Whitley says, "Jake

Hamilton has been an amazing addition to the team, willing to tackle anything with a great attitude. Jake has raised the bar for entry level technicians and should be recognized for his efforts. He has exceeded all expectations thus far."

The Service Coordinators really enjoy working with Jake. They've stated, "He is always upbeat, positive and fun to work with. Jake takes on whatever we throw at him. He's always willing to change his schedule to accommodate...he has great input and pays attention to details."

Jake has grown up in the ASEI family coming from a long lineage of family working at ASEI including his father Dan, Tom his uncle and Amy his aunt. We are all very proud of him and excited for his future!

CONSTRUCTION ALL STAR



Mike Downs is the Construction Department All-Star for April. Mike has been with Air Systems since November of 2013. Some of his recent jobs include Life Manor, Charles Wright Middle School as well as the Science building. He also

worked as part of the team on the Fife Pool energy upgrade, and numerous smaller jobs that completed on time and within budget. Mike had another recent job insulating a Radome booth with 16" cone insulation. His comment was, "I wouldn't want to do another one!"

Mike's is currently working at an Olympia hotel as well as a remodel for Comcast in Bellevue, neither one is a "great commute," but he takes it all in stride. We appreciate his flexibility and willingness to do whatever is asked! He is also serving as a member and contributor on our Safety Committee.

Mike and his wife Karyn live in Gig Harbor with their two children, Brennan 12 years and Kaitlyn 10 years.

Thanks Mike and Well Done!

TEAM BEHIND THE SCENE



Luke Steinbrecher began working for ASEI in September 2014. A recent graduate of St Martins University he was eager to get started using his degree in Mechanical Engineering. His senior

project involved designing a remote control aircraft from scratch. The design included a device designed to carry up to 3 paintballs and needed to be able to deploy them while in flight and by accurately hitting a stationary target while in flight. While attending college Luke's "other" education came from working at a bicycle shop where he worked on, repaired and sold bicycles while working his way through college. Other hobbies include working on his many cars.

Projects Luke has had key roles in the design process include the many Goodwill unit replacements in Auburn, Tacoma, and Spanaway. Design Build projects include The Auburn Veterinary Clinic, Carino Office Tenant Space, and Samurai Restaurant.

ASEI thanks Luke for his dedication and commitment to learning and of course his good sense of humor. We look forward to his providing cost effective solutions for our valued customers.

Luke currently makes his home living with his family in the Olympia area.

Congratulations Luke on being April's *Team Behind the Scene* Employee of the Month.

NEW JOBS

FREAKY FAST JIMMY JOHN'S OF FIFE

Jimmy John's is expanding their presence ever more in the Puget Sound area. Their newest location is targeting the Fife area. **Burman Company**, the General Contractor, will be overseeing the TI work for this project. They have asked Air Systems Engineering to perform the HVAC installation. The work will involve adding a new HVAC rooftop unit, new air distribution systems, and exhaust system for the bread oven. Work should start towards the end of April and complete before end of May.

HELAC GAS PIPING

Air Systems Engineering Inc. has contracted with **Helac Corporation** to install copper piping for argon and Co2 gas distribution. Helac Corporation designs and manufactures rotary actuators, power tilts for backhoe buckets and many other tilt and rotary devices for heavy machinery. Helac is remodeling a portion of the production area and relocating some of the automated and manned welding equipment and installing large exterior mounted argon and Co2 gas cylinders. **Eddie Wood** and his awesome team of pros will be working this project; **Ernie Richmond** is the project manager.



JOB NOTES

COMCAST BELLEVUE

A long lasting relationship with **Maicom Construction** has grown into another project with Comcast of Bellevue. **Mike Downs, Greg Thompson, Steve Littlewolf, Chris Friedman and Bill Shankus** have been busy demoing out the existing rood curbs in an effort to make way for new equipment.

AUBURN VET CLINIC

Installation of a new air distribution system from each new HVAC unit has begun as **Marco Garay** and **Greg Thompson** start work on the rough-in of the new duct work.

JUNCTION FLATS APARTMENTS- WEST SEATTLE

The construction phase of this HUD financed new apartment building will start this spring with **West Seattle Construction**. They have broken ground and coordination of our openings will begin soon, with the major HVAC work following in a couple of months. We are providing parking garage ventilation systems, transformer vault ventilation and controls, split system heat pumps for the common areas, heating and ventilation for the corridors, as well as all venting for the 80 resident rooms. We are working for **Paul Cesmat** and **Kevin Krout**, previous customers of ASEI, as we have done other apartment houses for them. The project has been in our design phase for quite some time, and financing, permitting, and final details are now complete. **Dan Hamilton** is ASEI's project manager for this work.

TACOMA LUTHERAN HOME ALZHEIMER'S ADDITION

Our many years of experience in the healthcare and nursing home market, along with our in-house design and competitive pricing helped us attain this project. This 10,000 sq. ft., single story facility will mimic residential housing with its features and content, while meeting the strict and functional requirements of the state code and the **Tacoma Lutheran Retirement Community**. **Dan Hamilton** is the sales engineer, and we are working for **Marc Strelski** at **Walsh Construction**, who has broken ground on this job.

INDOSTREET RESTAURANT

Steve Littlewolf and **Marco Garay** have started the fabrication and installation of the air distribution system, including supply/return ducting, ventilation ducting and relief air ducting. Gas piping from the owner-provided meter to gas furnaces, kitchen appliances and fireplace has been installed thanks to the help of **Bill Shankus** and **Chris Cook**. Meanwhile, **Eddie Wood** and **Mike Dupea** have been installing refrigeration piping from the outdoor A/C to cased coils at furnaces.

TECH TIP: AIR FILTERS and MERV

By Kevin Wistar, Service Technician

MERV is the **Minimum Efficiency Reporting Value**, which is the scale designed by the American Society of Heating, Refrigerating, and Air Conditioning Engineers (ASHRAE) to rate the effectiveness of air filters. Basically, the higher MERV rating indicates higher filtering performance. The most recommended MERV ratings for commercial filters are between MERV 7 and MERV 13. They all basically trap the same range of particulates, particulates such as dust particles, mold spores, dust mite debris, tobacco smoke, pet dander, and pollen, but each filter has a higher capturing capacity the higher the MERV.

MERV 6

Though not recommended for commercial use or allergy and asthma sufferers, filters with a MERV 6 rating are 8 times more efficient than the regular cheap fiberglass filters. Filters with a MERV 6 rating will remove large particles like allergens, dirt, debris, lint, dust, etc. The advantage of having a MERV 6 rated filter is that it is more affordable.

MERV 8

If you are looking for an ordinary commercial air filter for maintaining efficient airflow and better air system performance, then MERV 8 is the filter you need. MERV 8 rated filters are high quality filters. These are the filters Air Systems Engineering uses in most all applications. MERV 8 filters remove basically the same particulates as a MERV 6, but they are more efficient; with a dust spot efficiency of 30-35%, they are 20 times more efficient than regular fiberglass filters.

MERV 13

If you suffer from breathing problems such as allergies or asthma, then ASEI recommends a filter with a MERV 13 rating. MERV 13 rated filters have a dust spot efficiency of 80-90%, and they are highly efficient filters both for residential and commercial use. MERV 13 filters remove a higher range of particulates, including larger amounts of bacteria and even some viruses. Also, for their high capturing capacity, they still maintain a low resistance to airflow.

HERE WE GROW AGAIN!

By Mike Cloyd, Service General Manager

2015 is off to a fantastic start in Service. We anticipate steady growth throughout the year and we are staffing to meet the capacity needed for current and projected business. Our Maintenance Sales Rep., Kristen Ferguson, has been one of CSUSA's top producers year-to-date measured in units! First quarter, she submitted around 20 new maintenance agreements adding around 4% to our 2014 year-end maintenance base dollars.

The new customers include several churches, half a dozen mid and low-rise apartments, a couple of medical and office buildings, several retail sites, a couple of manufacturing and industrial sites, a large mall in Federal Way, and the new University of WA YMCA. Combined, this provides 690 preventive maintenance hours for our new customers and will result in additional opportunities to serve them with project work and repairs. We've hired two service technicians so far in 2015 and we're looking for two more to support the



maintenance base growth and other ways of serving our customers planned for our third and fourth quarters of 2015!

The Service Projects division is off to an amazing start as well! First quarter "bookings" exceeded the first quarter budget by 177% measured in dollars. There were 42 service projects booked and special recognition goes to **Ernie Richmond** for leading the first quarter service projects in volume. Thank you goes to the installation team of **Eddie Wood, Mike Dupea** and **Ryan Wiley** for all the hard work they provide serving our customers.

We're committed to hiring a dedicated service projects sales person and developing the service projects team in the second quarter of 2015. Now hiring!

Air Systems Engineering is now on Facebook!!!

Our social media efforts are expanding. **Like Us, Share Us** and **Help Contribute to Our Page** by joining Facebook and following Air Systems Engineering, Inc.

“Like Us” By clicking this option on our page, you will automatically be able to view all of our new updates, photos, events, etc. that are posted from our site. By following us you will never miss out!

“Share Us” In addition to following us, help us share our content and reach others that might be interested in what we have to offer. Share our posts, pictures, projects, employment opportunities and anything else that will engage readers. The news will travel fast!

“Contribute to Us”: We want to continue to reach our valued customers every day and we need your help to do it. Share a positive story or interaction you had with someone from our company, whether in the office or from the field, congratulate someone on a work anniversary or milestone or simply send your gratitude for a job well done.

We hope that you will take the opportunity to help our company grow in 2015. After all, we can't do it without you.



See the link in our emails or follow us at <https://www.facebook.com/ASEI2015>

WELCOME NEW SERVICE CUSTOMERS!

- **Beaumont Apartments**
- **Jimmy John's Store 1020- Rainier Plaza**
- **Jimmy John's Store 2441- Allenmore**
- **Dorky's Arcade**

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

SAFETY CORNER: SELECTING EYE PROTECTION

By Bill Dixon, Service Team Leader

Your eyes are sensitive and need to be protected, especially when working around equipment and tools that can create flying material and burns. Selecting the appropriate protection is critical.

There are many types of eye protection available for different uses. Standard safety glasses need to rate at the ANSI Z87 rating and are used to protect against flying material and are built to withstand an impact. They can also be tinted to help protect your eyes from the sun. Goggles that are rated at ANSI Z87 provide protection in the front, sides, top and bottom from impact. Unvented or chemical splash goggles protect against splashes and

vapors. Face shields can be used in environments with liquid splashes and airborne materials. While there are face shields that are rated for impact many are not, and glasses or goggles may need to be worn under them. Welders need specialized masks to protect from molten metals and arc flash and a welders safety instruction manual needs to be consulted.

With the large variety of tasks performed on a job site learning how identify the hazards and determine the appropriate eye protection needed is essential.



QIP IT

By Sandy Colyer, Office Manager

ASEI employees met for the Quality in Progress breakfast meeting on Friday, April 17. Following a tasty buffet breakfast, Comfort Systems USA Regional Vice President, Region 3 **Eric Reisner** was introduced. As guest speaker he gave an overview of his role as Regional VP and the direction the Comfort companies plan to take for the future.



Other agenda items included a safety talk from **Tim Farrell**, Safety Chairman, a sales update from Sales Manager **Mike Riggins**, a Service update from Service General Manager **Mike Cloyd**, 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.

NEW FACES

Air Systems Engineering is pleased to welcome the following new team members:

Kaeleb Nichols joined the service team as a Service Technician on April 3rd.

Darrel Zak joined the ASEI team as Safety Professional, sharing duties with our sister company, Merit Mechanical. Darrel will provide training and leadership in the safety arena.

EMPLOYEE ANNIVERSARY DATES

	<u>Anniversary</u>	<u>Years of Service</u>
Kristen Ferguson, Service Maintenance Sales	5/09/2014	1 year
Derek Berkheimer, Service Technician	5/23/2014	1 year
Tam Caruthers, Service Contract Admin.	5/04/2012	3 years
Mike Cloyd, Service General Manager	5/10/2012	3 years
Bill Dixon, Service Technician Team Leader	5/03/2006	9 years
John Llarenas, Lead Sheet Metal Installer	5/15/2002	13 years



HAPPY BIRTHDAY TO YOU...

- May 10th Steve Littlewolf, Sheet Metal Installer
- May 10th Terry Moody, Service Tech Support
- May 15th David Withrow, Service Technician
- May 15th Jeff Hamilton, Sheet Metal Helper
- May 19th Allison Dalgarno, Contract Admin./ Sales Asst.
- May 26th Cory VanNortrick, Service Technician
- May 28th Jay Hileman, Controller
- May 28th Greg Thompson, Sheet Metal Installer



SAVE THE DATE TO PLAY GOLF!

Mark your calendar to play in ASEI's 20th Annual Charity Golf Tournament. We're looking for players, sponsors and prize donations. Take the time to enjoy a round of golf with friends and colleagues, get some exercise in the great outdoors, and at the same time market your company. The average cost of a meal is \$2.02. Last year the mission

provided 327,490 meals at various facilities throughout Pierce County. Breakfast and dinner are provided 365 days per year at all facilities; lunch is also provided at selected facilities. There are 179 children currently using facilities where meals are provided. Please help us support the Rescue Mission by raising funds to feed people

What: 18 holes of golf, a power cart, BBQ ribs and chicken dinner
Where: High Cedars Golf Club, 14604 149th St. Ct. E., Orting
When: Friday, Aug. 21. 2015, 1:00 pm Shotgun Start



TRAIN IT: May 2015

Monday	Tuesday	Wednesday	Thursday	Friday
				1
4	5	6	7	8 Construction Meeting 6:30 am
11	12	13	14 Safety Committee Meeting 7:00 am	15
18	19	20	21	22
25 MEMORIAL DAY	26	27	28	29

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