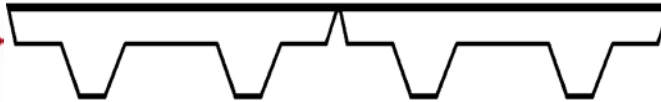


P.S.I. NEWS



January, 2003 Volume 6 Issue 1

PrecastServices.com Is Up and Running

With the launching of precastServices.com, Precast Services, Inc. now has a presence on the world wide web. It is now easier than ever to keep up to date on company wide current projects via our Newsletters Page, contact office personnel via e-mail, send files and photographs to others within the company, as well view live images of projects currently under construction where a web cam is present. Next time your on-line, be sure to visit precastServices.com

Architectural

View larger image by clicking on image buttons.

View Photo's of Past Projects

Download Most Recent as well as Archived Newsletters

Personnel

Click on a name to send an E-Mail
Click here for Office Directory

Charles N. Mayer - Chief Executive Officer

Since 1956, Mr. Mayer has been directly involved with the installation of Precast Concrete and Natural Stone Products. He began his career as an Iron worker Apprentice, Journeyman, Foreman and General Superintendent. The valuable knowledge gained from actual field experience has attributed to Mr. Mayer's successful advancement to positions of total managerial responsibility as Precast Division Manager and Vice President for a reputable erection company.

Barry L. Cooper - President

Upon discharge from Military Service, Mr. Cooper's construction experience commenced again in 1969 as an experienced Ironworker. He was responsible for the erection of structural steel on numerous high-rise structures. In 1982, Mr. Cooper expanded his erection experience by serving as a General Superintendent for a reputable erection company, responsible for the installation of Precast Concrete and Natural Stone Products.

P.S.I. NEWS

The following newsletters can be downloaded with Acrobat Reader. Download time will vary depending on the speed of your connection.

Updated on: 11/01/2002

September, 2002 1426 KB Acrobat Reader 8 Pages Click on newsletter to download.
December, 2001 1481 KB Acrobat Reader 8 Pages Click on newsletter to download.
May, 2002 1310 KB Acrobat Reader 8 Pages Click on newsletter to download.
September, 2001 1200 KB Acrobat Reader 8 Pages Click on newsletter to download.
June, 2001 1177 KB Acrobat Reader 8 Pages Click on newsletter to download.

Parking Garages

View larger image by clicking on image buttons.

Send and Request Information

Stay Informed of Industry News and Events Through our Association Links

In This Issue:

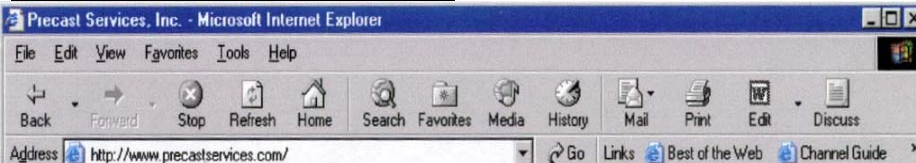
A Message From The President

The Safety Page

Employee Spotlight

Where in the U.S. is P.S.I. ?

Project Photo's.... and More



President's Message...



Precast Services Inc. is coming into the New Year with a changing economy that does not look as promising as we have had in the past years. The amount of work that is bidding is slowing down in most areas and the pricing of this work is being much more competitive. We at Precast Services Inc. must do everything that we can in order to be more competitive and provide a better service to our customers. In economic times like this our service is what will make the difference in having work or having to scale back. Precast Services Inc. cannot afford to lose any of our credibility and must be more responsive to our customers needs.

We all do a little complaining when we have problems with the product but few of you hear the other side of the issues from our customers. We must provide the best service in every respect to our customers. The next time we have a problem with fabrication or connections, take that little extra time to remember that you are not perfect and that you do make mistakes, we chip panels when all it would take is a little extra time to do it a little different way so as not to cause the customer any additional work, among other items. This is the way that we will stay as a top Precast Erector. We provide a service to our customers and to maintain a good working relationship with our customers we have to do a better job than our competition.

I'm sure that we all can do a better job in customer relations and we must make it a priority to do so. Most of our representation is in the field because that is the place most exposure with the customer's project managers occurs. Make it a priority to remember where we would be without our customers.

Barry L. Cooper
President

A Look Ahead.....



<u>Project</u>	<u>Est. Start</u>	<u>Location</u>	<u>Project</u>	<u>Est. Start</u>	<u>Location</u>
Cass Tech H.S.	January 2003	Detroit, MI	Turning Stone Casino	April 2003	Verona, NY
3600 Woodward PG	January 2003	Detroit, MI	Lurding Condos	April 2003	Cincinnati, OH
FBI Facility	February 2003	Huntsville, AL	5th & Scott	April 2003	Covington, KY
Paddock Rd. Bridge	March 2003	Cincinnati, OH	Cincinnati College PG	April 2003	Cincinnati, OH
Veterans Hospital	March 2003	Chicago, IL	Belvedere	May 2003	Chicago, IL
Sparrow Hosp. PG	March 2003	Detroit, MI	High Woods III	May 2003	Nashville, TN
Pennington PG	April 2003	Ewing, NJ	Bergen College PG	May 2003	Paramus, NJ
Caesars Casino PG	April 2003	Atlantic City, NJ			

Employee Spotlight "Glen Winterfield"



Precast Services, Inc. is blessed with many great employees. The intent of "Employee Spotlight" is to recognize these individuals for their accomplishments, loyalty, and dedication.

One of these individuals is Glen Winterfield, V. P. of Field Operations. Glen has been with the company from it's beginning and is one of the originals who met regularly in Chuck's basement office. Glen has been primarily responsible for managing projects in the state of Michigan however, is also known to travel to any area his expertise may be needed. Glen "endeavors" to see that his projects run as smoothly as possible by being involved with all aspects and through constant communication with our customers, shippers, and our foremen.

For these and other reasons too numerous for this space, our "Employee Spotlight" shines on Mr. Glen Winterfield.



Glen Winterfield



Project Snapshots

Lakewood Hosp. Medical Center Westlake, Ohio



The Lakewood Hospital Medical Center Erection Team members, representing PSI, Ironworkers Local 17, and Operating Engineers Local # 18, are, pictured left to right: Oiler Gary Pecuzok, Alex Rychlik, Tony Lambert, E. Paul Jones, Project Foreman Mark Derus, Dale Thompson, and Operating Engineer Al Safick. A special thanks to all for your hard work and dedication.

Soldier Field - Chicago, Illinois (Meroe Contracting)



The Soldier Field Erection Team Members, Representing Meroe Contracting, Ironworkers Local # 1, and Operating Engineers Local # 150 are, General Foreman Jim Miller, Project Foreman Loren Cheney, M. Baeza, F. Brandys, R. Brook, D. Campbell, P. Chen, T. Danlow, R. Graan, P. Grzyb, M. Kerr, E. Miller, F. Rock, M. Hill, B. Adamic, Mike Clarke, and J. Rickens.

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Mike Hudgins - mhudgins@precastservices.com
Paul Entres - pentres@precastservices.com
Sandy Kuzmiak - skuzmiak@precastservices.com
Terri Simmons - tsimmons@precastservices.com

Von Braun - Huntsville, Alabama (Meroe Contracting)



The Von Braun Erection Team Members, representing Meroe Contracting, Ironworkers Local # 477 and Operating Engineers Local # 320 are, Project Foreman Ronnie Mills, Don Phillips, R. Crowden, S. Evans, J. Herring Jr., D. Holt, M. Seymour, Ray Williams, and Operator B. Melton.

N. W. Mutual - Milwaukee, Wisconsin



The N. W. Mutual Erection Team, representing PSI, Ironworkers Local # 8, and Operating Engineers Local # 139 are Project Foreman Mark Derus, M. Arndt, T. Honea IV, T. Kallin, P. Ritter, R. Marshall, Operator R. Kraus, and Oiler L. Burlington.

Innovative Idea's Become a Reality

How do you perform welds in areas you can't see? How can you rotate vertical panels with a single line tower crane? Two such situations arose in the Chicago area which lead to another question, What if? The solutions envisioned became a reality in the development of what have been referred to as the "Flipper" and the "Ernie Eye".

To rotate panels, they are first placed into the "flipper" horizontally and the rigging is re-attached to the top of the panel. The panel is then uprighted as the steel rack rotates with the panel. While the idea might not be new, the initiative was taken to make the device a reality and several units have since been fabricated. Ideally, fabricators could load panels directly into the "flippers" which are secured on the delivery truck for transport. Besides enabling the panels to be unloaded more efficiently, it also eliminates the need for a second crane to rotate panels.

The "Ernie Eye", bearing the name of it's designer and manufacturer, Mr. Ernie Miller, is basically a periscope which enables the welder to see around corners and other obstacles to perform the necessary welds.

These are hopefully the first of many "work smarter, not harder" ideas. Great Job!



Park Street PG - Traverse City, Michigan



The Park Street PG Erection Team Members, representing PSI, Ironworkers Local # 340 and Operating Engineers Local # 324, are, pictured left to right, Steve Bradford, Project Foreman Kevin Peach, Todd Gleason, Operator Ron Lechlitner, Toby Hamilton, Conrad Becker, and Ken Williams. Not pictured are R. Anderson, M. Doty, and W. Gleason.

Holiday Party Held December 14, 2002



Sandy did a great job as MC for the evening



Barry Cooper, Chuck Mayer, and Mr. & Mrs. Will Baynes



Mr. & Mrs. Glen Winterfield and Mr. & Mrs. Alan Diliilo



Loren Cheney and Jennie Probst and Mr. & Mrs. James Miller



John Mulvenna and Diana Perlenfein



Wade Owczarzak, Mr. & Mrs. Monte Owczarzak, and Mr. & Mrs. Butch Owczarzak



Mr. & Mrs. Brady Cooper and Mr. & Mrs. Don Phillips



Bernadine Cwalina and Duane Aregood



Heather Sprang and Greg Hammock

Queens Center Mall P.G. - Queens, New York



The Queens Center Mall P.G. Erection Team Members, representing PSI, Ironworkers Local #'s 361, 68, 401, and Operating Engineers Local # 14, are pictured left to right, front row, Anthony Russo, Project Foreman Jim Allen, Bill Hunt, Carmine Guida, back row, John Robachefski, Ken Larson, John Flanagan, Buddy Knowles, Lance Lambert, Bob Wemyss, Ron Moa, and Thomas Campbell. Operating Engineer Mario Boccasini is standing at the cab of the crane. Not pictured are: L. Goulston, G. Selesky, E. Pate, and E. Hilas.

Paul Entres Celebrates "The Big 60"

A surprise birthday party was recently held at the offices of Precast Services, Inc. to celebrate the birthday of Paul Entres, PSI Controller and Insurance "guru". As you can see below, the office was nicely adorned with "vintage" photographs reflecting Paul's lifeline to the present which were secretly provided by his wife Judy for the event. A giant caveman also "appeared" in the front yard, the meaning of which is unclear to human resources as we are sure it has nothing to do with age. Congratulations Paul, and many more to come! Only what, ten more years or so before retirement?



Paul and his Wife Judy pose in front of Paul's photo collage.



Is there a message here?

Factoids

If you have three quarters, four dimes and four pennies, you have \$1.19. You also have the largest amount of money in coins without being able to make change for a dollar.

The opposite sides of a dice cube always add up to seven.

At one "sitting", a mosquito can absorb one and one half times it's own weight in blood.

The Safety Page



More Than Ever, Working Safely is Essential

As you have all heard before (and will hear again), Precast Services, Inc. expects all of our employees to perform quality work, and, most importantly, perform your work safely. The events of 9/11 combined with other economic conditions, appears to have caught up with the construction industry, which has resulted in fewer projects being developed and increased competition for those projects that are out there. These events have also resulted in across the board increases in insurance costs to companies and individuals alike.



How safe a company performs (and has performed) is perhaps the biggest factor when it comes time to pay the insurance bill and quote work. Those companies with a strong safety record, that is, those companies with fewer accidents than others, will be able to pull through these hard times.

One of the main things insurance companies look at when determining premiums, is your claim history, that is, how many claims, big and small, they have paid out for you in not only the past year, but usually the past five (5) years. Logically, companies submitting fewer claims than others are looked at as less of a risk than those submitting many claims, thus, receive better rates for insurance coverage. This method would apply for all types of insurance such as workers compensation and general liability.

Just imagine what would happen to your auto insurance rates if you were to file several, even minor claims to them within a one (1) year period, each year for five years. More than likely, they would drop you or raise your rates considerably.

Precast Services, Inc. has been able to avoid the above scenario by demonstrating to our insurance company our commitment to safety by having a comprehensive safety program in place to help control (reduce) risks that are an inherent part of the work you perform.

Precast Services, Inc. is not content with having a certain number of injuries each year, or even being below a National average for any given category. Each injury is one too many, from both a human perspective as well as a claim perspective.

Is there one individual that can eliminate accidents? Is there one individual who can play a major role in the reduction of insurance premiums? Is there one individual who can keep the company you work for now, and possibly again in the future, competitive? Yes there is. That person is **YOU**. By making sure you use those safety glasses, those harnesses and lanyards, and by following all applicable safety rules to avoid injury to yourself and possibly others. As you can see, keeping yourself safe is only the beginning.

Have a Safe and Happy New Year,

PRECAST SERVICES, INC.

Michael A. Hudgins - **Safety Officer**

Confucious Says:

Profit keep PSI in business. Profit depend on everyone doing part to keep costs down and quality up.

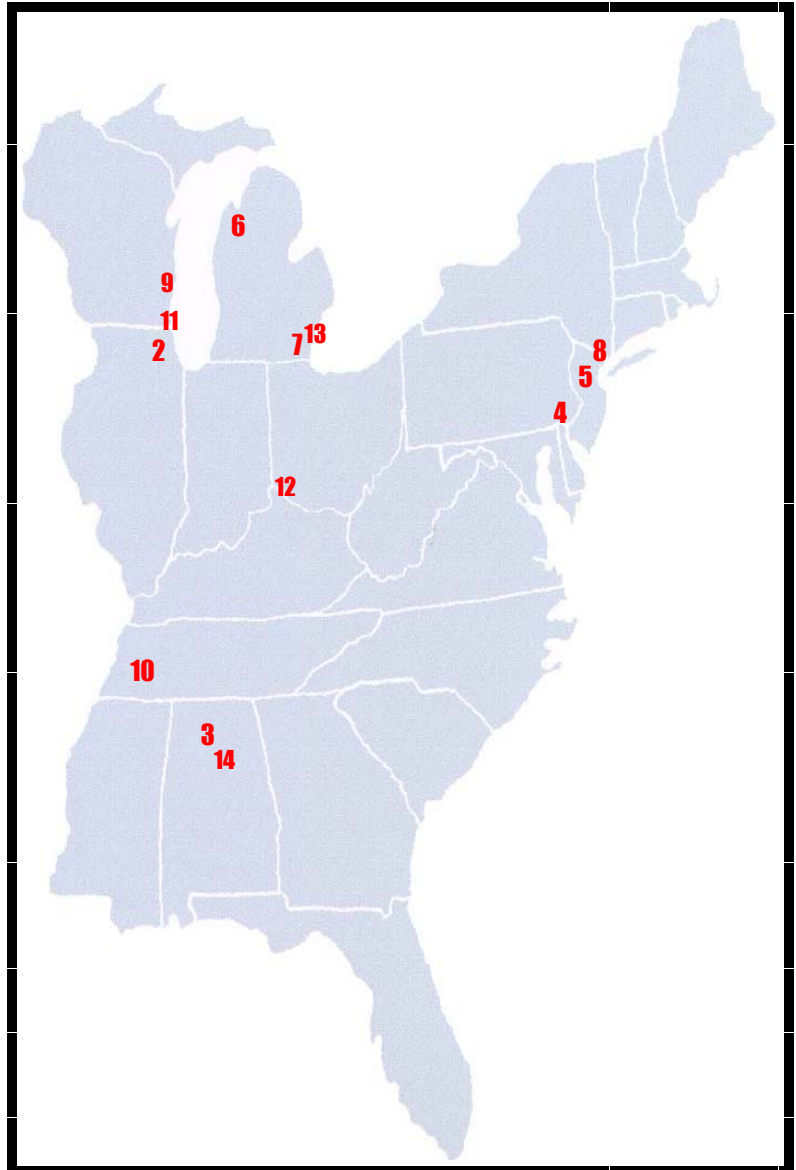
Demand for high quality service never end. Customers not settle for less. You should neither.

Success no accident - happens to person who willing to work long and smart.



Projects Under Construction

- | | |
|---|---|
| <p>1 St. Lukes Cardiac Center
Milwaukee, Wisconsin
Foreman: Greg Kniss</p> <p>2 Soldier Field P.G.
Chicago, Illinois
Foreman: Loren Cheney
(Meroe Contracting)</p> <p>3 Von Braun
Huntsville, Alabama
Foreman: Ronnie Mills
(Meroe Contracting)</p> <p>4 Abington Hospital P.G.
Abington, Pennsylvania
Foreman: Paul Shepherdson</p> <p>5 IKEA P.G.
Paramus, New Jersey
Foreman: Bob Nelson Jr.</p> <p>6 Park Street P.G.
Traverse City, Michigan
Foreman: Kevin Peach</p> <p>7 Cass Tech High School
Detroit, Michigan
Foreman: Joe Fontaine</p> <p>8 Queens Mall P.G.
Queens, New York
Foreman: James Allen</p> <p>9 N. W. Mutual
Milwaukee, Wisconsin
Foreman: Mark Derus</p> <p>10 Concord EFS
Memphis, Tennessee
Foreman: Karl Schneider</p> | <p>11 840 Lakeshore
Chicago, Illinois
Foreman: Mike Clarke</p> <p>12 Reds Hall of Fame
Cincinnati, Ohio
(February 2003)</p> <p>13 3600 Woodward P.G.
Detroit, Michigan
Foreman: Monte
Owczarzak</p> <p>14 FBI Training Facility
Huntsville, Alabama
(February 2003)</p> |
|---|---|



Happy New Year

P.S.I. NEWS

January 2003 Volume 6 Issue 1

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*Published for the employees & friends of Precast Services, Inc.
An equal opportunity employer*

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<i>Chief Executive Officer</i>	<i>President</i>	<i>Executive Vice President</i>	<i>V. P. Field Operations</i>

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