

# PIPELINE



Winter 2016

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# Annis Named Director of Service for Fire Protection Districts

Ahern recently hired experienced sales professional Rod Annis as Director of Service for the Company's fire protection district offices. Annis will be responsible for service sales growth and development in the Ahern Fire Protection offices in Minnesota, Iowa, Missouri, and Nebraska. He will also oversee the sales function within Ahern's Fire Systems and Equipment (FSE) business unit across all territories.



**Rod Annis**

Annis brings nearly 15 years of sales and management experience to his position. During his career, he has successfully progressed through positions of sales representative, account executive, and account manager. He most recently served as the Great Lakes Area Sales Manager for Tyco Integrated Security.

As Director of Service, Annis will work with Ahern Fire Protection District Managers and their teams to create and execute service sales plans and further develop relationships with general contractors as well as end users. He, along with FSE Vice President Doug Lackey, will be responsible for integrating Ahern's non-sprinkler product lines – including fire alarms, special hazards systems, and fire extinguishers – into each district's service offerings.

Annis will be building on Ahern's already strong foundation in facility service and maintenance. The Company currently employs over 130 licensed or certified service technicians across its territories, and has inspected nearly 35,000 facilities in the last 18 months.

# Nation Named AFE President



**Roy Nation**

Ahern Sales/Project Manager Roy Nation was recently named President and Chairman of the Board of the Association for Facilities Engineering (AFE). AFE is a national trade association representing thousands of facility engineers and operations and maintenance professionals.

Nation has been involved with AFE for many years, first with the Milwaukee local chapter and later holding several positions on the national board. He will serve a minimum of a two-year term as President.



Ahern is a full-service mechanical, pipe fabrication, and fire protection contractor.

The Company's executive officers include:

**John E. Ahern** | Chairman

**John E. "Tripp" Ahern III** | President and CEO

**Anthony J. Ahern** | Executive Vice President  
*Fabrication and Operations*

**Krista J. Ebbens** | General Counsel and  
*Corporate Secretary*

**Robert J. Fischer** | Executive Vice President  
*Milwaukee Region*

**Jace T. Hiermeier** | Executive Vice President  
*Ahern Fire Protection*

**James R. Jarvis** | Executive Vice President  
*Northern Wisconsin & Madison Regions*

**Adam J. Wunderlin** | Chief Financial Officer

## PIPELINE

is published by Ahern

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### Ahern's Core Purpose:

To create and maintain systems that save lives, improve the environment, and ensure personal comfort and well-being.

### Equal Employment Opportunity/Affirmative Action

J. F. AHERN CO. is an equal opportunity employer. It is our policy not to discriminate on the basis of race, sex, age, color, religion, national origin, sexual orientation, disability or other basis prohibited by applicable local, state or federal fair employment laws. This policy applies to all personnel actions and activities, including recruiting, selection, hire, placement, training, transfer, promotion, layoff and recall, compensation, discipline, and termination.

J. F. AHERN CO. is also committed to a policy of affirmative action with regard to female, minority, handicapped, Vietnam era and disabled veteran employees and applicants for employment. Pursuant to that commitment, the Company has adopted policies and procedures to meet the requirements of Executive Order 11246, Section 503 of the Rehabilitation Act of 1973 and Section 402 of the Vietnam Era Veterans' Readjustment Act of 1974, as well as various state and local laws, including, but not limited to, sec. 16.765, Wis. Stats. (Contract Compliance Law) and the City of Madison Affirmative Action Ordinance, sec. 39.02.

Our EEO/AAP policies are a matter of continuing interest and importance to all our employees. For that reason, it is the policy of J. F. AHERN CO. that officers and management personnel periodically review and, as appropriate, revise such policies to better promote equal employment opportunities and affirmative action.

Our EEO/AAP policies are regularly communicated both internally and externally, including to all construction trade unions, referral agencies and sources, and subcontractors with whom we do business.

The responsibility for coordinating the implementation of our EEO/AAP policies has been assigned to Krista Ebbens, General Counsel. Ms. Ebbens shall serve as EEO/AAP Officer and shall report, with regard to such matters, directly to J. F. AHERN CO.'s Executive Management Team. If you have any questions regarding this policy, please contact Krista Ebbens, EEOC Officer and General Counsel, at (920) 907-5492 or kebbens@jfahern.com.

# Fab ReACTs Quickly to Beat Deadline

When the Wisconsin Public Service (WPS) power plant in Weston upgraded its emission system to incorporate Regenerative Activated Coke Technology (ReACT™), Ahern's fabrication group was charged with providing the vital piping systems. The team utilized its proven office and shop processes to beat the project's deadline by a full month.

Prior to welding a single spool, Ahern's ReACT project team held preplan meetings with key employees from the drafting, material control, quality control, and shop groups to coordinate all activities. The job then moved into the shop, where a team of 20 industry-certified welders produced 55 carbon steel spools totaling nearly 25,000 pounds, with no warranty rework and 100% on-time delivery.



# Polaris Project Drives GC Partnership

Ahern has developed a relationship with general contractor Ryan Companies that spans across multiple regional offices and dozens of job sites. When Ryan was tapped for a project at Polaris Industries, the well-known manufacturer of ATVs and snowmobiles, the contractor was sure to place Ahern on the bid list.

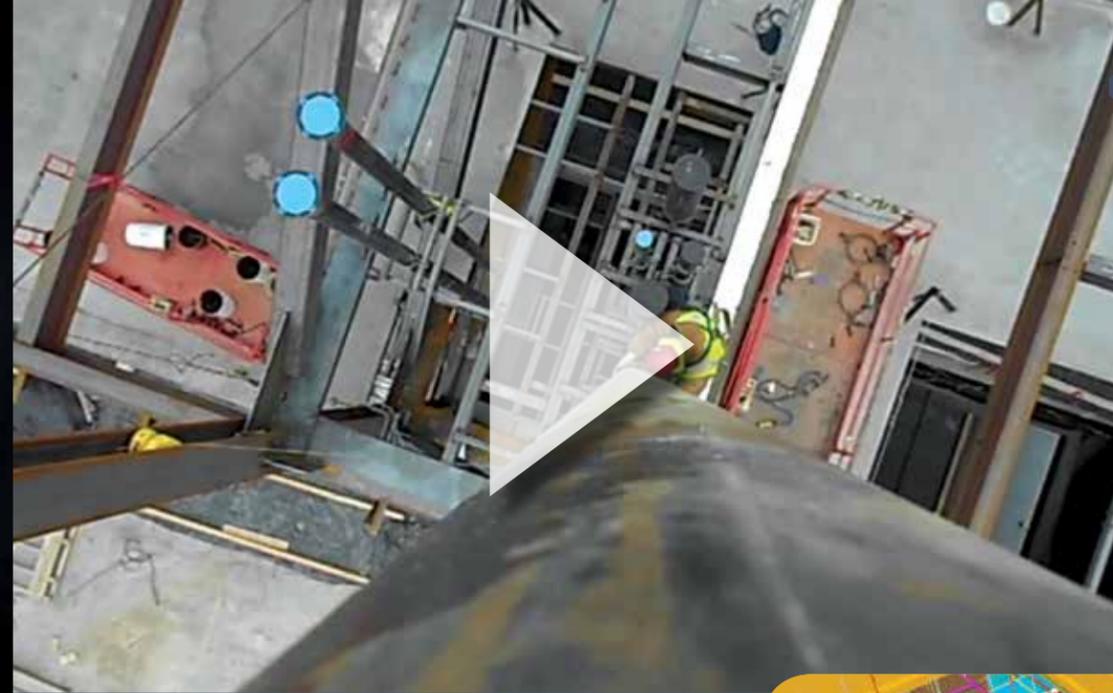
It was Ahern's Omaha office who earned the work this time, as the job involved expanding Polaris' distribution center in Vermillion, South Dakota. The 224,500 square-foot warehouse needed a complete sprinkler system comprised of approximately 2,400 heads, as well as a diesel fire pump. The Ahern team provided preconstruction, design, and prefabrication services in addition to the installation, and met the customer's desired schedule without any issues.

Ryan's Project Manager Mick Schultz praised Ahern's work on the Polaris job. "I had to present the project to about 50 other PM's and Ryan leadership [recently]," he wrote in an email. "Of course, Ahern was listed as an All Star subcontractor on the project!"

# Building the Heart of the Hospital

*Unique construction processes breathe life into complex medical center*

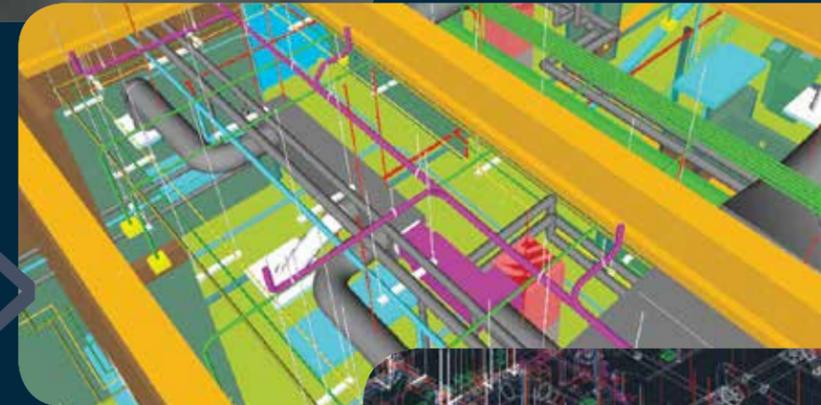
The Froedtert & Medical College of Wisconsin Center for Advanced Care (CFAC) fully integrates the hospital campus' cardiac, transplant, and surgical/interventional care, creating a technologically advanced and thoroughly modern facility designed around patients' needs. When general contractor Mortenson Construction began contract negotiations for the construction of this 616,000 square-foot clinic back in 2012, the Ahern team used its 30+ years of experience working on the Froedtert campus to provide Mortenson and CFAC officials with a comprehensive proposal for the complex HVAC and plumbing systems. Mortenson awarded the work to Ahern, and crews were on site in late fall 2013.



## Fabrication of 80-foot Pipe

Ahern also prefabricated multiple mechanical piping sections as long as 80 feet, and had the sections lowered into the building using a crane. This method (versus traditional installation of 20-foot sections) reduced installation time from two months to only five days.

Click the image above for a "pipe's-eye" view of the shaft installation



## BIM and Total Station for Hanger Placement

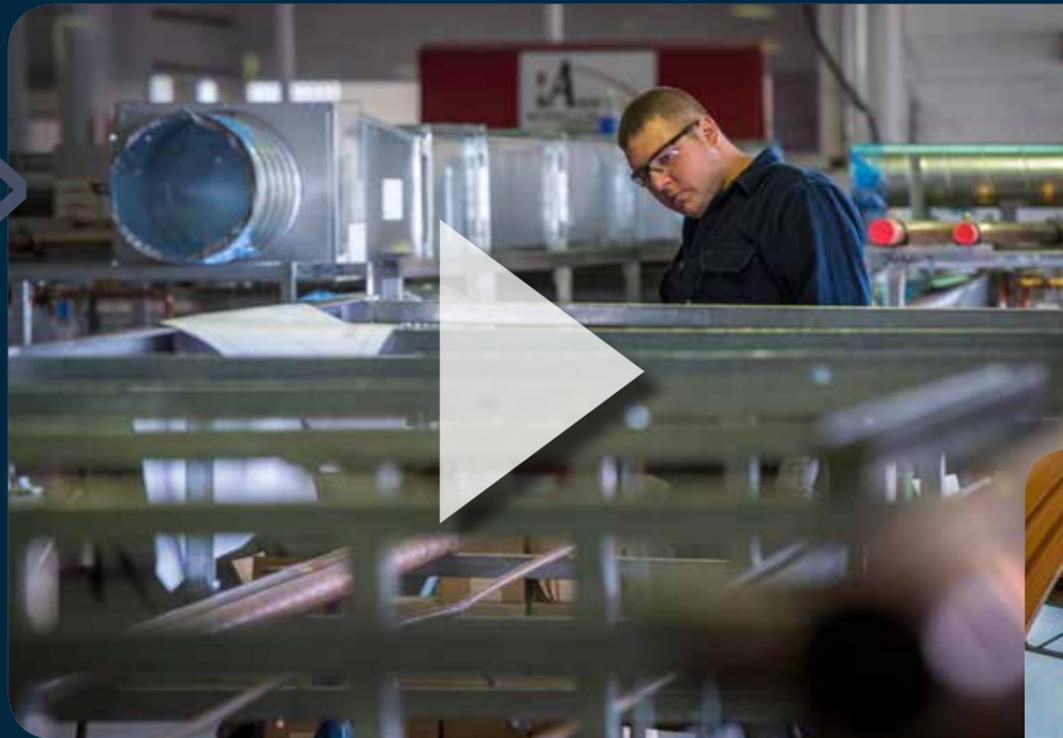
Ahern pre-determined locations for all of the mechanical system hangers using BIM drawings and Trimble Total Station surveying equipment to pre-install the hanger inserts prior to the concrete pour, allowing for quicker, safer, and more accurate system installation.



The Center for Advanced Care welcomed its first patients on October 26, 2015, though final completion is slated for mid-2016. The CFAC facility frees up space in other areas on Froedtert's campus, and those renovations, along with additional work, are part of a larger improvement project that is expected to be complete in 2020.

## Prefabrication of Mechanical Racking Systems

To safely meet the project's tight deadlines and complex design challenges, Ahern built mechanical prefabricated racking systems for the seventh and eighth floors at their Fond du Lac fabrication facility, shipping the finished modules to the site ready to connect up. Watch the time-lapse video on this page for a quick overview of how this impressive process reduced risk and saved time and money!



Click the image above to view the time lapse video

"Ahern's ability to function as an extension of the Mortenson team was crucial in ensuring the seamless transition to sustainable operations for the Froedtert & Medical College of Wisconsin Center for Advanced Care."

– Mortenson CFAC Management Team

# Spotlight on Madison

## Service Spotlight: Cummins Inc.

Ahern had been performing fire sprinkler work for many years at the Stoughton location of global engine manufacturer Cummins Inc. It was that ongoing relationship, as well as some competitive bidding, that earned Ahern a small project involving the facility's HVAC system. Once Cummins' officials witnessed Ahern's mechanical expertise firsthand, they asked for a bid on a mechanical Preventive Maintenance Agreement (PMA), where Ahern was once again successful. Happy with Ahern's level of service from both the office and field led to the most recent project, involving the replacement of eight HVAC roof top units and a chiller.

Ahern Account Representatives Jeff Eisenhut and Brian Summers, along with their colleagues in the field, have won the customer over with their quick response, communication, and commitment to learning all they can about Cummins and its facilities. Cummins recently held a safety seminar for all vendors and subcontractors that perform work at their facility, where Ahern's Eisenhut and Director of Safety Jeremy Brunhoefer devoted a half day to learning the details of the company's safety procedures and expectations.

## Construction Spotlight: Fiskars Corporation

Finland-based Fiskars Corporation, a consumer goods company best known for its iconic orange-handled scissors, recently decided to consolidate its American headquarters to the Madison, Wisconsin area. The company is building a nearly 110,000 square-foot facility in Middleton that will house office, research, and development space. General contractor Newcomb Construction tapped Ahern for the HVAC and fire protection systems in the new building, based on price as well as a relationship that spans over 20 years.

Owner comfort and aesthetics were of the highest importance, and Ahern's design/build experts created an exposed duct system that performs as beautifully as it looks. The fire protection team installed sprinkler lines that blend with the cloud ceiling, and worked with engineers, the architect, and the owner to minimize the number of sprinkler heads while still remaining compliant. Ahern also equipped the three-story atrium with a dedicated smoke purge HVAC system and a water curtain fire protection system.

Ahern's Madison office offers a full line of construction and facility services for HVAC, plumbing, and fire protection systems. You can reach them at (608) 216-0283.



# Another Year, Another “Top 600!”

*Engineering News Record (ENR)* magazine recently published its annual “Top 600 Specialty Contractors” list for 2015, and Ahern ranked within a number of categories. The company landed at number 79 overall, in addition to:

#39

in the Top 50 Firms  
in Mechanical

#10

in the Top 20 Firms  
in Sheet Metal

#3

in the Top 20 Firms  
in Fire Protection  
and Sprinklers

## Ahern’s Blog: Learn from the Experts

Ahern’s experts possess a wide breadth of knowledge that extends beyond system design, build, and maintenance, and the best part? You have access to it! Here is a sampling of some of Ahern’s technical articles:

### What to Expect from a Fire Department Inspection

Most businesses are subject to regular fire department inspections. Every building has its own special characteristics; therefore, every fire inspection is different. However, there are some common items that fire department officials will inspect in every facility: [...[Read More](#)]



### 5 Things You Need to Know for Confined Space in Construction

OSHA has issued a new rule to improve safety for construction workers in confined spaces. The rule is similar to the existing general industry standard; however it has some differences tailored to the construction industry, including requirements for a ‘more coordinated’ approach between customers, contractors and subcontractors (at Multi-Employer work sites). Here are five ‘need-to-know’ changes in the newly issued rule for confined space in construction: [...[Read More](#)]



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