



THE GOLD STANDARD

Unveiling of The Kimmel Center

The Kimmel Center for the Performing Arts opened in December 2001 with great fanfare and to the obvious pride of the City of Philadelphia. Previously referred to as the Regional Center for the Performing Arts (RPAC), the Center hosted its grand opening performance with Elton John...and thanks to the Herman Goldner Company's fine-tuned mechanical installation, the audience raved about the outstanding acoustics.

Goldner installed 10 custom air handlers, 16 standard air handlers, 2 cooling towers, 2 main chillers, 3 boilers and all associated piping and ductwork in the glass enclosed structure—all with extreme care to vibration and noise transmission. Goldner synchronized with the construction and engineering team for the selection and placement of every hanger and diffuser.

"We're very proud of our involvement with the Kimmel Center," says Steve Williams, President. "Our managers and field force did an excellent job orchestrating the team effort. We were involved with the construction managers and engineers from the initial planning stage to the final installation. It's rewarding to be part of a successful project resulting from Goldner's proficiency and coordination of efforts."

The Goldner team on this project included Leo Foster, Sr. Vice President; Ron Podlesny, Sr. Project Manager; and Joe Kelly, Project Foreman.



Message from the President

The Herman Goldner Company has undergone a number of changes in the last several years both in response to the marketplace and in response to the need to streamline our operations to focus on our core business.

The company formerly operated three major businesses: Mechanical Construction & Service, Industrial Supply and Valve Actuation. Last year the decision was made that our core business, both present and future, was in Mechanical Construction and Service. We had grown to be the premier regional source of these services to our industrial, commercial, health-care, and pharmaceutical customers.

Our strategy was reinforced when we received acquisition offers from both national and regional companies

for our distribution-related divisions. In January 2001, the Industrial Supply Division was sold to Deacon Industrial Supply and in February 2001, the Valve Actuation Division was sold to Chalmers & Kubeck.

While this restructuring was underway, our Mechanical Construction and Service operations remained one of the most active in the area. We completed one of the largest mechanical projects in Philadelphia at The Kimmel Center for the Performing Arts. We were awarded one of the largest chiller service agreements in the region with Jefferson Health Systems. Our Special Projects group had one of its strongest years ever performing design/build projects and mechanical and plumbing renovations in the commercial healthcare and pharmaceutical marketplace.

We are thankful for the continued support of our customers, employees, subcontractors, and suppliers. Relationships and integrity have always been important to the Goldner organization and will continue to be paramount to our future.

We look forward to partnering opportunities to help you execute your projects within budget with Goldner still providing the highest level of customer service and quality you've come to expect from us.

Stephen J. Williams, President/COO

Swarthmore College Science Center

We have recently been awarded the contract to execute the mechanical and plumbing portions of the new state-of-the-art **Science Center at Swarthmore College**. **Joe McElwee**, Sr. Project Manager with Herman Goldner Co., will oversee the project. The project consists of three phases with multiple stagings of people and facilities throughout four existing buildings totaling 80,000 square feet as well as the new 75,000 square foot science center. The project will be completed with minimal interruption to the students using the surrounding facilities. This new and renovated facility will become the cornerstone of Swarthmore's science department. Additionally, a new central heating/cooling plant with a steam absorption chiller will supply the campus with chilled and hot water for better efficiency.



Mechanic **Bob Hellmuth** retubing an absorption chiller tube bundle to improve efficiencies and performance.

Are Your Systems Ready for Summer?

“Preventive maintenance helps assure that HVAC systems are working efficiently come spring and summer when you need them most,” remarks Keith Gottlieb, Service Manager for Herman Goldner. He continues, “Poorly maintained systems not only waste your money but can also be a safety hazard.”

Putting off regular maintenance until breakdowns occur or complaints arise often increases the eventual cost of repairs. A recurring example is poor filter maintenance. Without a standard replacement schedule in place, filters can become a magnet for fungal growth often allowing particles to be disbursed within the building. Clogged filters cause the fans to work harder, use more energy and in effect move less air.

If you are currently without a service agreement or are considering improving or changing your service, contact **Kevin Sherin at 215-492-6562 (ksherin@goldner.com)** to make an appointment or for more information. We can walk through your site and evaluate the scope of maintenance necessary for your HVAC system. After assessing the system type, size and age, we will provide you with a recommendation and cost estimate for a Preventive Maintenance schedule to keep your system operating efficiently and correctly.

Whether you have centrifugal or absorption chillers, rooftop units, heat pumps or geothermal equipment, our sales staff can customize a program that best fits your needs and budget.

Major Construction Projects Underway at Goldner:

- ▶ Merck Building 14
- ▶ Neose
- ▶ Reading Hospital
- ▶ Swarthmore College

SPD/Design Build Projects:

- ▶ Siemens Medical Solutions
- ▶ Ben Franklin House
- ▶ Warminster Hospital
- ▶ Teamsters Health and Welfare
- ▶ Locus Discovery Inc.
- ▶ Nazareth Hospital

Service Projects:

- ▶ QVC
- ▶ First Union Center
- ▶ Presbyterian Hospital
- ▶ Jefferson Health Systems
- ▶ Kravco Management

Quik Quip

“The greater the obstacle, the more glory in overcoming it.” — Moliere

Inquiries and Questions

For inquiries and general questions, please call us at **215-365-5400** or **1-888-GOLDNER**. To discuss specifics on an upcoming project, contact the following:

| | | | |
|-------------------------------------|-------------------------|---------------------|-----------------------|
| New Construction | Leo Foster | 215-492-5964 | lfoster@goldner.com |
| Renovations/Design/Build | Herman Goldner | 215-492-5946 | hgoldner@goldner.com |
| | Thomas Graziano | 215-492-6290 | tgraziano@goldner.com |
| HVAC & Plumbing Services | Steve Leonardo | 215-492-6289 | sleonardo@goldner.com |
| Service Agreements | Kevin Sherin | 215-492-6562 | ksherin@goldner.com |
| Digital Controls | Kevin Sherin | 215-492-6562 | ksherin@goldner.com |
| Emergency Service | 24-hour on-call service | 800-355-5997 | |

“We call on Herman Goldner Company when the work needs to be done right and on time,” says Kevin Matthews, Siemens’ Facilities Manager. “They can step in with a custom maintenance plan when other companies, including OEMs, fail to service us at the level we expect.”

Long-term Partnerships

The purest testimonial to great work is not measured in framed plaques or industry awards. The ultimate praise is being awarded more work. And with a reward system like that, companies often transcend the normal customer/vendor relationship, moving more toward one of reciprocity and partnership.

CASE STUDY: Siemens Medical Solutions

Beginning with our work on SMS’ first building, a state-of-the-art Data Center, and continuing through with Corp I, II and III, Goldner has been rewarded for our value-added service with ongoing opportunities at Siemens Medical Solutions.

Herman Goldner Company remains an integral part of SMS’s expansion with our most recent project, a major renovation to SMS’ Data Center loading dock and office expansion. Along the way, we’ve played a major role in all three of the corporate office buildings, including installing chillers, boilers,

cooling towers and piping. In addition to project work, Goldner has been rewarded with maintenance/service agreements to perform scheduled maintenance and 24-hour emergency service on SMS corporate building mechanical systems and pneumatic control systems, assisting their in-house staff.

SMS’ perception of our valuable partnership is illustrated in the heart of their business—their computer systems. Located in the Data Center, the computers must be kept in a temperature-controlled environment 365 days per year. After evaluating other service vendors, coupled with the history of our performing quality work to exact standards, SMS awarded Goldner with a multi-year maintenance and service agreement on their chilled water plant.

When customers reward vendors with more work, it sends a message of confidence. Goldner responds to those messages with an increasing focus of quality work. Which is the only way to answer. And it’s the best way to build long-term partnerships.

Possible Headquarters Changes

As a consequence of our restructuring, Goldner will have to match its revised need for workspace in the current headquarters of Herman Goldner Co., Inc. With the sale of our distribution operations, we no longer need the same volume of warehouse, office space, and acreage. We’ll keep you posted on the specifics of our progress and plans.

Web Site Updates

Our Web site has been modified with the sale of our divisions. Stay tuned for articles on our current projects at: www.goldner.com



The Goldner Legacy Continues

We were saddened by the recent loss of Herman E. Goldner. Herman Goldner, former president and co-owner of the Herman Goldner Co., was a positive influence to our employees, our industry and the great city of Philadelphia.

A native of Philadelphia, Mr. Goldner received a degree in business administration from St. Joseph’s University. He served in the United States Navy prior to assuming an executive role in the family’s mechanical contracting firm at the age of twenty-eight. He played a vital role for the company through his retirement in 1999.

Over 115 years ago Herman J. Goldner, Herman E. Goldner’s grandfather, began his business in a Philadelphia basement. He built his company on integrity, service and quality. Herman E. Goldner exemplified that philosophy with leadership reminiscent of his grandfather’s altruistic foundation. The Goldner legacy will remain intact through his son Herman W. Goldner, Executive Vice President, and through Stephen J. Williams, President/COO who adds, “We are committed to live by his standards of quality and ethics as well as his ongoing appreciation of all Goldner employees.” The Herman Goldner Company continues to deliver total customer satisfaction as we pass the torch to uphold the Gold Standard.

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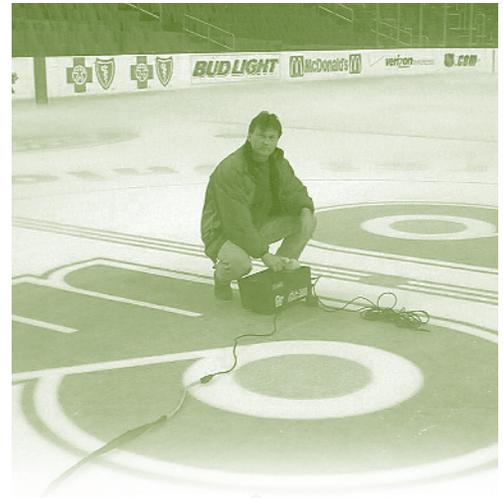
Vendor Alliance Kudos

Alliances are an important part of every business, including Goldner. Our vendor relationships reflect our reputation in the industry and ultimately trickle down and affect our customers. *Anything that touches our customers must meet the Gold Standard.*

Goldner is an ACS (Automation and Control Specialist) contractor for *Honeywell Direct Digital Control Systems*. This allows us to provide quality automation systems and solutions that enhance comfort and safety while minimizing energy consumption for our customers. Our

relationship with Honeywell is built on a mutually beneficial alliance.

“Honeywell relies on its’ ACS contractors to add value to building automation systems in terms of engineering, installation, commissioning and service with world-class quality and excellence in technical proficiency,” states Brian Hetrich, Territory Manager for Honeywell. He continues, “On behalf of Honeywell, I congratulate the Herman Goldner Company for continuing to achieve this premier and elite contractor status.”



Keith Gottlieb
checking conditions
at the First Union Center in
preparation for the playoffs.

FYI ENERGY LEGISLATION UPDATE

The United States Senate is considering legislation to increase domestic supplies of energy, promote energy conservation, improve electricity transmission, control global warming—and newly added to the list, assure our energy security.

The Senate Energy Bill is environmentally friendly and promotes energy conservation. Ultimately, this energy bill will save 2.5 million barrels of oil a day by 2020—more than the amount currently imported from Iraq and Saudi Arabia. *The conservation strategy includes the following:*

- ▶ Require 10% of all electricity sold to be produced by renewable-energy sources by 2020
- ▶ Provide \$10 billion in loan guarantees for construction of a 2,100-mile natural gas pipeline from northern Alaska to the lower 48 states
- ▶ Offer \$16 billion in tax incentives for oil and gas exploration, alternative-energy sources and conservation
- ▶ Enforce companies to use a “greenhouse gas emissions registry” and illustrate to consumers their contribution of gas emissions suspected of warming the earth

We at Herman Goldner Company are a resource for you. Contact your Goldner representative and ask how we can help you conserve energy at your facility.

888.GOLDNER