



# THE GOLD STANDARD

## Get the Best High Purity Solutions

Goldner has made a sizeable investment into our high purity and stainless steel capabilities. Most recently, we made a substantial investment in upgrades to our boroscopes greatly enhancing our in-house inspection and reporting proficiencies. With over a decade of experience constructing and designing high purity systems, we are actively marketing our services to the pharmaceutical, biotech and health care industries that can benefit from our capabilities.

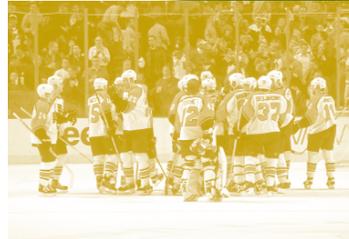
Goldner has further improved this service by upgrading the company's stainless steel **Sanitary Quality Procedures**. We established a committee to review these procedures and to implement changes based on the current practices employed. By initiating these procedures, it will allow us to be highly competitive while maintaining all industry standard practices.

If you have a need for a high purity solution, contact Herman Goldner at 215.492.5946 to schedule a no-obligation appointment.

## Goldner Assists Wachovia Center with Goals

Comcast Spectacor and Herman Goldner Company have worked together since 1996 with the opening of the former First Union Center, now known as the Wachovia Center. With ongoing success in this partnership, it's no surprise that Goldner was asked to upgrade existing systems in order to increase the cooling capacity of the facility. This upgrade, in turn, meets NHL recommendations for temperature and humidity levels.

**Keith Gottlieb, Service Manager**, coordinated concept design and installation at the Wachovia Center. Phase one involved the installation of two additional chilled water coils in the main air handlers completed in April 2003.



**Mike Ahearn, Vice President of Operations**, has worked with

Goldner since he came on board at Comcast Spectacor in 1997. He shares that, "Goldner service is some of the best I've ever seen. Keith Gottlieb has such concern and dedication for our building, it's almost as if he were one of our employees!"

**GO FLYERS!!!**

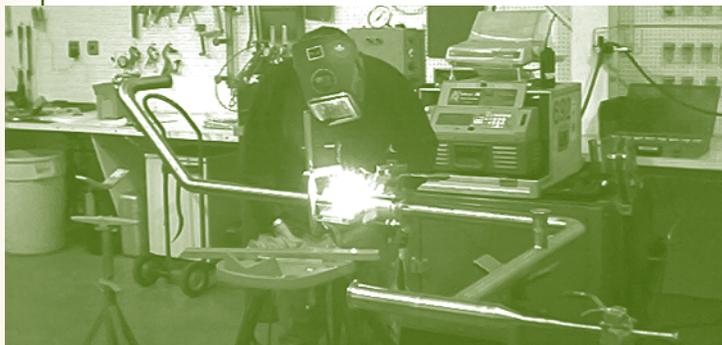
## Major Construction Contract Awarded by Merck

The Herman Goldner Company has been awarded a major construction contract for a **new pharmaceutical manufacturing facility** at the **Merck West Point, Pa.** site. This project, Building 60A, is a strategic "win" for a couple reasons:

▶ The award provides substantial backlog for the North Wales office.

▶ Secondly, and perhaps more important, this project includes **significant high purity stainless steel piping**, resulting from an increased marketing focus.

The project includes **over 1,600 isometric drawings illustrating 10,000 feet of stainless pipe and 12,000+ diameter inches of stainless welding**. This quantity of stainless work, along with **upgrades and expansion** of the company's stainless orbital welding fabrication shop, demonstrates our commitment to this market and Merck's confidence in our abilities. The North Wales office will continue to aggressively pursue additional stainless steel opportunities at the Merck site and other locations.



## Goldner Provides Service for the City of Philadelphia

Tom Graziano, VP of Sales for Goldner, has secured a long-term service agreement with U.S. Facilities for the city of Philadelphia—more specifically, the Tri-Plex, which includes the Criminal Justice Complex, Municipal Services Building and the One Parkway Building. The equipment that Goldner services includes the building automation systems and the York and Carrier gas-fired absorption chillers.

Craig R. Baclit, Vice President, Business Development for U.S. Facilities, Inc. (USF) comments, “USF and HGC are strategic partners wherever USF clients’ needs involve mechanical system services. USF has found HGC to provide highly skilled services that are professional and economical for USF clients.” As a part of the daily Operation and Maintenance responsibilities, USF maintains large mechanical cooling/heating systems and complex direct digital control systems. Two examples of this are, The City of Philadelphia at the Curran-Fromhold Correctional Facility, and the Tri-Plex Project. Mr. Baclit continues, “USF appreciates how HGC has successfully supported USF in these endeavors and has always offered creativity and state of the art technology. We will continue to rely on HGC for the expertise they bring to projects.”

Tom Graziano adds, “Since HGC and USF both have service-oriented and quality-driven philosophies, our business partnership is a true benefit to clients.”

Pat Valerio, Project Manager for U.S. Facilities remarks, “When I was with PECO, Goldner made a great impression on me. I was happy to hear that they were awarded the Tri-Plex contract. Goldner’s professionalism, reliability, integrity and customer focus make them the perfect fit for the project parameters. Tom Graziano and Keith Gottlieb are first-rate people and I’m confident that our systems will be maintained to the nth degree.”

## The Goldner Service Team



Row 1, L to R: Jim Coates, Bob McCracken, Pat Hatzai, Kelly Walker, Kevin Sherin; Row 2, L to R: Rick Kessler, Brian Murphy, Tom Graziano, John Walters, Michelle Carlis, Cheryl Markawicz, Steve Leonardo, Keith Gottlieb  
(Photo by Paul Facenda Photographer Inc., www.facendaphoto.com)

Over ten years ago, Goldner decided to grow its service business to a higher level. A team was put together to achieve the goal of being the best service company in the Philadelphia area. Today, that team continues to exceed all expectations.

Currently, Goldner Service has over 100 centrifugal chillers under contract and continues to gain market share in the industrial, commercial, and healthcare markets. Also under agreement are close to 1,000 geothermal heat pumps at two of the areas high-end retirement facilities. Additionally, Goldner Service specializes in maintaining the area sports facilities including Veterans Stadium, Wachovia Center, Wachovia Spectrum, and the new Citizens Bank Park.

Steve Leonardo, General Manager, says, “the team originally put together by Steve Williams has worked hard to build the business while maintaining the quality standard for which the Herman Goldner Company was founded back in 1887. We’re also grateful for the field mechanics who helped us build the business...and more importantly, who keep our customers happy. These men make it easy for customers to stay with HGC for the long haul.”

The Service Sales Force continues to expand as the business grows. Responsibilities include: maintain and grow service agreements; retrofit and repair work; as well as construction and design build opportunities. Thanks goes to our Sales Team: Tom Graziano, VP of Sales, Kevin Sherin, Service Sales Manager, Brian Murphy, Rick Kessler, Kelly Walker, and John Walters.

Our Operations team includes Keith Gottlieb, Service Manager, and Pat Hatzai, Operations Manager. A recent addition to this team is Bob McCracken, Assistant Service Manager, who brings many years of technical and administration skills. Michelle Carlis and Cheryl Markawicz round out the team with service/sales and administrative support as well as billing and customer service.

The Goldner Service Team focuses on improvements to the quality of service we deliver through training, advances in technology, and customer service reliability. We are thankful to our customers who continuously support our Department.

To reach our Service Team,  
call 800.355.5997.

## Quik Quip

“Obstacles are those frightful things you see when you take your eyes off your goal.”

– Henry Ford

## Major Construction Projects Underway:

- ▶ Merck 60A
- ▶ Baxter Pharmaceuticals
- ▶ Paoli Hospital
- ▶ McNeil Consumer Products

## SPD/Design Build Projects:

- ▶ University of Pennsylvania – Moore School
- ▶ Siemens – Executive Briefing Center Expansion
- ▶ Kraft Foods
- ▶ Astra Zeneca - DMSO
- ▶ King Of Prussia Plaza
- ▶ URL/Mutual Pharmaceutical Company

## Service Projects:

- ▶ Fox Chase Cancer Center
- ▶ White Horse Village
- ▶ Colonial Penn Insurance
- ▶ Wistar Institute
- ▶ Kennedy Health Systems



## Cleaner, Fresher, Healthier Air with **CrispAir**®

Have you ever ventured out after a thunderstorm to enjoy the fresh, clean air? With CrispAir, you can now enjoy this experience 24/7.

CrispAir Duct Mounted Sanitizers™ can be engineered to fit any size cooling and heating system. The DMS™ are designed and built for ease of installation and maintenance in any application where air quality is an issue, including hospitals, nursing homes, office buildings, schools and homes.

CrispAir DMS units are the best of both worlds; **low maintenance** lamps specially designed to emit UV light along with ozone. The UV light will disinfect the air that comes in contact with the UV rays. The ozone will actually seek out and destroy existing mold, mildew and germs that are growing in the duct work, providing cleaner, healthier air in which to breathe. The ozone will also control all organic odors including those from food, cigarettes and mold.

Herman Goldner is the exclusive dealer of this duct-mounted sanitizer in the Philadelphia area. **Call Tom Graziano or Steve Leonardo at 800.355.5997 for installation details.**

## Ballpark Taking Shape



**CITIZENS BANK PARK**  
Home Of The Phillies ★ April 2004

### GOLDNER PROJECT TEAM:

Row 1, L to R: Ron Podlesny, Chris Tole, Steve Meile, Shawn Coyle; Row 2, L to R: TJ DiTullio, Bob Gower, Walt Small, Len DiTullio, Joe Kelly, Ray Houston

Construction for the Citizen's Bank Park is rolling along rather quickly in preparation for its 2004 debut. The project is being managed by **Driscoll/Hunt, a joint venture in Association with Synterra/Todd**. The HVAC and plumbing is being executed through a partnership formed between the Herman Goldner Company and Accord Mechanical established as the **Goldner/Accord Ballpark Limited Partnership**. Recently, Goldner/Accord was awarded with the HVAC and plumbing services, one of the larger service agreements in Goldner's history. **Len DiTullio, Goldner Operations Manager and Project Executive**, is at the helm of the project. He shares, *"The success of the project will be determined by pre-planning, communication and hard work. I feel confident that we have assembled the best team possible to finish the Citizen's Bank Park on time and on budget."*

## CONTRACTOR Magazine Ballpark Spotlight

Our contribution towards the Citizen's Bank Ballpark made the front cover of **CONTRACTOR Magazine, August 2003** issue. The article reviews in detail the crews utilized, equipment used, and intricacies of construction. Despite weather delays the project is on schedule. The article uncovers Goldner's secret to their speed...its fabrication shop, where 20% of the project's man-hours are completed.

### Here is an excerpt:

*"Goldner's preplanning group coordinates the shop fabrication and shipping. Every item is boxed, tagged, shrink-wrapped and barcoded for where it should be installed, so that field crews have everything that they need."*

Goldner has been using its preplanning department since 1989 and has a near-perfect success rate.

## Welcoming New Clients to Our Organization

- ▶ Integrated Health Systems
- ▶ Immaculate Mary Home
- ▶ St. Mary's Manor
- ▶ Crozer Chester Hospital
- ▶ Jewish Geriatric Center
- ▶ Jones Lang LaSalle
- ▶ Kraft Foods



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[www.goldner.com](http://www.goldner.com)



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 Philadelphia, PA 19153

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 SSD, Inc.

## Lending a Hand to Philadelphia Cool Challenge

The Herman Goldner Co. helped deliver and install room air conditioners as part of the *Philadelphia Cool Challenge*—a partnership that also includes Catholic Social Services, The Children of the Father Foundation, Keystone Mercy Health Plan, the Stewards of St. John Neumann, Pitcairn Trust, and the Stewards' Alliance.

The foundation's mission is to pull together resources from the Philadelphia community and prevent elderly deaths due

to extreme summer heat. **Air conditioners** were purchased and installed for low-income senior households, regardless of race or religion, in the 5-county area served by the Archdiocese of Philadelphia. During the initial year of the program, the foundation raised \$55,000; funds covered the cost of the A/C units plus incremental electricity costs.

*"[This] collaboration has resulted in more than 300 elderly in the Philadelphia area receiving air conditioning units...."*

*"Your generous participation as well as your continued support of the Archdiocese of Philadelphia, is greatly appreciated."*

— Anthony Cardinal Bevilacqua

*For many, the assistance might well prove to be life-saving",* remarks Anthony Cardinal Bevilacqua. He continues, *"Your generous participation as well as your continued support of the Archdiocese of Philadelphia, is greatly appreciated."*

**Many thanks to the Goldner team who helped make this program a success.**

- ▶ Steve Leonardo
- ▶ Ron Ruch
- ▶ Michelle Carlis
- ▶ Tom McGauley
- ▶ Klaus Hoetzer
- ▶ Dale Unruh
- ▶ Rob Lofthouse
- ▶ Brian Murphy
- ▶ Bill Thomas

## Catherine Goldner Moore Passes on March 17, 2003

Catherine Goldner Moore, wife of the late Herman W. Goldner and the late George R. Moore, Sr., devoted mother of Catherine G. McGuckin, Mary Clare Donnelly, Gerard C. Goldner and the late Herman E. Goldner passed away peacefully on March 17, 2003. Her supporting role in the Goldner Company was, and always will be, an inspiration to her family and her surviving 21 grandchildren and 22 great grandchildren. She will be missed by all who knew her.



## IS Upgrades Improve Efficiencies

**John Goldner, CFO, Tony Le, System Administrator, and TJ DiTullio, Manager of Preplanning Dept.,** have teamed together to continue the internal IS upgrading process and satisfy compliance standards imposed by Microsoft®. Besides replacement of all existing desktops and laptops, upgraded servers, hardware and software will allow greater functionality plus more capabilities for job costing, accounting and service management programs. Subsequent efficiencies resulting from this substantial IS investment will help our *customer service team get you answers faster.* Plans for phase two of the IS upgrade project include a business portal, which will allow customers to logon and track a specific service call, check invoices and more.