

## For 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 our team, or just logon to **www.goldner.com** and access these contacts automatically via email—just click on “contact us” from our Home Page.

<b>New Construction</b>	Rob McCullough Jim Kaczur	215-492-4495 215-492-6363	rmccullough@goldner.com jkaczur@goldner.com
<b>Renovations/Design/Build</b>	Herman Goldner Thomas Graziano	215-492-5946 215-492-6290	hgoldner@goldner.com tgraziano@goldner.com
<b>HVAC Services</b>	Steve Leonardo Keith Gottlieb	215-492-6289 215-492-6048	sleonardo@goldner.com kgottlieb@goldner.com
<b>Plumbing Services</b>	Chris Tole	215-492-5944	ctole@goldner.com
<b>Building Operation Services</b>	Bob McCracken	215-492-6009	bmccracken@goldner.com
<b>Emergency Service</b>	24-hour on-call service <b>800-355-5997</b>		

### Concept School Annual Golf Outing



www.conceptschool.com

We again want to thank our suppliers, subcontractors and friends who helped out this past May in supporting this fund-raising effort. The money raised was tremendous, unfortunately the weather was not!!! The bar was raised and we met our goals helping to support the school.

For all those who played through the torrential downpour this year, we salute you. The teachers and staff greatly appreciated your efforts and participation.

Hopefully the May 2009 outing will be dry and beautiful as were the past events. We look forward to seeing our friends again in the Spring.

#### We would like to thank our Platinum Sponsor:

- Tristate HVAC

#### And our Gold Sponsors:

- Advanced Specialty Contractors
- Associated Insulation
- Betz
- Broudy Precision
- EAS
- Enerplex
- Johnson Controls
- Liberty Integrated Solutions
- Thackray Crane Rental

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# THE GOLD STANDARD

Fall/Winter 2008

*Quality  
Since 1887*

The Herman Goldner Company is in its 121st year serving the mechanical construction and service markets in the Delaware Valley. Our continued commitment to “Gold Standard” Quality Service has been the model for our success over the past 100 plus years.

Our clients in the hospital, pharmaceutical, commercial and industrial markets, know that no matter how difficult the job or time sensitive it is, they can count on the Goldner Team to provide the necessary resources and expertise required to make their project successful, on-time and within budget.

Our success comes from the principals that Herman J. Goldner established many years ago basing his business on “Integrity, Quality and Service.”

## Commitment to the Environment, Health & Safety

The Herman Goldner Company has taken another leap forward in protecting and educating its most important asset - “It’s Employees.” The Environment, Health and Safety commitment provides many challenges that need to be addressed not only long term but on a daily basis.

To meet these challenges, HGC has implemented several new programs to improve the company safety policy, train its employees on environmental and safety issues and educate our customers on new trends in the industry.

Spearheaded by President/COO Stephen J. Williams, a new safety committee was assembled last year to implement new programs and promote awareness throughout the company. With the help of our safety consultant Deane Smith, the OSHA 10 course was set up for our Local 420 steamfitters and service technicians. The plumber’s Local 690 provided the program at their training center for their members. The training consists of an array of safety-related topics. The focus is on:

- Identifying potential hazards.
- Eliminating hazards.
- Reviewing industry standards for the most up-to-date technologies available for the construction industry.

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### Department Spotlight: Project Management

Goldner’s success in the mechanical construction business can be attributed to its commitment of the people who make up the entire organization. All departments, including Accounting, CAD, Estimating, Project Management, Purchasing, Sales and Service, contribute to the success of our organization.

This issue of The Gold Standard focuses on our Project Management Team for Major Construction, Special Projects, Plumbing, Service and High Purity Piping.

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Standing left to right: Jim Zitzer, Chris Aaron, Steve Dunn, Marc Marucci, Dan Garback, Randy Mahoney, Len DiTullio  
Sitting left to right: Leslie Bradley, Bob Gower, Joe McElwee, Andrew Cipollono, Melody Carr

Welcome New Customers

- Barclay Towers
- Bayard Sales
- Brandywine Construction & Management
- Bryn Mawr College
- Chemical Heritage
- Enon Baptist Church
- Federal Reserve Bank
- Goldman Sachs
- Intech Construction
- M&M Displays
- Malvern Retreat
- Metals USA
- Philadelphia Water Department
- Rosemont College
- SSH Management, LLC
- St. Elizabeth Parish
- St. Thomas Aquinas
- Underwood Memorial Hospital
- Union League of Philadelphia
- Wyndham Hotel & Lakeside Conference Center

An additional program, primarily setup for our service technicians, encompasses WEB-based training courses on a variety of topics. Courses can be taken on their home computers or in our office. These programs will eventually be available to all Goldner employees. Topics include personal protective equipment, lock out/tag out, materials handling and defensive driving. A new topic is covered each month to ensure continuous safety training. The company is unwavering in its pursuit of a safe and productive workforce. We wish to thank all of our employees for their positive attitude and commitment to this goal.



Gerry Goldner Retires



In June of 2008, Stephen J. Williams, Goldner President/COO, announced the retirement of Gerard C. Goldner as CEO after almost a half century with the firm.

Gerry Goldner joined the company in 1961 after his service in the US Army. He then worked in the Wholesale Distribution side of the business from the position of Controller to Vice President.

In 1995, Gerry was promoted to President of the Herman Goldner Company with a follow up promotion by the Goldner Board of Directors to CEO of the company in 2000.

The announcement also noted the following additional promotions:

- Herman W. Goldner - CEO
- Thomas H. Graziano - Executive Vice President
- Leonard J. DiTullio Jr. - Vice President Construction
- Stephen J. Leonardo - Vice President Service

"Our congratulations go to all of the above individuals for their efforts throughout the years in making the Herman Goldner Company successful and we look forward to their continued leadership going forward."

- Steve Williams

Contributors to this edition:

Chris Aaron, Len Ditullio, Bob McCracken, Steve Williams

As part of our Environment, Health and Safety commitment and to meet the changing needs of our customers, our staff is in various stages of the education and certification processes on LEED's training and green technologies. We are training in both the construction and service environments and collecting information for meeting the standards our customers are trying to achieve. We are exploring and implementing new technologies and services to provide energy reducing solutions, in your facilities now and for the future. Contact our office so we can have one of our representatives discuss with you ways to improve the efficiency of your HVAC equipment or design a LEED project to help you move forward into the Green building environment.



Our team of professionals have the experience to handle a wide range of projects from a major sports stadium, to a pharmaceutical manufacturing plant, a university lab renovation, a hospital chiller plant or downtown office renovation. The experience of our team in working together with owners, construction managers, suppliers and subcontractors can make the difference in achieving a successful project. Regardless of size or amount of difficulty, HGC commitment to bring your project in on time and within budget, is the goal of our project management team.

Our in-house administrative staff, supports our PM team with submittals, drawing organization, Requests for Information (RFI's), O&M manuals, as-built drawings, paperwork processing, etc. This support allows our PM's to focus entirely on the needs of the project and client. Our total team approach and commitment, insures the success of the project and reputation maintain the "Gold Standard" for quality service.

What is LEED®?

The Leadership in Energy and Environmental Design (LEED) Green Building Rating System™ encourages and accelerates global adoption of sustainable green building and development practices through the creation and implementation of universally understood and accepted tools and performance criteria.

LEED is the nationally accepted benchmark for the design, construction and operation of high performance green buildings. LEED gives building owners and operators the tools they need to have an immediate and measurable impact on their buildings' performance. LEED promotes a whole-building approach to sustainability by recognizing performance in five key areas of human and environmental health: sustainable site development, water savings, energy efficiency, materials selection and indoor environmental quality.

Source: US Green Building Web Site www.usgbc.org

What does GOING GREEN mean?

There is no one global definition of Going Green. It's running your business in an environmentally responsible way without impacting your bottom line. It's going above and beyond the standards in order to reduce pollution and waste, increase recycling and conserve natural resources like water, energy and raw materials. It's taking steps to reduce negative effects on the environment and designing and maintaining an environmentally friendly and energy efficient building. How can Goldner help? Let us know your needs and concerns.

Green Advantage Certification

- |              |                |
|--------------|----------------|
| Guy Columbro | Rick Kessler   |
| Leo Foster   | Rob McCullough |



Department Spotlight: Project Management (continued)

The goal of our Project Managers is to define the details of the scope of work, know timeline requirements and needs of the client and execute a plan for a quality outcome. Scheduling, workforce, subcontractor coordination and proper documentation are necessary for a disciplined execution.

Our team of professionals have the experience to handle a wide range of projects from a major sports stadium to a local news station; from a pharmaceutical manufacturing plant to a university lab renovation; from a hospital chiller plant to a school boiler room; or from a downtown office renovation to a suburban mall.

We have years of successful, proven experience working together with owners, construction managers, suppliers and subcontractors which makes the difference in achieving a successful project.

Our Project Managers (PMs) use a team approach. We have an in-house support staff that assists and supports our PMs with submittals, drawing organization, Requests for Information (RFI's), Operations and Maintenance Manuals (O&M's) as-built drawings, paperwork processing, etc.

Every project receives the attention it needs to provide a quality outcome for our client.