



# Constructively Speaking

JUNE 2010

## NEWSMAKERS

- **Airtex in the Keys**
- **Accuracy Pays**

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## Airtex News

Once again the Airtex crew had a blast in The Florida Keys on our annual Airtex Christmas holiday getaway! Most of the crew enjoyed a day at sea on a fishing charter, where they caught a total of 42 Yellowtail Snapper!

It's safe to say that they all enjoyed dinner that night at the Airtex Fish Fry!



You can't visit the Florida Keys without taking a trip to Key West.

Everyone enjoyed the day walking through the shops, visiting the Seaquarium, and



of course sampling the local food and drink is required. It is always worth the effort to sit at Mallory square and watch the day end with a spectacular sunset.



There are a couple of very special security guards at Airtex. Penny and Cyanea are Thai Ridgeback Dogs and are a very rare breed from Thailand. These dogs not only keep the office safe, but also keep the Airtex employees very entertained! You can learn more about this breed, and view pictures of the girls, by visiting: [www.trdusa.org](http://www.trdusa.org).

## Industry Related

2009 was obviously a grim year for contractors in general. While some analysts are seeing a bit of a reprieve for the construction industry in 2010, it would be foolish for contractors to think that there will be an abundance of work. This continued downturn has forced contractors to be as efficient as possible when it comes to generating bids and installing projects.

In the past, an HVAC contractor may have been one in five bidding on a job. Now it's more like one in ten, sometimes more!

Contractors regularly bid jobs not really knowing their actual cost which drives down the overall market and makes projects tough to negotiate.

Changes are made to plans all of the time. Accuracy pays....with

excellent coordination drawings, Airtex can indentify these changes quickly and help other trades on the project coordinate installation which saves everyone money.

Because of these issues, it's very important that sheet metal and HVAC contractors establish relationships with general contractors. Setting up good relationships can help many contractors find future work.



Palm Beach Air Conditioning Contractors Association, Inc.

**Robling**  
**Architecture**

**All - Site**  
**Construction**

## New Clients

In 2007 Airtex realized that a change in the type of work and new clientele would be required in the then “depressed market” which eventually became the today’s recession.

At that time Airtex began focusing on public, government, county, and municipal projects and the laborious process associated with qualifying for local county / government work.

Funding would be assured through government, so risk

was reduced, as opposed to building privately funded projects that could have credit problems.

This change meant that not only new customers were required; Airtex needed experienced contractors that regularly engage in building public projects.

A lot of thought is involved with establishing a new customer. A large volume of work from a customer does not mean that the business

relationship will be a success.

The management team that the client assigns to a project can help to make the project run smoothly or it can have an adverse effect on the overall project.

Airtex is glad to have Robling Architecture Construction, Inc. and All-Site Construction as new customers, and have already completed successful projects with them and look forward to many more.

## Current Projects

Palm Beach County Water Utilities District #3- Delray Beach, FL

*Chemical Laboratory Renovation*

Wellington Waste Water Treatment Facility-Wellington, FL

*New Construction / Renovation*

2240 PBL Office Bldg—West Palm Beach, FL

*Renovation*

Palm Beach Sherriff’s Office Gun Range-Loxahatchee, FL

*HVAC renovation / upgrade*

Community of Hope Church- Loxahatchee, FL

*New Construction*

Head Start—West Palm Beach, FL

*Tenant Build out / Aaon Chiller*

Galaxy Hangar “H”—Palm Beach International Airport

*New Construction*

G4S Wackenhut — Jupiter, FL

*New Construction*

Rosarian Lewis Hall—West Palm Beach, FL

*Renovation*

East Central Regional / FPL

*New Construction*

## Vendor Appreciation

Airtex is pleased to announce Allied Fastener and Tool located in Lake Worth, FL as our Vendor of the year.

The relationship with Allied started in the early 1980’s with Scott Clay in the Pt St. Lucie office and has continued with Steve and Judy Makela taking excellent care of Airtex’s ac-

count locally.

Steve’s extensive fastener experience in the construction industry allows Airtex to look at all installation options and determine what is the best product for the project that will increase productivity while still maintaining the budget.

With 28 years experience and 5

branches that cover Central and South Florida, Allied can provide a quality product in a timely manner regardless of our project location. Doing business with Allied has a “local small family owned” feel and their extra effort is really appreciated. In addition to a comfortable style of business, Allied meets our difficult schedule every time.



# Continuing Education



FACAA provides training and job placement for the HVAC/R contractors in Florida. Congratulations to Pat Kelly for enrolling in the Florida A/C

Apprenticeship program ! Keith Kibbons is currently in



his third year, and Mike Beyersdorf is starting his 2nd year of

the program.

When asked “ what if you pay for their training and they leave ?” The owner responded; what if I don't train them and they stay !

**“ Education paves the way to success”**



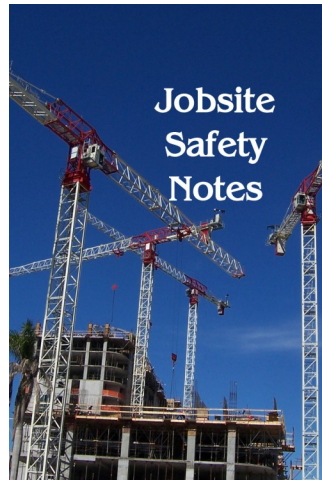
Palm Beach Air Conditioning Contractors Association, Inc.

# Safety

As we all know, working in the construction industry is dangerous. Work-related accidents can cause serious injuries or death, and most of these accidents are preventable. Airtex studies what other builders are doing to make job sites

safer, and what they can do to minimize safety hazards and reduce the chance of an accident.

Airtex's safety has definitely paid off! They are very proud to announce that March 2010, The Airtex Corporation received a dividend check from FCCI Insurance Company, due to our outstanding safety!



**“ Airtex—Zero lost time injury since the company opened in 2002”**

# Local “ Action”

Airtex's Justin Yablon was recently on the ESPN television fishing show “Beat Charlie Moore”.

Justin assisted his buddy Rusty in the camera boat while filming the program in the Everglades. The weather was hot ..but the fishing was even hotter!

The Palm Beach Air Conditioning Contractors Association has the largest and best trade show in the state.

The 2010 show was held March 2, at the Expo Center, South Florida Fairgrounds. It featured 130 + booths displaying the newest equipment, products,

and services.

Several of Airtex's field staff attended the air show and not only met some industry connected people, but also loaded up a bag with complimentary gifts!

**“ Our employees are the most important asset we have. “**



## The Airtex Corporation

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**“Competitive Quality”**

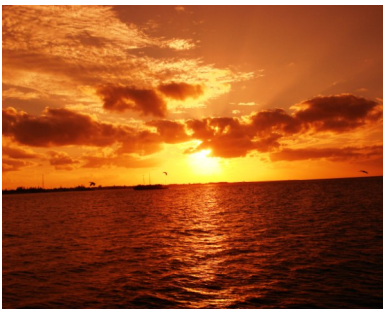
## A message from the President

If you are going to do it ...do it right  
or be embarrassed by it.



The Airtex Corporation is committed to  
safety, quality, our employees and the  
community.

## Upcoming Events



On December 26th Airtex employees and their families will head down to the Keys for the 4th Annual Airtex Keys Getaway. Spending a few days soaking up all the Keys has

to offer the past 3 years has been the highlight of the company's events. This year's location is The Kingsail Resort located in Marathon Key. This quaint tropical city is located in the heart of the Middle Keys island chain. Situated mainly on Vaca, Fat Deer and Grassy Key, Marathon is a 10 mile long family oriented island community rooted in a

heritage of fishing and reflects the old Keys lifestyle. The reservations have been made and we can't wait to go !

