

## Haberberger Celebrates **60** Years of Service



What opened its doors as a small home repair and refrigeration company founded by Frank Haberberger in 1948 has flourished into one of the largest mechanical contracting firms in the region. This year, as third generation-owned Haberberger, Inc. celebrates its 60th anniversary, it also commemorates six decades of devoted employees, loyal clients, steady growth and a well-deserved reputation for excellence.

The company Frank established 60 years ago has evolved over time, but it has always remained a family business. Frank's small home repair and refrigeration company soon expanded into commercial refrigeration, then by 1961 took advantage of an emerging trend to begin offering air conditioning services. Before long, with the help of Frank's son and grandsons, Haberberger, Inc. added industrial and commercial piping work to the company's range of services, helping to create the company that it is today.

Joe Haberberger, Frank's son, was introduced to the company at an early age. "When I was in grade school, I frequently tagged along with my father when he would go on service calls," Joe said.

With this early start, it's not surprising that Joe ultimately followed in his father's footsteps. After serving in the Marine Corps, he returned home in 1959 and started working full time at Haberberger, earning, as he recalls, just \$1.75 per hour. He stayed active in the company for 40 more years, expanding the firm's client base, staff and revenues, while maintaining a focus on quality work and exceptional service. When he retired from his position as president in 1997, Joe handed the reigns and future of Haberberger to his sons, entrusting them with the business he had helped build into a multi-million-dollar enterprise.

Today, Haberberger functions under the leadership of President Neil Haberberger, Vice President of Service Mark Haberberger and Vice President of Operations Steve Haberberger. Both Steve and Mark have sons working for Haberberger, representing the fourth generation in the company. Steve's son, Steve Haberberger, Jr., is a project manager, and Mark's son, Joe Haberberger, is a service pipefitter for the company.

"What makes me most proud is to see the way my sons have worked together to make the company so successful," said Joe. "Each one has his own niche and has contributed to the company's continued success."

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## Haberberger Helps Missouri American Water Adopt Cutting Edge Process

*"I have been made to feel like I was part of the Haberberger family, as have most of the employees. Our suggestions were taken seriously, and our complaints were always addressed. Happy 60th with many more to come!"*

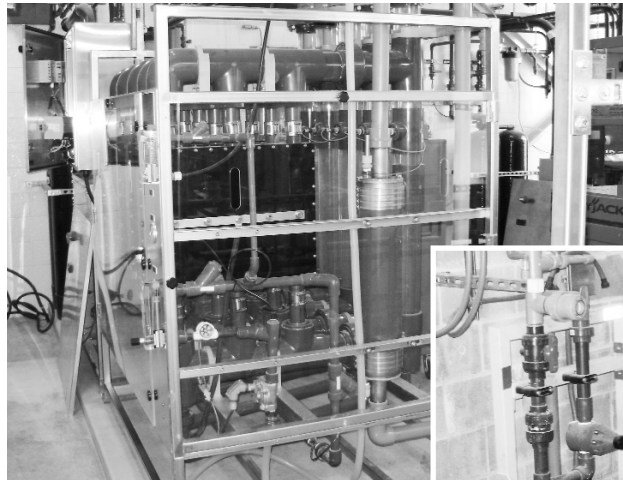
*— Terry Ungerer, Piping Superintendent and Haberberger employee for 30 years*

*"Our firm has a long history of successful projects with Haberberger. We like having them on our team for projects because we know we can count on them to get the job done on time, on budget, and with quality workmanship. They also have a great team and are fun to work with!"*

*— Pam Duffy, President, Rhodex Construction*

Haberberger was recently recruited by General Contactor **Bowen Engineering** to upgrade the water system and install a chlorine generation system at two of **Missouri American Water's** South St. Louis County plants. Once completed, the plants will be among an elite few in the country that have adopted the cutting edge process of generating their own chlorine to sanitize the water supply.

The first upgrade, taking place at Missouri American Water's **Meramec Plant**, is being led by General Superintendent **Tom Masterson** and Project Manager **Mike Conway**. Conway is also serving as project manager for the installation taking place at the water company's **South Plant**, and **Ron Arbuthnot** will be heading up that project as general superintendent. Although Haberberger had to work around the height of the water usage season when the project began at the beginning of June, the upgrade is coming along smoothly, and work is expected to be completed in late fall 2008.



◀ A Sodium Hypochlorite generator was installed in Missouri American Water's Meramec and South Plants by Haberberger.

▶ The Sodium Hypochlorite feed pump, pictured here, will help sanitize the water supply for Missouri American Water.



## Haberberger Wraps Up Work at Two Projects for Ameren UE

Haberberger was recently brought on board for two separate projects for **Ameren UE**. The projects took place at Ameren's **Labadie Electrical Generating** and **Portage Des Sioux Plants**.

Superintendent **Doug Coonrod** and Project Managers **Joe Wilhelm** and **Steve Haberberger, Jr.** were in charge of overseeing the recently completed **Unit #1 Major Outage project** at the Labadie Electrical Generating Plant. The 60-day outage was the first major outage for the plant in its four years of continuous operations and, as a result, Haberberger was faced with the task of completing a large amount of work in a very short time. Many of the projects could not be identified until after the outage began and the systems had been inspected by the owner's engineers, challenging Haberberger's scheduling and manpower resources. Haberberger had a 55-member construction crew working around the clock on different portions of the project in an effort to complete the project during the 60-day outage.

Haberberger's crew from **Plumbers and Pipefitters Local Union 562** worked diligently to complete the work, which included replacing two air handling units on the Isophase system, 68" expansion

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# 60 Years of Service

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Even though Joe is no longer actively involved in the company, the hard-working approach he demonstrated throughout his career is a big reason why Haberberger is successful today. For instance, when the mechanical contracting business was still young, Joe was known for never accepting an answer of no on closed bids. Instead, he pushed himself forward, which worked to his advantage.

“Dad always had a saying that ‘anytime you go anywhere, act like you belong,’” said Steve Haberberger. “There was one point during the 1980’s that Haberberger Inc. was not invited to bid a large project at a local hospital. He went to the walk-through anyway, and ended up getting the job.”

Joe is quick to note that God also has been a factor. He cites the ownership’s decades-long commitment to giving a percentage of the company’s profit to charity. “I believe that’s one of the main reasons our company has been blessed in so many ways.”

Under both Joe’s and Frank’s leadership, Haberberger, Inc.’s growth also was fueled by their willingness and ability to adapt, which helped pave the way for a pivotal turn in business in 1991.

At that time, Haberberger maintained its current HVAC client list and added new industrial clients, which allowed the company to achieve more revenue. The introduction of the expanded Fabrication Shop in 1993 has also impacted Haberberger’s ability to successfully compete for and complete industrial work, influencing its recent growth.

Today, Haberberger performs about 70 percent industrial and 30 percent HVAC work and has more than 200 employees. Volume has increased over the past 19 years, from \$6 million in 1989 to \$56 million in 2007.

“The company’s growth has accelerated over the past 20 years because we have excellent union workers supported by a great team at the office, and everyone shares the commitment to the customer,” said Joe. “I believe the environment at Haberberger helped bring out the best in



▲ (from left to right) Mark, Neil, Steve and Joe Haberberger pose behind Haberberger, Inc.’s old fabrication shop. Ca. 1995.

everyone, and the quality of the work we performed helped retain long-term clients and earn us a respected name in the region.”

There are several clients Haberberger has worked with for years who rely on the company for this type of quality work. Some of these long-term clients include Anheuser-Busch Companies, Ameren UE, Boeing, Covidien, General Mills, Pfizer, MSD, MEMC Electronics, and Washington University.

And it’s not just clients who tend to have long-term relationships with the firm. There are currently eight employees who have been part of the Haberberger team for at least 25 years, and have contributed to the firm’s success. So far, the list includes employees Jim Adams, Charlie Bott, Tim Gallagher, Joe Ryan, Dodd Slawson, Garry Ungerer, Terry Ungerer and Joe Wilhelm.

Maintaining this pattern of quality employees and finding room to grow within the current facility are challenges Haberberger will have to face in the future, but Joe believes the company will continue to thrive under the current leadership.

“God has blessed our company in many ways,” he said. “I am not sure what to expect in the future, but I know that the boys can handle it.”

## Haberberger Creates Arc Flash Policy

Haberberger’s safety department recently created an Arc Flash Policy that complies with the Occupational Safety and Health Administration (OSHA) and National Fire Protection Association (NFPA) standards. The policy ensures Haberberger employees receive training and protection from Arc Flash, an electrical short circuit in the air, which consists of concentrated energy that explodes outward, creating a high-intensity flash of superheated gas and can melt metal, burn clothing or even severely burn skin.

Due to the lack of education on proper protection for contractors throughout the mechanical and electrical field, over 2,000 employees are sent to burn units each year in the United States, and 3,600 disabling electrical contact injuries in the workplace occur annually. As a result, OSHA required all contractors be trained on the rules and regulations covered by both OSHA’S and NFPA’S standards. Some of these requirements include using protective equipment when working near potential electrical hazards, assessing potential hazards, identifying hazards with an Arc Flash warning label and performing an analysis before approaching an exposed electrical conductor or circuit that hasn’t been placed in a safe working condition to determine the level of Personal Protection Equipment (PPE) a worker needs. Haberberger, which continues to stay on top of the latest safety requirements, is in complete compliance with each standard and has trained 30 service technicians with its Arc Flash Policy.

*“Ameren has enjoyed a positive working relationship with Haberberger. Haberberger is a mechanical contractor that consistently provides quality workmanship and is dedicated to meeting our project objectives.”*

*– Bill Morse, Project Engineer,  
Ameren UE*

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*“Haberberger is a family-owned organization where I have never felt like I was just another employee number. I believe Haberberger’s strength is that they realize that their relationship with local 562 and the pipefitters they employ is the backbone of their company. They treat people like they would want to be treated, and in turn, they have an experienced, committed and capable workforce willing to do the job at hand.”*

*-- Joe Ryan, Director of Service and  
Haberberger employee for 25 years*

## Haberberger Receives Four Awards from the MCA



◀ Mechanical Installation Award Winners (pictured from left to right), Pat Kellett (Business Manager of Local 562), Charlie Bott, Bill Morse (Project Manager for Ameren UE) and Joe Wilhelm pose with Gary Tidwell (President of MCAA of Eastern Missouri) at the awards ceremony for the Ameren UE Rush Island Air Heater Steam Coils project.

The Mechanical Contractors Association of Eastern Missouri (MCA) recently presented **Haberberger** with four Mechanical Installation Awards, honoring the company for its outstanding work on four different projects. Haberberger won in the process piping and HVAC mechanical installation categories for its work at Kirkwood Water, Wyndgate Wastewater Treatment Plant, Ameren UE and Maritz. To date, Haberberger has received 18 Mechanical Installation Awards.

Haberberger was recognized for its outstanding process piping installation work at Kirkwood Water, winning in the category of projects under \$500,000. Haberberger was hired by **KCI** to demolish and replace the existing piping at the Marshall Road Water Pumping Station for the City of Kirkwood. Four new pumps were set and tied back into the existing piping system under the direction of Superintendent **Jack Reiter** and Project Manager **Jeff Roberts**. Work on the \$400,000 project began in December 2006 and was completed with final testing on March 5, 2007.

Haberberger received an award in the \$500,000 to \$1.5 million process piping category for its work at Wyndgate Wastewater Treatment Plant. The 8,000-square-foot house that lies in the 800-home Wyndgate subdivision in O’Fallon, Mo., was designed to handle all the waste from the subdivision and any future developments. Haberberger was hired to complete all of the piping, sheet metal, HVAC and process piping work for the plant. Haberberger’s team on the \$836,000 project included **Pat Reilly** as project manager and **Charlie Bott** as superintendent, overseeing daily developments.

**Charlie Bott** was also part of the team recognized in another award category. The MCA recognized Haberberger for its process piping work in the \$1.5 million to \$5 million category for the Unit # 1 Air Heater replacement at Ameren UE Rush Island Unit. The \$4,090,000 project, which got underway in September 2006 and was completed in June 2007, was managed by Project Engineer **Steve Haberberger, Jr.** and Project Manager **Joe Wilhelm**.

Haberberger was also recognized by the MCA for its chiller replacement work on a project at Maritz, winning in the \$1 million to \$2.5 million category for HVAC mechanical installation. **Clay Buxton** served as the superintendent on the \$1,700,000 project, and **Chris Jordan** was the project manager. The project began in mid-November 2006 and was completed in March 2007.

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## Haberberger Completes Hot Water System Upgrade for Anheuser-Busch

**Haberberger**, which was recently awarded a three-year maintenance contract by long-time client **Anheuser-Busch**, has completed work on phase two of a hot water system upgrade for the St. Louis-based company. Under the supervision of General Superintendent **Dave Brightman** and Project Manager **Jeff Roberts**, Haberberger’s crew was in charge of installing new six-inch and eight-inch hot water lines in Anheuser-Busch’s existing pipe bridge.

The project began this summer, and an outage was performed during the middle of September so that Haberberger could merge the new hot water system with Anheuser-Busch’s existing system. Haberberger worked in collaboration with **Galt Insulation**, which was in charge of installing the insulation for the new system. Although the upgrade proved challenging at times due to the fact that a large portion of the piping was 100 feet in the air, the project was successfully completed at the end of September.

# Haberberger Helps Washington University Data Center Go Green

*“Haberberger has been very successful executing complex installations at our St. Louis plant facility. They are very fair and efficient when dealing with design changes.”*

*– Mark Hunter,  
Project Manager, Covidien*

**W**ashington University recently debuted the Midwest's first data center designed to assist scientists in performing research on genome sequencing. The 15,000-square-foot Genome Data Center, located on the medical campus at Forest Park Boulevard and Newstead Avenue, will not only support DNA sequencing technology, but the building has been designed to earn Leadership in Energy and Environmental Design (LEED) certification by the United States Green Building Council (USGBC).



▲ The three chilled water storage tanks at the Washington University Genome Data Center are pictured above.



▲ One of the four main Air Handling Units is pictured above at the Washington University Genome Data Center.

Because the new data center will use 120 racks of blade servers to control the computing power needed to analyze the DNA, Haberberger was brought in to make sure those computer servers will not overheat. Superintendent **Tim Gallagher** and Project Manager **Joe Wilhelm** were in charge of overseeing the installation of two 350-ton chillers, two cooling towers, pumps, heat exchangers and four air handling units in the new building – more than enough cooling power to make sure the servers do not stop running. Within the new building, there is also additional space for future cooling capacity with another 350-ton chiller and cooling equipment should Washington University add additional servers to the data center.

*“The best thing I did 28 years ago was accepting a position with Haberberger, Inc., and they have treated me, not just as an employee, but as part of their “family” ever since. I love the work and the environment, and they genuinely do appreciate everyone’s efforts.”*

*– Joe Wilhelm, Project Manager and  
Haberberger employee  
for 28 years*

While installing the equipment, Haberberger met all the LEED requirements to make sure no pollutants interfered with the clean system. The ductwork and each pipe from Haberberger had to be cleaned to keep these pollutants out. They could only use VOC-free caulking and sealants and had to replace the temporary filters with clean filters once the project was complete. With the help of their efforts, the new data center is expected to earn LEED certification points in the category of energy efficiency.

“Haberberger’s work greatly enhanced the overall success of this project,” said **Scott Rakonick** of **Volk Construction**, the General Contractor during the on-site installation. “**Tim Gallagher** and **Joe Wilhelm** work well with their employees to produce quality work that is shown in the completion of this project. Haberberger made suggestions throughout the project that proved to be beneficial for the Data Center, and I believe Washington University is very happy with what Haberberger has produced.”

Other members of the project team included **Sidney Insulation**, **C&C Control System**, **Jen Sheetmetal**, and **Senco Balancing**.

# Project Update

## Currently In Progress

### Lambert Airport Boiler Project

Superintendent: Charlie Bott  
Project Manager: Chris Jordan

### Lambert Airport HVAC Upgrade

Superintendents: Dodd Slawson  
and Ed Quin  
Project Manager: Chris Jordan

### Kerry Ingredients South Building Utilities

Superintendent: Nick Pavia  
Project Manager: Jeff Roberts

### Missouri American Water South Plant

Superintendent: Ron Arbuthnot  
Project Manager: Mike Conway

### Ameren Meramec Compressed Air Project

Superintendent: Ted Reigner  
Project Manager: Joe Wilhelm

### Missouri American Water Meramec Plant

Superintendent: Tom Masterson  
Project Manager: Mike Conway

### Pfizer NRB Project

Superintendent: Terry Ungerer  
Project Manager: Pat Reilly

### General Mills

Superintendent: Ed Morawitz  
Project Manager: Neil Haberberger

### Ameren Portage Des Sioux Fall Outage

Superintendent: Doug Coonrod  
Project Manager: Joe Wilhelm

### VA Hospital Surgery Center

Superintendent: Rick Princivalli  
Project Manager: Mike Conway

### ICL DKP Tanks

Superintendent: Clay Buxton  
Project Manager: Steve Haberberger, Sr.

### MSD Lemay Wastewater Treatment Plant Wet Weather Improvements

Superintendent: Phil Jones  
Project Manager: Jeff Roberts

## Haberberger Wraps Up Work at Two Projects for Ameren UE *(continued from page 2)*

joints, economizer ash system piping, twenty-four 8" precipitator valves and 3' wide x 26' long air heater hot water coils. The team was also in charge of inspecting and replacing parts on the 20" coal transport piping system and installation of supports and vibration snubbers on the cold reheat steam valve relief vents. In addition, Haberberger replaced 30" OD by 1.5" wall piping and 20" OD by 3" wall piping on the superheat and reheat links. Each piece weighed approximately four tons and was hoisted up 220 feet and brought in through the wall at the penthouse on top of the boiler. Once up on that level, the **pipefitters** had to rig the large piping around numerous obstacles.

Subcontractors on the project included **ACME Erectors**, who furnished and installed the structural steel platforms; **Galt Insulation**, who replaced the piping insulation; **Senco Systems**, who balanced the air handling units, and **Dayton Precision Services**, who performed machining on flanges and valves on the job site. In addition, **Hartman Walsh** performed painting services and lead abatement; **National Fire Protection** relocated the sprinkler system; **Team MQS Industries** performed NDE and heat treating services, and **United Anco** performed scaffolding services.

Haberberger was also recruited to help prepare for a scheduled 41-day outage at the Portage Des Sioux Plant. Haberberger's crew from **Plumbers and Pipefitters Local Union 562**, led by **Doug Coonrod** and **Joe Wilhelm**, was responsible for replacing two circulating water pumps rated at 130,000 GPM, which weighed 25 tons and were approximately 50' tall. They also replaced six air pre-heater steam coils that were 9' wide x 24' long, two low-pressure raw water pumps and the piping systems in the plant.

The pre-outage work completed by Haberberger helped Ameren prepare for four separate projects, which are all now complete.

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## Mission Statement of HI

A company dedicated to meeting the needs of the customer, exceeding his expectations, and developing a successful, long-lasting relationship through:

**Quality**, delivering our service defect-free and on time.

**Unending improvement** of our services.

**Assurance** of a constant effort to provide a safe work place.

**Leadership**, the ability to achieve and accomplish through serving.

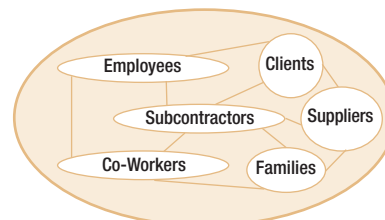
**Integrity**. It is never compromised.

**Teamwork**. Together we will achieve.

**You**, as a vital member of the team, are needed to commit to this mission and be responsible for its promotion and implementation.

This philosophy creates the company direction and purpose, namely:

**To CAUSE**



**OUR CUSTOMERS**

**TO BE SUCCESSFUL**