

# The Pipeline

GALLO MECHANICAL, LLC

ISSUE NO. 5 – MARCH 2017

## NOTES FROM THE PRESIDENT, DAVID GALLO:



Recently I attended a meeting at Laitram, one of our oldest customers, to plan for some future work. Laitram has not only been our customer, but also one of our key partners over the last 25 years. In that time, I think we have learned a lot from each other. While I was at this meeting, I noticed a sign on the wall that has stuck with me since.

Listen.  
Keep an open mind.  
Seek first to understand.

Since I read that sign, I have followed its instructions several times, and it has really worked. The point is to really focus on what others are saying and try to put yourself in their shoes. I encourage everyone to use this simple phrase at work and also at home.

On the work front, the 1st quarter has been amazing. In addition to getting contracts on Hurlburt Field, outside of Fort Walton, FL, and Cameron LNG, just south of Lake Charles, we were awarded the Children's Hospital New Orleans Expansion and Renovation. This is a very large project that will last 42 months and includes providing a new 4,000 sq.ft. central energy plant. I would like to congratulate all of us since our safety record was a very big part of our selection.

-David Gallo

## SAFETY CORNER

### 2016 YEAR IN SAFETY



First off, I would like to thank and congratulate everyone on the Gallo team for a great 2016 in safety. Each one of you is the reason we had such a fantastic year. Everyone knows the importance of working safe and it shows. Our safety record is one of the main reasons we can compete aggressively and get jobs. When contractors and owners think of Gallo, they will think safety.

Our numbers for 2016 ended with one recordable from over 420,000 man-hours. That puts our TRIR (Total Recordable Incident Rate) at 0.47. What that means is, we are likely to have half a recordable for every 200,000 man-hours worked. This is well below the industry average 1 per 200,000 man-hours.

The other factor that is taken into consideration is EMR (Experience Modification Rate). This is the rating insurance providers give us based on our worker's comp usage. Right now, we are at a 0.78. The average for our industry is a 1.0. This number is very low for the type of work we do.

2017 looks to be a very busy year. We need to make sure we keep safety at the forefront of everything we do, not only at work, but at home also. Do the safe thing for yourself, and your family.

-Kody Morgan



# SPOTLIGHT JOBS

## LSU DENTAL SCHOOL

### NEW ORLEANS, LOUISIANA

The LSU School of Dentistry is a project over 10 years in the making. It is a FEMA, state funded project intended to upgrade the campus after Hurricane Katrina flooded and destroyed many the labs and operating rooms in the basement and 1st floor and all the major mechanical equipment on the first floor of the Physical Plant. Citadel Builders was awarded the project in 2015 and Gallo Mechanical was contracted to perform all the Plumbing and Mechanical.

The project is designed to not only replace and upgrade what was lost to Katrina, but to prevent or minimize that type of loss ever again. The answer for the labs, teaching facilities, and operating rooms was to add a new building called The Annex; a 100,000sqft three-story addition that will house all the new labs and operation rooms on its two top floors and a parking lot on the first floor. With the same philosophy, the Physical Plant will be totally renovated with all new mechanical equipment and all the major equipment will be located on the newly added 2nd level.

When the project is completed in September of this year, the campus will have gained an entirely new building with state of the art labs, new Medical Gas systems, outlets, pumps and manifolds; all served by an all-new Physical Plant.




## NAS PENSACOLA BLDG 603 RENOVATIONS

### PENSACOLA, FL

The high-profile historical Naval Air Station Building 603 renovation in Pensacola, FL will result in a 190,000 sq ft. administrative space designed to accommodate administrative functions of new tenants. The original 4 story building was constructed in mid-1920's and used primarily as a warehouse.

On this design/build assist with Orocon/Carothers joint venture, Gallo will perform the Plumbing, Piping and HVAC work to replace outdated systems with modern plumbing and HVAC systems that include a new centralized chilled water plant. Additionally, the new HVAC equipment that will be integrated with the existing

## Human Resources

JOIN US IN  
CONGRATULATING THESE  
MEMBERS OF THE GALLO  
TEAM ON THEIR  
ANNIVERSARIES:

Janice Deshautreaux, Executive Secretary	37
David Gallo, CEO/President	36
Earl Cox Jr., BIM Coordinator	31
Ronald Varnado, Field Operations Manager	15

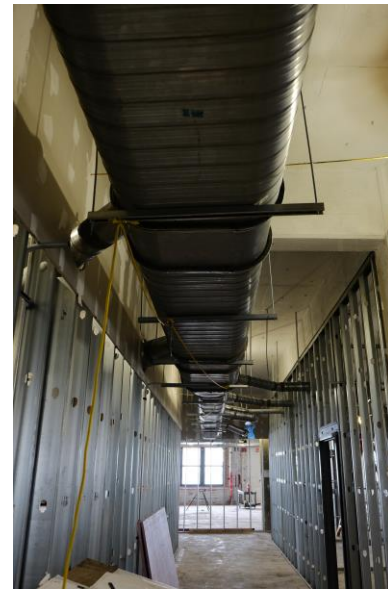
PLEASE WELCOME AND WISH  
SUCCESS TO THIS GROUP OF  
NEW EMPLOYEES:

Mark e. Dennis (Journeyman),  
Ambrose Thomas (Laborer),  
Terrance Jenkins (Apprentice Sr.),  
Michael Beaver (Sheet Metal  
Superintendent), Richard Wright  
(Plumber), George a. Galindo  
(Apprentice Sr.), Darryl Holmes  
(Sheet Metal Mechanic), Christopher  
Desormeaux (Assistant Project  
Manager), Kelly Foster (Assistant  
Project Manager), Michael Scott  
Bordelon (Foreman), Joseph a.  
Henderson (Apprentice Sr.) and  
Thomas Lewis (Director of IT).

systems will include two adjustable-speed driven high efficiency 300 ton water-cooled chillers and two cooling towers of matching capacity.

The Heating Hot Water System will utilize existing steam plant to convert steam to heating hot water for VAV reheating & 3200 linear feet of insulated steel/copper hot water piping & air control equipment. The Chilled water systems will be connected to the part of the existing systems and 2000 linear feet of new insulated chilled water piping will be installed. A complete new plumbing system will be installed.

This project started in January of this year and is expected to be completed in August of 2018.



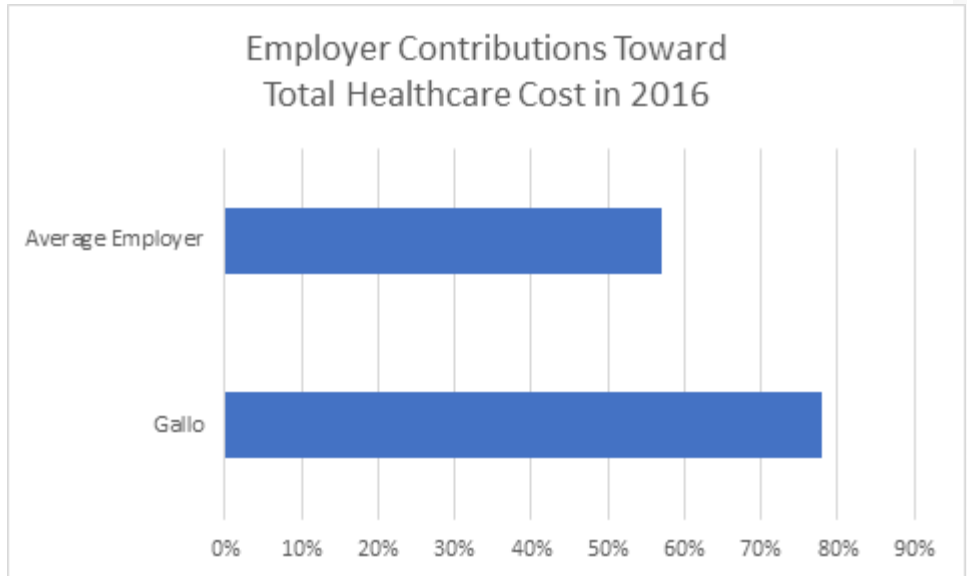
## BENEFITS THAT WORK FOR YOU

At Gallo Mechanical, we care about the health and well-being of our employees. Your health plan benefits are an important part of your overall compensation.

As the benefits field is increasingly challenging for employees and employers, we at Gallo Mechanical are

proud of the superior level of benefits that our union and non-union employees enjoy. Part of this pride comes from the Company's association with local unions that offer their members access to comprehensive benefits packets that include Health, Life and Disability plans.

Additionally, we are pleased to offer health insurance to our non-union employees well above industry standards. The average employee across the Nation was responsible for 43% of the total health care cost in a 2016 while their employers covered the remainder 57%. In 2016, Gallo Mechanical employees contributed only 22% of the total cost of health care while Gallo Mechanical paid the remaining 78% of the cost.

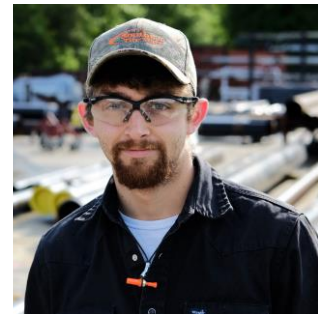


In this spirit, we invite you to continue making healthy choices and smart decisions about your healthcare. Healthy employees contribute to their union’s and employer’s ability to continue providing comprehensive and affordable coverage for you and your families. Let’s continue this positive trend by making smart decisions about our health!

# CELEBRATIONS

## EMPLOYEE SPOTLIGHT: ELLIOTT SIMMS

On March 4th, Local 60 held a pipefitting and welding competition for the apprentices to test out their skills against their fellow classmates. The pipefitting portion consisted of 5 competitors who had to saddle a pipe and make a tee. Then they had to cut, fit, and tack the pipe. This was judged by the Local 60 instructors. One of Gallo’s very own apprentices, Elliott Simms, won the competition. He is a first year-second semester student. Elliott now moves on to the South-Central Pipe Trades contest which will consist of other apprentices from Louisiana, Mississippi, Arkansas, and Alabama. This will take place at Local 60 on April 19<sup>th</sup> and 20<sup>th</sup>. We would like to congratulate Elliott on his win and wish him luck in the next round!



Clyde Allen Morgan was born on February 10<sup>th</sup> to the proud parents of Kody and Casey Morgan and big sister, Lucy. He was 7 lbs. 14 oz. and 20” long. Kody is the company safety director. Gallo Mechanical congratulates them on their new addition!

HAVE EXCITING NEWS TO SHARE? EMAIL PICTURES, ARTICLES, ETC. TO [NEWSLETTER@GALLOMECH.COM](mailto:NEWSLETTER@GALLOMECH.COM)