

The background of the cover is a photograph of a modern brick building with a green metal roof. A tall silver flagpole stands in the foreground, with an American flag flying at the top. The building features white columns and arched windows. The sky is a clear, bright blue.

BUILDING

Client Success

A PUBLICATION OF C.H. GARMONG & SON, INC. VOLUME 1 • ISSUE 1



Since 1923, Garmong has been providing innovative project solutions to clients through design-build, design-bid-build, general contracting, construction management, and industrial equipment installation and maintenance services. In addition, we possess in-house engineering capabilities, resulting in fast-tracked, more cost-efficient projects. As a result, we have been recognized by Indiana University's Kelley School of Business Johnson Center for Entrepreneurship & Innovation as one of Indiana's Top 100 fastest growing companies.

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Indiana Office Locations:

Terre Haute • Indianapolis • Lafayette • Scottsburg

Visit us at www.garmong.net

Building Client Success

Volume 1 • Issue 1

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Chairman-CEO

Ralph E. Wagle, PE
President

Cover Photo:

Fayette Elementary School was constructed concurrently with two other elementary schools for the Vigo County School Corporation. The project began in 2003, and students were attending school in their new buildings the following school year.

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President's Letter



A Message to Our Readers

It is with much enthusiasm that we bring you the first issue of our new publication - *Building Client Success*. As Garmong enters its 83rd year of business, we have accomplished many goals over our history. However, one goal is on-going, and that is to ensure that we meet and/or exceed the project expectations of every client.

As this is a very special introductory issue, we thought it would be appropriate to begin the publication with a look back at Garmong's history, highlighting key steps in our development. Within this issue, we will also give our first public overview of work Garmong is doing to provide professional and affordable office space to business clients of all types.

Many of our clients have yet to realize our company's capabilities in terms of industrial equipment installation and maintenance. As you will discover within this issue, Garmong assists in the moving of assembly, packaging and processing lines all across the United States, serving our customers wherever they are, whenever they need us.

Safety remains a top priority for Garmong. We work hard to promote a culture of safety that begins with training and communication at ground level. See our safety feature within this issue to learn more about our statistically measured approach to develop and manage safety initiatives.

Garmong, through its people, is passionate when it comes to giving back to the communities where we work. So that you can be aware of Garmong community-related initiatives, each issue will highlight partnerships and projects where Garmong has been involved.

Finally, the publication of this issue has been made possible by designers, subcontractors and vendors who have contributed advertising resources. Without their generous support, this effort would not have been possible. We very much appreciate their participation.

Thank You and Enjoy!

A handwritten signature in black ink that reads "Ralph E. Wagle". The signature is written in a cursive, flowing style.

Ralph E. Wagle, President

C. H. GARMONG & SON, INC.

Who We Are

Founded in 1923 by residential builder Claude H. Garmong, Garmong constructed numerous homes in Terre Haute for over 40 years. Many of the homes Garmong constructed continue to stand solid, are well maintained and are currently sought after as very desirable residences within historic subdivisions, such as Edgewood Grove.



Claude H. Garmong
Founder and President 1923-1952



K. Richard Garmong
President 1952-1974



Kenneth O. Hannum
President 1974-1989

During World War II, when housing construction slowed, Garmong used his men and tools to make wood boxes for area munitions companies. These boxes were sent overseas. In addition, the company patented the original wood casement window, manufactured in what is now one of Garmong's warehouses.

The family-run business continued to grow and prosper, and in the mid-70s entered the fields of light commercial design and construction, including schools and churches.

Current CEO David L. Hannum, PE became president of Garmong in 1989. Always interested in the incorporation

of cutting-edge technologies within Garmong projects, David and his father Ken completed the Vigo County Jail/Annex as the first construction management project within Vigo County. Later that year, David and Ralph E. Wagle, PE (former city engineer for the city of Terre Haute) joined forces in forming Hannum & Wagle Engineering to provide civil engineering services to private and municipal customers and building design services to Garmong clients. For the first time, business and industry could now take advantage of design/build services, a totally new form of delivery system, offering a sole source of responsibility and available only from Garmong.



David L. Hannum, PE
CEO



Ralph E. Wagle, PE
President



In 1990, Garmong corporate services expanded to include public and private sector financing, industrial design/build and commercial real estate property services, making Garmong the only full-service building consultant in western Indiana.

In 1992, Garmong and Hannum & Wagle Engineering collaborated in the delivery of Indiana's first municipal, design/build/leaseback project — the Tipton Municipal Public Safety Building in Tipton, Indiana. Incorporated into this building are



Indiana's first municipal, design/build/leaseback project,
Tipton Municipal Public Safety Building – Tipton, Indiana

both a fire and police station. Today, Garmong is recognized across the state of Indiana as one of the leaders in assisting public entities with various forms of design/build and design/build/leaseback public works projects. These projects are also used as catalysts for economic development. Garmong has completed design/build and design/build/leaseback projects in many other Midwest communities, including Peru, Lebanon, Seymour and Scottsburg, Indiana.

By the mid-1990s Garmong became heavily engaged in the delivery of numerous design/build, fast-track industrial projects. At Bemis, Garmong delivered a 110,000-square-foot, hybrid pre-engineered/concrete building in less than 5 months from concept to occupancy. This building was the first structure in Vigo County to incorporate a concrete slab comprised of Dramix structural steel wire fibre reinforcing and laser screed floor finish.

In just 12 weeks, Garmong delivered a 44,000-square-foot, sophisticated production facility for TRW Corporation in Marshall, Illinois, that included such amenities as a negative pressure environment, anti-static floors and state-of-the-art utility feeds. Less than sixteen weeks later, another 65,000 square feet were delivered. Both projects were done without interrupting production throughout the plant in adjacent and attached areas.

Within the last five years, Garmong and Hannum, Wagle and Cline Engineering have been routinely recognized by Indiana University's Johnson Center for Entrepreneurship & Innovation as one of Indiana's Top 100 Fastest Growing Companies. Garmong and Hannum, Wagle, & Cline now have offices established in Terre Haute, Indianapolis, Lafayette and Scottsburg, Indiana.

From a management perspective, Garmong is better positioned for growth and success than at any time in its history. Mr. Hannum, in an effort to focus more on strategic customer initiatives, now serves as chief executive officer and chairman of the board. Ralph Wagle, PE, serves as president and is the first non-Garmong descendent to serve in this capacity. Mr. Wagle, a Rose-Hulman graduate, has extensive experience in both the construction and engineering fields. Both Hannum and Wagle have received Rose-Hulman's prestigious Career Achievement Award for Excellence.

The owners and management at Garmong still guide the Company using the same principles as incorporated by Claude Garmong in 1923. We put our customers first, attempting to treat every customer as we would wish to be treated ourselves. Having served our customers in excess of 80 years, we believe in creating genuine, long-term relationships built on foundations of trust and the keeping of commitments we make.

With strong leadership, talented project managers, skilled craftsmen and a committed staff, Garmong stands ready to complete your next project. Visit our web page at www.garmong.net for additional information.



TRW Automotive
Marshall, Illinois



Garmong CEO David L. Hannum (far right) is joined by (from left to right) Vigo County Councilmen Mike Morris and Turk Roman, and Vigo County Commissioners Bill Bryan, Judy Anderson and Paul Mason during the spec building ground-breaking in the Vigo County Industrial Park.

Garmong Development Company, LLC

Garmong Development Company, LLC is a full-service real estate entity formed by David L. Hannum, PE in 1995, to provide unique financing alternatives for both public and private ventures. With the real estate services company working in conjunction with the construction services company, C. H. Garmong & Son, Inc. became the only full-service building consultant in western Indiana offering design/build/leaseback to its clients.

Because most business owners are not interested in being in the real estate business, Garmong Development Company, LLC offers the option of entering into a sale/leaseback arrangement. Business owners who want to commit financial resources to their core businesses may well find the sale/leaseback of property to be an ideal source of capital needed to expand the business, improve operations or reduce debt.

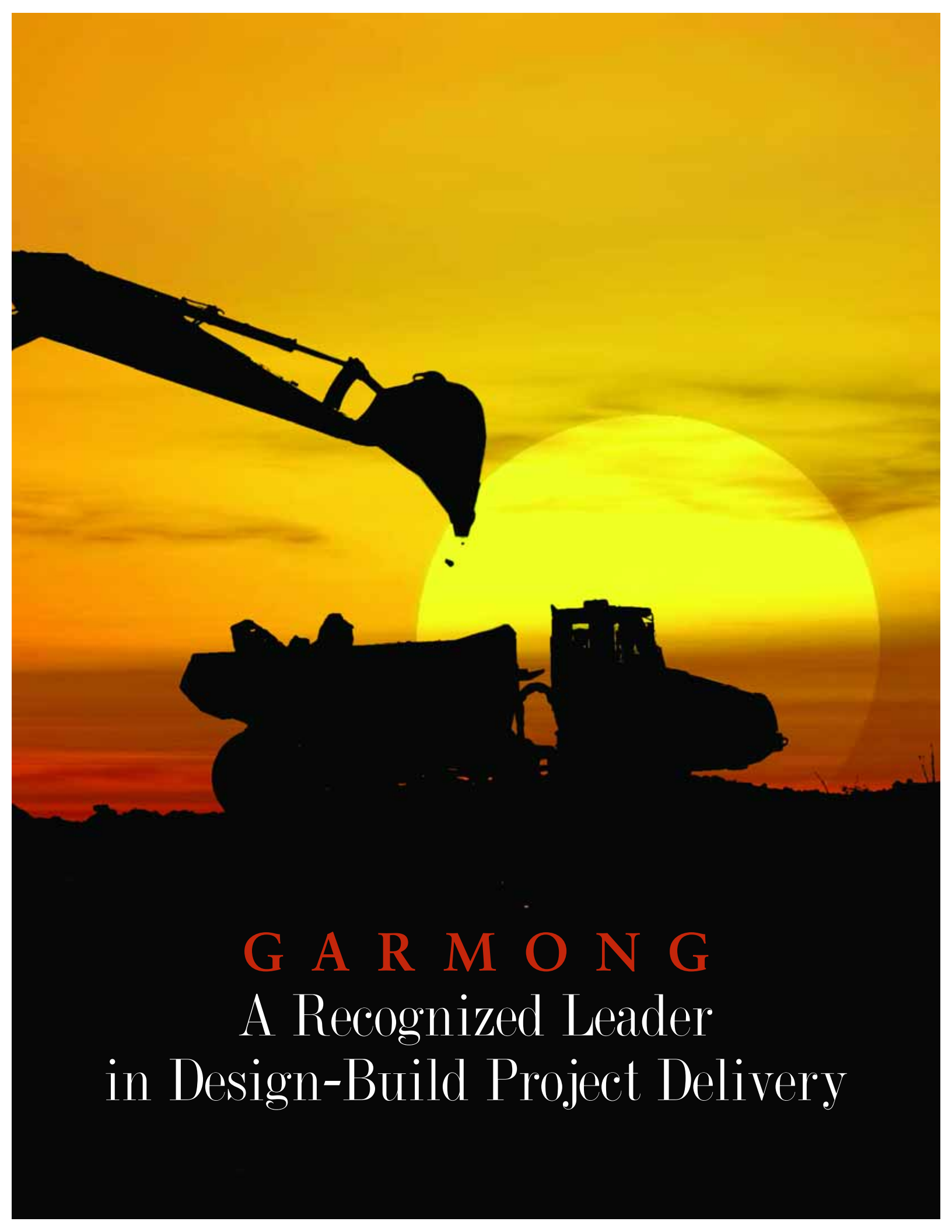
Garmong Development Company, LLC, besides working with Garmong Construction Services, also owns and operates commercial office space for the just-starting-out small business owner, to entire suites for high-profile companies. These properties include Foulkes Square Executive Center as well as Professional Plaza housing Hilliard Lyons and the IRS, both in Terre Haute.

With an eye on economic growth, Garmong Development Company, LLC is currently working in conjunction with the Vigo County Commissioners, the Vigo County Redevelopment Commission and the Terre Haute Economic Development Corporation to construct an 86,000-square-foot manufacturing-specific speculative building in the Vigo County Industrial Park aimed at attracting new business to the area.



Professional Plaza, Terre Haute, Indiana

The \$ 2.1 million construction project is positioned on 25 acres of land, and will also include a 10,000-square-foot office, mezzanine, a 33-foot eave height with no less than 6-per-square-foot collateral load and crane rail for no less than 15k pound crane system. The design would allow for expansion capabilities. The building will be ready to show to potential tenants in January 2006. For more information on available rental sites or design/build/leaseback opportunities, please contact Cathy Contri at (812) 234-3714.



G A R M O N G

A Recognized Leader
in Design-Build Project Delivery



Garmong completed this design/build project in 2003 for Maryland Community Church – Terre Haute, Indiana

Beginning with the construction of Ampacet’s Corporate Research Center in Terre Haute, Indiana, in 1990, Garmong continues to be one of the leaders within the Midwest with regard to the delivery of construction projects using the design-build delivery method.

Design-build is a project delivery method for public and private facility owners wherein the owner signs a single contract with a design-builder to provide for architectural, engineering design and construction services. The unique feature of design-build is the single source of responsibility that allows owners to save time and money, while lowering risk; applicable to both private sector and public works projects. This simple but fundamental change creates tremendous benefits for public owners, such as reduced project administration and staff time, innovative and cost-savings ideas, concurrent design and construction that compress the overall project schedule, and improved quality on the project due to the single-source commitment of the design-builder.

Design-build is well suited for many types of projects, including small, large, simple or complex. Motivators for using design-build

project delivery include faster delivery time, greater control over cost and a desire to seek innovative solutions to specific project needs.

Long enjoyed by the private sector as having concise advantages over traditional design-bid-build delivery, such as lower risk, lower costs and shorter delivery schedules, the design-build delivery system has now been adopted as a legal and recognized method within Indiana for the delivery of public works projects.

Indiana joins 43 other states, the federal government and the private sector, which have taken advantage of the benefits of design-build delivery over a period of many years. Experts forecast that *approximately 50% of all construction will utilize the design-build delivery method* within the next five years.

Indiana Public Law #74 went into effect July 1, 2005. This new legislation allows for design-build construction to be used for public works projects, including projects for state agencies (except transportation), universities and colleges, K-12 education, and local and municipal governments.



*Doughmakers
Terre Haute, Indiana*

Public Law #74 authorizes a state agency, state educational institution, body, corporate and political entity created by statute, schools, counties, cities, towns or townships to enter into a design-build contract for the performance of a public works project. The law also established procedures for solicitation and award of a design-build contract. Indiana's bill is more stringent by design than some states to ensure the users and practitioners understand the seriousness of the responsibilities and that best practices are utilized in the employment of design-build delivery to ensure project success.

One of the most notable features of Public Law #74 is the *Best Value* procurement selection method authorized within the statute. *Best Value* is where a public agency will qualify a design-build team based upon both technical excellence *and* price. This combination scoring process maximizes the quality and design excellence of a project at a fair *and* reasonable price. Proposals evaluated for *Best Value* consider such factors as cost, design-builder qualifications, strength of team, schedule and past performance on similar projects.

It is arguable, that no other firm understands the collective applications for the use of design-build in both the public and private sectors as does Garmong. For over a decade, Garmong has assisted communities across Indiana, using traditional design-build delivery systems in conjunction with municipal project leases to construct city halls, fire stations, municipal buildings, police stations and other public projects required to directly promote eco-

nomonic development. When combined with numerous commercial/industrial design-build projects completed over the same timeframe, Garmong management and project managers are very experienced and prepared to assist you with your next design-build project. Garmong is an active participating member of the Design-Build Institute of America.

For more information on how to get your project done faster, better and with less time commitment from you, contact Dan Zuerner, director of business development, at (812) 234-3714 x



Maryland Community Church Front Entrance – Terre Haute, Indiana




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Garmong Construction Services Technology “Firsts” *for Wabash Valley Projects*

For more than 80 years, Garmong customers have come to expect innovation and leadership from Garmong project managers. Garmong was the first local provider of construction services to offer the following products and services to its industrial customers, providing enhanced quality and more value, often times at a cost lower than that of Garmong competitors using “traditional” products and methods.

Bekaert Dramix Steel Fibres for Industrial Floors

First used within Vigo County by Garmong at the Bemis Co., Dramix steel wire fibres provide an increase in the load bearing capacity of concrete slabs due to the redistribution of stresses. Because the fibres are thoroughly mixed into the concrete, the three-dimensional reinforcement throughout the full depth of the slab provides excellent crack control, unachieved by the use of “traditional” wire mesh products. The resulting slab provides optimal resistance against impact and dynamic loads. The number of required expansion joints is significantly reduced as the distance between joints can be increased over traditional materials/methods. The slightly increased price of the wire fibre material is largely offset by a significant reduction in the amount of labor required to replace the concrete material. Other economical advantages include:

- A significant reduction in construction time of the floor compared to wire mesh reinforcement,
- The floor thickness can be reduced by using Dramix steel fibres due to the increased load capacity, and

- Dramix steel fibre floors offer the best cost/performance ratio of any slab-type floor within the industry.



Tasus – Bloomington, Indiana

Super Flat Floors

Garmong industrial customers are particularly proud of their super flat concrete floors. Garmong was the first local industrial contractor to incorporate *laser screed* technology into its industrial projects. Local companies including Bemis, Pfizer, Jadcore, Distributors Terminal and Wabash Valley Packaging have Garmong-constructed floors that are “super flat,” that incorporate Dramix steel wire fibres and the latest in concrete sealer technology. Advantages of using a laser screed include:

- *Very fast placement of concrete.* Today’s laser screeds can screed up to 50,000 square feet per day per machine, easily moving around obstacles on the jobsite, requiring only perimeter forming. Two hundred forty square feet of concrete per minute can be placed. By incorporating laser screed technology into its standard delivery methods, Garmong routinely produces fast-track projects within very short construction timeframes.
- *Laser precise flatness with minimal variance every time.* Laser screeds are electronically controlled to provide a level of quality control, in terms of tolerance levels, unachievable by human hands. It is not uncommon for laser screed floors to be within a tolerance of less than 3mm over large spans.



Laser Screed

Industrial-Strength Slab Finishes

Many Garmong customers require very clean, dust-free, non-slip concrete slab floors needing minimal maintenance. After considerable research, Garmong project managers responded with V-Seal, a deep penetrating concrete sealer with enormous benefits over silanes, siloxanes, silicenes, silicates, resins, acrylic and other paint-based products that only coat the surface. Underlying moisture movement, hydraulic force and vapor pressure quickly destroy these physically bonded surface coatings, resulting in erosion, wear, peeling, discoloration, flaking, churning, spalling, scaling and the dusting of the concrete finish.

V-Seal creates a permanent chemical fusion within the concrete. This equates to a longer concrete life and a clean, bright concrete floor. Incorporating controlled surface penetration, V-Seal focuses on protecting the top surface of the concrete. Because of the fusion characteristics, V-Seal helps prevent moisture intrusion while not blocking all microscopic capillaries found in concrete, allowing a 2% vapor transmission rate necessary to allow slabs to endure freeze/thaw flexing and shifting.

Garmong customers find that the more traffic that occurs on a floor sealed with V-Seal, the brighter and more clean the floor appears.



Tasus – Bloomington, Indiana

Combining Technologies

By combining reinforcing, placement and sealing technologies, Garmong industrial floors are second to no other concrete floor constructed by any other contractor. For more information, contact us at info@garmong.net.



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Garmong's Industrial Equipment Installation & Maintenance Group

At Garmong, our services extend far beyond just building buildings. Garmong offers a full range of industrial equipment installation & maintenance services. Professionals within this group are skilled in understanding the critical nature, necessity and maintenance required by the use of such equipment, of the processes made possible, and fully comprehend the necessity and type of maintenance industrial equipment of all types requires.

Our Equipment Installation & Maintenance Group includes professionals with skill sets in engineering, warehouse management, transportation, process flow, structural concrete and steel, metal fabrication, carpentry and millwright work.

Specifically, our Equipment Installation & Maintenance Group focuses upon delivering services that include:

INDUSTRIAL CONSULTING

The professionals directing this division understand how plans need to be developed and implemented to ensure your risk is eliminated. Consulting services include plant/equipment layout, scaling up from pilot line equipment, modifying/retrofitting equipment and overall project management.

EQUIPMENT RELOCATION

Today's economy finds many corporations consolidating and shifting operations to remain profitable. Garmong can assist with line moves and relocation of any sort, from one piece to a complete plant. One of our most notable projects required our team to mobilize and develop a plan of action within 24 hours of a client's call. Within the allotted timeframe we placed a crew from Indiana into immediate service

while simultaneously developing a strategic work plan for the disassembly of a complete foods packaging line relocation project, requiring a move from San Jose, California, to Franklin, Tennessee. Our team completed the project ahead of schedule and under budget. Complete disassembly and relocation services can be provided for nearly any industry including food manufacturing and packaging lines, plastic manufacturing equipment and foundry equipment.

EQUIPMENT INSTALLATION

Garmong realizes that a plant is not complete just because the building is finished. We know that the equipment has to be online and producing product. Garmong is versed in a number of manufacturing equipment installation applications. Whether our service includes design, engineering or the raw installation itself, Garmong's experienced team will provide unequalled value from start to finish. Design, engineering and installation services can be provided for equipment such as:

extruders, conveyors, winders, blenders, blowers, pumps, baghouses, pneumatic conveying, grinders, packaging equipment, electric furnaces and all types of foundry equipment. When coupled with Garmong's plant design and construction teams, equipment installation work can be initiated and coordinated in a seamless manner, using Garmong as a single source of responsibility, requiring less management time and reduced consultant fees.

MAINTENANCE PROGRAMS

Operational production lines are imperative for success. Garmong clearly recognizes this as the livelihood of your business and can tailor specific maintenance programs to meet your operational needs. We specialize in the maintenance of extrusion lines, packaging lines, conveying systems and foundry equipment. When you have maintenance or operational issues, Garmong can react quickly to keep you running, and we specialize in shutdown projects.

With our Design Group, our Engineering Company, our Construction Company and the Equipment Maintenance and Installation Group, Garmong is a full-service provider. For assistance with your next project, contact us at info@garmong.net.





Garmong *Safety*



Eric Cook
Safety Director



Jon Stinson
Safety Consultant

At Garmong, safety is job #1. Many think that the concern of a construction company begins and ends with the safety of its employees and hard assets. At Garmong, protecting our employees and hard assets is only half of our responsibility.

Realizing that each of our clients have a culture unique to their own operation, our role is to minimize risk to the lowest possible level, including risk to our clients, risk to the community and its citizens, risk to our employees and their families, and risk to our firm.

In the year 2000, Garmong introduced a statistically measured approach to develop and strategically manage safety initiatives, involving owners and top-level managers in the development of a safety “culture.” This culture soon permeated itself throughout the organization.

Using historical safety performance data, Garmong management, consultants and industry experts developed new policies, implemented new incentives and even applied disciplinary action where necessary to be sure the interests of all parties associated with Garmong projects would benefit from minimal risk. Throughout this process, work output was actually enhanced, giving our clients more production, at a lower cost, in a safer environment. The result — a dramatic drop from

an industry experience modification rate (EMR) of 1.02 to .62 in less than five years.

Today, Garmong employees routinely work in excess of 100,000 hours annually, with no loss time accidents. “Near misses” are tracked and examined. Indiana’s Bureau of Safety, Education, and Training is often invited to our job sites to be sure our projects meet the strict requirements of OSHA, taking a proactive stance toward a safe working environment *for our employees and yours*. Garmong is actively involved with INSAFE, a program that Indiana OSHA utilizes to assist businesses with employee safety.

Training is provided to employees on a wide variety of safety topics, some of which include: fall protection, scaffolding, trench-



Stinson (left) and Cook performing safety inspections on-site

ing and excavation, electricity, hand tools, fire extinguishers, hazard communication, emergency preparedness, powered industrial trucks and blood borne pathogens.

Meetings are held with project managers and superintendents on a scheduled basis. The goals of our safety meetings are to improve job site safety, to assure communication with all employees and sub contractors, to reduce and/or eliminate job site

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hazards, and to proactively plan for other safety issues that our collective experience allows us to anticipate. Job site safety audits are regularly and routinely performed to identify safety concerns and used as a tool in our employee training.

Garmong's Safety Director Eric Cook is responsible for the day-to-day safety activities of the company. He works closely with Jon Stinson, Garmong's outside safety consultant who provides assistance with jobsite safety audits, review of company safety documents and safety programs; participates in project manager and superintendent meetings; provides employee training on various topics including OSHA 10 outreach training; and communicates opportunities for improvement with management related to on-the-job safety. Eric and Jon also collaborate with regard to monitoring and managing the company's EMR using numerous statistical indicators as a gauge of success.

At Garmong, people are our greatest asset, and we remain focused on mitigating risk of all types in order to protect both — our clients and employees.

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Keys to Getting the Best Construction Value for Your Money

Involve your constructor from the beginning of the programming/design process.

The real opportunities to save money on any construction project present themselves before any dirt is turned. Collaborative efforts between the design and construction teams can lead to the incorporation of stronger, lighter and/or easier to install material systems that enhance the long-term value of the project, while meeting the aesthetic requirements of the project. Experienced construction project managers and superintendents recognize the pitfalls associated with site development, transportation and material lay down areas, and project coordination. By including the constructor in the design process, the project schedule will typically be significantly less. Shortened project schedules translate directly into lower cost. Waiting until the design is complete to engage a constructor will result in a number of significant lost opportunities to incorporate savings.

Be certain your design and construction team assist you in looking at overall facility life cycle costs.

A new facility is a long-term commitment. Many “about to be” building owners place too much emphasis on up-front design and construction costs while placing insufficient emphasis on the overall *life cycle* costs of the proposed facility. The costs to maintain facilities of similar size and appearance vary dramatically depending upon the design and configuration of the shell, the type of roof, the sophistication of the MEP design, the amount of insulation incorporated into the facility, the durability of the exterior shell and energy costs associated with operating the facility. Insurance premiums can vary dramatically between facilities that *appear from the outside* to look nearly identical due to differences in structural components, component assembly, protective systems in place, facility layout and facility site conditions. It is not uncommon for any savings achieved in the construction of a facility to be “used up” by excessive operational costs within the first few years of the facility’s long-term life.

Look for a constructor (like Garmong) who will approach your project as unique and as their own.

There is much to be said for using experience from previous projects to make the next project better. It is also true that, in this fast-paced world, our project managers and superintendents learn new management strategies, new methods and become aware of new materials every day. Constructors who take advantage of economies of scale from using the best of projects already completed, *and merging such economies* with out-of-the-box creativity, quickly become an owner’s valued partner, because they are able to produce an improved end product at a lower cost and delivered ahead of schedule.



Place significant emphasis during the selection process on choosing the contractor most likely to be in a position to assist you in three years, five years, ten years, twenty years and 50 years.

Building and facility projects, particularly commercial/industrial/municipal building projects, require maintenance, modifications and upgrading during their life cycle to deliver maximum efficiencies to changing operations models. Your business and office environment will change; it is just a matter of when. Choosing a contractor with a strong history of customer satisfaction spanning over generations of company development serves to alleviate challenges years down the road by having an ally ready to go to work on your behalf at a moment’s notice, using plans and experience gained from the original project. It is well documented that collaborative constructor/client relationships evolving over time allow for reduced design requirements and accelerated delivery schedules, resulting in lower costs and higher client satisfaction.

Garmong – Serving Business, Industry, and Municipalities since 1923



**Providing Innovative Project Solutions
Since 1923**

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