March Madness Recap

Our 6th Annual March Madness Ping Pong tournament kicked-off on March 7th and ran through March 28th and as usual, the competition was fierce in both the Competitive and Doubles divisions.

In the Competitive division, Pete Kelly and Leon Matthews went paddle to paddle but Leon held on to his title of “Mr. Ping Pong” once again!!

James Kastelic and Chris Bandy edged out Dona Neilson and Mike Henderson as champions in the Doubles division.

Father Larry Goode and Mary Sol Alvarado of St. Francis of Assisi Parish and Youth Club were our special guests at the finals of “Mr. Ping Pong” once again!!

Left: Doubles Division winners James Kastelic and Chris Bandy.
Right: Competitive Division winner Leon Matthews.

Letter From a Principal

Hello Everyone, I have been selected to write the Letter From a Principal this newsletter and would like to start by telling you all that I am a very lucky man to have the pleasure of working for Western Allied for the past 31 years.

I graduated from Cal Poly San Luis Obispo in 1976 and went to work for Carrier Air Conditioning Company in Los Angeles as a sales engineer. While working for Carrier I had the good fortune of calling on Western Allied Corporation as one of my clients. In 1982 Carrier was purchased by United Technologies; unhappy with the new management I decided to look for a new opportunity. Lucky for me, Western Allied Corporation was looking for an additional salesman in their Northern California office and I interviewed and was hired for the job.

I started my career at Western Allied Corporation on January 2, 1983 working in the Southern California office. There I had the pleasure of training and working with Hans Sommers, Harold Waterman and Pat Matson, the three founding partners of Western Allied. After six months of training I was transferred to the Northern California office to help Dick DeBrine build Western Allied Corporation.

At that time, Western Allied Northern California had a staff of approximately 12 office employees and 30 union employees. Together with the help of my partners and all the many Western Allied employees, I got to witness Western Allied Mechanical grow and blossom into one of the premier HVAC Design Build Mechanical Contractors in the Bay Area.

After 31 years here at Western Allied Mechanical, I have decided to retire at the end of this year and begin a life of fun and freedom with the love of my life and partner of the last 40 years Suzie Muscarella.

Suzie and I will start our retirement with a cross country motor home adventure, beginning with a two month trip to Florida visiting national parks, friends and relatives along the way. Suzie is a big Disney fan, so of course we have a 4-day park hopper pass at Disneyworld. As quite a few of you know, I have a very large family and many hobbies (tennis, golf, hiking and traveling). I look forward to having the time to enjoy them all and maybe even compete for a Men’s 60’s National Tennis Title next year.

As the managing partner of the Northern California division of Western Allied for many years, it was my goal to always hire the...
Western Allied Mechanical has been very fortunate to be involved in Stanford’s Energy System Innovation Project. We felt it would be good to explain what Stanford’s goals are with this project. Stanford’s SESI is a collection of projects designed to meet the University’s long term energy needs while reducing greenhouse gas emissions (by 50%) and water consumption by 18%. This project is a major transformation of the campus district energy system. The transformation is from gas fired steam distribution to electrically powered combined heating and cooling with hot water distribution.

Approximately 70% of the waste heat from the chilled water system (currently being discharged out evaporative cooling towers) will be reused to meet 80% of campus heating loads. This will be accomplished through the use of industrial heat recovery chillers and conversion of the campus heat distribution system from steam to hot water. Converting from steam to hot water also reduces campus heating loads by 10% due to lower distribution line losses. SESI includes:

- Installation of a new electricity powered central energy facility featuring heat recovery;
- Demolition of the existing cogeneration plant;
- Installation of 20 miles of hot water distribution piping to replace the steam system;
- Conversion of 155 building connections from steam to hot water;
- Installation of a new campus high-voltage substation.

**Western Allied’s Part of the Project**
Western Allied has been contracted by Whiting Turner to work on the conversion of some of the 155 buildings from steam to hot water. Our crews have been working in many of the buildings, doing the demolition and new installation of the Stanford-supplied heat exchangers.

Steve Billberry has been our General Foreman overseeing foremen Joe Kaz, Larry Coakley Jr., Gary Prindle and lead men Lou Gonzales, Dean Truillio, Bob Galindo and Johnnie Wright and a crew of many others. There is much work out at Stanford so we are working side by side with some of our competitors (ACCO, Therma and Hellwig) to assist Stanford to complete this very challenging project by the beginning of 2015.

Eddie Patterson has been the project manager for all of the Stanford SESI work and Duncan Green has been the design engineer. Alysha Fuchino, our summer intern, has also been on site regularly to help Steve Billberry stay organized.

We have installed more than 10 buildings worth of skids and only have a handful left. However we are actively trying to get another batch of 20 buildings to keep our crew working on this exciting project. Keep up the good work WAM TEAMS!
SMACNA Intern Day at WAM

Western Allied hosted the SMACNA Intern Training Day this year for their internship program. We had over 16 interns from 12 different companies attend a tour of our shop and facilities, and a Training Day Lunch and Learn with presentations by Daniel Wong and Manny Uribe on the design intent of our Marin Emergency Operations Facility project. The interns and Manny drove up in a chartered bus to the EOF jobsite where WAM and DPR facilitated a tour of the construction to date and a lesson in reading a blueprint in the field. It was a great day and a wonderful presentation by all WAM employees. Thanks to the following who participated in this event: Daniel Wong, Manny Uribe, Harvey LaFlamme, Randy Freitas, Fred Swartz, Janette Toussau (for coordinating lunch) and Justin Young (for setting up the room).

Jim Muscarella Retires-Angie Simon

It is with a mixture of pleasure and sadness that Western Allied is announcing the retirement of Jim Muscarella. I have worked under and with Jim for my entire 26 years at WAM and truly attribute who I am today to Jim’s mentorship throughout the years. We will miss the talent, passion and enthusiasm that Jim has for our business. He loves to sell and is excellent at it. The relationships he has built throughout the Northern California construction industry is second to none. To the greater Bay Area he is Western Allied. Western Allied will go on as strong as we were with Jim due to the foundation that he has built and the people he has mentored. I would like to take this time to thank Jim for the 31 years of amazing service, dedication and passion he has given to Western Allied and wish him the best in his new ventures with Suzie in retirement! Please join us at the picnic on October 12th to help pay tribute to Jim, and wish him and Susie the best in their new life!
Health – Eat Healthy

My Plate replaced the USDA’s food pyramid in 2011. The new symbol is designed to remind us to eat healthy, and illustrates the five food groups in a more familiar way. You can find an abundance of information on the website www.ChooseMyPlate.gov.

Here are 10 simple tips to eating healthy and creating a great plate:

1. **Balance Calories.** Find out how many calories YOU need for a day.
2. **Enjoy your food, but eat less.** Take the time to fully enjoy your food as you eat it. Slow down and recognize when you are full.
3. **Avoid oversized portions.** Use a smaller plate. Portion out food before you eat. Choose a smaller portion when eating out, or take home part of your meal.
4. **Eat these foods more often.** Eat more vegetables, fruits, whole grains, and fat-free or 1% milk and dairy products. Make them the basis for meals and snacks.
5. **Make half your plate fruits and vegetables.** Choose red, orange, and dark-green vegetables. Add fruits to meals as side dishes or desserts.
6. **Switch to fat-free or low-fat (1%) milk.** They have the same amount of calcium and nutrients as whole milk, but fewer calories and less saturated fat.
7. **Make half your grains whole grains.** Eat whole-wheat bread instead of white bread or brown rice instead of white rice.
8. **Eat these foods less often.** Cut back on foods high in solid fats, added sugars and salt. They include cakes, cookies, ice cream, sweetened drinks, pizza, bacon and hot dogs. Use these foods as occasional treats, not everyday foods.
9. **Compare sodium in foods.** Use Nutrition Facts label to choose lower sodium versions of foods like soup and frozen meals. Select canned foods labeled “low sodium,” or “no salt added.”
10. **Drink water instead of sugary drinks.** Cut calories by drinking water or unsweetened beverages and avoid soda and energy drinks.

**Fun Facts:**
- In a recent study, 52% of Americans (who were polled) believed doing their taxes was easier than figuring out how to eat healthy.
- It takes 20 minutes for your brain to know that your stomach is full.

MAKE A HEALTHY PLATE TODAY!

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Safety

Arc Flash Training and The Provision of Personal Protective Equipment—John Korpics

The big safety-happening in August is arc flash training and the provision of special protective equipment. This is a topic that isn’t always fully addressed in our industry and is another example of Western Allied valuing the health and safety of their employees. Our service and start-up departments were provided this training, as they’re typically engaged in energized electrical work and troubleshooting.

Energized electrical work is part of our business. When performing energized electrical work, special precautions must be taken to protect the human body from Arc Flash. Arc Flash is a phenomenon where a flashover of electric current leaves its intended path and travels through the air from one conductor to another, or to ground. Extremely high temperatures occur and high levels of energy are released.

Western Allied complies with the NFPA 70E standard by providing qualified-level training for our employees. This training was provided by a consultant group in a webinar format. It includes some graphic videos of real Arc Flash occurrences. With most training sessions/topics, I am opposed to using real videos or images from accidents. I think this is one of the few topics that real examples help stress the dangerous nature of Arc Flash and the importance of wearing your PPE.

Along with the training, special personal protective equipment (PPE) was provided. This equipment was specially selected for the magnitude of electrical energy our workers deal with (480v or less). The PPE consists of the following: cotton undergarments; safety glasses; ear plugs; arc-rated coverall; hard hat with arc-rated face shield; balaclava; inner nonconductive rubber glove; outer leather glove; leather boots.

There are many other requirements under NFPA 70E; certainly too many to include within a newsletter. However, a few key points worth mentioning are the protection of unqualified persons and the Hazard Evaluation/Job Briefing.

Unqualified persons are anyone who hasn’t been trained at a qualified level. In other words, anyone who has not received the training our technicians and start-up department have. These people may include customers, other tradesmen on a job site, the general contractor and the new hire apprentices. All of these individuals must be kept away from the area in which the energized work is occurring. In most cases a boundary of 10 ft is established. This can be accomplished by danger tape and cones.

The other requirement is the Hazard Evaluation and Job Briefing. We do something similar with our Job Hazard Analysis. Now, when we engage in energized work we will be recognizing the Arc Flash hazard and a means to address the hazard. These are items that should now be included within the JHA and reviewed with the employee. This should include PPE, which is being provided to all of these employees.
Employee Profiles

Steve Grassi

Steve decided at a young age to join the union and follow in his father’s footsteps; his father was a sheetmetal worker in San Francisco. Steve was born in Burlingame and grew up in San Bruno. He has worked at Western Allied now for 14 years. He “started from scratch” as a driver for Western Allied, not knowing anything about HVAC, and became the accomplished start-up technician he is today. Steve is part of the backbone of our startup department. He is “always willing to do whatever it takes to get the job done regardless of whether it falls into the ‘that’s not my job’ category,” says Jeff Seidl. Steve says that “being young and an established journeyman is a great feeling.” Steve is a big outdoorsman; his hobbies include hunting, fishing, hiking, target shooting, dirt biking and four-wheeling. His best fishing trip was the one when he “got engaged to his wonderful wife”. They both love spending time with each other, their beautiful baby girl and each other’s families. “Family is important; life is short.” Steve hopes to someday own a home in Livermore, CA, and hopes to have more children. On a professional level, Steve would be happy to spend his whole career at WAM, which he calls his “family away from home.”

Kevin Juri

Kevin Juri was born and raised in San Carlos, CA. While attending Loyola Marymount University in Los Angeles, Kevin had the pleasure of experiencing Western Allied for three summers of internships. Kevin started interning the summer of 2007 for Jeff Pierce, continued in 2008 with Jeff and Bob Dills, and in 2009 worked as an engineering intern under Loek. In 2010, he was hired on full time in the Engineering department. “Western Allied is a community of friends where everyone looks out for one another and is always willing to lend a helping hand,” he says of his experience here. Kevin has been an active ASHRAE member since 2009, serving as Refrigeration Chair 2010-2011, Chapter Technology Transfer Committee 2011-2013, and served on the Board of Governors and as the Treasurer this year. He enjoys outdoor activities like hiking, camping, lacrosse and golf. Ireland and Switzerland are at the top of his travel list. Kevin is currently studying to take his Professional Engineering License exam which he will take in October. He has been a huge asset to the Western Allied team, but unfortunately we have to say goodbye. Kevin will be working for the Naval Facilities Engineering Command doing coordination of sea to land transports, maintaining transport equipment, and operations of land facilities at Port Hueneme, CA. Kevin we wish you the best of luck on your exam and your new endeavor!

Jose Lopez

Jose was born in San Salvador, El Salvador in a town called Apopa. At age 9 he and his family moved to the U.S. and settled in Merced, California in 1986. Jose stayed there through two years of college before going to San Luis Obispo to attend Cal Poly. In college, Jose studied robotics; he enjoyed working with electronics and actuators. However, when he graduated, the economy was slow and robotics jobs were hard to come by. That’s when he stumbled upon the HVAC industry and an interview with Angie Simon. Although Jose never entered the robotics industry, he has been able to utilize the skills gained in school to automate buildings, which is a form of robotics. Joining the Controls Department has been a highlight in his career at Western Allied. Another highlight is the personal relationships that he has built with everyone he works with. Outside of work, Jose enjoys spending time with and traveling with his family of two daughters with Jenny Ly (of our Accounting Department). Jose also enjoys reading when he can. He has read a lot about ancient civilizations and is currently reading about theories in biology and intelligent design. Jose just completed two years of online schooling and received his business degree through Walden University. To celebrate his achievement, his whole family went all the way to Minneapolis to watch him walk in his graduation ceremony. Congratulations, Jose!

Dona Neilson

Dona Neilson was born in San Francisco and raised in San Bruno, California. Before working at Western Allied, Dona worked for 19 years in property management. While working as an office manager, Dona was able to get a certification in Medical Transcription, which kept her busy during off hours. She came to join the WAM team in 2011 as a project administrator for Pete Kelly’s team. Dona says her favorite part about working for Western Allied is “the people are great, and I am always learning something new. My team is awesome!”. Dona has a lot of experience within the community, volunteering on many occasions. She has helped with the Special Olympics and participates in many fundraisers for cancer research, including Relay for Life and Bark for Life. She says she “would love to participate in the after school tutoring program at St. Francis”. Dona rides her bicycle to work at least 3-4 times a week, especially when the weather is nice. Other hobbies include riding her motorcycle and photography. Dona is an adrenaline junky to say the least. Some activities she can’t wait to experience are a class-5 rapid, skydiving, and parasailing. Two of her biggest dreams for the near future include diving the Great Barrier Reef in Australia and touring the world by motorcycle.
Celebrating Service Awards

The anniversaries listed are for employees celebrating significant milestones with the company (Sept.-Feb.). Congratulations and thank you to all!

25 Years
Michael Matta- Nov 2013

20 Years
Mark Edwards- Dec 2013

15 Years
Andre Moore- Sept. 2013

5 Years
Joshua Edwards- Nov 2013
Nathan Adler- Nov 2013

Celebrating Events!

Chris Heinz and wife Dena welcomed baby girl Niki Lanterman Heinz on August 2nd. Congratulations!!!!

Congratulations Jeremy Goodland on submitting the winning names for the 1170 conference rooms!!! Hot Deck & Cold Deck

Zach Russi and wife Julie are expecting twin boys in December! Congratulations!!!!

Jamie Green is expecting her second child. A baby girl will join us sometime close to Christmas!! Congrats Jamie!

Jose Lopez graduated from Walden University with his MBA! CONGRATS JOSE!!!!

Congratulations Kelli on graduation! We are so pleased to have you join the team full time!!!

Summer Interns

In order of photograph from left to right.

Greg Lyons returned for his second year as an intern to our sheetmetal shop. He is studying Petroleum Engineering and is expected to graduate from the University of Texas in 2016. He has been involved in quite a few intramural sports programs at his school, including racquetball. Great having you back Greg!

John Paulino is from San Mateo, California and is currently studying Mechanical Engineering at UC Berkeley. He interned in our engineering department and is expected to graduate next June. John is deciding if he would like to start work after graduation or go straight into graduate school. He is hopeful to come back to Western Allied in the near future. John enjoys basketball, video games and playing guitar.

Andrew Stabbert was born and raised in Sacramento, California. He is studying Mechanical Engineering at the University of Arizona and is expected to graduate in the Spring of 2016. This year Andrew interned in the service department. Andrew would like to travel around Europe with friends after graduation, before he starts working. He enjoys playing soccer and running track, as well as fishing and hunting.

Matt Bonich is from Simi Valley, near Los Angeles, California. This summer he interned for Pete Kelly’s team in special projects. He currently attends Cal Poly San Luis Obispo, studying Mechanical Engineering and will graduate next year. Matt’s family is from Croatia and he enjoys his yearly vacations to visit family. He would ideally like to go on a backpacking trip there after graduation, then start his career. Matt would like to come back to Western Allied in the near future. He enjoys hunting, fishing and playing lots of intramural sports at Cal Poly.

AJ Chamorro is a native to Redwood City and has been interning with Zach Russi’s team in construction this summer. AJ just finished his first year at Cal Poly San Luis Obispo studying Mechanical Engineering. His expected graduation will be in 2017, and he would like to start working as a project manager after graduation. AJ likes sports, music, and hanging out with friends.

Alysha Fuchino grew up in Sacramento, California. She currently attends Arizona State University, studying Mechanical Engineering and will graduate next year. She would like to start working after graduation designing mechanical systems and later move into project management. She plays both indoor and beach volleyball, and enjoys the gym.
## Some Current Large WAM Projects

<table>
<thead>
<tr>
<th>Project</th>
<th>Contact</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Apple Alves Restaurant</strong></td>
<td>Zach Russi</td>
<td>XL Construction 20,000 sq ft. restaurant ground up. Full BIM detailing, high end finishes, high efficiency system.</td>
</tr>
<tr>
<td><strong>CS Bio</strong></td>
<td>Zach Russi</td>
<td>20,000 sq ft. ground up GMP lab and office with Level 10 Construction.</td>
</tr>
<tr>
<td><strong>Sanford-Stauffer</strong></td>
<td>Angie Simon</td>
<td>Renovation project of the second floor of the Stauffer II building. Including relocation and reuse of 32 phoenix valves.</td>
</tr>
<tr>
<td><strong>Mayfield TI</strong></td>
<td>Angie Simon</td>
<td>Tenant improvement project at the Quadrus 9 building. Including 21 new VAV boxes with reheat coil, new Tridium DDC control upgrades and NEBB air balance by WAM.</td>
</tr>
<tr>
<td><strong>Calithera/ CytomX</strong></td>
<td>Angie Simon</td>
<td>A TI project located at 343 Oyster Point in South San Francisco. The project consisted of (5) new VAV boxes and (7) new CAV boxes all with reheat coils and DDC controls.</td>
</tr>
<tr>
<td><strong>Marin EOF</strong></td>
<td>Angie Simon</td>
<td>Central chilled water plant, add new rooftop package equipment, and three floors of tenant improvement consisting of multi use office, labs and training centers.</td>
</tr>
<tr>
<td><strong>Emeryville Station</strong></td>
<td>Pete Kelly</td>
<td>Full turnkey project consisting of adding a new custom air handling unit with sheet metal, piping, controls, electrical and fire alarm integration to existing systems.</td>
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### Attaboys

**Pete Kelly**
- “The new conference room got fitted out and was used for the first time today. It looks great!! Just wanted to thank you for all the amazing work!! Western Allied is the best place ever!”
- Customer

**Mike Henderson & Ann Martin Center Team**
- “I wanted to say thanks to you and your team for your involvement and assistance with the Ann Marin Center project. Your engineering and field crews did a great job at a very competitive price.”
- Customer

**Eddie Collondrez**
- “Eddie has almost lived on that jobsite, running it in the field as the project superintendent. At the same time he ran all startup operations and provided necessary support to every other department. He has done a great job of keeping all WAM departments and various subcontractors focused on delivering a superior project on time, on budget, and with minimal disruption to a fully occupied and operational lab building through the project. He showed dedication, commitment, and excellent performance “under fire”. He was determined to deliver the best possible project for our clients, and for WAM.”

**Catalino Alfonso**
- “Catalino came back and was awesome. I have been complaining about the heat in the room for years. At least 4 years! I have seen people come and go and look at it. Nothing has ever been resolved. Well, Catalino came back and checked it out. He took the time!! He found that the temp gauge in my room needed to be calibrated. I can already tell a difference. Please let his boss know how helpful he was.”
- Customer

**Daniel Wong and Team!**
- “He is thrilled about how the lab turned out. The temperature is perfect and constant, the pressure is negative where it should be and positive where it should be. He said “They even cleaned the floors!” He says his lab is finally working as it should have 12 years ago. Even after being shut down for 3 weeks, the instruments started up beautifully and in calibration. They finally have a consistent environment and this makes a world of difference for consistent data results. Thank you all for everything you did to make this possible.”
- Customer

**Noel Jucaban**
- “Noel was awesome when he came out for a service call. He hit the nail on the head and was really helpful with walking me through the issue and where adjustments were made.”
- Customer

**Yindy Felkins**
- “I am pleased with Yindy’s performance on the Stauffer II project. She is one of the most organized and committed project managers I have worked with during my career. She is doing a phenomenal job and deserves to be commended for her effort. It sets my mind at ease knowing that she is in charge of the mechanical scope and is leading our coordination effort. Yindy is a true professional and a most highly valued member of our project team. I would welcome any opportunity to work with her again.”
- Customer

The nicest compliments are the ones from your teammates and customers. All attaboy contributors will remain anonymous. Drop a note to attaboy@westernallied.com!!