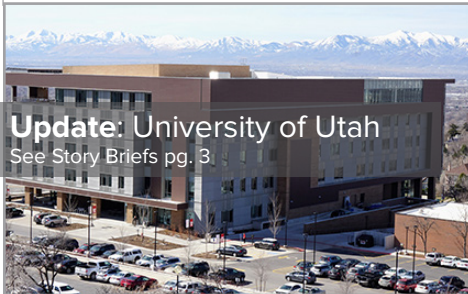


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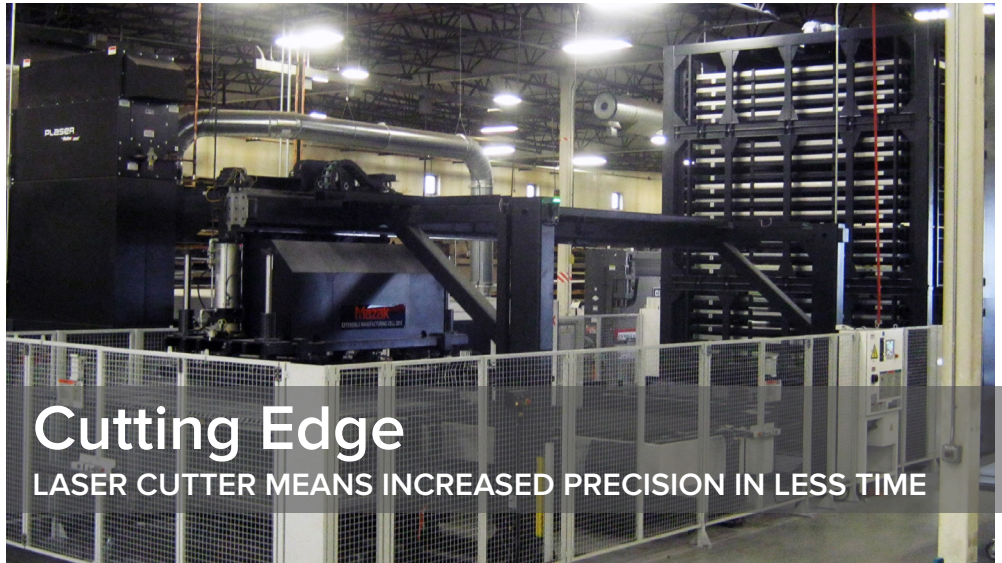
- Cover Story
- CEO's Message
- Division Spotlight
- Zeroing in on Safety
- Story Briefs
- Did You Know
- Employee Spotlight



**Update:** University of Utah  
See Story Briefs pg. 3.

## Cutter Facts

- **Machine:** Mazak Optiplex 4.0 kW Fiber Laser
- **Footprint:** 75 x 35 ft.
- **Capabilities:** Rated to cut 1 in. mild steel and 5/8 in. stainless steel
- **Cutting Speed:** 1,800 in. light-gauge ductwork per minute.
- **Accuracy:** +/- 0.020 in.
- **Automation:** Extensible Manufacturing Cell (EMC).
- **Storage:** 40 shelves of raw material storage holding up to 6,000 lbs. per shelf. Two 5 x 10 ft. alternating shuttle tables.



## Cutting Edge

LASER CUTTER MEANS INCREASED PRECISION IN LESS TIME

*The Zumbrota, MN fabrication facility's new laser, automation equipment, and storage shelving is now fully installed.*

### Harris's automated laser transforms fabrication shop's production capabilities

Our Zumbrota, Minnesota fabrication shop's automated laser cutter is now fully operational. This state-of-the-art technology has transformed the speed, accuracy, and capacity of our shop.

In May 2015, Harris began researching the cost justification of a laser versus the existing plasma cutter. We realized that a good deal of a laser cutter's value comes from installing an automation system alongside it. In addition to providing high-quality, standardized products, automating the manufacturing process greatly reduces per-piece costs by minimizing the labor needed to fabricate each part.

Our new laser cutter and automation system work in tandem. The automated system retrieves and loads sheet metal of different sizes and gauges from storage racks. Once they've passed through the laser cutter, the system can unload and stack completed patterns.

With the new automated laser cutter operational, Harris can cut light-gauge ductwork up to 1,800 in. per minute.

That's almost six times faster than cutting with a plasma cutter.

"The tolerances and accuracy of this machine are incredible at that speed," says HVAC Fabrication Foreman Mike Nelsen, "our accuracy went from +/- 0.125 in. to +/- 0.020 in."

In addition, the laser cutter creates high-quality cuts with little to no burr on the edges, which causes less wear and tear on roll-forming machines. With the precise notches, pieces are much easier to align. All of this equates to a better finished product.

The laser cutter has benefited our welded projects as well. We no longer have to grind the edges of the pieces cut on the laser, which means fewer production steps and less money invested in grinding material. As the cuts became more precise, so did the bend lines, which resulted in a more accurate fit-up. As a result, our weld times have improved dramatically.

With the addition of an automated laser system, we've expanded the quality and the speed with which we can serve our customers. We're looking forward to using our capabilities to create a new bar for excellence.

# A MESSAGE FROM GREG HOSCH, CEO



## Why is company growth important?

For years we've had a focus on growth in our strategic plan. Since the value of growth often goes unquestioned, I think it's

appropriate to revisit why company growth is something we strive for.

**Profit.** Harris is a private, for-profit company and we are more profitable when growing. Profits not only produce a return for our employee shareholders, but allow us to reinvest in the company and our team members.

**Providing employee opportunity.** We employ some of the best and most talented people in the industry. Like our company, these individuals need opportunities for growth. A growing business creates those opportunities through new and challenging projects and initiatives.

## Nurturing a mechanism for change.

Many of us have heard the cliché "if you're not growing, you're dying." While it's a bit overstated, the idea has some truth. If you don't have a culture and a focus on growth, then what happens when something out of your control changes? Perhaps a good customer goes out of business or moves to an area you no longer service. Perhaps

a change in technology eliminates a revenue stream. Whatever the change, a culture of growth will help overcome these challenges.

Finally, I would add it's just more fun to be a part of a growing organization than one that is stagnant or shrinking.

Growth will continue to be a strategic imperative of Harris Companies moving forward. More specifically we'll focus on "growth and diversification." In addition to the advantages already listed for growth, diversification brings the additional benefits of consistency in results and risk mitigation. I'll talk more about this in the future!

## DIVISION SPOTLIGHT SUPERIOR AIR HANDLING

On August 19th, *Constructech Magazine* presented Superior Air Handling with two awards for excellence in the construction industry. Priya Dhamale, an assistant project manager, was honored as one of **Constructech's 2016 Women in Construction**. This award highlighted Priya's development and implementation of BIM 360 Field as a database which has eliminated the use of paper drawings during review processes and in the field. Priya also manages all the shop and installation drawings on the Plan Grid Platform.

Jason Sisco, project manager, was also honored and accepted **Constructech's 2016 Vision Award**. Superior Air Handling took gold in the mechanical trade category for Jason and his team's streamlined use of Autodesk to significantly reduce project work and improve productivity. Congratulations to Priya, Jason, and the entire Superior team.

## ZEROING IN ON SAFETY

Dan Kent, Corporate Safety Director

**Children and grandchildren** of Harris employees took part in our annual Kids Safety Poster Contest. Here are our first place winners from each age category:



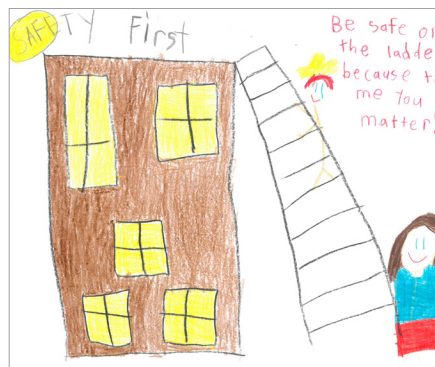
Haley, 9 years



Bridger, 4 years



Jordan, 11 years



Maylee, 7 years



Nelly, 16 years

# STORY BRIEFS

## HARRIS MECHANICAL INTERMOUNTAIN

### Provo Hyatt

Harris Mechanical Intermountain has been awarded the mechanical contract for the new construction of the Hyatt in Provo, Utah. This design-build project is another partnership with the general contractor Bonneville Builders.

## WASATCH CONTROLS

### Work Continues at the University of Utah Campus in Salt Lake City

Wasatch Controls has been awarded phase three of the Marriott Library after the successful completion of the first two phases. The team will also be starting work on the Crocker Science Building.

## HIMEC MECHANICAL

### Southern Minnesota Municipal Power Agency

After successfully completing a similar power plant project in Fairmount, Minnesota, HiMEC Mechanical was awarded the mechanical contract for Southern Minnesota Municipal Power Agency's 38.8-megawatt natural gas-fired power plant in Owatonna, Minnesota. HiMEC will provide complete mechanical services, including plumbing, piping, HVAC, and test and balance as well as specialty equipment installation and exhaust systems. The power plant is expected to be fully operational by December 2017.

## WASATCH CONTROLS

### Church of Jesus Christ of Latter-day Saints (LDS) projects

Wasatch Controls is continuing to partner with the LDS Church to provide Honeywell control systems to church buildings. In addition to working on the LDS Family History Center in Utah, Wasatch has been awarded a contract at the Santo Domingo Temple in the Dominican Republic.

## SUPERIOR AIR HANDLING

### Aiken, South Carolina Fabrication Facility Acquisition

In August, Superior Air Handling acquired the assets of Intermech's Aiken South Carolina sheet metal fabrication facility. Superior is now employing the staff and utilizing this facility for fabrication of NQA-1 metal products for the VC Summer Nuclear Power Plant and to support our East Coast projects. This 72,000 square ft. facility houses a substantial amount of equipment for cutting, bending, and welding of metal products including laser cutting and is available for fabrication of ductwork, piping components, and other custom metal fabrication for our customers.

## HIMEC MECHANICAL

### Faribault Foods Expansion

HiMEC was recently awarded a contract for the utilities bid package for the Faribault Foods expansion in Faribault, Minnesota. Under this contract, we will provide plumbing, heating, cooling, and process piping and equipment for the production area of this facility. This 589,000 square ft. building will double the size of the Faribault plant and will be linked to the company's main production plant.

## DID YOU KNOW?

### Visit HiMEC Conveyors at the PACK EXPO November 6-9th

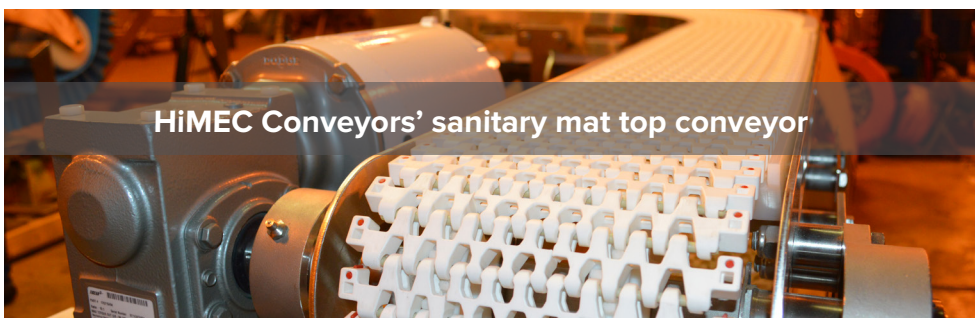
At this year's PACK EXPO International in Chicago, HiMEC Conveyors will be unveiling a new piece of conveyor technology unlike anything else currently available on the market. The team will be at the trade show November 6-9th with the new product to give demonstrations.

### Superior Air Handling Wins 2016 Safety Champion Award

The Sheet Metal Occupational Health Institute Trust (SMOHIT) has recognized Superior Air Handling for its outstanding safety record on the MOX nuclear project. Superior workers have put in 1,890,000 hours without a lost time injury. This is the second year in a row SMOHIT has recognized Superior for this award. Congratulations!

### HiMEC Sponsors National Association of Women in Construction Golf Tournament

Each year, the National Association of Women in Construction's (NAWIC) Rochester, Minnesota chapter hosts a golf fundraiser. This year, HiMEC sponsored a hole at the August 19th event, donated prizes to the raffle, and sent NAWIC members and HiMEC employees Kelly Johnson and Mary Becker to help with the event. They had their most successful event ever and were able to raise \$8,000 for scholarships, educational programming, and more.



HiMEC Conveyors' sanitary mat top conveyor

*Remarkable people. Remarkable results.*

# Employee Spotlight



**Jarvis Hofhines**  
General Manager,  
Wasatch Controls

Jarvis Hofhines is the General Manager of Wasatch Controls in Salt Lake City, Utah. Jarvis joined

the Harris team with the acquisition of Wasatch Controls in May of 2010. Wasatch had been functioning in the building automation, security, and fire alarm business since 2000 and needed a partner for growth. The merger occurred at mid-year, but with the help and resources of the Harris team, Wasatch was able to finish 2010 performing with as much sales revenue in the remaining six months as they had ever done.

Originally from Oregon, Jarvis was raised traversing the mountains, back roads and farms of Idaho. There he picked up a love for outdoor recreation and maintains a passion for riding and racing anything with two wheels. This year, Jarvis will compete in the LoToJa bike race from Logan, Utah to Jackson Hole, Wyoming. "I love the challenge of testing your own endurance and will, it's a very, very long day" he says of the upcoming 206 mile bike race which supports cancer research.

Graduating from high school in 1991, Jarvis moved to Salt Lake City to attend the University of Utah and continued working in a family business learning to fabricate, service, and engineer electrical control panels. Over the next 25 years, Jarvis worked in sales, distribution, engineering and project and

operations management for a handful of companies. "It's kind of funny..." says Jarvis, "...my family operates multiple competing electrical and automation business in Salt Lake City and it makes for interesting family reunions sometimes."

Jarvis has really enjoyed witnessing the growth and success of Wasatch Controls since 2010, "It's been really cool to see our team develop and grow. We have some really great people that are really good at what they do, their success is our success and vice versa."

As the controls industry evolves, more focus is being placed on greater control, reporting, analyzing and outside accessibility. Wasatch Controls has become known as a high quality control solutions provider that will take on and excel with challenging projects.



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Harris Controls

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HiMEC Conveyors  
HiMEC Service  
HiMEC at Home

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HiMEC Mechanical

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Midwest Fabrication and Supply

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Quality Mechanical

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Superior Air Handling

#### AIKEN, SC

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Superior Air Fabrication

## ABOUT US

### Understanding needs, exceeding expectations.

Harris Companies designs, builds, controls, and maintains plumbing, piping, process piping, and HVAC systems for commercial, institutional and industrial customers offering complete design-build and design-assist services for projects that vary in size, scope, and complexity. From stadiums and concert halls, to historic landmark buildings, to hospitals and industrial facilities, Harris Companies works closely with entire construction project teams and draws on the expertise of a skilled, diverse and dedicated workforce.

We focus on implementing differentiators that are important to our customers, and leveraging expertise and resources across the entire organization. With this approach, Harris has been able to deliver quality projects that meet and exceed expectations while building strong relationships along the way. As a result, Harris has experienced considerable growth and has been increasingly recognized as a leader in the marketplace for creative solutions, sustainable construction, and modeling and fabrication efficiency while maintaining a commitment to a "Safety First" culture.

Founded in St. Paul, Minn. in 1948, Harris has grown to become one of the largest mechanical contractors in the United States with over 1,000 employees in eleven locations throughout the country. A vibrant service, controls and construction business is a part of each branch location.

*If you have comments, suggestions, or if you would like to be removed from our mailing list, please email [marketing@hmcc.com](mailto:marketing@hmcc.com)*