



MARK III AT 40

40 STORIES IN 40 DAYS

Day 26: Dan O'Brien Employee Profile

How long have you worked for Mark III?

25 years, started when I was 19 years old

What positions have you held?

Started as a metal stud framer, concrete finisher, electrical foreman, underground foreman, plumbing foreman, fire sprinkler foreman, autoshop manager and trade specialist.

Which ones were your favorite?

Underground and plumbing foreman

What keeps you at Mark III after all these years?

Family and coworkers who have become friends

What is your biggest success?

McAllen, Texas. Spent 13-months building two huge tilt-ups and they just sold. We hired local crews to do the concrete, but used Mark III guys for the electrical and plumbing. I was the General Superintendent and worked with Jody Mosier quite a bit. Feels good to have them built and sold off.

What advice would you give a new Mark III employee?

If you don't ask; you'll never know. Be your own advocate.

Anything unique or interesting we don't know about?

I love to hunt and fish!





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Day 27: UC Davis Chiller Project Profile (2015)



One of Mark III's more recent projects is the UC Davis Medical Center Chiller #4 project, which began in early 2015 and is closing out this spring. With the scope of work being tricky from the start, John Pearson and team had their work cut out for them from the get-go. The project included the installation of an owner supplied chiller, three large AFC's and three large pumps, in addition to installing all of the chilled water piping and electrical.

In talking with Pearson, the biggest hurdle for this project was the size and weight of all of the piping and equipment. The goal for the main chiller, which was extremely heavy, was to get it transported, lifted and set in a small room. However, it then required coordinating the pump equipment and AFC's to be installed into a basement below, through a hole in the floor.

Unfortunately, not all Mark III projects leave the team feeling like it was a success from start to finish and this UCDCMC Chiller project is one of them. However, with any complex project there is always room for a learning moment. With a project like this, the scope of work, combined with the weight and bulk of the materials made for a lot of learned lessons for the team. This is a great example of how we often celebrate our wins, but are not afraid to recognize lessons learned.



"This project taught us a lot, especially how important it is to follow the schedule and to communicate," Pearson said. Through a slow start, some disorganization and some management turnover... at the end of the day the \$2.6 million dollar project was completed on time and gave Mark III a story to look back on.

We asked Pearson for any employees that he wants to contribute to the success of this project: (in no specific order); Joe Snyder, James Burden, Matt Allen, Matt Scheally, Cameron Miller, Jody Mosier and Gene Barr



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Day 28: Hood Milk Aseptic Filler Line Project Profile (2009)

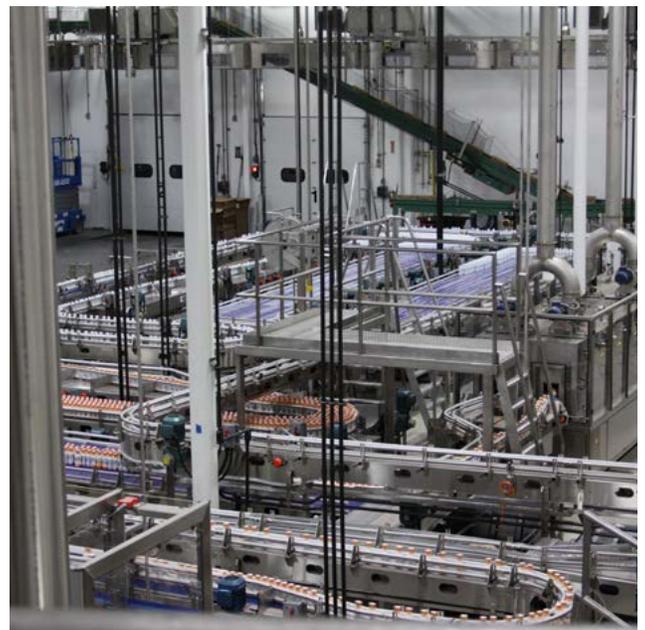


One of Mark III's most complex and successful electrical projects, is the Aseptic Filler Line install at Hood Milk, located in South Sacramento. This project came through another Hood Milk job (refrigerated storage facility) that Foreman Jody Mosier was working on, wherein he met Hood Milk executive David Coco. They were so impressed with his workmanship, Coco asked Mark III to bid on the aseptic filler project.

Despite the scope of work being an intricate and complex electrical install, the real hurdle for this project was a combination between the tight schedule (90 days) and the language barrier. Hood Milk ordered it's equipment from Japan and with it came 45 Japanese workers and one translator. They installed the structure to the filler line, Mark III provided the electrical wiring and conduits.

Mike Morton, lead Foreman on the job, dealt with the language barrier between all of the workers and mastered the seemingly impossible time line that was given. Originally supposed to be completed in 90 days, a storm kept one of the shipments from arriving on time and granted the team an additional 30 days.

When asked, Dan Carlton said that without Mike Morton's dedication and tenacity we would not have met the aggressive time line. Jody Mosier and Ed Matis were also recognized for being highlights on this project and helping to get to the finish line regardless of the tight completion schedule. Despite the success of having this finished on time, this project began as a \$700,000 contract and grew to over \$1 million. Even better, it was such a highlight for Hood Milk that it led to a new, valued customer. Chris Woodrum has since become the main point of contact for HP Hood and said that since 2009, Mark III has contracted 100+ projects with HP Hood, ranging from \$1,500 to \$1.4 million.





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Day 29: Jason Balukoff Profile

1. How long have you worked for Mark III? “First started in 1991 at the age of 17 in the plumbing division. I quickly switched to underground but work got slow so I only stayed a year. I came back in 1995 and have been here for 21 years.”

2. What positions have you held? “Underground laborer, equipment operator, foreman, and superintendent”

3. What made you want to come back to Mark III? “My older brother Jeff had been working in the Plumbing division for about five years and he heard that underground was looking to hire a laborer. He called me and offered me more money than what I was making currently so I took the offer. Within two years I found myself as a foreman on a job in Elk Grove because they needed the help. Ever since then I’ve managed any job that Mark III gives me.”

4. What keeps you here? Family atmosphere, daily challenges and a great team to work with.



5. What is your biggest success?

“Definitely my family. My daughter (8-year old Hayden) is my world. But work- wise, Sutter Home was my favorite project. It was a diamond in the rough and I’ll likely never see a project like that again - the complexity, the customer, the hands-on experience, it was a great job.”

6. What advice would you give a new Mark III employee?

Be a leader and create your own path to success; not a follower and travel someone else’s

7. What is something most people don’t know about you? “I was a volunteer fire fighter and EMT for 17 years in both Sacramento and San Joaquin County. I’m also a competitive sporting clay shooter.”



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Day 30: Sutter Home Winery Bottling & Distribution Center Project Profile (2013)



Notably Mark III's largest project, both in terms of size and dollar value, the Sutter Home Winery and Bottling Distribution Center is an exciting piece of Mark III history.

The project included ground-up construction of a new distribution center in Lodi, CA, consisting mostly of site work (grading, paving, underground utilities), site concrete, an electrical substation and a small portion of plumbing. Beginning in April 2013 and finishing in the fall of 2015, this \$17.3 million dollar project took a lot of manpower and a lot of time. Managing the project was Gabe Deurloo, currently Mark III's Project Executive, with his onsite project superintendent Jason Balukoff.

When asked what made this project so unique, the word "volume" comes to mind. This project was the largest Mark III's team had ever taken on and with it, came hurdles that were continually pushing the boundaries. Deruloo has a clear memory of sitting in the initial project meetings after the award and learning the news that the architect hired for the project didn't exactly finish. The plans were all in 2D and required the team to take additional time and resources to provide Design-Assist services to the owners. Basically, they had to build one utility at a time so they could ensure things were spaced out appropriately and not conflicting with one another.

The success measured from this project goes beyond the profit margin, but in the quality and efficiency of the project, and of course the customer satisfaction. "This project allowed us to hire a lot of quality people who are still with us today and to grow as a division," Deurloo says. It has become a stepping stone, and an excellent reference, for other large industrial, food-grade projects that fall in line with Mark III's quest for complex projects.

