



Robinson Report

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Company News

Robinson Construction tops 500 employees - expansion at headquarters nears completion.



Robinson Construction Company is extremely proud to have exceeded 500 employees for the first time in the company's history. On November 19, 2014, payroll checks were processed for 513 employees. According to Scott Sattler, Executive Director of the Perry County EDA, this makes Robinson Construction Company the third largest employer in Perry County. The company's 500+ employee count also ranks it in an elite class of businesses within the United States and the State of Missouri. According to the 2011 Census, only 0.3 percent of firms in the US and 2.5 percent of firms in Missouri employ over 500 employees. When asked to comment on the milestone, Robinson's Vice President, Paul Findlay, said the following, "We are extremely proud of many things at Robinson Construction - our longevity,

Robinson Construction Company employees take a short break to pose for a quick group photo while working on an expansion project at TG Missouri in Perryville, Missouri.

the projects we have constructed, and our long list of repeat clients; however, what we are most proud of, is the fact that we are able to provide a livelihood for a growing number of employees each year."

Findlay elaborated on the economic impact associated with the milestone, commenting, "In addition to the number of employees, we will also exceed \$25 million in payroll this year. We could not be more excited about the positive impact for our employees, their families, and the communities in which they live and work."

Robinson Construction Company began as a heating and air conditioning company in 1946 by Edward G. Robinson. The company was incorporated in the late 1970s under its current president, Frank Robinson, and has experienced moderate growth since that time. Over the past decade, the company's growth has increased significantly. According to Frank Robinson, "Growth is essential to the sustainability of any business. Growth allows for the hiring of new people and new ideas, an increase in customer base, and provides advancement opportunities for our existing employees." However, Frank also understands that growth comes with additional needs, and as you may recall, it was reported in a previous issue of the Robinson Report that we were



Photo above shows expanded & enhanced Planning Room completed in Phase 1 of the current headquarters expansion project. The room includes one large main projector screen surrounded by four smaller touch screens, is equipped for web conferencing/meetings with customers and jobsites, and includes seating for approximately 35 people.

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expanding our current facility, which was originally constructed in 1999. "By expanding/updating our facility we will be able to service our jobs more efficiently, keep our equipment and tools in top-notch condition allowing us to complete projects faster, while keeping the same high quality construction that Robinson is known for and that keeps our customers coming back."

The last expansion of the facility was completed in 2005. The current expansion project is expected to cover our needs for the next several years and is being constructed in two phases, with Phase 2 currently underway. Phase 1 of the expansion was completed in 2013 and included a new tool and equipment storage facility, new break room and larger kitchen, enlarged exercise facility, a few new offices and restrooms, an updated training room, additional parking, and some remodeling of existing office space. Phase 2, which is expected to be complete in February 2015, includes a new office suite for the construction department to allow the increased staff to work together in the same space. The new

construction area will include offices, planning rooms, and an open office area to accommodate the growing staff.

Robinson named to **ENRMidwest** Top Contractor list for second consecutive year.

Engineering News-Record (ENR) has recognized Robinson Construction Company as one of the Top Contractors in the Midwest for the second consecutive year. Based on 2013 revenue for work completed in the Midwest region (Illinois, Indiana, Michigan, Missouri, Ohio, Wisconsin), Robinson moved up 5 spots from their 2013 ranking to No. 82 on the ENR Midwest Top Contractors list for 2014 and was ranked No. 17 in the state of Missouri. Additionally, Robinson ranked in the Top 20 in the following breakout market sectors: Industrial Process, Manufacturing, and Water Supply.

ENR is a weekly magazine that provides news, analysis, data and opinion for the construction industry worldwide and is owned by The McGraw-Hill Companies. ENR performs annual surveys of the largest contractors and design firms in the U.S. and internationally and ranks them based on annual revenue.

Robinson achieves high sales performance as Nucor Builder for third consecutive year.

Robinson Construction Company earned the High Performance Sales Award for the third consecutive year from Nucor Building Systems, a leading manufacturer of metal building systems for the industrial, commercial, warehouse, community, and agricultural markets.

The High Performance Sales Award is presented to Nucor Builders based on the dollar amount of steel building shipments achieved for the preceding calendar year.

Additionally, two projects constructed by Robinson Construction were selected for inclusion on the 2015 Nucor calendar, which features photographs of projects constructed by Nucor builders. The Rod Mill 3 Buildings project at Noranda Aluminum in New Madrid, Missouri and the Building Expansion project at Mondi Jackson, Inc. in Jackson, Missouri were both selected.



Photo above shows the new construction department office suite, which is currently being constructed at the Robinson Construction headquarters in Perryville, MO.



Photo above shows the Rod Mill 3 Buildings project at Noranda Aluminum in New Madrid, MO. The project included construction of 7 pre-engineered metal buildings totaling 88,000 sq ft.

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New projects in progress and recent awards.

- New Dry Product Storage Warehouse, North American Packaged Foods Company - Marshall, MO
- Rice Transfer Conveyors, Busch Agricultural Resources, LLC – Jonesboro, AR
- Pump Support Structure, Xylem, Inc. - The Doe Run Company West Fork Mine/Mill in Bunker, MO
- Office Expansion Project, Robinson Construction Company – Perryville, MO
- Cell Tower Equipment Shelter Demolition, Goodman Networks - NE & TN
- Plant Expansion Project - Confidential Customer
- Maintenance & Miscellaneous Projects 2014, Plymouth Engineered Shapes – Hopkinsville, KY
- Sanitation Dock Concrete Work, North American Packaged Foods Company – Russellville, AR
- Process Steel Erection, Price-Koch - TG Missouri Corporation in Perryville, MO
- Scrubbers, Tanks & EPS Compliance, LMI Aerospace – Cuba, MO
- New Perlite Expander Facility - Confidential Customer
- Cell Tower Equipment Shelter Demolition, Goodman Networks - Kansas
- Stamper Mine Emergency Project, Martin Marietta – Kansas City, MO
- Office Remodel-Construct Storm Shelters-Install PE Building - Confidential Customer
- Crane Operating, Brechtel Radial Collector Wells – Des Moines, IA
- Dock Expansion - Confidential Customer
- Preconstruction Services, Roeslein Alternative Energy – Perryville, MO
- Repair Natural Gas Mains/Laterals, Little Rock AFB – Jacksonville, AR
- Perlite Truck Unload Station - Confidential Customer
- Fire Protection Piping Installation - Confidential Customer
- Elevator Head & Transition Project, Busch Agricultural Resources, LLC – Jonesboro, AR
- Sewer Repair, USPFO for Wisconsin – Volk Field, Camp Douglas, WI
- Recycle Conveyance Project - Confidential Customer
- D/B Construct (O&M) Addition AFRC Det1 Ops Bldg 264, Little Rock AFB – Jacksonville, AR
- SCADA Radio Survey, CH2M Hill Constructors, Inc. - Ft. Campbell, KY
- Fryer Exhaust System, North American Packaged Foods Company – Macon, MO
- Maintenance & Miscellaneous Projects 2014 - Confidential Customer ■

On the Safe Side

Employees complete CPR, first-aid, and AED training.

To enable our supervisory personnel to be prepared for a wide range of emergencies that could occur, Robinson requires that all field supervisory personnel stay current with their CPR, first-aid, and AED certifications. Obtaining these certifications gives our employees the confidence and experience that is required when caring for someone in an emergency situation.

The American Heart Association conducted the training in October and December at both office locations. American Heart Association training meets professional and regulatory standards and combines lecture, video demonstrations, and hands-on training to teach participants lifesaving skills in the areas of first-aid, CPR, and operation of an AED. ■



Robinson employees Tim Johnston, Vince Bloom, Pat Becker, David Monier, Rob Lorey, and Al Gonz learn how to properly check on someone who has been injured during a CPR & First-Aid course given by the American Heart Association at the Robinson Construction headquarters in October.

Featured Project

Robinson Construction constructs Heavy-Scale Seamless Tube & Pipe Mill for PTC.

In 2012, as part of their expanding market objectives, PTC Group Holdings Corp., a national pipe manufacturer with worldwide distribution, began making plans to establish a seamless tube and pipe mill manufacturing operation in Hopkinsville, Kentucky. The company's goal, to move toward producing seamless steel tubes, was realized when they acquired an existing (heavy-scale) large outside diameter seamless pipe mill that was operating in Croatia. The mill was taken out of operation, disassembled,

and transported by sea to the United States to be re-assembled in an existing manufacturing facility that had formerly been operated by a subsidiary of PTC Group Holdings Corp.

Shortly following, in 2013, PTC Group Holdings Corp. selected Robinson Construction Company to complete the disassembly, extraction, and storage of an existing small diameter carbon steel tube finishing process at their 196,000 square

foot facility in Hopkinsville, Kentucky. The execution of this project was to prepare the facility to receive the seamless pipe mill from Croatia. The successful delivery of this contract led to future negotiations between PTC Group Holdings Corp. and Robinson Construction for the PTC Seamless Tube project.

The Seamless Tube and Pipe Mill Installation contract, which includes approximately 300,000 square feet of building area, re-working the layout of the facility, and the re-assembly and installation of the manufacturing equipment, was awarded to Robinson Construction in early 2014. Upon award, Robinson began the process of receiving the more than 400 shipping containers holding the contents of the disassembled mill inside. A site specific logistics process, which provided tracking capability of the contents of each container, was developed, along with an auditing system for use in locating process specific components on demand; a function relied upon heavily during assembly of the mill.

With the project engineering ongoing, and to accommodate the new construction and expansion, Robinson began to complete the necessary demolition of the existing facility. The width of the entire east end wall of the facility had to be removed to facilitate the massive new process equipment foundations and building expansion for the east and south elevations. The demolition also included saw cutting and removal of approximately 50 percent of the building's existing floor slab and the majority of the existing process utilities.

The total new building footprint of approximately 300,000 square feet provides the space for up to 15 manufacturing processes specific to the heavy-scale seamless pipe mill. The 60 foot diameter rotary hearth furnace, the piercer mill, and the pilger mill, all require excavations as deep as 20 feet below the specified finish floor, with mass pour concrete foundations in complex configurations of up to 300 cubic yards each. Singular process components can weigh up to 120,000 pounds each, creating rigging challenges when setting them beneath the existing 30 feet of headroom. After all processes are in place and all conveyance and transfers have been set, aligned and anchored, process piping and utilities, exceeding tens of thousands of feet, will be installed. Interfaced throughout



Photo above shows work in progress by Robinson Construction on the rotary hearth furnace, piercer foundations, scale water trench foundations (formed), and pilger foundations at the PTC Seamless Pipe Mill in Hopkinsville, Kentucky.



Photo above shows the rotary hearth furnace and the rotary hearth furnace stack and recuperator at the PTC Seamless Pipe Mill in Hopkinsville, Kentucky.

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Featured Project continued from page 4

the new process line is a heavy scale collection system of trenches and pits designed to move the pipe scale through forced water pressure to areas where it can be collected and recycled.

Site modifications include the addition of a 3-acre aggregate surface billet storage facility, new asphalt paving, new concrete drive around the building perimeter, a new truck weighing scale and security building, site lighting, and new storm sewers throughout. Additionally, due to the enormous amount of electrical power required by a number of the manufacturing processes within the seamless tube and pipe mill, a dedicated substation was constructed on site and this will make PTC the largest regional electric consumer for Pennyrile Electric.

The plant is expected to be fully operational mid-year 2015. ■

Employee News & Accomplishments

Four Robinson employees earn national safety certification.



Eugene Besand, Safety Director

Safety Director **Eugene Besand**, Safety Manager **Michael Remley**, and Project Superintendents **Jason Bey** and **Lee Bollinger** have completed the requirements for national certification as a Safety Trained Supervisor (STS). The Board of Certified Safety

Professionals (BCSP) awards this certification to individuals who meet the rigorous experience and education requirements, including passing a comprehensive examination. The examination

covers the body of knowledge supervisors must have to carry-out their safety-related supervisory responsibilities and includes subjects such as hazard recognition and analysis, personal protective equipment, regulatory compliance and incident investigations.

The STS certification is accredited by the National Commission for Certifying Agencies. Those who earn the STS Certification are recognized as having met demanding, peer-established competency requirements in supervision. A STS must recertify every five years to maintain this certification.

Kaufman and Findlay graduate from leadership organizations.

Jerod Kaufman, Project Development for Robinson Construction, recently graduated from the Leadership South Central Kentucky (Leadership SCKY) program sponsored by the Bowling Green Area Chamber of Commerce. Seventeen qualified candidates completed the program.

Leadership SCKY develops and educates current, promising and future leaders throughout a 10-county region. The program facilitates communication and lifelong, peer-to-peer networking among leaders within the regional community to foster region-wide economic development and community progress by serving as a catalyst for problem solving and collaboration. Seventeen individuals were chosen through a competitive selection process to participate in Leadership SCKY. During the sessions, the class studied regional strengths and challenges through lectures, discussions, tours and role-playing activities. The program began in August 2013 and ended in July 2014.

Additionally, Kaufman was chosen to participate in the 2014-2015 Leadership Hopkinsville-Christian County program through the Christian County Chamber of Commerce. The mission of the Leadership Hopkinsville-Christian County program is to systematically inform, challenge and educate the participants regarding opportunities and needs within the community. Through education, the participant will foster an awareness of the dynamics of the social and economic challenges facing the community and help to create a dialogue and rapport amongst the participants and existing community leaders.



Michael Remley
Safety Manager



Jason Bey
Superintendent



Lee Bollinger
Superintendent



Jerod Kaufman
Project Development

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Participation in Leadership Hopkinsville-Christian County is a competitive process open to people living or working in Christian County. It is an honor to be chosen for Leadership and program graduates are expected to remain involved in Hopkinsville-Christian County for at least the near future.

Paul F. Findlay, Preconstruction Coordinator for Robinson Construction, recently graduated from the Leadership Missouri program sponsored by the Missouri Chamber of Commerce and Industry. Thirty-five qualified candidates completed the 2014 Leadership Missouri program.

Leadership Missouri was founded in 1990 to identify current and emerging leaders throughout Missouri, enhance their leadership skills and deepen their knowledge of the challenges and opportunities facing our state. A program of the Missouri Chamber of Commerce and Industry, Leadership Missouri was founded on the belief that the community, just as any business or organization, requires strong leadership to grow and improve. Governor Jay Nixon serves as the Honorary Chair of the Leadership Missouri program.

The seven month program began in April with a trip to our state's capitol in Jefferson City. Consecutive sessions were held each month in Kansas City, Rolla and Fort Leonard Wood, St. Louis, Sedalia, Joplin, and Lake Ozark. Topics included government, health care, energy and defense, transportation, agriculture, education and recovery and team building. Ron Guinn, Executive Vice President of SRC Holdings, was the keynote at the graduation ceremonies held at Tan-Tar-A in Lake Ozark. He shared SRC Holdings story of "The Great Game of Business."

The Missouri Chamber of Commerce and Industry, founded in 1923, is the largest statewide business organization in Missouri, representing almost 3,000 members. Its main purpose is to preserve a positive business climate for the state of Missouri. The Chamber is actively engaged in public affairs issues affecting business.

Robinson welcomes several new faces.

Robinson Construction Company is pleased to announce the recent addition of several new employees.

Jason Watson has joined Robinson Construction as an Estimator. Jason is from Jackson, Missouri and has 16 years experience in estimating and managing construction projects. He earned a B.S. in Agriculture from Southeast Missouri State University in 1997. Prior to joining Robinson Construction, Jason worked as an Estimator/Project Manager for a mechanical contracting firm in Missouri.

Scott Pieber has joined Robinson Construction as a Recruiter. Scott is from St. Louis, Missouri and has more than 10 years experience in management, recruiting, and human resources. Scott was in the US Army National Guard/ROTC for five years and earned a B.S. in History from University of Missouri in St. Louis in 2001. Prior to joining Robinson Construction, Scott worked as a Human Resources Generalist/Recruiting Manager

for financial management and communications firms, as well as a staffing agency.

Katie Cissell has joined Robinson Construction's home office as a Junior Recruiter. Katie is from Perryville, Missouri and earned a B.S. in Business Administration-Business Management: Human Resource Management from Southeast Missouri State University. Her experience prior to joining Robinson Construction Company includes work as a Human Resources Intern at TG Missouri and a Mortgage Loan Processor for the Bank of Missouri.

Brenda Dodson has joined Robinson Construction Company's Kentucky office as a HR/Office As-



Paul F. Findlay, PE, MLSE
Preconstruction Coordinator



Jason Watson
Estimator



Scott Pieber
Recruiter



Katie Cissell
Junior Recruiter



Brenda Dodson
HR/Office Assistant

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sistant. Brenda currently lives in Hopkinsville, Kentucky. She holds an A.S. degree in Human Services and is currently pursuing a B.S. degree in Business Management. Brenda's prior experience includes nine years of Army active duty and National Guard service, where she was able to gain valuable experience working in Human Resources/Administration. She also worked as a HR/Office Administrator and was co-owner of an environmental drilling company and gained extensive experience in customer service working



Karie Ireland
Payroll/Accounting Assistant

for the Department of the Army, Red Cross, Fort Campbell, and Fort Rucker.

Karie Ireland has joined Robinson Construction as a payroll/accounting assistant. In this role, she will be responsible for assisting the payroll and accounting departments with day-to-day transactions. Karie earned an A.A. degree in Business from Western

International University and a B.S. degree in Business Administration from the University of Phoenix. She has 10 years of experience in the areas of human resources, payroll, and accounting. Karie and her family moved to Perryville a little over one year ago from Pleasant Hope, Missouri. Prior to joining Robinson Construction, Karie worked as the Missouri Administrator for Valley of the Moon Commercial Poults, Inc. in Pleasant Hope.

Brooke Hayden has joined Robinson Construction as a human resources/office assistant. In this role, she is responsible for assisting the human resources department with day-to-day transactions, as well as general office duties. Brooke is from Perryville, Missouri and earned a B.S. in Mass Communications: Public Relations with a minor in Marketing: Sales Management from Southeast Missouri State University. Prior to joining Robinson Construction, Brooke spent time as a Marketing Intern at Perry County Memorial Hospital and also as an Assistant Manager at Wal-Mart. ■



Brooke Hayden
HR/Office Assistant

Community

Robinson participates in salute to Fort Campbell soldiers.

Robinson Construction Company participated in the Freedom Friday Chili Cook-Off held on September 12, 2014 in downtown Hopkinsville, Kentucky. Over 30 teams from around Christian County and Fort Campbell participated in the event, which is held annually as part of the Christian County Chamber of Commerce - Military Affairs Salute Series. The Salute Series includes a number of events that are held throughout the year and designed to honor and thank the Fort Campbell soldiers

and their families for the sacrifices they make every day.

The chili cook-off is held the night before the Hopkinsville YMCA's Trot for the Troops and involves live music, snow cones, cotton candy, various vendors, and of course, many pots full of chili. It was reported that more than 2,000 people attended the event. This is the third year that Robinson Construction Company has participated in the chili cook-off and according to Jerod Kaufman, Project Development, "Although we have yet to come home with an award for best tasting chili, no award we receive could compare to the feeling of coming together



Robinson employees Kaye Skipworth, Jaime Crowell and Jerod Kaufman serve chili to hungry patrons at the 2014 Freedom Friday Chili Cook-Off.



Robinson employee, Brenda Dodson, serves chili at the Freedom Friday Chili Cook-Off.

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as a community, giving back to our soldiers, and letting them know how much we appreciate them. It's a great event and we are thankful that we are able to be a part of it."

Kentucky Office Business After Hours benefits Sanctuary, Inc.

In addition to volunteering and participating in events associated with the Salute Series, the employees in the Kentucky office also volunteered their time at Representative John Tilley's Charity Classic Golf Tournament on September 24, 2014, which supports Trilogy Foundation and Sanctuary, Inc. Trilogy Center for Women is designed to help Kentuckians recover from substance abuse and rebuild their lives. Sanctuary, Inc. is committed to the provision of preventative and restorative services to victims of sexual assault and domestic violence. They provide support to victims of personal violence in the nine-county area of the Pennyriple Area Development District.

After learning about the work of Trilogy Foundation and Sanctuary, Inc., we wanted to know what more we could do to help raise money, awareness and needed supplies for this wonderful organization, and what better place to do so than a Business After Hours event. Robinson hosted Business After Hours at their Kentucky facility on Thursday, October 30, 2014, calling the event Cheers and Beers with Friends to benefit Sanctuary, Inc. As October is Domestic Violence Awareness Month, it seemed fitting to raise money for the

Sanctuary organization at the October event. For a \$10 cash donation or an in-kind donation, attendees were entered into a drawing to win tickets (valued at \$1000 and donated by Robinson Construction) to a Tennessee Titans football game. A total of \$1250 was raised, as well as \$750 of in-kind donations. A special thanks goes to Budweiser of Hopkinsville, Super Lawn and Garden, and all attendees for their donations and help in making this event a great success!



Members of the Christian County Chamber of Commerce enjoying Business After Hours at the Robinson Construction Kentucky Office. A total of \$1250 cash and \$750 of in-kind donations was raised for Sanctuary, Inc. at the event on October 30, 2014.

Robinson team takes first place in Perry County Health System's benefit skeet shoot.

Several employees of Robinson Construction Company participated in and volunteered their time for the day at Perry County Health System's benefit skeet shoot held at the Robinson Skeet Range in September. Congratulations to the Robinson team of Mark Taylor, Mark Unverferth, Jason Elliott, Jason Bey and Randy Weibrecht, who took first place in the team competition.

For the past three years, Perry County Health System has partnered with Robinson Construction to put on a benefit skeet shoot to raise money for their Children's Healthcare Fund. The skeet shoot is gaining in popularity and has raised upwards of \$10,000 each year. The funds are distributed throughout the community to the families of children with extensive healthcare needs and who are under significant financial strain.



Robinson Construction Skeet Shoot Team from L to R: Randy Weibrecht, Mark Taylor, Jason Bey, Jason Elliott & Mark Unverferth - the team took 1st place in Perry County Health System's recent benefit skeet shoot.



Participants learn how to plant chestnut trees at the 2nd Annual QDMA Rack Pack Youth Field Day held at the Robinson Farm in Perryville, MO.

Robinson Construction hosts 2nd annual Youth Field Day at the Robinson Farm.

The Southeast Missouri Branch of QDMA (Quality Deer Management Association) and the National Rifle Association of America sponsored a Youth Field Day on Saturday, September 20, 2014 at the QDMA certified Robinson Farm. The event was for youth ages 9-16 and their guardians. Each group spent 50 minutes at each of six outdoor stations: Shotgun and 22 Rifle, Tree Stand Safety, Blood Trail and Deer Recovery, Archery, Wildlife Identification, and Chestnut Tree Planting. Teaching the safety aspects involved in each of the stations was primary. Guided by the QDMA "Rack Pack" Event Manual, planners were able to create a positive outdoor experience for some 51 youths. ■