

Upholding the Highest Standards

Gaylor, Inc.

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As a national electrical contracting company, Gaylor, Inc.'s commitment to upholding the electrical industry's highest standards of professional integrity has led to consistent accolades. As a member of Associated Builders and Contractors Carolinas Chapter (ABC), Gaylor started submitting its projects for national consideration in 1994 and won the very same year. Now, 15 years later, Gaylor has been awarded the National Excellence in Construction Award of Merit, or the "PYRAMID

Award," 11 times. In addition, Gaylor was selected to receive the top award, the coveted National Excellence in Construction Award of Excellence, seven times.

Aside from being a great marketing tool, ABC's support of the merit shop philosophy has kept Gaylor renewing its membership for the past 25 years, according to Chris Harrington, who recently started a Gaylor branch in Charlotte, North Carolina. Opening just two years ago, branch manager

Harrington has already received statewide recognition in the form of an Excellence in Construction Eagle Award from ABC for the zMAX Dragway at Concord, a state-of-the-art racing facility.

Starting in January 2008, Gaylor, the subcontractor for the seven-month project, performed all of the electrical work. With 20 electricians assigned to the project, Gaylor installed 67,000 feet of conduit, 298,000 feet of wire and cable, and





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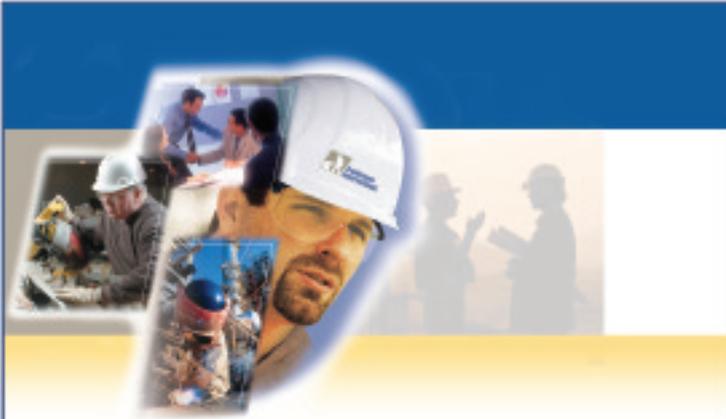
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60 different types of fixtures that provided 1,465 lights.

“The project was a real screamer,” says Harrington. With an inaugural event set for September of the same year, the facility needed to be open in August. The tight deadline combined with the hot summer days in North Carolina left Gaylor with little room for error. The company’s safety director was integral to the project’s success. Refreshments were always on hand and the process went along without a problem.

The project, which was remarkably completed on time and within budget, is quite a sight. ZMax Dragway, a 30,000-seat venue, is fully equipped with an all-concrete, four-lane drag strip with a half-mile asphalt runoff followed by a 200-foot gravel pit and two safety nets. Another aspect included the impressive steel and concrete, 37,000-square-foot, tilt-up control tower. The company also

completed a steel and aluminum 163,000-square-foot grandstand with 40 impressive luxury suites, flip-down seating and 20-inch wide bench seats with backs. Winning an award for this project has been a tremendous recognition considering the company is new to the North Carolina market.

Aside from the zMax Dragway, Gaylor has received national “Eagle” Awards of Excellence for several projects such as United Airlines Hangar 1, DowElanco R&D Center, Steel Dynamics Hot Mill Expansion, FedEx Phase V Expansion, Birck Nanotechnology Center, Indiana Packers Renovation, and St. Francis Mooresville Hospital.

Founded in 1984 in Carmel, Indianapolis, Gaylor is a full-service bonded and licensed merit shop, engaging in a diverse range of electrical construction. After much success and numerous awards, Gaylor has become a respected leader in

the electrical construction industry. This success has also allowed for expansion into the other markets such as Arizona, Ohio, North Carolina, and three additional Indiana locations.

Gaylor’s ambition goes beyond expansion. Personnel development is one of Gaylor’s core values for all employees. Since the beginning, Gaylor prides itself on providing in-house, accredited safety and construction education. Through Gaylor University in conjunction with prestigious universities like Ball State University and Purdue University and construction association affiliations, Gaylor employees have multiple routes to choose from in order to further their education. Company president and CEO John Gaylor knew Gaylor University was an integral and necessary tool for the career development of his employees.

To make his vision a reality, Gaylor, who is also past president of the

Indiana Chapter of ABC, decided to tap into the knowledge and experience within the organization and make it available through classes, seminars, and on-site instruction. The association offers formal classroom continuing education courses and on-site instruction with supervised practice.

Now all Gaylor employees, who range in age from 18 to 68, take part in the class offerings even though they are not required. In fact, they are clamoring to participate, which makes this program an even greater success. The courses range from specific craft training to general management and corporate training. Some include: energized parts, aerial lift training, jobsite management, generator training, OSHA 10-hour training, fall protection, CAD Weld, confined spaces training and CPR.

This program has also helped grow the company into nearly a \$200 million enterprise, operating with a motto that takes a unique spin on a classic phrase. Instead of viewing construction as a way to earn a living, the Gaylor way is to “learn” a living.

Another key to the program’s success is the thorough evaluation of individual branch needs as well as the diversity in the classroom. The age range is wide and experience varies, but it is not a hindrance. According to Michael Fort, the company’s chief values officer, “The shared quality of our students is their desire to learn and improve.” He says, “We teach a great variety of people from different backgrounds, which adds to the learning experience. When you put all these unique individuals together, it makes a wonderful recipe for education.”

Gaylor also seeks to serve several diverse markets from electrical, utility, industrial, low voltage, design/build all the way to 24-hour service and maintenance. John Gaylor set out to create a super company that not only included service, but also acts as a one-stop solution.

ABC: Carolinas

Chartered in 1998, Associated Builders and Contractors, the Carolinas Chapter (ABCC), elevates the mission of ABC National for North and South Carolina. Its foundation is to promote the “merit shop” and free market system within the construction industry. ABCC focuses a majority of its energy on the creation of a comprehensive Workforce Development program which meets the needs of its members and the industry as a whole.

The association’s Web site cites the revered President Theodore Roosevelt as saying, “Every man owes a part of his time and money to the business or industry in which he is engaged. No man has a moral right to withhold his support from an organization that is striving to improve conditions within his sphere.”

This is, indeed, what ABCC does with style. Its most recent tool was created to live up to this objective, ABC NextPlans is a new online plan room accessible only to ABC members. At any given time, there can be approximately 90 actively bidding construction projects online through this portal.

ABCC is also busy organizing monthly events for its members and actively participating in local and national government affairs. With its weekly newsletter, Blueprint Weekly, ABCC also keeps its members updated on the latest movements in the industry.

