

# METRO MESSAGE

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FORMAN, WATKINS & KRUTZ, LLP  
JACKSON, MISSISSIPPI

## FORMAN, WATKINS & KRUTZ, LLP **A BIRD'S EYE VIEW**

Metro's work includes the replacement of the air handler in the penthouse and replacement of the ductwork, VAV system, piping and plumbing.

The law firm of Forman, Watkins & Krutz will soon have one of the best views of the city skyline from the top of the Regions Plaza tower in downtown Jackson. Relocating from City Centre, they will occupy the top three floors of this property owned by Hertz Investment Group. The top floor was home to the University Club for many years.

Forman Watkins has been part of the legal scene in Jackson for over 30 years. Their major areas of practice include commercial litigation, environmental, insurance, products liability and professional liability.

White Construction is the general contractor for this renovation planned for completion in early May. Metro's work includes replacement of the air handler in the penthouse requiring a crane lift of more than 300 feet. In addition to the equipment, much of the ductwork, VAV system, mechanical piping and plumbing will also be replaced. This is one of three recent projects under construction with White.

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### WESTSIDE HEADSTART CENTER



In conjunction with the Hinds County Human Resources, Westside Headstart Center serves over 300 children in early childhood education. Metro is the prime contractor and is completing a renovation of all air conditioning for the building, electrical upgrades, and some cosmetic improvements. This project is scheduled for completion by late spring 2017.

### CONTINENTAL CARBONIC PRODUCTS



With over 40 locations throughout the country, Continental Carbonic Products is a producer of food grade dry ice. The Brookhaven location serves Mississippi, Louisiana and West Tennessee. Metro crews are installing a new ventilation system for the plant including exhaust fans, stainless steel spiral duct and new electrical service to the system.

### ADRIAN'S RESTAURANT



As the eating out craze continues to grow across America, the owners of Juban's in Baton Rouge are building another upscale restaurant in Highland Park Marketplace. Buquet & LeBlanc is the general contractor for this new eatery. Metro is installing nine roof-top units and the related kitchen hoods, stainless grease duct and exhaust system. The restaurant should be ready for business by mid-summer.

### OCHSNER PEDIATRIC & FAMILY



Ochsner is a name synonymous with health care. They are the largest non-profit health care provider in south Louisiana serving over 600,000 patients annually. Kent Design Build is the general contractor for this new family medical clinic under construction. Metro is installing roof top units and a VAV system for this 16,500 sf facility due for completion by mid-summer.

## METRO BUILDING SERVICES: WE'RE READY FOR SPRING 2017!



JIMMY MARTIN, DARLENE MORGAN, JOHN COUGHLIN & BRYAN WILLIAMS

New faces have been added to the Metro Building Services team in recent months as we gear up for a busy season of maintenance, service and equipment replacements. **Jimmy Martin** is our new Service Manager. He came to Metro with a long history of service management in the Jackson area. **Darlene Morgan**, our Service Coordinator, is our most recent addition. She is the friendly voice providing customers with prompt service. **John Coughlin** joined the sales team in 2016 and is focusing on preventive maintenance for our existing customers and reaching out to new clients. He has been in the Jackson market for many years and brings a wealth of experience in service sales. **Bryan Williams** has been on the Metro team for several years starting on the construction side as a Project Manager. He transitioned most recently to service sales specializing in equipment replacement and small projects. This group has a breadth of knowledge that puts Metro in the top of the class for our market. We have the experience and ability to meet our client's needs and are ready for the season.



## PRACTICING SAFETY: A NUMBERS GAME



There is a saying that statistics can be a pesky thing. They can be your friend or can haunt you because they represent facts. Experience modification rates (EMR) are a statistical indicator within your workers compensation policy that reflects your safety record and history of past claims.

Metro is pleased to announce our recent EMR rates for both our construction division and service division are at or near all-time lows. This has been the long term goal of our safety program and we are seeing efforts pay off. Awareness, education and processes all play into positive results.

Company-wide, we have about 300,000 hours annually of work time. There are many opportunities to have a first aid or more serious case occur. Safety must be and is priority at Metro. No, we are not perfect. But the statistics are supporting a very positive trend. Thanks to our team who are making this happen.

## DESIGN CONSTRUCTION SERVICE



BY: RICK WHITE

**MY VIEW: A SEA OF CHANGE,  
24 YEARS AND COUNTING**

Rosanne Cash, daughter of music legend, Johnny Cash, is credited with saying, "The key to change is to let go of fear". If you are a business owner in today's climate and uncomfortable with change, you may be scared to death.

Business is changing at a lightning pace in areas such as technology, advertising and communication. We dumped our fax machine a while back and only have electronic means. Ten years ago, Facebook was some silly thing our college kids were into. Today it is a major force in company media platforms. Land lines are still in use but cell calls outnumber wired calls 10 to 1 just in our organization.

Metro Mechanical cut its teeth on retail. Enclosed malls were still the rage in the early 90s. We installed the mechanical systems for Turtle Creek Mall in Hattiesburg along with many tenant shops. Bonita Lakes Mall in Meridian was a similar project with our crews doing major anchor stores and dozens of small shops. Target graced the covers of our newsletters over the past years. But as the title of this article reads, we are in a **sea of change**.

Those who do not adapt, may fail or struggle to maintain. As market sectors evolve, it is ever more important to be aware of trends of where the buying public is headed. In our business, renovations are more common than new construction. Equipment replacements and cosmetic improvements have taken the place of total renovations. Medical, senior care and entertainment have continued to grow. There are still some mainstays of commercial office space, education and the church market.

What is the lesson of the day? Be flexible. Expect things to be different from one year or five years ago. Have confidence in what you do. Sell to your strengths. When the winds of change come, don't spend too much time agonizing over what to do. Make a decision and move forward. Remember, **NO FEAR!**

## IN THE SPOTLIGHT: SAMMY WILLIAMS



Plumbing became an integral part of Metro's construction services in the late 90s. We have been building a solid group of plumbers for 20 years. **Sammy Williams** joined the Metro family in 2003 and has proven to be a leader in his abilities, attitude and willingness to go wherever he is needed.

Gary Layman, our plumbing superintendent commented "Sammy is a man who cares about his quality of work. He is energetic and hard working as anyone on our team". Sammy is a native of the Jackson area and has over 25 years in the trade. He is married and lives in Byram with his wife and two teenage children. We are proud to have him as part of our leadership.



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The largest Company event each year is our annual Open House/Fish Fry. Management dons their aprons and prepares a meal that rivals any fish house in the state. It is our way of saying thanks to customers, professionals, and others in the industry who impact our business. We exist to serve and service our client base but without the support of quality vendors and others behind the scenes, our job would be infinitely more difficult.

Join us between the hours of 11 and 1 on Friday, April 21 and meet our sales team, management and support staff. We enjoy hosting this party, seeing old friends, and meeting new ones. The desserts are all home-made and top off this special day.



## UPCOMING PROJECTS

Q2 2017

**CLINTON POLICE DEPARTMENT**  
Clinton, Mississippi  
Metro Mechanical, Prime Contractor

**FAURECIA FAS**  
Gluckstadt, Mississippi  
*with* JESCO, Inc.

**ICHIBAN SQUARE**  
Baton Rouge  
*with* Cangelosi Ward

**MORGAN WHITE GROUP**  
Ridgeland, Mississippi  
*with* Thrash Construction



## HAPPY EASTER!

I am the resurrection and the life.  
Whoever believes in me,  
though he die, yet shall he live.

John 11:25