



## FEATURE PROJECT

### MAC HAIK CONTINUES EXPANSION IN THE MISSISSIPPI MARKETPLACE

Metro Mechanical installed HVAC and plumbing for this project which included split systems, package units, mini-splits, and compressed air piping.



MAC HAIK COLLISION CENTER  
JACKSON, MISSISSIPPI

## MAC HAIK CONTINUES EXPANSION IN THE MISSISSIPPI MARKETPLACE

Mac Haik, one of the best-known dealership names in Central Mississippi, has recently opened a new state-of-the-art Collision Center on I-55 in North Jackson. With more than 20 dealerships across Texas and Mississippi, they represent several brands including General Motors, Ford, and Dodge/Ram/Jeep.

Mac is a native Mississippian, originally from Meridian, a graduate of Ole Miss, and was drafted into the NFL with the Houston Oilers (Texans). His connection to Mississippi and Texas has influenced his commitment to grow businesses in these areas. The Collision Center's motto is "Your interest is our #1 priority."

Peoples Construction was the general contractor for this 40,000 square foot facility. Metro Mechanical installed HVAC and plumbing for this project which included split systems, package units, mini-splits and compressed air piping. The collision center opened in May 2021 for business.

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### OCHSNER RIVERCHASE



COVINGTON ★ LOUISIANA

Ochsner is adding a new pediatric clinic as part of their Northshore area medical services. Donahue Favret is the general contractor for this new construction in the Riverchase development in Covington, Louisiana. Metro Mechanical is completing the HVAC installation which includes new roof top units with VAV/multizone systems, controls, and a separate system for the IT room. This project is scheduled for completion in late summer.

### SOUTHERN TIRE MART



RICHLAND ★ MISSISSIPPI

As the #1 commercial tire dealer in North America, Southern Tire Mart continues to expand its footprint across the nation. Metro Mechanical is working on a combination retail and wholesale store in Richland, Mississippi and soon will start another Memphis, Tennessee location. Mac's Construction of Hattiesburg, Mississippi is the general contractor. Our work includes plumbing, split systems for the retail/office area and HVLS fans and wall props for warehouse ventilation. Southern Tire will open this new store in Richland by early fall.

### COOPERATIVE ENERGY



HATTIESBURG ★ MISSISSIPPI

Metro Mechanical recently completed work at the headquarters of Cooperative Energy in Hattiesburg, Mississippi. Work included removal of geothermal water source heat pumps and installation of two 50-ton chillers and associated piping. This member-owned electric cooperative serves over 432,000 homes and businesses in 55 of Mississippi's 82 counties. With history dating back to 1941, South Mississippi Electric was renamed Cooperative Energy in 2016.

### ST. ANDREWS CHAPEL



RIDGELAND ★ MISSISSIPPI

St. Andrews Episcopal School recently completed the chapel on the main campus in Ridgeland, Mississippi. The new chapel is dedicated to the memory of Rev. Duncan Gray, Jr. who also served as the Honorary Chair for the project. AnderCorp served as the general contractor for this addition to the school. Metro Mechanical furnished all plumbing and HVAC for the building which includes split systems, a dehumidification unit and controls.

## METRO BUILDING SERVICES: A TALE OF TWO CUSTOMERS

Consider the (hypothetical) tale of two customers. Customer X considers HVAC preventive maintenance to be a waste or something that they'll handle when they get time. Customer Y looks at HVAC regular maintenance sort of like they change the oil in their car. It's worth it.

It's 94 degrees, the middle of summer, and the humidity is past steaming. Customer X runs a far greater risk of a failure without proper routine maintenance. Several studies on building maintenance have shown that regular service reduces equipment failure and down time. It improves comfort for the building occupants and reduces energy consumption by improving air flow and efficiency of a clean system. Best of all, you can expect longer life of your HVAC equipment with proper maintenance.

Give our HVAC team a call today to get on board with quality service. We are here to serve. Our service line is available 24/7 at 601.398.2475.



## SAFETY CORNER: IMPROVING ON PERFECTION

The idea of perfection is something most of us would not boast as having achieved. No one wants to be perceived as arrogant or seen as claiming to be perfect. When it comes to safety, Metro Mechanical has long held the position that zero accidents is achievable and should be expected. Our mantra of "Safety is No Accident" is a bit of a play on words. Safe workplace practices are intentional, and it should be no surprise when these practices achieve the desired results.

Our leadership team talks safety every week. Our field leaders survey projects for potential risks. Safety talks are not a pretense of signing a paper and getting on to the "real work at hand." It is part of the real work and is taken seriously. Results speak for themselves. **Congratulations to our team for another safe quarter logging more than 65,000 manhours.**



### DESIGN CONSTRUCTION SERVICE

#### MY VIEW: LESSONS LEARNED

BY: RICK WHITE,  
VICE PRESIDENT

The Spanish philosopher, George Santayana (1862-1952), is credited with the saying, "Those who fail to learn from their mistakes are destined to repeat them." Variations on this saying have been repeated by politicians and statesmen over the years.

The previous year of 2020 was a trying time for many across the world. Whether you were in business, education, non-profit, or entertainment, the world shifted and there was little you could do to control such a force.

At Metro Mechanical, we managed projects and service with some minor work stoppages, small virus outbreaks within our team, but for the most part stayed on track. One of the greatest challenges of operating a construction and service business is keeping the pipeline full of future projects. It is agreed that we get stressed with too much or too little backlog. Projects burn off backlog every month and the sales team's goal is to replenish that.

Back to the subject of lessons learned — backlog burn-off suffered about a 50% drop during the second half of 2020. Opportunities to price new work hit the pause button. What does the sales and marketing team do to react to this dilemma?

*The following three areas gave us a boost heading into 2021:*

- 1** Service opportunities (break and fix/replacement) suffered almost no dip in demand so, we were able to shift resources to this segment.
- 2** We expanded our sales team even before the pandemic was in place. They geared up and sought out more leads, customer contacts, and farmed every opportunity.
- 3** Design-build projects stayed on the drawing board (though maybe slower). Shifting from the bid machine to design-build helped jumpstart the new year.

Granted, some things are out of our control. But rather than complaining about the circumstances, we can take action to prepare as the business cycle returns to normal. All of us learned some things over this past year and a half. These lessons will save us from repeating some pitfalls in the future.

## METRO MECHANICAL JOINS THE FIDELITY BUILDING SERVICES GROUP PORTFOLIO OF COMPANIES



Metro Mechanical and Metro Building Services are pleased to announce that we have joined the Fidelity Building Services Group (Fidelity BSG) portfolio of companies. Fidelity BSG is a leader in HVAC/Mechanical Services, Building Automation & Controls, Emergency Power Generators, and related services. Over the last few years, the organization has embarked on a strategic national growth plan that has expanded its service offerings and geographic presence in the Mid-Atlantic, South and Gulf regions.

When we were initially approached with the opportunity to join Fidelity BSG as business partners, we knew very little about the organization. As we did our due diligence, we found a group of people that strongly resembled the vision and culture that we have worked to build at Metro Mechanical. Fidelity BSG has assembled a group of companies that have risen to the forefront of the marketplace by treating Team Members like family and by putting the needs of their customers as their number one goal every day.

Furthermore, Frank White, Rick White, and Bryan Phillips are now operating and equity partners in the growing organization. We are excited to be part of the Fidelity BSG family.



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## FISH FRY & OPEN HOUSE WAS A GRAND SUCCESS!



Thanks to all who joined us for lunch at our Annual Fish Fry & Open House. Over 350 guests joined us to enjoy catfish, gumbo, and the ever-popular desserts. After a year off due to COVID, it was great to visit with customers, vendors, and other professionals who support us in so many ways.

Zoom meetings, emails, and phone calls all have their place in business. But nothing replaces the smile and handshake of a face-to-face meeting. May we all finish the second half of 2021 with a blast!

## UPCOMING PROJECTS 2021

### PARETTI MAZDA

Covington, Louisiana  
with Voelkel McWilliams as General Contractor

### MISSISSIPPI STATE UNIVERSITY

College of Veterinary Medicine  
Flowood, Mississippi  
with Arcon Construction as General Contractor

### CHELSEA'S CAFE

Baton Rouge, Louisiana  
with Faulk & Meek Construction as General Contractor

### UNITED STATES POST OFFICE

Jackson, Mississippi  
with ARL Construction as General Contractor

## ENCOURAGEMENT FOR THE DAY



Whatever you do, work at it with **all your heart**, as working for the Lord, not for men.

*Colossians 3:23*