



Getting to Know Our Electric Unit

The Leading Authority in
Electrical Construction

Company Overview
Project Snapshot

ESCO GROUP AUTOMATION
ELECTRIC
POWER



Turning SOLUTIONS into Reality™

Responsive and Reliable

Responsive and Reliable

Tried and True

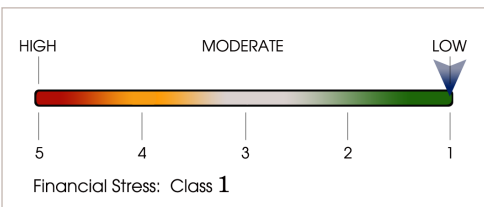
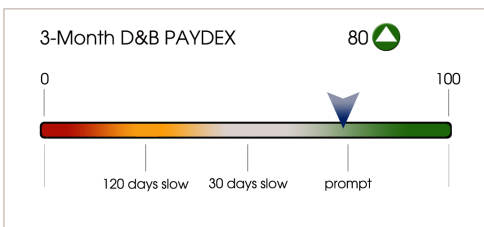
ESCO's electric unit ("ESCO Electric") was the original business unit of the ESCO Group, started by Wayne Engle in 1964. From its humble beginnings, ESCO Electric has grown to become the leading authority in electrical construction for industrial and commercial markets. We are tried and true, and known to our clients as partners in business. Responsive and reliable... that's our promise to you.

Company Financial Strength

Currently we have the bonding capacity of \$10 million per project and maintain a credit line of \$5 million.

We enjoy a D&B (Dun & Bradstreet) rating of 1R3, which means our credit appraisal for a company our size (1R=10 employees and more) is good. This rating qualifies our financial stress rate to register as Class 1 – which is "low financial stress."

Our D&B Paydex rating is a 80. This is an indicator of payment performance as reported by vendors in our industry. The industry average is 70, and our score of 80 shows that we take our responsibilities very seriously, and we enjoy good relationships with those who supply us with the tools we need to do the best job possible for our clients.



Client Diversification

We feel confident in our client diversification. We have a wide variety of clients in different markets – several of which are Corporate Partners.

Our client diversification allows us to deliver comprehensive administrative and client support through staff and technology.

One of our most important goals is to continue to provide our staff with what they need to be successful. The resources we've been able to obtain through having so much diversification in our client base, have been key in providing our first-rate service.

Partners In Business

- KCRG/Gazette
- Guaranty Bank
- iWireless
- Mt. Mercy University
- St. Lukes Hospital
- Riverproducts
- Pioneer DuPont
- Cargill
- JRS Pharmaceutical
- Sadler Machine & Power Train
- KGAN
- NXT Bank
- Alliant Energy
- University of Iowa
- Wendling Quarries
- Altorfer
- Syngenta
- Quaker Oats
- John Deere
- Bankers Trust
- Mediacom
- City of Cedar Rapids
- ImOn Communications
- Univ of Northern Iowa
- Monsanto
- General Mills
- International Paper
- Flint Hills

SERVICES

Electrical Construction Services

ESCO Electric rounds out a critical piece of the total solution provided by ESCO Group. We employ over 200 union electricians, so our clients can rest assured that our tradesmen are well educated and informed in their industry. Working with our union professionals guarantees that our electricians are on top of the ever-changing technical and safety standards that our industry presents. We also feel confident about the annual NFPA 70E training our electricians receive from our very own safety training professionals in ESCO Power.

We offer:

- Complete Electrical Installations, Repairs, and Troubleshooting (24V-69KV)
- Process Electrical (DCS, PLC, and PC based systems)
- Special Systems (Fire, Security, Telephone, Fiber Optic, Sound and Data)
- Lighting Projects (New, Retrofit and Replacement, Utility Rebate Assistance)
- Experience in all Installations (Conduit, Cable Tray, and Duct Banks)
- Instrumentation
- Thermal Imaging
- Large Project Expertise
- On-site Electrical Plant Support
- In-House Professional Engineer (PE)
- Calibration/Certification
- Turn-Key Installations (Design, Installation, and Checkout)
- In-House Electrical Design: CAD, Design, Facility Electrical Engineering



Construction Management

ESCO offers its clients a wide variety of services in order to be an integral part of the plant's growth and productivity. ESCO has professionals that are qualified to oversee outside contractors in coordinating projects. ESCO can take a project off the hands of its clients and run it from its first development stage, all the way to completion. Our professionals will adhere to both ESCO's and our client's safety requirements, ensure GMP compliance, write bid specifications, coordinate vendors, take care of all permitting, perform contractor management, and always give detailed and accurate reports back to our clients.

Electrical Engineering/CAD

Controls Electrical Design Services

Our electrical designers are well versed in various versions of the AutoCAD and AutoCAD Electrical software packages. ESCO designers are experienced and diligent in the production of our designs resulting in accuracy, clarity and efficiency. With our designs your company will find the most practical solution for any system.

Facility Electrical Design Services

At ESCO, we take our clients needs very seriously, and we work meticulously to make sure that any facility is provided with the appropriate power requirements. Careful studies and audits are done to determine the best solutions for facilities, with detailed designs clearly diagrammed and presented to our clients. Our experienced designers use cutting-edge software packages to create high quality facility electrical designs.

"In general, employees from ESCO have very strong technical and business backgrounds that have enabled them to make significant contributions to our organization. They have demonstrated an ability to quickly understand complex issues and provide innovative and sound solutions."

Senior Engineer
Ag Industry



Turning SOLUTIONS into Reality™

About ESCO's Electric Unit

Founded in 1964, ESCO's electric unit ("ESCO Electric") is the leading authority in electrical construction for industrial and commercial markets. Our electrical staff is highly trained and is required to maintain key credentials, making them experts in their field. ESCO's electricians are internally trained in the areas of safety on the work site, OSHA and NFPA 70E standards, foremen management skills, specialized equipment instruction, and first aid/CPR. All of our foremen are equipped with the necessary technology and resources to lead their teams in any type of project or plant location. We specialize in complete electrical installations, electrical design, process electrical and special system, light projects, conduit/cable tray/duct banks installations, turnkey installations, and on site electrical and instrumentation plant support. Our long-term relationships with our clients are testaments to our proficiency and dedication. ESCO electricians are held to high standards with substantial experience and knowledge.



ESCO Group: The Umbrella of Resource

ESCO Group is a versatile company. With the two business units under our Group umbrella, we are able to offer more resources to our clients, giving them a competitive advantage. The ESCO business units leverage off each other and work together with a strategic advantage.

ESCO Group is made up of:
ESCO Automation and ESCO Electric.

ESCO Automation

ESCO Automation is a full service control systems integration firm with a high degree of expertise in a variety of markets. We specialize in supplying informed, solution-based strategies intended to exceed the expectations of our clients. We see projects through from development to implementation, while providing maintenance, support, and training for the long-term. With more than 30 years in business, ESCO Automation keeps in pace with technology shifts by focusing on employee training and continued education. We feel strongly that our highly trained, talented and amiable personnel differentiates us from our competitors.

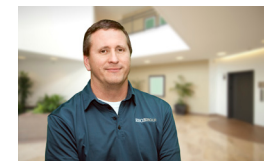


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ESCO Group, Chief Executive Officer: Ray Brown
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**St. Luke's Hospital
Marion Clinic**

Project Owner: St. Luke's Hospital
Architect: Solum Lang Architects, LLC
Schedule: September 2007 to May 2008

Project Description: 17,600 SF renovation, plus a 2,500 SF addition
Graham Construction: pre-construction services, construction manager at risk
Esco Electric: pre-construction services, value engineering, self-performed/managed all electrical installations



St. Luke's Marion Clinic



St. Luke's Marion Clinic

Hospital Additions and Renovations

Project Owner: St. Luke's Hospital
Architect: RTKL Associates, Inc.
Schedule: May 2006 to December 2008
Project Description: 119,000 SF addition and renovation
Graham Construction: construction manager
Esco Electric: pre-construction services (assist RTKL), value engineering, self-performed/managed all electrical installations



St. Luke's Hospital

PET-CT Suite and Uptake Rooms

Project Owner: St. Luke's Hospital
Architect: Invision
Schedule: October 2014 to December 2014
Project Description: 1,710 SF addition and renovation
Graham Construction: construction manager
Esco Electric: pre-construction services, self-performed/managed all electrical installations



St. Luke's Hospital



St. Luke's Hospital

**Bankers Trust - Blairs Ferry
New Building Construction**

Project Owner: Bankers Trust
Architect: Novak Design Group
Project Date: 2008
Project Description: 6,500 SF
Esco Electric: pre-construction services, electrical design, self-performed/managed all electrical installations



Bankers Trust - Blairs Ferry



St. Luke's PET-CT Suite



Mt. Mercy-CRST Grad Cntr



Mt. Mercy-CRST Grad Cntr



Mt. Mercy-CRST Grad Cntr



Sadler Power Train, Davenport



Sadler Power Train, Davenport



Marion Iron

**NXT Bank, Marion
New Building Construction**

Project Owner: NXT Bank
Architect: OPN Architects
Project Date: 2009
Project Description: 6,500 SF new construction

Esco Electric: pre-construction services, electrical design, self-performed/managed all electrical installations



NXT Bank, Marion

**Mt. Mercy University
CRST Graduate Center**

Project Owner: Mt. Mercy University
Architect: OPN Architects
Project Date: 2012 - 2013
Project Description: 35,000 SF
Esco Electric: pre-construction services, electrical design, self-performed/managed all electrical installations

**Sadler Power Train, Davenport
New Building Construction**

Project Owner: Sadler Power Train
Architect: Vantage Point
Project Date: 2013 - 2014
Project Description: 30,000 SF
Esco Electric: pre-construction services, electrical design, self-performed/managed all electrical installations



Sadler Power Train, Davenport

**Marion Iron
New Building Construction**

Project Owner: Marion Iron
Architect: Fusion
Project Date: 2014
Project Description: 12,500 SF for two new buildings
Esco Electric: pre-construction services, electrical design, self-performed/managed all electrical installations



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