

ASSOCIATED mechanical contractors, inc.

"Excelling in Design Build For Over 30 Years"



When Associated Mechanical Contractors, Inc. (AMC) described its company as one that continues "excelling in design-build," it wasn't kidding. Excellence is what AMC brings to each and every job it performs.

AMC is a full-service mechanical contractor based in Shakopee, Minn. The company works on all aspects of heating, ventilating and air-conditioning (HVAC) systems, including heating, plumbing, A/C and ventilation, as well as scheduled maintenance. More importantly, AMC specializes in design-build projects.

Founded in 1976 by Joseph M. Sand Jr., the business has a remarkable success story. Like many great American firms, it began on a shoestring — first doing business as Sand Mechanical. "I started the business by myself in my father's garage," says Sand, who is the company's president. "The owner of the company I was with had passed away and the company had started dissolving. So I elected to go try it on my own."

In the beginning, AMC's first jobs were mostly residential and light commercial. "We did heating and A/C updates, change outs, etc.," Sand says. "I jumped in full time when I started the business." After just two months, Sand and his one-man

shop were so busy that he could no longer handle all the projects by himself, so he hired two full-time workers to help him. By Christmas 1976, Sand hired another man, and increased his workforce to seven to eight full-time employees by the following spring.

In 1977, Sand and his fledgling company moved operations from the garage to an office building. In 1978, he incorporated the company, changing its name from Sand Mechanical to Associated Mechanical Contractors, Inc. At the same time, it became a union shop, hiring its first union service technician who remains with the company today. Sand believed that the union provided the highest quality workers available in the mechanical contracting industry.

In 1980, AMC stopped doing work on single-family homes and instead shifted its emphasis to the commercial-industrial market. "Residential work became too hard to coordinate," Sand says.

As AMC's reputation for quality work grew, so did the business. The company later moved again from the office where it had occupied only half the building to a 30,000-square-foot facility that included both an office and a large shop area.

Today AMC is a well-respected leader in the mechanical contracting industry. Growing from a one-man start-up operation, the company today has approximately 160 full-time employees in its union shop. It serves clients throughout Minnesota and Western Wisconsin.

During the years, AMC has developed a noted expertise in mechanical design-build projects.

"Approximately 95 percent of our work is now design-build," Sand says. "We're brought in by owners or contractors when they're designing or initiating a project and putting numbers on it. We give them a budget figure and they award us a contract based on that budget. We help them design it and try to keep it within the budget. We do concept drawings and work from them, then we go into the design stage with their architects so it's a mechanically sound building."

AMC's design-build excellence comes from its project management team, which has more than 100 years of combined experience.

Design-build work includes multihousing projects like senior- and assisted-living complexes and also industrial and commercial projects, notes Sand. Endeavors range in

List of Top Projects

Presbyterian Homes Campuses (Senior Housing Campuses):

Boutwell's Landing; \$4 million
North Oaks Senior Housing; \$6 million
Summer House of Inver Grove Heights; \$3.5 million

Commercial Projects:

St. Andrews Church Complex, Eden Prairie; \$3.5 million
Supervalu Distribution Center, Hopkins; \$3 million



size from small tenant improvements to multimillion dollar warehouses and apartment complexes, and everything in between.

The company also does a lot of restaurant and retail work, Sand says. "We do from small jobs to very large jobs. We don't hang our hat on anything too specific — we flex with the market. We do rooftop change outs for \$3,000. Large, to us, is \$5 to 6 million projects."

Whether a large job or small, AMC prides itself on maintaining long-lasting relationships with general contractors and developers.

"We do this by providing quality workmanship and standing behind our work," said Sand. "We have 24-hour emergency service and offer scheduled maintenance, whether it's on our own projects following completion, or other commercial or multi-housing projects."

Companies choose AMC because of its expertise in the industry, according to Sand.

"Everyone in our office has been around for quite some time and are well rounded in their experience," he says. "We try to give people the best job for what they spend and we also try to get them to spend their dollars where it makes the most sense for the owner and the building operation."

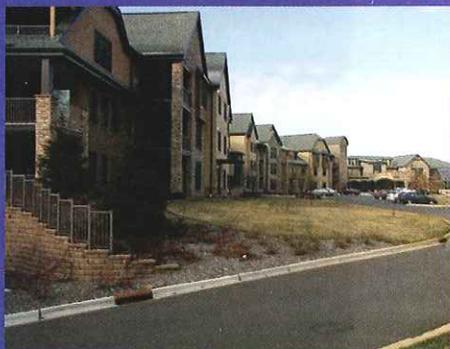


AMC's business philosophy has netted them some impressive clients over the years, including Daymart, Mall of America and others (see List of Top Projects).

What's ahead for this excellence-oriented company and its ever-changing industry?

"The whole industry has been striving to get the buildings much more efficient in operating costs, and we're trying to stay abreast of all the innovative ways we can make that happen for the building owner," says Sand.

"The biggest change I've seen in 30 years of business is that most everything is going to [be] electronically controlled or computerized, compared to everything just being electric," he says. "I think it's awesome — there's much more flexibility for the building owners and how they can



utilize their buildings. We'll just continue to do our best to meet customers' demands and expectations, and keep on striving for excellence in all that we do."

— Corporate Profile