



## REDUCE, REUSE, RECYCLE

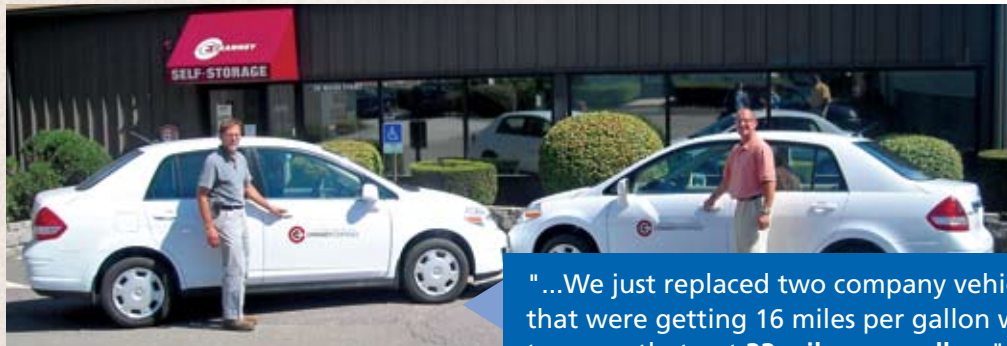
### Reducing Your Carbon Footprint at Work and at Home

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- 4// Cranney Companies to Help with Salem Habitat for Humanity Home

- **USE ENERGY SAVING LIGHT BULBS & FIXTURES (COMPACT FLUORESCENT)**
- **CUT DOWN ON PRINTER USAGE**
- **RID YOURSELF OF JUNK MAIL** – [www.41pounds.org](http://www.41pounds.org)
- **DON'T DRIVE AS MUCH & CARPOOL**
- **USE GREEN ENERGY SUPPLIERS**
- **TURN ANYTHING THAT USES ELECTRICITY OFF WHEN NOT IN USE**
- **EAT LOCAL FOOD** – less transportation costs
- **TURN DOWN THE CENTRAL HEATING**
- **TAKE SHORTER SHOWERS**
- **REALLY SAY NO TO STYROFOAM**
- **TURN DOWN THE WATER HEATER SETTING**
- **GET STUFF FREE – BORROW** – [www.freecycle.org](http://www.freecycle.org)

► Our new fuel-efficient vehicles



"...We just replaced two company vehicles that were getting 16 miles per gallon with two cars that get 33 miles per gallon."

## President's Corner



**Brian Cranney**  
President,  
Cranney Companies

Well... the summer seems to have flown by again and if you don't like rainy afternoons, you probably wouldn't chalk this up as a great summer. I took a week off in August and it was one of those weeks when it rained every day. My daughter Kaeleigh and I started off our long weekend in the motor home, camping on a friend's farm, and then we decided to spend some time at our lake house in Maine. Even with the rainy days, we made the best of it and fished every morning and every evening. She was the ultimate winner in the fishing derby, and to add salt to the wound, she also won the gin rummy tournament as well. We made our usual day trip to North Conway where I had trouble finding the recession. Finding a parking space was

as close to demolition derby as it gets. Once we smashed our way into a spot, we headed out with the umbrella, because as I said earlier, it rained every day. We headed to the [quote] "factory outlets". The only outlet I saw there was my wallet getting 'outlet-ed' with my cash. I lasted my usual fifteen minutes and announced to my daughter that her father had completed his parental obligation on this shopping trip and was heading out to one of the benches to smoke his cigar and stare at people. We wrapped up the Conway trip, as always, with my favorite part: dinner at Bellini's.

I am sure that most of you have seen the T Boone Pickens plan to reduce our dependency on foreign oil by utilizing wind

*(cont'd on pg 3)*

## Fast Track Relocation: McCue Corp

Brian McHugh

The Cranney Companies, One Team Total Solutions, Mechanical, Electrical and Plumbing group has just completed the Fast-Track relocation of the McCue Corporation's Injection Molding department from historic downtown Salem to Danvers.

The McCue Corporation, Total Store Protection, is an international supplier of bumper, shopping carts and cart corrals to the retail industry. Their offices are located on the waterfront at Salem's Shetland Park, the same place where Cranney Electric was founded back in 1982. Historic Salem can be difficult for critical shipments and deliveries, being remote from most major highways. The McCue Corporation was looking to expand their manufacturing space, and at the same time become more logistically positioned near major highways. They couldn't have picked a better spot, 125 Water Street in Danvers, literally right in Cranney Companies' back yard! It was great to have a thirty second commute, walk to the jobsite and park a few trucks for a change.

The task at hand was very difficult due to time constraints, space constraints and the major differences between the building structures of the old

and new locations. All the utilities for the injection molding and pre-forming machines had to be in place prior to moving the machines. All the machines were disconnected in Salem on Monday, delivered and put in place on Wednesday. To avoid production issues, all the equipment was up and running on Friday.

As our One Team Total Solutions, ("OTTS" as we call it), grows, it is great to get to know these talented plumbers and HVAC technicians and see how a multiple trade organization can offer so much more to its customers.

The Cranney Companies team of plumbers, electricians and HVAC technicians worked side by side, shared each other's labor and collaborated on design and installation. The system installed not only benefited all trades, but accommodated the new building design where it was a compact installation, in a much larger space, but manageable for routine maintenance and future expansion.

As the Operations Manager of the electrical division it is sometimes difficult to get to know all of the players in the other divisions. As our One Team Total Solutions, ("OTTS" as we call it), grows, it is great to get to know these talented plumbers and HVAC technicians and see how a multiple trade organization can offer so much more to its customers. I genuinely thought that it was the comradery, teamwork, frequent jobsite visits I had made, the pats on the back to the guys and the encouragement from management that made this project a success, but when the project was winding down I introduced myself to one of the new plumbers, told him what an impressive job he did, and then I told him my role with Cranney Companies. His reply shocked me. He had heard my name frequently during the job, but he didn't know I worked for the Cranney Companies; he thought I owned the place.



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## President's Corner

(cont'd from cover) power. He has fired me up to increase my awareness and has tested me as an American to do my part in helping reduce the money I am giving to the countries that seem to be supporting terrorists. I think back to 1973 when I was working second shift at the Shell station on North Street in Salem. Gas went from \$.25 cents to over a dollar within a few months. We were only allowed to sell \$3.00 to each customer and the lines for gas went all the way down the street. While I am concerned about the price of gas, I would be even more concerned if we were to ever have another embargo like that one again. The thought of what that could do to our economy is terrifying. While I am not yet ready to buy a Hybrid car, we just replaced two company vehicles that were getting 16 miles per gallon with two cars that get 33 miles per gallon. We are checking our tire pressure on all the trucks and are making sure the engines are operating at maximum

efficiency. We are also making sure our people drive within the speed limit to improve our overall efficiency and safety.

On the home front, I have told my daughters that I am putting an 8 minute timer on the showers, telling them to invest in some long underwear, making my dumb boiler smart by adding a controller that measures the outside temperature which then modulates the boiler to operate at what is required to meet our heating needs, and finally as part of my weight loss program, cutting and splitting wood as an alternative. The only problem with the last example is my chiropractic bill may be heading north.

I can't thank you enough for all the business you have provided us with and will do everything in my control to ensure we continue to provide you with the service you expect from us.

Thank you,  
Brian Cranney, President & CEO

## Energy Management is Our Top Priority, is It Yours?

Larry Matthias  
Sarah Hildonen

Cranney Companies provides our clients with the most energy efficient equipment. Such equipment is important in keeping HVAC systems running properly and helping to protect the environment. We recommend using energy efficient motors, programmable thermostats and higher SEER-rated equipment. Higher SEER-rated HVAC systems utilize less energy by providing free cooling rather than mechanical cooling.

By installing a high efficiency packaged heating, ventilation and air conditioning (HVAC) system, you may consume up to 40% less energy than is required by systems that just meet minimum standards.

Percivia Development has been a client of Cranney Companies for two years and has benefited from the various energy efficient alternatives Cranney Companies has to offer. Cranney Companies recently replaced their 170-ton chiller compressors with energy efficient motors and provided the service and installation for specialty gases. Cranney Companies has also upgraded the lab hoods at Percivia Development to allow for a more efficient and quality air flow.

### How Can You Manage Your Company's Energy?

"An energy audit is usually one of the first steps in an energy management program. It shows how efficiently energy is being used and highlights opportunities for energy cost savings. It can also show ways to improve productivity. Energy audits take a thorough look at particular facilities, processes or technologies."

Cranney Companies is pro-active about providing energy audits for clients such as Salem State College and Staybridge



▲ Lochinva boiler

Suites. Such an audit of your facility would identify major areas of energy use and estimate the energy costs associated with the individual areas. Recommendations for reducing energy consumption in these areas are provided along with the cost reductions that can be expected.

### Preventative Maintenance Programs

Cranney's HVAC Service Division has recently acquired many new accounts which include: Beverly Hospital, Wakefield Thermal Solutions, Special Thoughts and Hollywood Hits. These clients have purchased Preventative Maintenance Service Contracts which provide regularly scheduled maintenance visits and reduced hourly rates. Your company may want to consider becoming a part of Cranney Companies' maintenance programs to help keep your HVAC systems running efficiently all year long.

Regular maintenance can reduce equipment down time, eliminate the time your staff has to spend managing equipment repair and minimize the actual costs associated with emergency repairs. As part of your service contract, Cranney Companies professionals will record and report any abnormal conditions to you and recommend solutions to fix the problem. Contact us today to find out more about our maintenance program!

## Cranney Companies to Help with Salem Habitat for Humanity Home

Gayla Bartlett



Brian Cranney, President of Cranney Companies, is excited to be a part of the new Habitat for Humanity project in Salem. Cranney Companies will be on hand with their team of volunteer electricians and employees from all divisions - commercial, construction, residential and office staff as well. This is Cranney Companies second Habitat for Humanity Home. The Cranney Companies team of volunteers is geared up and ready to help. Brian Cranney is a Salem native so this project is near and dear to him. "Knowing that Cranney Companies is helping to rebuild in the community where I grew up and help a family in need is very rewarding to me"(said Cranney). The Cranney Companies' one team approach gives them the ability to streamline projects and deliver total solutions. Habitat for Humanity was founded in 1976 by Millard Fuller along with his wife, Linda.

Habitat has built more than 200,000 houses since being founded. The mission of Habitat for Humanity is to help people in need of a safe affordable home.

"Knowing that Cranney Companies is helping to rebuild in the community where I grew up and help a family in need is very rewarding to me."

- Brian Cranney

To learn more about Cranney Companies, visit our web site [www.cranneycompanies.com](http://www.cranneycompanies.com) or call us at (800) 559-7000.

To learn more about Habitat for Humanity, visit their web site at [www.habitat.org](http://www.habitat.org) or call them at (800) 422-4828.

## Customer Corner Spotlight:

### Bruce Hardenbrook Public Service of New Hampshire

Joe MacEachern



Bruce Hardenbrook has worked for Public Service of New Hampshire (PSNH) for the past 36 years. Currently, he is the Facility Foreman and Security Officer for PSNH's Schiller Station, a power generating plant, located in Portsmouth, New Hampshire.

A typical day for Bruce is anything but typical; he wears many hats. He is responsible for the facility operations and security of the entire facility and grounds. Bruce oversees and manages the materials coming into and out of the facility. He coordinates and oversees contractors who are working on projects at the facility. Security is a high priority for Bruce and PSNH. He continually

works together with the U.S. Customs officials and with the U.S. Coast Guard to maintain a high level of security and safety.

Recently, Cranney Companies completed a large scale HVAC equipment replacement project. Cranney and PSNH worked together successfully, within a tight time frame, to replace PSNH's rooftop units. These units supply cooling to their control room which controls all of their power generating boilers.

Bruce lives in Madbury, New Hampshire with his wife. He enjoys golf, UNH Wildcat hockey and has been both a student and an instructor of martial arts for the past 21 years.

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