

MDAVIS

MD 15 YEARS

CRAFTSMANSHIP ▪ CHARACTER ▪ COMMITMENT

MESSENGER

Spring 2020



A Message From our Executive Committee

Featuring our President, John Gooden

I have been a member of the M. Davis & Sons team for more than two decades, and we have always strived to be a "One Source for All" solution provider for our customers. With this ideology in mind, we added the M. Davis Electrical Group to our offerings in the mid-1990s. An in-house electrical group gave us the ability to successfully bid on MEP (mechanical, electrical, plumbing) projects and provide our customers with the value that comes from utilizing a "One Source for All" solutions provider on multi-trade projects.

As we transitioned into offering modular fabrication of process skids, we made another important decision to add controls and automation services to our growing list of offerings. These new additions allowed us to self-perform all of the different trades needed on a modular skid project. As we became a "One Source for All" for modular process skids, new opportunities were created.

What would be next on the horizon to keep our offerings constantly evolving? We were seeing a gap between concept and finished design. For example, we would often receive customer sketches that were single line diagrams outlining the intent of their process. The customer had done the chemical engineering and had all the reactions figured out; they had noted the temperature, pressure, and flow rates. However, they were consistently missing the structural footprint, line sizes, vessel size options, sequence of operations, and shipping and handling logistics. Most importantly, they were missing how the module(s) should be operated and maintained.

That gap from conceptual design to finished model has continuously been a hurdle and a pain point. The solution was obvious to many, and although the next transition was not easy for us, we knew it was necessary. We needed to bring design capability in-house.

We developed an engineering group and worked diligently to make sure we had the right leader to seamlessly weave the group together with the rest of our team. Just over one year ago, we announced Sean Boston as engineering manager of our in-house engineering group. We have since made the decision to invest in any necessary technology to support the engineers and grow our engineering staff.

After just one year under Sean's leadership, we have been able to complete and build very interesting projects for our customers. For example, we had the opportunity to deliver single-part design solutions, complete larger design budgets for infrastructure and process packages, and move multiple conceptual designs through to final design. This work has not only incorporated the engineering group, it has also brought projects into our Fabrication Services shop as well. We have entered an exciting time here at M. Davis & Sons with the addition of our engineering group.

As members of nationally recognized groups such as RAPID (Rapid Advancement in Process Intensification Deployment) and NIIMBL (National Institute for Innovation in Manufacturing Biopharmaceuticals), which focus on process intensification and biopharmaceutical manufacturing, M. Davis continues to bring new customers and projects under our care by providing "One Source for All" solutions from a technical and trade aspect. Through these organizations and our technical abilities, we find ourselves on the cutting edge of new markets as they focus on delivering their products using a modular system.

The year 2020 looks to be an invigorating one, not just from a project standpoint, but also with our celebration of 150 years in business. What is next? We continue to work toward the next collaboration to bring our customers the craftsmanship, character, and commitment they have come to know and expect when working with M. Davis & Sons. ■



Charles Davis, Chairman

150 Years With M. Davis - How Did It All Begin?

Part IV: Early 1950s Through the Late 1960s

When Pete took over the company in 1946, he named it Marcellus Davis Jr. Sheet Metal. During the 1950s, three generations of the Davis family were working for M. Davis & Sons: Marcellus Sr., Pete (Marcellus Jr.), and our current chairman, Charles Davis.

Growing up, Charles had always wanted to make a career out of farming, working in greenhouses from the age of 13. However, this plan soon changed. Around 1952, Pete acquired a job fabricating and installing ductwork for a large commercial building in Claymont, the Wellington Fund. Pete employed Charles to assist with this work, and Charles quickly realized that the big paychecks provided more than he could make farming, although he loved it as a hobby.

By 1954, after graduating high school, Charles went to work for M. Davis & Sons as a fulltime employee—aside from Charles and Pete, the company had just one other fulltime employee. At one point, Pete began to run out of billheads and letterheads. Before ordering a new supply, he asked Charles for final input on a new name to take the company into the future. After much deliberation, Charles decided on M. Davis & Sons. M. Davis was his grandfather (Marcellus Sr.), and he and Pete were the "sons." Pete went ahead with the stationery order, and the name has remained ever since.

Work at the time continued to include sheet metal, heating, roofing and flashing, gutters and downspouts, and some industrial work at the Doeskin Paper Mill in Rockland. M. Davis was developing a good reputation



Copy of old letterhead with the former company name.

for installing asphalt shingles over wooden shingles that needed replacing, because wood shingles had become too expensive. There was also a lot of work repairing slate roofs and converting coal furnaces to oil burners. Many of the builders we dealt with were starting to move toward commercial buildings, thus increasing the size and quantity of ductwork that we handled.

Around 1960, Delaware passed a law requiring that anyone who was installing electrical wiring needed to obtain a license. M. Davis had begun to offer design capabilities around HVAC systems, which required electrical installation, so Charles obtained this license, which eventually led to the robust Electrical Department we have at M. Davis & Sons today.

In 1961, Charlie McGarry took over as manager of Exton Paper, a small mill on Route 30 in Exton, Pennsylvania. Remembering some of the work Pete had done at the Doeskin Paper Mill, Mr. McGarry contracted with us to add hot-air drying tubes to the paper machines, which doubled their production. After a few successful projects, we became the resident contractor at the Paper Mill, doing all sorts of industrial work. Pete and Charles realized that industry appreciated quality work and attention to schedule, and they decided that the future of the company should be directed primarily toward industrial work. ■

Meet M. Davis

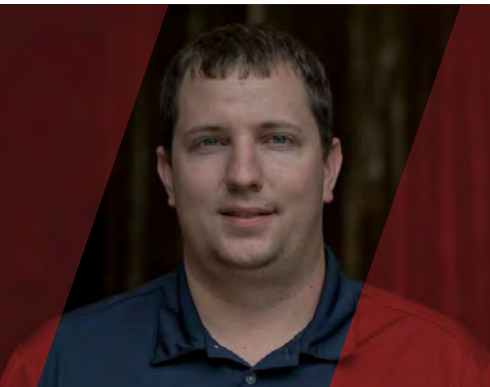
Our Shops and Team!



Electrical

Matt Griffith, Project Coordinator

Matt Griffith has 25 years of combined experience working for M. Davis & Sons. He began his career as a CAD operator for the Mechanical side in July 1995 and switched to Electrical in 2013. As a project coordinator, Matt might be responsible for directing the actions of several superintendents on one or more projects, or he might be running a single, very complicated project. He is also responsible for all project phases, including (but not limited to) planning, scheduling, administration, and coordination of all support facilities. Matt studied Computer-Aided Drafting Design Technology at Delaware Technical Community College.



Mechanical

Justin Ragan, Project Manager

Justin Ragan has been working for M. Davis & Sons for 8 years. He started out as a project engineer and has held the title of project manager since 2016. Justin is responsible for customers in the southern region of M. Davis & Sons (Maryland and lower Delaware), in markets such as Food and Beverage, Industrial/Chemical, Aerospace, Manufacturing, Oil and Gas, and Power. Justin's responsibilities include scheduling, project estimating, forecasting, monitoring and controlling projects, and customer relations. He strives to ensure that all projects meet or exceed his customers' expectations in scope, schedule, budget, quality, and safety. Justin holds his bachelor's degree in Civil Engineering from the University of Delaware, and he oversees both field and shop projects at our Havre de Grace location.



Shop

Havre de Grace

The Havre de Grace office and fabrication shop was acquired in March 2019 to better support our growing customer base in Maryland. The fabrication shop is set up to support our mechanical field services and handle custom fabrication projects. This shop is an extension of our four other fabrication facilities, bringing our total fabrication space to over 100,000 square feet. This new addition furthers our ability to provide ambitious solutions to complex, unusual projects that our clients cannot find elsewhere.

M. Davis Leadership Event

An Evening with the Millennial Translator



Millennial Translator, Amanda Hammett

Each quarter, M. Davis & Sons hosts a leadership seminar with a presentation from a different speaker. Hosted at the Christiana Hilton, our project managers and their guests enjoy a 1-hour presentation followed by a light networking happy hour. Topics and speakers change with each session, and every seminar experience concludes with a brief survey, where internal attendees can share feedback or recommendations for a future speaker. Past speakers have included Michael Useem, director of the Center for Leadership and Change Management at the Wharton School of Business, University of Pennsylvania, and Cheryl Ecton, CEO of Elite Building Services.



Millennial Translator presenting at the Christiana Hilton

On January 22, 2020, attendees took part in an interactive presentation with the Millennial Translator, Amanda Hammett. Amanda helps companies attract, retain, and engage top millennial talent. Her informative presentation provided valuable statistics and insights into the millennial workforce, and she explained how to best interact with and motivate them. By 2030, more than 75% of the workforce will be millennials. The M. Davis & Sons project managers and their guests left Amanda's presentation with their questions answered and with a greater understanding of this next generation. ■



Did You Know?

M. Davis & Sons Offers Rigging Services!

M. Davis & Sons is one of the preeminent rigging contractors in the Delaware Valley. Our team has extensive experience, ranging from minor hand-rigging projects with chain-falls to major lifts accomplished by the largest cranes on the East Coast. We have successfully moved equipment from the size of a breadbox to 200-ton kilns.

Rigging plans are provided for all projects and are approved by our in-house rigging champion. M. Davis & Sons maintains an extensive inventory of rigging equipment and can provide custom-built rigging gear approved by a professional engineer and load tested per OSHA.

M. Davis & Sons was the rigging contractor that set the largest rooftop central utility plant in the country, utilizing a 240-ton hydraulic crawler crane and a 600-ton all-terrain crane with luffing jib. We were awarded an Associated Builders and Contractors Excellence in Construction award for that project as well. ■

Ready to learn more about our services and capabilities?

*Get in touch with us: **1-800-91-DAVIS***

sales@mdavisinc.com

mdavisinc.com



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