

PSC CONNECTIONS

2nd Quarter, 2025 | The PSC Crane & Rigging Quarterly Newsletter for Team Members

Jim Sever, President & CEO
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Keeping a Focus – In Focus: As many of you know, my focus in 2025 and theme word is “Intentional.” Being more intentional with all aspects of what I strive to accomplish. This intentionality is not necessarily just about me but instead all of us. With assistance from all of our dedicated team members, we have witnessed a tremendous increase in care and concern throughout the company for others, their roles, their responsibilities as well as their personal lives. This has profound positive impacts both internally as well externally!

While great strides have been made, we want to see further improvements in this area of intentionality. As we learned at our Leadership Workshop, WINNING in life truly begins at home and the SCORE that really matters isn’t what society externally values but rather what you as an individual internally regards as highest priority. Where gains can be made is when your priorities align with PSC’s priorities (not just in wages or earnings) but in growth and development.

For years, we have said “We are only as good as our people / team members.” That is true however, I’m ashamed to admit having now just recently learned more about how home life transcends into work life and performance. We obviously have more work to do as leaders to enable your pursuit of purpose and more importantly your ability to embark further on home life and personal development.

Knowing there is a lot of uncertainty in the country economically, I’m certain and excited about PSC’s bright future, the opportunities we seek to take hold of and our intentional pursuit to enable all of you to grow along with us. Stability is key and you must know that this journey will never end. For that reason, we are intentionally investing in YOUR future through various means - most notably: Structured professional training via specific internal and external platforms as well as technology enhancements.

Internally	Externally	Technology
Learning Mgmt. Syst. (LMS)	Int. Union Training Prog.	Microsoft - 365
Knowledge Mgmt. Syst (KMS)	Local Union Training Ctrs.	Microsoft-Teams
Team Member Surveys (revs.)	Bldrs. Exch. Training Prog.	Talent Mgmt. S/W

Thank you

A MESSAGE FROM THE COO...

Randy Sever, COO
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As we move into the second quarter of 2025, I want to take a moment to reflect on the steady progress we’ve made and the momentum we continue to build across the company. PSC is growing, not only in the volume and scale of the



The PSC TBM Project Team Members

work we're taking on but also in the complexity of our operations and the demands on our infrastructure.

With growth comes the need to adapt. One area that continues to demand our attention is the capacity of our office and facility spaces. These constraints are not a reflection of inefficiency, but rather a direct result of our success. As we expand our workforce and our capabilities, we're also working to align our physical spaces and support systems to meet current and future needs.

Facility Improvements & Office Planning

In Plain City, we're beginning the next phase of development at our Estates Parkway facility this May. Currently used for customer equipment storage, the office space will undergo remodeling to house our non-field personnel, with completion expected in September of this year.

Our Heritage Drive location will be fully active as an operations base, warehousing, lay-down yard and support for field crews and equipment maintenance. Similarly, the Milford facility continues to evolve. With exterior improvements recently completed at 1262 State Route 50, we are now refreshing the interior part of the warehouse space with cleaning and a fresh coat of paint. Alongside these physical updates, we are also addressing space constraints at 200 Olympic Dr., which will further enhance our crane and rigging operations in Milford.

Lastly, while still in the development stages, we acknowledge the long-term vision of developing a future headquarters in Piqua to support PSC's continued growth and the need for additional office and operational space, as well as, additional warehousing and outdoor storage space. Look for updates in our next quarterly memo.

Project Milestone

This past March, PSC safely and successfully completed the largest lift in company history, successfully lifting a 740 metric ton tunnel boring machine and lowering 200 feet below the surface in Cleveland, Ohio. The client was extremely pleased with our performance from start to finish, which is a true testament to all those involved in the estimating, planning, engineering and execution.

Team Expansion & Process Focus

I'd like to take a moment to recognize several new team members who have recently joined PSC. We are pleased to welcome Scott Smith and Doug Elliott to the team. Scott will be overseeing our entire crane rental fleet, allowing Zach Luttrell to transition into a more focused rigging estimator role. Doug joins us as an Estimator / Account Manager, bringing extensive industry knowledge and experience. Both Scott and Doug are valuable additions whose expertise will further strengthen



Cleveland TBM preparing to be lowered.



Doug Elliot, Estimator/Account Manager



and enhance our operations.

I'd also like to provide some clarity regarding other recent additions to the organization: Sarah Johnson began supporting me in Q4 of 2024 in a part-time capacity providing executive assistance. As of January 1, 2025, she has transitioned into a full-time Executive Assistant role, managing my business calendar, communications, and special assignments. Sarah is also assisting Jim and Francis on a case-by-case basis as directed. Matt Rix has joined us as an independent industry consultant, focused on supporting growth in operations, systems, and processes. In addition, Matt is working closely with our Director of Talent Management, Kris Ropos, to support team member development initiatives.

Lastly, we are actively recruiting to fill several key roles across all business units. Open positions include sales, account management, estimating, project management, accounting, and contract administration. These additions will help us enhance client engagement, drive business development in our core markets, and continue refining systems and processes that support long-term growth and efficiency.

Industry Leadership Recognition

I am proud to recognize my brother Jim on his recent induction as President of the SC&RA Board of Directors. This prestigious honor highlights not only Jim's leadership within our industry, but also the Sever family's 40-year legacy within the SC&RA. This is truly a great achievement and reflects our ongoing commitment to serving the association. Please take a moment to congratulate Jim on this honorable appointment to serve the SC&RA.

In closing, I want to say thank you to each member of the PSC team. Your hard work—in the field, in the office, and behind the scenes—drives our success!

By defining what matters most, refining what can be better and repeating what works best, PSC will deliver successful outcomes for both our internal and external customers; further defining "The Orange Standard"

ADMINISTRATION

Francis Harris, Vice President & CFO
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We are entering the second quarter of 2025 from a position of relative strength, which is a testament to the discipline and hard work of our team - especially in this unpredictable economic environment. Achieving our 2025 goals will take continued focus and collaboration, so let's keep up the momentum by staying committed to the priorities that drive our success.

Scott Smith, Crane Rental Manager



Randy, "Lynn" & Jim Sever at the SC&RA event.



Ceremonial passing of the gavel.



Randy and Jim share an emotional moment.

Month-End Closing

A team has been working on improving the month-end financial close. LeighAnna Harrod, Controller, or other project team members may reach out to you in the second quarter with questions to help improve the speed and accuracy of our closing process. We appreciate your help and input.

Office 365 migrations are underway!

All non-field team members are now utilizing Outlook for Microsoft 365. Field staff mailbox migrations will follow soon. Once complete, team members will benefit from enhanced features such as live document collaboration and seamless MS Teams integration including synced calendars between Outlook and Teams. Please stay alert for updates or action items from Rob Woehrmyer, IT Manager, as the migration progresses.



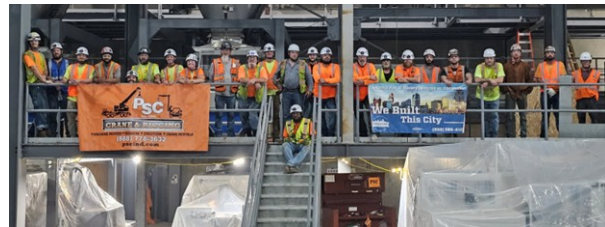
To Enlarge Photos Click On Them To Open In Another Screen...

SALES & MARKETING UPDATES

Jake Borchers, Business Development Mgr.
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From a historical sales perspective, PSC delivered a strong first quarter to 2025, topping last year's sales for the first three months and slightly below what we planned to do. This strong growth over prior years was primarily driven by the conclusion of the Nestle Purina dog food plant with our Milford team. In total, this was one of the biggest and most successful projects in our company history. I can't thank the team enough for their due diligence to safety and a willingness to be innovative in our project management process. Nestle called PSC the Gold Standard contractor on this site which will bode well for the continued maintenance work and expansion at this location. Kudos to everyone involved in these projects!

Although the second quarter of this year will see a slight seasonal drop in sales, I am encouraged by the backlog the team has built, starting with our traditional mid-year automotive shutdown season then we are forecasting a consistent ramp in sales every month until the end of the year primarily driven by the many data centers that will be starting the second half of this year. Like the last 90+ years, our continued success in this market has been driven by our safety focus and delighted customers bringing us along to the next project. I want to especially thank the many



Nestle team wrapping up the construction portion of the project.



Above are a few of the teams and safety awards presented to PSC in 2024.

field team members willing to travel to remote locations in Arizona, South Carolina, and Indiana. There will be many more opportunities to travel to Colorado, North Carolina, and Virginia to name a few so please speak up if interested.

The marketing team continues to create new content for our ads, social media, and soon to be announced new website. Be on the lookout for upcoming news on our summer gatherings and team celebrations. Please remember to like and share our posts on LinkedIn and Facebook. It makes a difference! Thank you all for going above and beyond in your safety focus and dedication to your craft!



If you are not familiar, a majority of the data center work is heavy industrial rigging of electrical and mechanical systems such as the backup generators, transformers, air units, and chillers. This market is expected to double every four years for the next decade. Why you ask? Yes, the demand is driven partially by the use and training for Large Language Models such as ChatGPT, however most of it is for AI inference, which is AI predicting outcomes or generating new content. In the near future, look for additional opportunities for on-site natural gas, fuel cell, and eventually nuclear power facilities.

The History of Stretch & Flex in the Western World

John Pyzik, Senior Project Manager
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Some of you may remember the 1986 movie Gung Ho, in which Michael Keaton fights to keep a failing Pennsylvania Auto Plant from closing when they are bought out by a Japanese Auto Maker.



This movie was the first exposure many of us in the west had to "Radio Taiso" or literally "Radio Calisthenics" or as we know it today Stretch & Flex.

Rajio Taiso, started 97 years ago in 1928 as an exercise program broadcasted nationwide by NHK and the Japanese Insurance Ministry.

This 3-minute broadcast was seen as a way to encourage everyone at any age to participate in a healthy way to stretch, build muscle, improve balance and oxygenate blood for improving mood.

39 years on from when Michael Keaton saved the US auto industry, the concept of Stretch and Flex is finally taking hold across not only the construction Industry but throughout society.

If you have not kept up with this commonsense practice on your project I encourage you to reach out to myself or the Safety Department for training materials and guidance on how to implement a successful program at your site.

[CLICK to Read More About Radio Calisthenics](#)

PSC's Equipment Installation Management (EIM) Solution Defined:

An EIM Team acts as a CM focused on the Installation of Industrial Processes rather than the building, facilities and infrastructure.

An EIM focuses all stakeholders on driving the Installation to the finish line.

"Concept to Close Out"

"Equipment Installation Management" Team works on behalf of the Owner & Builds a Partnered Team Approach amongst all stakeholders.

All elements of the EIM responsibility helps remove project "constraints" to allow Installation Execution to occur safely, on Schedule and within Budget.

EIM Team coordinates the many aspects of the "Entire Installation Process". Teardown at the Equipment Manufacturer's facility through Delivery to Site, Installation, Punch-list, Power-On, Try-out / Commissioning and into Production.



EIM IN ACTION: PSC Enhances Equipment Installation with Proactive, Value-Driven Approach

Barry Yetman, Director of Projects
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As a continuation of both our PSC MISSION; "We continually invest in Innovation that saves time" and one of our CORE BELIEFS; "We plan our Work and Work our Plan" we are happy to make you aware of another Innovative Service that PSC is about to provide at the Nestle Purina Batavia Project.

The acronym "EIM" represents an innovative Equipment Installation Management Solution to extend our ongoing array of Services that we may offer our customers and further differentiate ourselves above our competition.

John Pyzik and I have multiple experiences leading this EIM Service while working at Walbridge. This proactive process ensures predictable and successful outcomes by managing the Project at the Value-Added Level. Our EIM team received the prestigious Chrysler Pentastar Gold Award. We delivered a seamless transition from CM - Building to EIM - Process Install that saved the Owner both Time and Cost.

Please feel free to reach out to either of us with any questions you may have.

Defining EIM in Equipment Installations

Priority Planning

The planning stage involves identifying the scope of work, project goals, objectives, timelines, budgets, and requirements of the project.

Improved Coordination

The EIM Team is responsible for overseeing communication with stakeholders, coordinating scheduling, delivery timing of equipment / related materials and managing Owners, Vendors, Contractors and their Subs.

Risk Management

The EIM Team is responsible for identifying and mitigating any potential risks that may arise and develops contingency plans, safety protocols, and risk mitigation strategies.

Quality Control

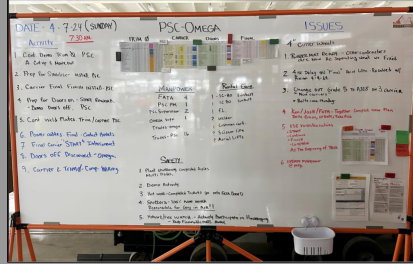
The EIM Team ensures all equipment is installed in accordance with manufacturer guidelines and assists with the commissioning of equipment to ensure proper installation and use.

Resource Management

The EIM Team must manage allocation of resources effectively and efficiently to meet project objectives and ensure optimal utilization to minimize potential cost over-runs and schedule delays.

Stakeholder Management

The EIM Team must manage stakeholder expectations, maintain clear communication of project updates and resolve any issues, constraints or conflicts that may arise throughout the project's duration.



Documentation and Reporting

EIM Team creates & maintains documentation related to the equipment installation process, such as project plans, schedules, and progress reports.

Continuous Improvement

The EIM Team continuously evaluates the project's performance to identify areas for improvements, takes corrective action to address any issues or deviations from the project plan and then implements lessons learned to improve future project performance.

Better Communication

The EIM Team establishes a clear and consistent communication plan that includes all stakeholders to promote team member collaboration.

Project Change Management

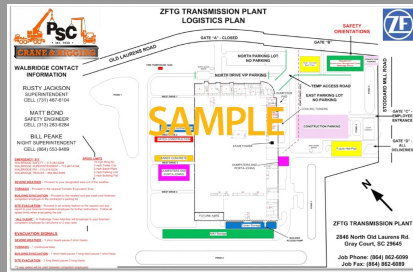
The EIM Team must manage any changes to the project scope, timelines, or resources and assess the impact of these changes to adjust the project plan accordingly to ensure the project remains on track and meets objectives.

Project Closeout

Once the equipment installation project is complete, the EIM Team finalizes documentation, ensures that the equipment is operational and that all stakeholders are satisfied with the installation outcome.

PSC EIM TEAM SUCCESS hinges on Changing Culture, Open Communication, Transparency, Team Building, Defining Responsibility, Ensuring Accountability and Maintaining Integrity.

By managing proactively, PSC's EIM Teams instill "VALUE ADDED – DELIBERATE SOLUTIONS" with purposeful & predictable outcomes for all stakeholders.



If you have any recommendations, feedback to any of the topics presented please reach out to Jim or any of the other emails included in this memo.

SAVE THE DATE - PSC Annual Team Picnic

Saturday, July. 26, 2025

Kings Island - 6300 Kings Island Drive, Kings Island, OH

Once again PSC Team members will gather at Kings Island for our annual picnic. Be on the look out on how to get tickets!





Try email marketing for free today!