

Capitol Boiler Works: Building Efficiency and Sustainability for over 85 Years



Beulah Recreational Center — Image Property of Capitol Boiler Works

The year was 1936, and the United States was in the middle of the Great Depression. The President, Franklin D. Roosevelt, won re-election to a second term;

the Hoover Dam opened; Jesse Owens wins four gold medals in the Summer Olympics in Germany; Burt Reynolds, Jim Brown, Wilt Chamberlain, Buddy

Holly, Robert Redford, and Mary Tyler Moore were born, and Walter C. Holman established Capitol Boiler Works; a stellar year one might say. Now, nine decades later, this same company has become the premier mechanical service and contracting firm over a radius of several states, delivering personalized service with the level of expertise and integrity that their clients have come to expect. With unmatched dedication to service and quality,

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Winter 2024

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CAPITOL BOILER WORKS

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Capitol Boiler Works is widely known to provide professional engineers, property owners, building managers, facility managers, and stationary engineers with the premier industry resource.

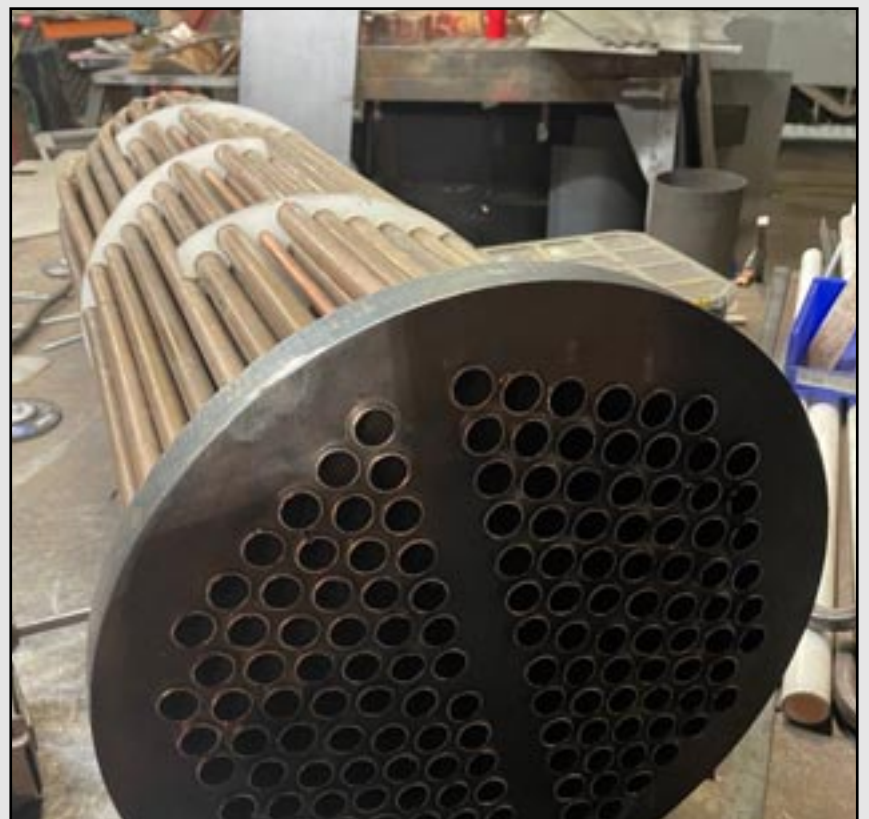
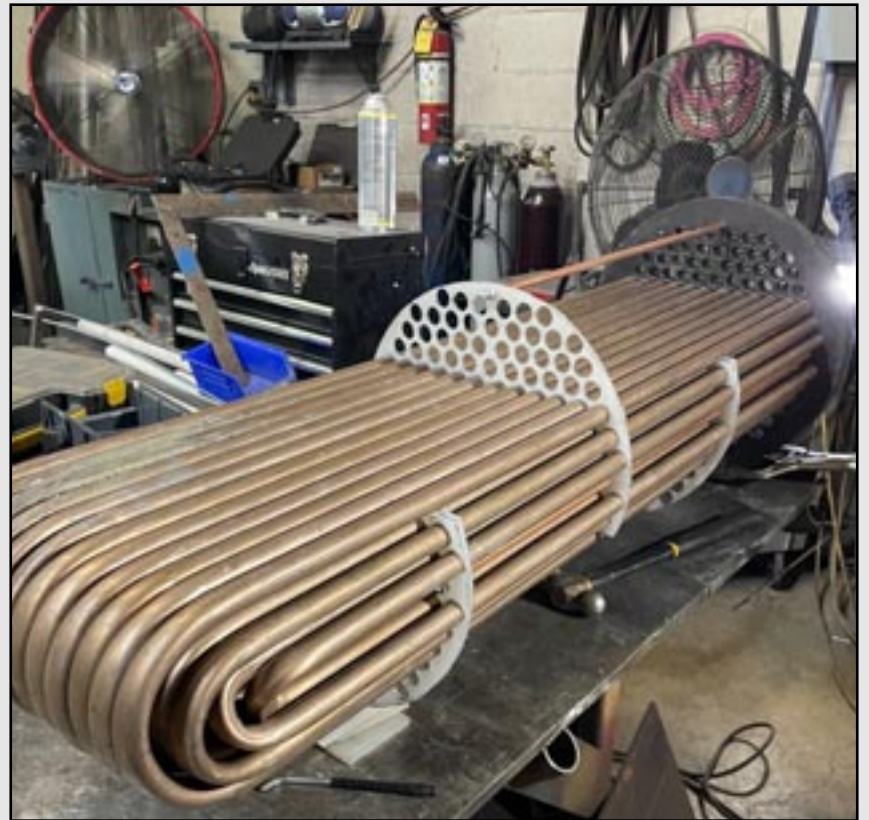
Based in Springfield, Virginia, Capitol Boiler Works' (CBW) primary focus is providing commercial and industrial boiler, heating, and AC service, to a diverse and expansive clientele. Providing their expertise across the Mid-Atlantic region, CBW has \$3.4 million in Preventative Maintenance contracts and over \$10 million in call-work with Time and Material services. CBW has also become known as specialists for retrofit and remodel projects for older buildings, including high rise renovations and heating/cooler system changeouts. On a limited basis, CBW also offers new construction services, primarily for public bids such as schools, firehouses, and other public institutions.

With so much diverse capability, CBW's strengths set them apart from about every other company, with their most prominent being their leadership. Joining CBW in 1998 as the Service Manager, Dwight Sheppard became the General Manager, VP and then President in 2010. After finishing his career in the US Navy as a Boiler Technician, and before joining CBW, Dwight became the Director of Engineering for a local property management company managing a team servicing over seventy properties. Dwight holds a bachelor's degree in organizational management, a DC 3rd Class Steam Engineers license, a MD 1st Class Stationary Engineering license, a VA NIULPE Steam Engineer's Chief Engineer's license, along with his CFC license, and other equipment specific licensing. He has served as VP and President of a local NAPE Chapter, served on NAPE's National Education Committee, and participated in other roles and capacities for local trade organizations. Along with Dwight, CBW boasts a very skilled and seasoned executive team, including CFO Keith Quigley, Senior V.P.'s Guy Albright and Kenneth Thomas,

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One of CBW's specialties is an in-house fabrication. This 16" x 7' Tube bundle was fabricated AND INSTALLED OVERNIGHT

TUBE BUNDLE HEAT EXCHANGER



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Chris Chapin, President
Joe Wallace, Design and Graphics Chief

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PROJECT PROFILE

Project: Beacon Hill Apartments
Location: Alexandria, VA
Duration: 18 months
Cost: 3.4 million
Scope: Replaced the underground Closed Loop Supply and Return Steel piping and Domestic Hot Water Supply and Return Copper piping across a 37-acre garden-style apartment complex. It consists of 75 tie-in points. This job was meticulously planned to keep the residents and traffic moving. CBW finished ahead of schedule with zero callbacks.



CAPITOL BOILER WORKS

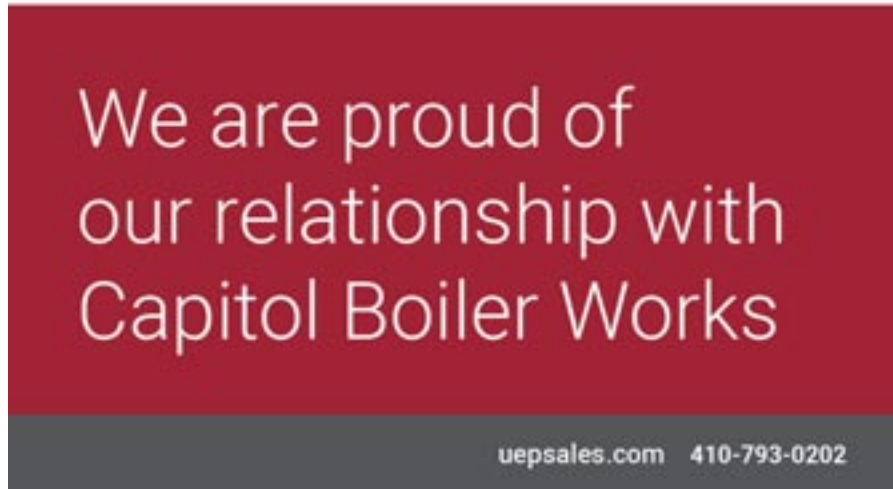
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and Vice Presidents Paul Prager and Carlos Valdez.

On April 1, 2023, Service Logic, a nationwide commercial HVAC & mechanical services company purchased Capitol Boiler Works, making CBW one of the approximately sixty Service Logic business units. Service Logic is currently a \$2.1 B company with over 6,000

employees. “Through our relationship with Service Logic we are now able to provide our customers with streamlined mechanical services from coast to coast,” explains Dwight Sheppard. “They have also made a world of difference in our company with their training, from technician level to C suite level training and all levels in-between. This training has been excellent for employee growth and retention, and with helping our employees advance in their careers. Service Logic helps each company develop best practices within the organization for sus-

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PROJECT PROFILE

- Project:** Beulah Recreational Center
- Location:** 6901 Hopkins Rd
North Chesterfield, VA 23234
- Cost:** 1.5 Million
- Duration:** Fall 2021 Ribbon Cutting June 25th, 2023
- Size:** Sq/Ft: 5000
- Scope:** Story Building/ Elementary School



originally built in 1928 has now become the new Beulah Recreation Center. The school was closed in 2018. The demolition consisted of the removal of a one story Brick building on the North side of the Facility as well as multiple pods surrounding the main remaining building.

Demolition consisted of numerous heat pumps as well as a cooling tower, two Condenser Pumps, two Chilled Water Pumps, a water-cooled chiller, boiler, and two secondary Hot Water Pumps.

Converted mechanical system over to a new Air-Cooled Chiller with two base mounted CHW Pumps, two High Efficiency Condensing Boilers, two Hot Water Base Mounted Pumps, five Hydronic Air Handlers with both Heating & Cooling Coils twentyone Hot Water Coil Variable Air Volume Terminal Units, New Telecommunications room with Ductless Mini-Split System.

Plumbing system has a new main RPZ assembly, Electronically Packaged Domestic Water Booster Pump System, with two Mixing Valve Stations and two Separate 30 & 50 gal. Electronic Water Heaters. One for the B & C Wing, and the other to supply for the A Wing. Additions of new gang bathrooms have been installed on the A Wing side with a total of three sets of gang baths for the facility.



CAPITOL BOILER WORKS

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tained success.”

While there is no doubt that CBW has strong leadership from the top, the entire executive team understands that it is their staff that is the backbone of their success. “We make sure to give our employees the tools to help them reach their full potential and we always try and promote from within, whenever possible” continues Dwight. “At CBW we have a culture of accountability, and this gives each team member a locus of control. Everyone has defined roles and as they work within these roles, they maintain a sense

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PROJECT PROFILE

Project: Fauquier High School
Location: 705 Waterloo Road Warrenton VA 20186
Cost: \$500,000
Duration: 1 month
Scope: Remove 2 Kewanee Boilers and add two new Hurst Boilers, PVF and Breaching. CBW delivered and placed 2 Hurst Series 500 four-pass Scotch Marines boilers. Factory Packaged with a gas-only model burner and Demolded the old and installed the new ones in 4 weeks.



PROJECT PROFILE

Project: Reams Road Elementary School
Location: 10141 Reams Rd, Richmond, VA 23236
Duration: 21 months
Cost: 4.1 million
Scope: New Construction CBW scope was the Mechanical, Plumbing, and HVAC One Story brick veneer building with core area to include the cafetorium, library, art studio, and computer lab. It has three wings for students k-5th
Size: 96k sq/ft school

Four Pipe Mechanical System with two Air cooled chillers and a single pump skid package that included four pumps, four VFDs, two air separators, and makeup connections for both systems. I also had three high-efficiency condensing boilers linked through Modbus/plant operation.

Air handlers are dedicated to each wing.

Four IT rooms with ductless split systems in each wing and central hub

The plumbing side had two large gang bathrooms per wing and a mezzanine mechanical space with dedicated water heaters and mixing valves for each wing.

I also had two condensing high-efficiency gas water heaters and two mixing valve station in the main mech space for the hub of the building and kitchen.



CBW rigging is getting the old boiler out to install the new one. Getting it done with an 1/8" to spare.

CAPITOL BOILER WORKS

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of control and achievement.” That equates to the finest and most committed craftsmen in the industry, all who are ready to respond to their customer’s needs. “Whether it is a routine service call or a comprehensive plant overhaul, Capitol Boiler Works brings the skill and knowledge to manage each situation,” adds Dwight.

Knowing that their employees are their most important asset, CBW strives every day to meet their number one objective, which is to ensure every team member gets home safely to their families. “Our safety culture starts at the top, and all Safety Managers on our team report directly to me,” says Dwight. “The employees at CBW are our greatest advantage in our industry, and I will make it our top priority to keep them out of harm’s way.” To back that up, CBW has two OSHA Authorized Trainers and an Assistant Safety Manager employed to address the safety related needs of their employees. Heading that effort is Carlos Valdez, VP of Installation, Russell Harden, Safety Manager, and Nicholas Sheppard, Assistant Safety Manager. “Our clients are the direct beneficiaries of our award-winning safety program,” states Carlos. “We have proudly earned the ABC Step Award in 2017, 2018, 2019, and 2021 and have maintained a .65 EMR.” CBW also provides onsite and classroom training in every aspect of safety as it pertains to their industry, and every new employee receives a minimum of 2 days of

safety training prior to performing any work at the company. “Our Safety Manager makes sure all field personnel are certified in OSHA 10 and OSHA 30 as well as First Aid/CPR/AED and excavation,” continues Carlos. “CBW also abides by the current CDC Covid-19 guidelines and provides all necessary and required PPE to every employee as needed.” In fact, there is not any aspect of the operations at CBW that does not have safety as the main goal, including company vehicles and those who operate them. “Every vehicle we own has forward and inward-facing cameras, automated driver coaching and GPS,” continues Dwight. “This keeps our employees constantly aware of the importance of safe driving while helping to prevent accidents.”

Putting such a high importance on safety leads to a direct correlation in overall quality and workmanship for every project and every client. “To help ensure a project is started properly and on time, our field supervisors visit projects before they begin,” states Dwight. “Field Supervisors also visit the site immediately after new installations, ensuring the work was completed properly and to take care of any items that may still need attention.” For CBW, making sure they complete the project correctly and to the customer’s expectations, is paramount, and is directly aligned with CBW’s values of honesty and integrity. “If we make a mistake, we own it and make it right for the customer, regardless of what that takes,” adds Dwight. “Our customers also appreciate that we hold our subcontractors accountable to the same quality performance as we hold ourselves.” CBW’s subcontractors are highly respected in the industry and are hand-

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PROJECT PROFILE

Project:	Highland Spring High School
Location:	Highland Springs, Va
Duration:	2 weeks
Cost:	\$380,000
Scope:	Remove the existing ACU-10 and add a new ACU-10 AAO: all new piping, roof curb, BAS, and balancing. We removed and replaced the unit with a crane. We concluded the job with start-up and owner training.



CAPITOL BOILER WORKS

Continued from page 7



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picked by CBW to maintain their elevated level of quality and craftsmanship. “We have an excellent team of subcontractors and suppliers that help keep us on track and are dedicated to keeping the customer’s expectations and goals

as our objective.”

Facilitating each project at such an elevated level of expertise and skill, CBW knows that to be reliable means effective communication and accessibility. “At CBW, we place a premium on keeping

the client and all team members informed during all phases of a project,” says Dwight. “All projects have issues to overcome, but it is better to call the client today and tell them you do not have an

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PROJECT PROFILE

Project: 1000-1100 Wilson Blvd.

Location: 1000-1100 Wilson Blvd., Arlington, Va

Cost: 1,000,000

Scope 1000 Wilson Blvd.

Remove two existing CB boilers and install two Hurst Series 500, 4 pass scotch marine boilers, two SHWP, Air Separator, Expansion, VFD, and Motorized valves for control purposes

Scope 1100 Wilson Blvd.

Demo one Electric boiler and install one Lochinvar Crest Condensing boiler with a hellcat burner, ran a new gas line, pumps, VFDs, Air Separator, and expansion tanks.



CAPITOL BOILER WORKS

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answer but will get one, than to wait 3 days and call with the answer. Constant and consistent communication is key.” Being efficient and effective in their approach to give the best solution each time, CBW does not claim their work is unique, but CBW focuses on exceeding their customer’s needs. “Our commitment to high-quality work, management, and customer relations from the top down to the bottom is unparalleled in comparison to other companies,” continues Dwight.

Being an industry leader, CBW certainly takes pride in the talent and experience they bring to every

project, but they also understand that the true measure of success is having complete customer satisfaction 100% of the time. The following accolades from just a handful of clientele gives more than ample testimony to the measures CBW takes to bring all their customer’s project goals into reality. “Capitol Boiler Works is a contractor I have teamed up with for well over 30 years for a variety of services with mechanical refurbishment, retirement, installation, and repairs. I have had a great deal of success with Capitol Boiler Works for core unit, supplemental equipment installations, including many types of water source equipment such as boilers, water softeners, hard to reach valves and expansions tanks to name a few of the project types. As technology has changed, so has Capitol Boiler Works and the staff including their fabrication shop. They are

very responsive to after-hours and weekend service calls, repair projects, and construction schedules; all to ensure CBW completes the project on time and on budget. When I team up with CBW, they always do what will be needed to accommodate the demands of the project to assure customer satisfaction.” – Michael Womack, Project Manager, CMI Management

As Capitol Boiler Works looks to their future, they can also look back on a legacy of success that spans almost nine decades. Yet company President, Dwight Sheppard and his team know that although they have much to be proud of, there is still much to accomplish. “Our goals are to increase market share by providing a better value for the end user than our competition,” explains Dwight. These goals include expanding into the Richmond and Tidewater, Virginia markets

as well as growing into a \$100 M company within the next 5 years, whether through acquisition or natural growth. While perhaps both growth methods may be the case, CBW fully intends to continue forging strong new relationships and nurturing those that have cultivated between CBW and their customers over the last nine decades. “We understand the need to collaborate closely with our customers and listen carefully to what they say in order to develop an appropriate solution to their needs,” continues Dwight. “We will always strive to be the benchmark for service and repair organizations in the Mid-Atlantic region, and with our extensive array of expertise we remain poised to tackle the most intricate and time-sensitive challenges.” I have a feeling Walter C. Holman would absolutely approve.



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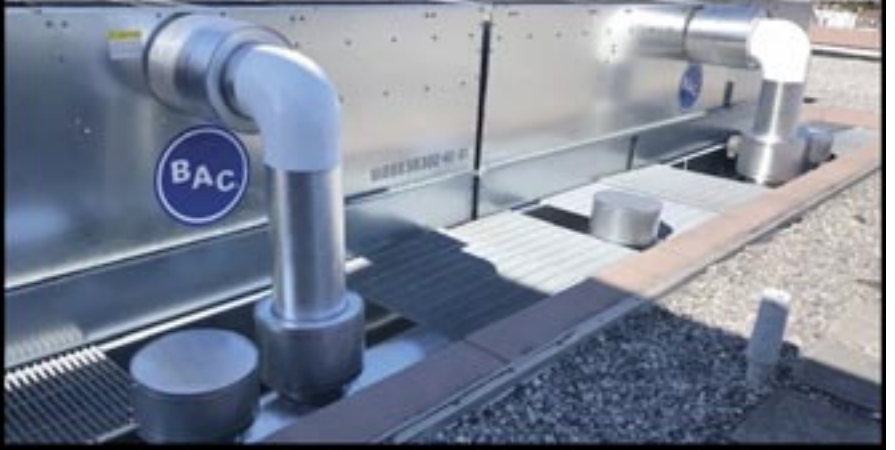
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Baltimore, MD 21227

Salisbury Office
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Virginia's Concrete Contractor of Choice



continued next page...

A+ CONCRETE

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In an industry as diverse and complicated as construction, it is often hard to set one's company apart among so much competition. Yet in the Concrete industry, one Williamsburg, Virginia based firm has become known for setting the bar of excellence by providing the highest degree of honesty, integrity, loyalty, and teamwork to a wide range of client and project types. For the past quarter century, A+ Concrete, Inc. has been recognized as a premier contractor of choice by providing innovative solutions, using a wide variety of concrete mix designs and pouring methods, to bring strength, structure, and beauty to a variety of military, commercial and high-end residential building projects.

Founded in 1998 by Denley Brown as a residential concrete contractor in Newport, News, Virginia, A+ Concrete soon grew to be a commercial contractor serving the Mid-Atlantic region, relocating to Williamsburg in 2003. "I taught myself the concrete business," says Denley. "I previously had a career at NASA, but partnered with a concrete industry veteran and started a company." With consistent growth year-to-year, the company has continued serving the same General Contractors since their inception 25 years ago, a true testament to their loyalty and dedication to customer service. Licensed as a Class A, veteran-owned and SWaM certified company, A+ Concrete has rightly earned their status as one of the best, most highly trusted contractors industry wide. Some of their bigger special-

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Project: Lifepointe Church
Contractor: David A. Nice, Builders, Inc.
Description: Converted Horse Rink to Church
Location: Toano, VA

PROJECT PROFILE



Project: EPOC Phan Landscaping
Contractor: EPOC Construction
Description: Phan Landscaping
Location: Williamsburg, VA

PROJECT PROFILE

A+ CONCRETE

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ty projects include Busch Gardens (including the new roller coaster DarKoaster), Water Country USA, Government facilities, time-share resorts, and colleges that include the Virginia Institute of Marine Science.

Boasting several strengths that set them apart from a large field of competitors, perhaps the greatest is the firm's industry knowledge and experience. With strong leadership from President & CEO, Denley Brown, A+ Concrete, Inc. has the ability to handle most any size and type of project. A veteran of the United States Air Force, Denley provides oversight and leadership to the entire team, and is Senior Estimator for both commercial and residential jobs. Another key member of the senior leadership is Cole Joyner, Production Manager. A native of Williamsburg and a graduate of Radford University, Cole brings former sales and quality control experience from a ready-mix supplier and is integral in the company's day-to-day operations. Yet as any successful company knows, it is the whole team that truly makes the difference, and A+ Concrete has a staff second to none. "Our people are at the heart of the company's success," explains Denley. "We have some of the most talented and knowledgeable employees in the industry." This mutual respect among staff has been a direct reason for employee longevity and job contentment. "We have a true family atmosphere here, and we let everyone know that if they have a personal family issue to

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Project: Busch Gardens Invadr Roller Coaster
Contractor: David A. Nice, Builders, Inc.
Location: Williamsburg, VA

PROJECT PROFILE

A+ CONCRETE

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attend to, they should take care of that first,” continues Denley. “You are only as good as the people you hire. It takes strong leadership and direction from the top, but if you do not have the dependable staff to carry out that direction, you really miss the mark. I am so proud of the folks we have here.” In fact, most A+ Concrete team members have been at the company for over 10 years, with one foreman of 22 years and another of 12.

Operating like a true family with a solid set of core values, A+ Concrete has made building client and vendor relationships the very fabric that clothes their success. Being client focused and striving to exceed their expectations from start to finish, the firm knows that the very principles the company bases its foundation on are the same ones that spell project success. “We pride ourselves in building solid and lasting relationships,” adds Denley. “As an example, we are still working with same General Contractors and vendors we started with in 2000, and we have continued looking to partner with others that have the same relationship goal.” Yet A+ Concrete also understands that building strong and lasting relationships requires dedication to a set of company core values that puts the client first – honesty, integrity, loyalty, and teamwork. “We will always remain good to our word and will always do what is right,” states Denley. “We also will stay committed through challenges, both large and small, while sharing the burden and working

Continued on page 17



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A+ CONCRETE

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together to complete any, and all aspects of the project. One of our sayings here is ‘One Team and One Goal.’

True to their word, working together is something that A+ Concrete insists and delivers on

from the very inception of project design. “We offer an end-to-end customer experience that includes seamless communication, on-site organization, and solid, quality concrete work every time,” says Denley. “We are with you from start to finish, no matter the size of the job. Starting in the planning phase, we help keep jobs on schedule and on budget. It is not unusual for us to facilitate a project 12 to 18 months out.”

Having almost a quarter century of project success, A+ Concrete understands they are only as good as their client’s overall satisfaction. The following quotes give testimony to the level of commitment and quality A+ Concrete brings to every client and project.

“ I have had the pleasure to partner with A + Concrete for over two decades. During that time, they have exemplified true craftsmanship and versatility in their projects while supplying their customers with consistent quality products. They have built an exceptional relationship with our Vulcan team and focused on communicating to provide their customers with the utmost premium service. I have had the fortune to know Denley Brown for many years and his passion and commitment to his customers, vendors and his team is unwavering. We look forward to continuing our personal and professional relationship as well as partnering with the A + Concrete team.” – Tyler Johnson, Area General Manager, Vulcan Materials Company

“We have been working with A+ concrete for over 20 years. They are organized, safe, and excellent at their craft. They have completed some of our most com-



Busch Gardens Williamsburg Invadr Roller Coaster — Image Property of A+ Concrete

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Project: Conamerra Construction
Contractor: Structural Wall and Pool Project
Location: Irvington, VA

PROJECT PROFILE



Project: Water Country USA Cutback Water Coaster
Contractor: David A. Nice, Builders, Inc.
Location: York County, VA

PROJECT PROFILE



A+ CONCRETE

Continued from page 17

plicated structural concrete projects and approach every project they do as if it's their own.

Denley and his team stand behind their work and most importantly, their word. We are honored to have them as a value trade partner on our projects.” – Brandon Nice, President, David Nice Builders

“For the last 25 years Henderson Incorporated and A+ Concrete have shared a special relationship based on values and ethics. As a General Contractor it feels great partnering with a subcontractor that understands the larger picture of business and

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Water Country USA Cutback Roller Coaster — Image Property of A+ Concrete



HRSD Generator Building — Image Property of A+ Concrete

A+ CONCRETE

Continued from page 20

how it relates to repeat clientele. A+ has always helped keep our schedules on track with pre-planning and out of the box thinking to ensure no lost time. I will always appreciate the fairness and professionalism displayed by all members of the A+ team. Denley Brown and A+ has been a large part of the success that Henderson Incorporated has had over the years and we look forward to many more together.” – Brian Schultz, Assoc. DBIA, LEED AP, Director of Operations, Henderson, Inc.

“Congratulations to A+ Concrete for their success for the past 25 years! Denley and his team have great business acumen that has aided in their successful relationship with us and other in the industry throughout the years. We value our ongoing relationship with A+ Concrete and look forward to many more years of doing business together.” – Kevin Jones, Branscome

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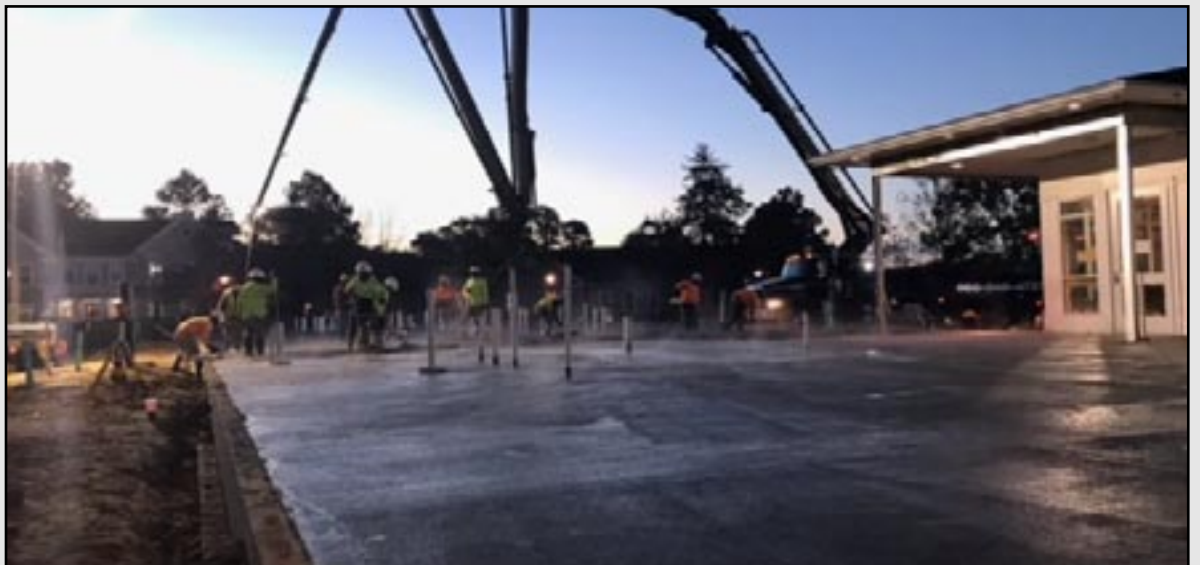
Project: HRSD Generator Building
Contractor: MEB General Contractors
Location: Williamsburg, VA

PROJECT PROFILE



Project: Williamsburg Pavilion
Contractor: Henderson, Inc.
Location: Williamsburg, VA

PROJECT PROFILE



A+ CONCRETE

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Looking to the future, A+ Concrete, Inc. has every reason to be very optimistic. By continuing to give superior service, highly professional workmanship and maintaining the ability to be diverse in project size and type, it is certain they will continue to

forge those relationships that last with client and vendor alike. "A+ Concrete realizes that through continuous smart growth and a dedication to doing whatever we need to continue improving, we can all successfully meet the demand that awaits us in the future," explains Denley. "We really strive to provide a means for our employees to have a career path while giving them a work atmos-

phere that is family oriented and safe." As A+ Concrete does continue to grow, it is important to Denley and his team that the company remembers where it came from and what got them to where they are. "We are excited for the future and to become better daily," continues Denley. "We are the best we have ever been and the worst we will ever be as tomorrow we will be a little bit better."

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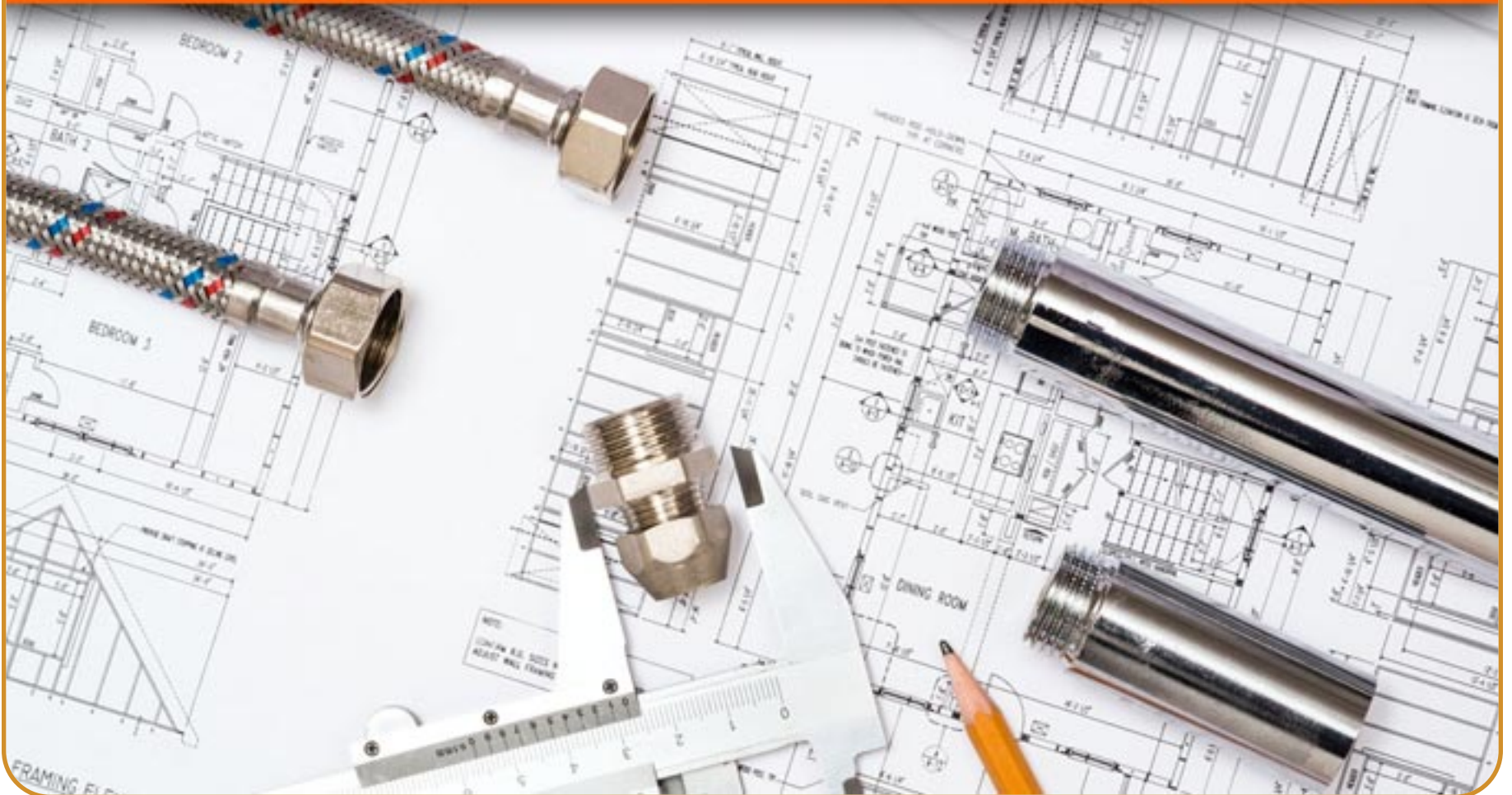
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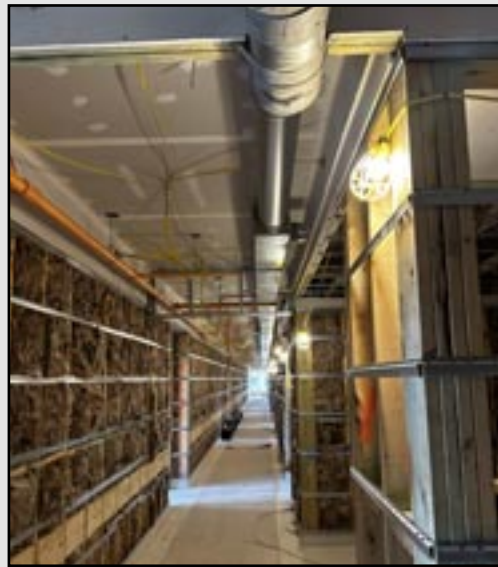
The very old phrase ‘What’s in a name?’ dates back many centuries, and was actually coined by none other than William Shakespeare. Meaning that while a title or name may imply a specific rank, designation or station, the implied information may not be accurate. In fact, sometimes a name is nothing more than a name. Yet sometimes a name takes on such special meaning that it resonates with everyone as something with a life and quality all its own. For family owned and operated J. Henry Mechanical Incorporated, their name not only encompasses who they are, but also why they are. Named for James Henry Rowe, known as Pawpaw Rowe, J. Henry Mechanical was inspired by a man who could do anything, and Heating and Cooling was one of the things he did best. Today his son and grandsons carry on a legacy of excellence that bears his name, providing Heating and Cooling construction and service for both Commercial and Residential clients in the Metro Washington, DC area.

Founded in 2021 by Mark Rowe, son of the late James Henry, the company is Class A Licensed, Bonded and Insured. Primarily a new construction firm, J. Henry Mechanical does a great deal of Multi-Family and Commercial Fit-Outs, but has also expanded into the residential and commercial service market. True to the definition of family business, both of Mark’s sons are integral in the daily operations of the

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Project: Park Landing Senior Apartments
Location: Woodbridge, Va
Description: 250 Unit Wood-Framed Apartments with 26 Common Area Systems including Pool Equipment Room

PROJECT PROFILE



Project: Restaurant Fit Outs, Benny's Pizza and Domino's
Contractor: Provost Construction
Locations: Benny's Manassas, VA / Domino's Woodbridge, VA
Description: Full Kitchen Fit Outs

PROJECT PROFILE



J. HENRY MECHANICAL, INC.

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company, bringing over 80 years of industry experience between the three. Chuck Rowe, Construction Superintendent, and Tyler Rowe, Service Manager, have helped carry out Pawpaw Rowe's dream of a family HVAC company, and to add to this is nephew, Peyton, Assistant Superintendent. The J. Henry Family includes Megan Morra, who wears many hats, including Assistant Project Manager.

The story of just how J. Henry Mechanical came to fruition far pre-dates the actual year they opened their doors. "It always brings a smile to my face when I think that, though we were founded in 2021, our real story begins with me in 1983 when I started in this industry as a plumber's helper," explains Mark. "Every day since I have been training to operate this company." Mark's first go at company ownership was a contracting firm he started with another partner in 2015. "Coming out of Covid the partnership dissolved under the strain," continues Mark. "I decided to take the chance on my own with the help of my sons, and our few employees. It was sort of a Jerry Maguire moment. I said, 'Who's with me?' They all were, and J. Henry Mechanical was born." Like any start-up, it took a few small projects to get off the ground and gain momentum. "Then in late 2022, we landed a three-million-dollar project installing two-hundred fifty Apartments and Common

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Benny's Pizza — Image Property of J. Henry Mechanical



Benny's Pizza — Image Property of J. Henry Mechanical

Project: Floor and Decor Fit Out at Manassas Mall
Contractor: FMGI Contracting
Description: Full renovation of retail space including 8 20 Ton Rooftop Units, Gas Unit Heaters, Fire Protection and Exhaust Systems

PROJECT PROFILE



J. HENRY MECHANICAL, INC.

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Area over two years, and the pipeline looked promising.”

Since then, J. Henry Mechanical has maintained steady growth in project size and type, and a major reason for their success is due in large part to their industry experience and knowledge. “When we started, we were the new kid on the block,” states Mark. “In reality, we had been building what would become J. Henry Mechanical, Inc. for years. Our experience is very diverse. We have done 100-unit apartment buildings as well as servicing a single residence.” This experience has proven a major benefit to their clientele, and to what Mark terms his team’s ability to ‘look into the future’. “We’ve all been in this industry a very long time, so we’ve seen most of the possible pitfalls and understand the signs that predict them,” adds Mark. “We spot coordination problems early and work with the other trades to fix them. Being able to see and solve problems beforehand has tremendous advantages to our clients in keeping a project on time and budget, and certainly reduces change orders.”

This attention to detail from project inception continues throughout the life-cycle of each job, and J. Henry Mechanical strives to lead the charge in keeping the client’s goals at the forefront. “We are typically the first trade installing our work,” says Mark. “Leading the charge means pushing our schedule while at the same time seeing the larger pic-

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Floor & Decor — Image Property of J. Henry Mechanical

J. HENRY MECHANICAL, INC.

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ture. We always consider how what we are doing is going to affect the trades behind us?" Not surprisingly, this firm philosophy pervades everything that Mark and his staff do for every project and client, from the most mundane to the most complex details.

"To put it simply, our teamwork mentality is paramount in all we do," continues Mark. "We understand we are only part of a team and that we are all trying to get to the roof. This means maintaining the highest level of honesty and integrity from all J. Henry Mechanical staff. It is what our customers have come to appreciate and expect."

It comes as no surprise that these same customers have given the highest accolades to J. Henry Mechanical for many jobs well done. The following

are only a handful of testimonies to the dedication and skill the company brings to every project and client.

"J. Henry Mechanical is one of our most valuable assets when it comes to Mechanical contractors. From their clear communication and expectations to the extended efforts they go through to meet our budget, and overperform, they are truly a great partner. They do not come to the table with problems, but rather come providing cost

Continued on page 30



Floor & Decor — Image Property of J. Henry Mechanical



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PRODUCT LINEUP

<ul style="list-style-type: none"> • Rectangular Duct Snaplock, Pittsburgh, SMACNA compliant • Welded Black Iron Round, Square/Rectangular, CleanOuts • Stainless Steel Round, Square/Rectangular, Welded • Aluminum Round, Square/Rectangular • Long Seam Oval Flanged or Slip Joint • Spiral Gasketed, SlipJoint, Flanged Single Wall, Double Wall, Spiracoustic 	<ul style="list-style-type: none"> • Roof Rails Wood Nailers Available • Roof Curbs Wood Nailers Available • Curb Adapters Just give us the New and Existing Unit Numbers and we do the rest! • DogHouses • Fan/Equipment Rails Wood Nailers Available • Chimney Chase Covers • Canvas Connectors • Drain Pans
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J. HENRY MECHANICAL, INC.

Continued from page 29

effective solutions, before they become problems.” – Billy Kimball, Project Manager, KCG

“J. Henry Mechanical did an excellent job upgrading our HVAC lines and insulating them with UV resistant Armacell. It was a big property with 504 apartment units. The installers were professional, nice, and cleaned up every day. No punch list or warranty calls since they walked the property to make sure the job was completed.” – Amy Reinhardt, Construction Project Manager, Ironfish Construction

“These are the best HVAC guys I have used. Straight to the point, no bull, just honest work, and fair prices.” – Joel Dinkin, Property Manager, Winfield Group

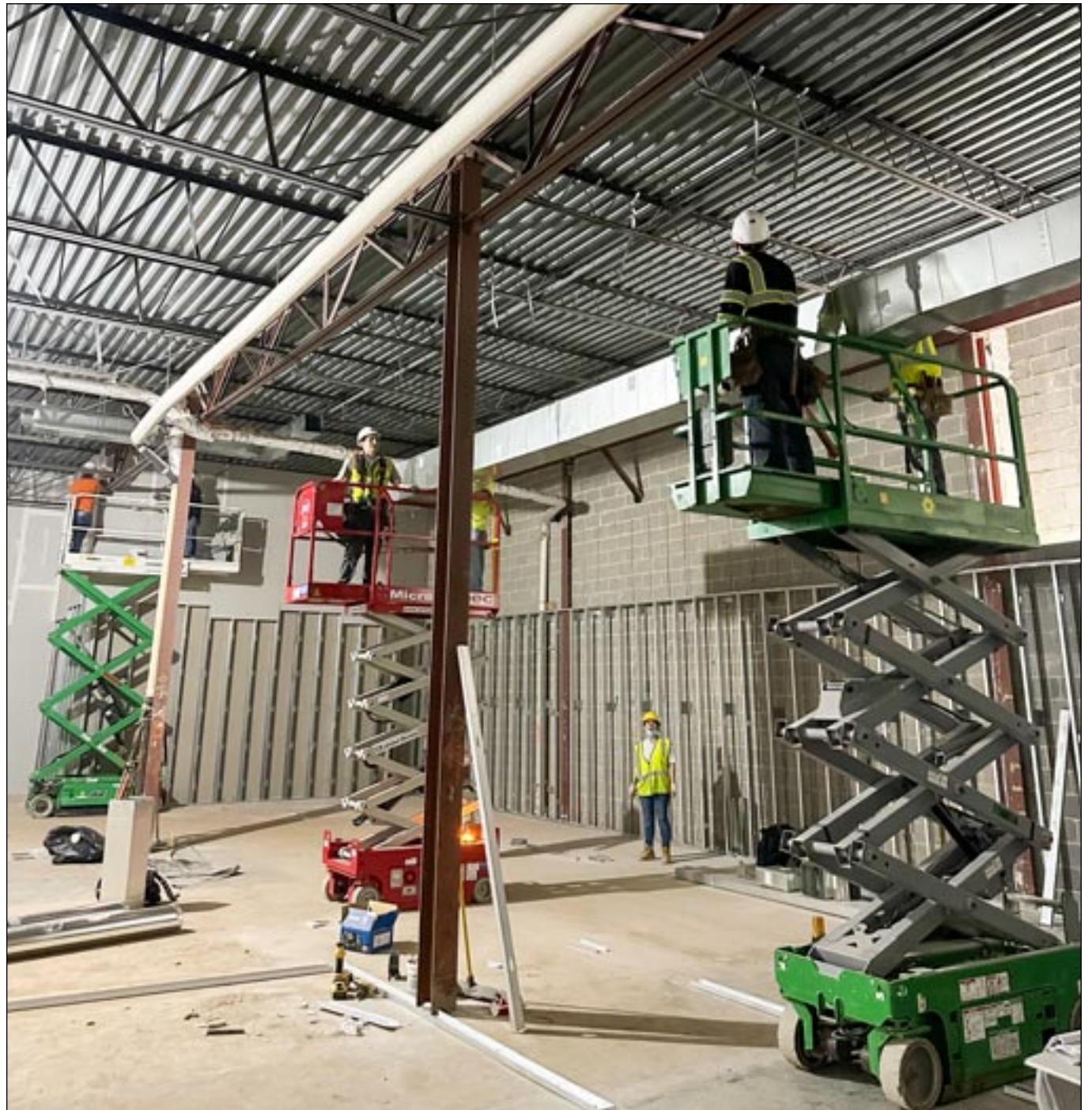
“I am extremely happy with my new quiet running unit. I did not even know it was running. Chuck was great and said I jumped twenty years of technology in one day. Much thanks to Mark and his team for making this an easy transition.” – Residential Customer, Manassas, Virginia

For being in business only a few short years, J. Henry Mechanical, Inc. has already made an impact, not only on the clientele, but on the community as well. Giving back to the community is important to J. Henry Mechanical, so Mark co-founded the Jim Rowe Foundation for the Trades, a 501C3 Non-Profit charity with a Board of unpaid members. “Our

mission is to support our youth who want to enter a trade, either through Trade School Scholarships or Apprenticeship partners,” states Mark. “This helps our community but also our industry in providing a pipeline for future talent.” Mark is also a founding member of Olde Towne Contractors Association, another 503C3 Non-Profit charity. “We are a group of six Manassas area contractors whose mission it is to support charities like Habitat for Humanity and Homeaid,” continues Mark.

As Mark and his team at J. Henry Mechanical look ahead, they have every reason to be excited. In just three years the company has become known for quality, integrity, and excellence in both the commercial and residential markets, and while they have much to be proud of, Mark realizes he must be vigilant as they move forward. “We will have growth with a purpose,” he explains. “Of course, we want to make a profit, but even more important, we want to keep an eye on the future, for the growth of

our firm, our employees well-being, and our community. I know we have an excellent core group to make that happen.” To remain focused on building the company the correct way, Mark also knows that being hands-on with every project and client is key. “I will never sacrifice the quality that this company delivers on every job,” he continues. “That means straight, level, plumb and clean. A good job should look good. That is the J. Henry way.” I think Paw Paw would absolutely agree.



Floor & Decor — Image Property of J. Henry Mechanical



**Powering Excellence and
Innovation Since 1985**

DEAN BROTHERS, INC.

Continued from page 31

“Good values are like a magnet – they attract good people” - John Wooden. Truly a great quote from a great basketball coach and man. John Wooden knew a thing or two about cultivating success and surrounded himself with others that were grounded in like-minded core values. A wise and proven pathway to success, it is one that Virginia’s most respected and trusted Electrical Contractor has used for almost 40 years.

Headquartered in Harrisonburg, Dean Brothers, Inc has based the foundation of their success on a company culture that is rooted in just such a set of core values – excellence, service, integrity, heritage, persistence, innovation, and pride. In turn, Dean Brothers, Inc. has spent the better part of four decades providing a healthy environment for their employees to produce at an optimal performance level for their customers, community, and families.

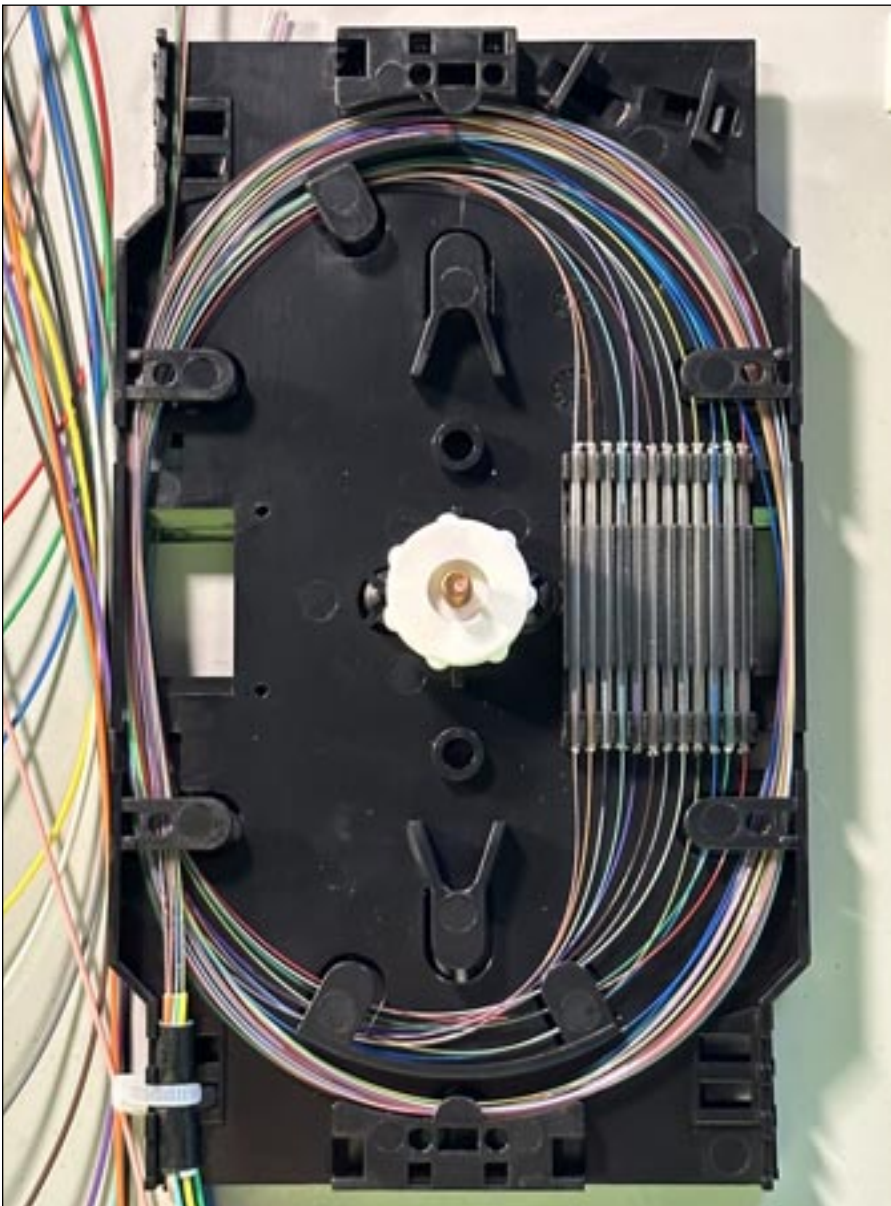
With a history reading nothing short of incredible, Dean Brothers, Inc. was born through the passion and ingenuity of company President, Eddie Dean. Eddie began his career journey when he went to work for his

father’s small electrical and appliance company just after high school. After working in the field for three years, Eddie earned his Journeyman’s card and was granted the privilege to test for his Masters license. Being one of only six out of twenty-three that passed the exam, Eddie began doing all the electrical work and troubleshooting repairs for his father’s company, providing valuable experience for future endeavors. “I was able to see all the different methods of electrical wiring,” explains Eddie. “Most importantly, I learned what things worked and what things did not work, which later on served me well.” Eventually, as Douglas Dean Sr. put the company’s efforts toward

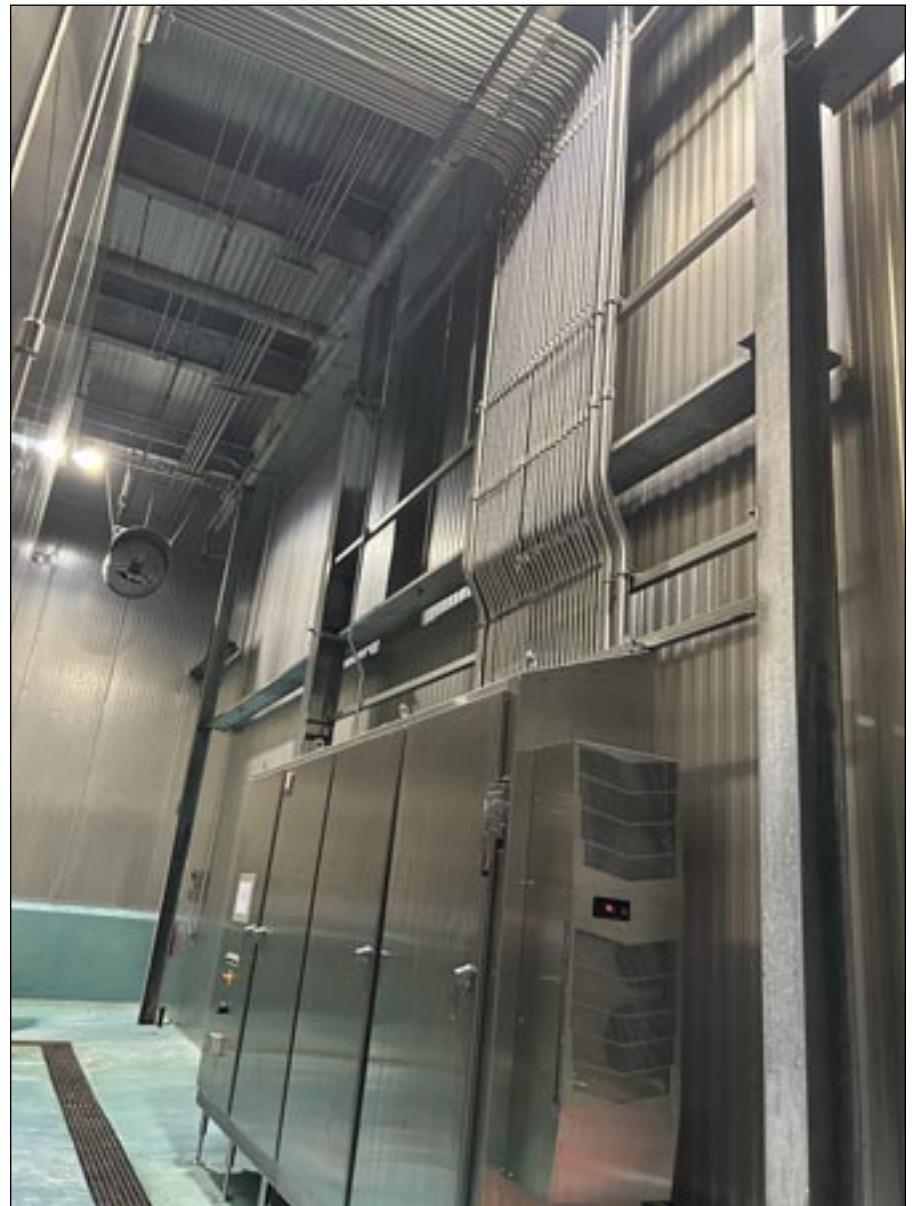
the appliance side of the business, Eddie wanted to continue his path toward electrical contracting and decided to strike out on his own. “So, in 1985 I sold everything I had of value, except for my home, a car and one rifle. That gave me a grand total of \$3,500.00 for my operating capital,” continues Eddie. “I borrowed \$5,000.00 from the bank to buy a used truck and some tools. I had a small following from my father’s company and I ran a small ad at the local radio station and the wheels started rolling. After a week I canceled the ad because I was getting too busy.”

Eddie Dean, Inc., as his first company was legally named, may

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Papier Mettler, Moorefield (WV) – Image Property of Dean Brothers, Inc.



Pilgrims, Moorefield (WV) – Image Property of Dean Brothers, Inc.

DEAN BROTHERS, INC.

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have started small but would quickly grow in both personnel and project size. "I hired one person to help me 8 hours a day. They would knock off for the day and I would go home, play with the kids, grab some supper then pick up a school kid that worked part time at nights," states Eddie.

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DEAN BROTHERS, INC.

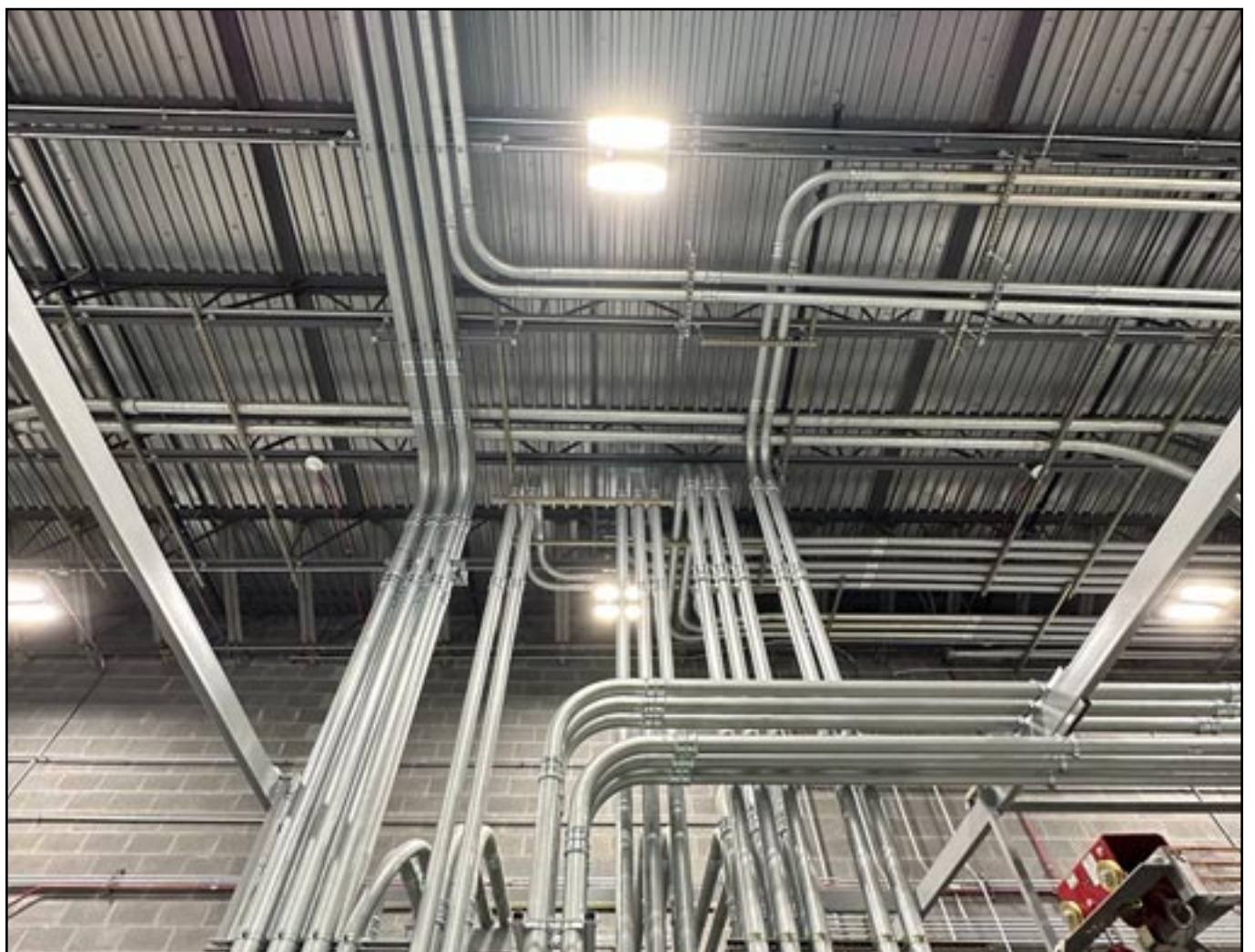
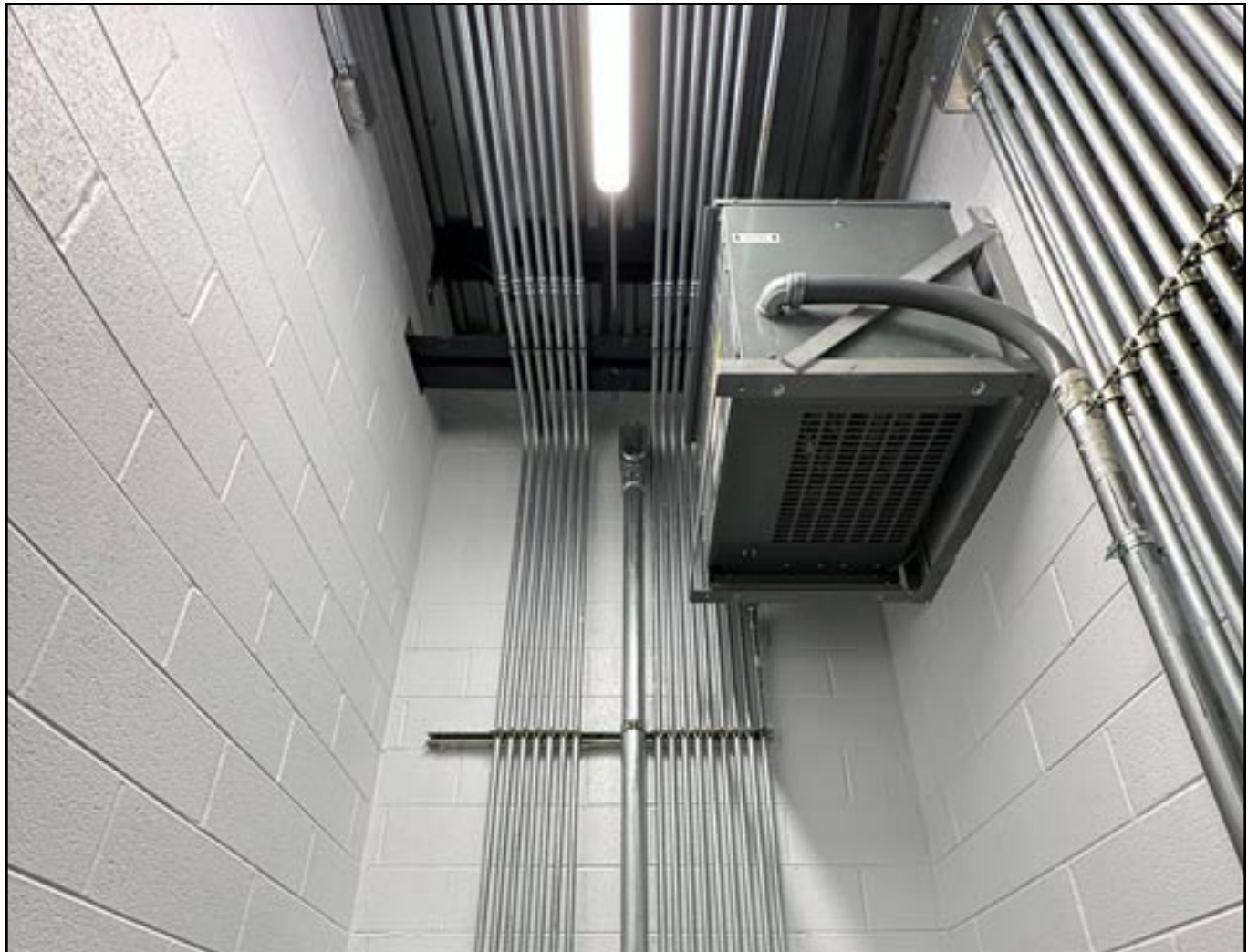
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“The fear of failure is what drove me.” These first 2 years Eddie worked upwards of 80 hours a week. “Around 1986, Doug Dean II came on board, followed by my father, Doug Dean, Sr. and then eventually my other brother, Steve Dean in 1998. By that time, I began doing state wide specialty grounding and installing generator systems for sensitive computer equipment in the telecommunication industry.”

When the company reached about 12 staff, Eddie decided a decision was at hand. “I did all the troubleshooting day and night, the estimating, design and project management,” states Eddie. “This went on for a few years and then a big problem surfaced. The great team mates started leaving because there was nowhere in the company for them to advance. Achievers are the kind of people I felt you want to build a company on and now I was losing them. I figured I needed to let the company grow if I intended on keeping these excellent employees’ long term.” Deciding use the Commercial Division to generate capital, two new divisions were formed; the Irrigation Systems Division and the Wiring Division (large residential, hotels, hotels, apartments, and time shares). Eventually, these two divisions were replaced by a Telecommunication Division and an Industrial Division.

Taking on small industrial projects to get started, Eddie used a few of his contacts and the com-

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DEAN BROTHERS, INC.

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pany began gaining steam. “We got our big break when a corporate engineer with a national poultry producer contracted us to consolidate the operations of two plants into one,” continues Eddie. “It turned out to be a tremendous success.” Word traveled fast in the manufacturing industry, and projects started coming in from many industrial companies. Yet Eddie and his team did have their share of challenges and not the least of which was overcoming the fact that local general contractors had their own preferred subcontractors that they took into the plants and factories. “It was near impossible to break through this glass ceiling,” says Eddie. “So, we had to go in the back door and develop relationships with the industrial companies. This effort finally evolved into the industrial accounts requesting the general contractors to allow us to bid the projects.”

Since then, Dean Brothers, Inc. has grown into one of the most successful electrical contractors in the state, continually striving to be the best in everything they do. With the majority of clientele in the Industrial and Commercial sectors, they have grown into a \$12-15 M annual company with 76 employees. Services include electrical, datacom, fiber optics, UL 508A industrial control panel shop, PLC programming and integration, fabrication shop and welding, engineering design build, and medium voltage.

While they boast many strengths

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DEAN BROTHERS, INC.

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that put them at the top, it is their solid leadership that sets them apart. Along with Eddie, there are three other Owners, each bringing unique talents and skills to the overall operation of the company. Steve Dean, Vice-President, began at Dean Brothers in 1988 as an electrical helper, and in 1993 started their Residential Division. Receiving his Journeyman's card and Master Electrician's cards in 1994 and 1995 respectively, Steve was integral in the direction and growth of the firm. Becoming General Manager in 2007, Steve continued heading up the

Residential Division while also bidding projects, doing project management, and taking care of day-to-day operations. By 2009, Dean Brothers was no longer doing residential work, and Steve was strictly involved in overseeing the daily operations of the company, and in 2015 officially became an Owner.

Chad Propst, a third Owner, started at Dean Brothers as an Electrical helper in 2006. Instilled with a strong work ethic from his upbringing playing baseball and being raised on a working farm, Chad has always approached life with determination and resilience. Bringing these quality traits to Dean Brothers, Chad continued to excel, becoming an industrial Foreman, overseeing and designing projects. Becoming an owner in 2019, Chad continues to estimate and project manage, spend-

ing time both in and out of the office. "I have to credit my wife, Jackee, and our kids for standing behind me and the support they have given me through the years," explains a grateful Chad. "In this line of work and with these industrial facilities, you must work with their schedules, which means a lot of weekends and holidays, cutting into family time and that is as much of a sacrifice for them as it is for me. I will say that here at Dean Brothers they do take care of you and your families for the sacrifices that this job entails. I am proud to be a part of Dean Brothers Inc. and look forward to contributing to its success and quality work in the years to come."

The fourth Owner, Clayton Rutan, began working at Dean Brothers in December, 2008 while working toward his electrical engineering degree. Beginning electrical work at the age of 18, he took an interest in pursuing engineering. After completing an apprenticeship program at a local trade school, he started classes at a local community college, and while working full time along with a lot of overtime, Clayton eventually completed the electrical engineering program after transferring to Old Dominion University. Soon afterward, he met his beautiful wife and started a family. As industrial controls and automation had always been where his interest was, he became a natural fit at Dean Brothers to pursue this endeavor. "Working hands on with the excellent team at Dean Brothers, the industrial plants, and the general contractors, so many great relationships and valuable experience has been a positive result for me," says Clayton. "The team at Dean Brothers has always put quality first! With that and the family feeling I knew that

Dean Brothers was the place for me, and we are continuing to find ways to improve ourselves and slowly continue expanding an amazing team of individuals to work with."

Having strong leadership, though, only matters if you have a strong group of people to lead. For the owners of Dean Brothers, Inc., it is paramount that they hire the finest team members at every level and then give them the personal control and tools to succeed. "We give our team members the opportunity to control their own destiny," explains Eddie. To that end, Dean Brothers feels a healthy environment is required for empowerment, achievement, and success. "It is our company culture that truly makes us who we are," adds Steve. "This culture is reflected in our core values and are the fabric and a direct reflection of the people who make this company such a successful force in the industry." This dedication to the well-being and advancement of their team can be seen in the amount of training and growth opportunities given at Dean Brothers, making it a place many spend their entire careers of 30+ years. Perhaps what really fuels the staff is not only being treated fairly but made to feel like family. "Our employees are self-motivated achievers, due in large part to the value they feel as productive and essential team members," says Chad.

This family culture is one that is not missed by the staff at Dean Brothers, and the satisfaction of waking up each day and going to work in a place they love is evident. Kenneth Riggelman, Superintendent for Dean Brothers, began his electrical career in 1983 and has been working at the company since 2015. "I



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DEAN BROTHERS, INC.

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really love my job,” says Kenneth. “Dean Brothers treats their employees great and I have moved up in the company since joining the team. The work is challenging and even hectic at times, but the management always gives us the tools and support we need to get everything done right and to the highest quality.” Another team member, Control Tech Dallas Layman, came to work at Dean Brothers over five years ago and brings almost twenty years of experience. Handling service calls, designing and constructing UL 508A electrical panels tailored to the customer’s needs, and writing PLC programs, Dallas has really

come to appreciate the guidance Dean Brothers has given him to navigate the challenges of the electrical field. “Dean Brothers has been instrumental in expanding my expertise as an Electrical Automation Technician,” states Dallas. “The company embraces new ideas, welcomes change, and keeps pace with advancements in the industry.” The firm’s commitment to quality is also something Dallas appreciates and believes sets them apart from their competitors. “Quality over profit is a stand out feature here,” continues Dallas. “If items are missed in a bid for a job, the directive is clear – build and design it as we normally would, even if we lose money on the job. This commitment to excellence is what makes Dean Brothers an amazing workplace, and I take pride in contributing to a company that prioritizes quality above all else.”

Evolving into one of the most

diverse contractors in the Shenandoah Vally, the company philosophy can be summed up in a simple sentence. “We bring our “A” game every day, regardless of client type or project size” states Clayton. “We always consider every project to be a test, requiring us to prove ourselves and our abilities.” This philosophy has proven a major benefit to Dean Brother’s clientele as they have access to the higher expertise of industrial level electricians for even commercial projects. “With the large industrial upgrades we do, it takes a lot of team mates,” continues Clayton. “So, for us to have access to the manpower needed for these industrial jobs, we take on large commercial projects such as schools, medical facilities, hotels, various retail accounts, office buildings, and others to keep our manpower at the needed levels for all project sizes. As a result, our customers are afforded

a higher level of electrical talent on commercial projects they may not otherwise have access to. The team at Dean Brothers, Inc. are experts in industrial and commercial projects.”

Doing a lot of retooling and upgrading for a variety of industrial clients, primarily in the food industry, Dean Brothers does not take lightly the extremely delicate nature of dealing with facilities that are up and running. “Lots of planning and focus goes into these projects. There is no room for error,” says Steve. “With these projects we do virtually every aspect of the project in house.” For example, Dean Brothers has their UL listed Controls and Automation Division producing control cabinets while UL systems are built in house. “We have our people handle datacom and data, and we have our own fabrication

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division that builds all the custom stainless and aluminum boxes, wire ways, cabinets, supports, conduit hanging systems, pedestals, and the such,” continues Chad. “They are also on site to do our own stainless and aluminum welding.” Further setting them apart from their competition, Dean Brothers is certified in Medium Voltage, bringing yet one more piece of the electrical equation to their larger industrial customers.

As a locally owned company, Dean Brothers understands the importance of remaining committed to every community they work in. “We work all over the state of Virginia as well as West Virginia. We will never be a contractor that goes into a customer’s community and rake the cream from the top,” explains Steve. “We always try to put back into the each and every community we work in.” To back up that sentiment, Dean Brothers has given generously to many of the communities they work in, donating time and money to many organizations.

Being so committed to both customer and community, it is no surprise that Dean Brothers is so respected and appreciated by both. The following client quotes give testimony to the dedication and effort Dean Brothers put forth on every project they take on, regardless of size or type.

I have recently had the pleasure of working with Dean Brothers on several of our projects. They have been able to execute everything from new equipment installation,

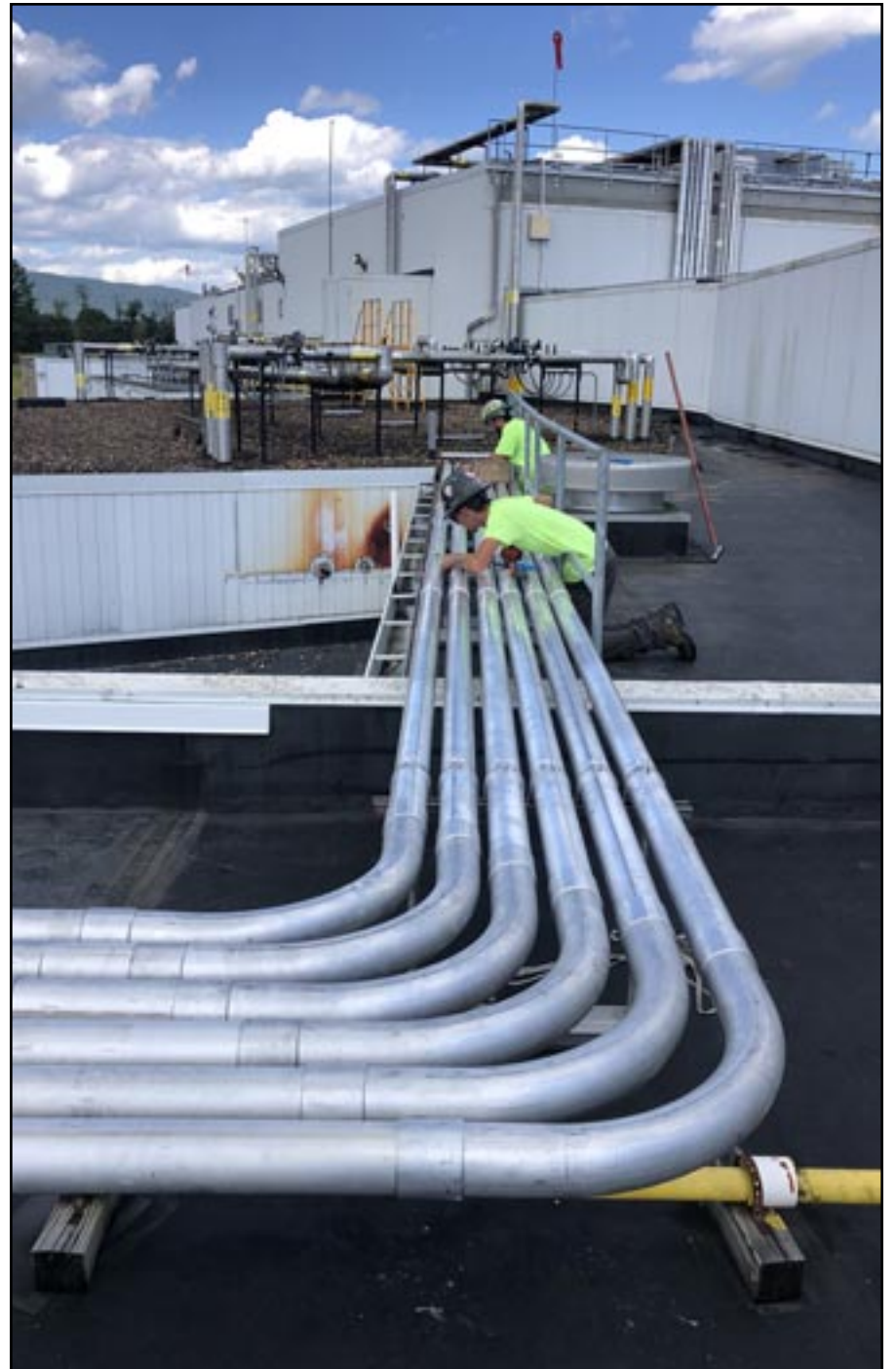
equipment overhauls, and an employee amenities/office expansion. Having one contractor that can handle infrastructure power, building wiring, automation, and data removes a lot of the complexities that come with managing several different projects. I can confidently say that they have and continue to exceed all expectations. From the initial consultation to project close out, every aspect of their service is impeccable.

Dean Brothers' expertise in both electrical and data installation is above any contractor I have worked with on past projects. They approach all of our projects with a level of professionalism and attention to detail that is truly commendable. They take the time to understand our specific requirements and provided tailored solutions that perfectly meet our needs.

Throughout the installation process, the Dean Brothers team demonstrates their technical proficiency and commitment to excellence. They work efficiently and effectively, ensuring that all work is completed to the highest standards while minimizing disruption to our facility's operations.

What truly sets Dean Brothers apart is their dedication to customer satisfaction. They are responsive, communicative, and always willing to go the extra mile to ensure that we are completely satisfied with the results. Their exceptional service and support makes the entire experience seamless and stress-free.

Thanks to Dean Brothers, our Stuart's Draft facility is being updated to a state-of-the-art electrical and data infrastructure that is both reliable, efficient, and convenient. I would highly recommend Dean Brothers to anyone in need of Industrial or Commercial electrical and data installation services.
Jordan Mann, Assistant Project



Manager, The Hershey Company

Dean Brothers has worked for Hershey Chocolate on numerous occasions for different jobs including network upgrades around the Stuarts Draft Facility. They have been great to work with, very professional, very reliable and we'll be happy to recommend them in the future.

*Tonya Potter-O'Kelley
Manager, Computer Systems
The Hershey Company*

“Harman Construction has enjoyed a long and successful rela-

tionship in doing projects with Dean Brothers. We have found them to be straight shooters who give fair and honest assessments of their progress and their work. A particularly positive experience recently was in the successful completion of a very large industrial project for Andros Foods in Mt. Jackson, Virginia. During construction they were responsive and helped drive the project to a successful completion. We are thankful to have good trade partners like Dean Brothers.” – Wayne Witmer, President & CEO,

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DEAN BROTHERS, INC.

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Harman Construction

“My experience working with Dean Brothers has been rewarding and fulfilling. I have worked with Dean Brothers for close to 20 years. They have completed some very challenging jobs for Pilgrims over the years delivering great results while be challenged by some strict timelines. The quality of their team, their experience, the deep engagement they bring to the process and the way they connect with all the people they interact with, makes Dean Brothers a fantastic partner to work with.”

– Matt Nelson

“In 2017 we installed a new production “cook” line that was automated from the start to the finish which was packaging. Their work was exemplary. In 2018 a new spiral IQF freezer was installed on another production line. Once again Dean Bro’s came through with another top-of-the-line installation. In addition to projects, I could always count of them to supply trouble shooting expertise whenever I asked for them to come help. After my retirement from Pilgrims, I worked for the Town of Moorefield. Once again, I called on Dean Bros for help on different issues at the water filtration plant. Then in 2022 the Town Park installed a new pavilion in the park. I asked Dean Bros if they were interested in bidding on the electrical part of this project. Their reply was we will donate the material and labor to complete the wiring of the

new pavilion.

This is just a brief view of their quality of work and their commitment to give back to the community.”

– Brian W. Wolfe

“DBI has completed several major projects in our complexes in Virginia and West Virginia. Every project from start to finish has always been completed with the quality expectations that our company requires. Many of these projects are done over weekends and holidays, and DBI has always

delivered us a completed operation on schedule. DBI even goes a step further and ensures that the support is there after start up and the months and years following the project 24/7.”

– Graham Nesselrodt, Pilgrims Prepared Food
“I cannot stress enough the importance of Dean Brothers, Inc. in our projects’ success. Their teams unwavering dedication, exceptional workmanship, and helpfulness have made a significant impact on our organization. We are incredibly grateful for the partnership we

have established and look forward to engaging their services in our future ventures.” – Deven Gerhart, Project Manager, The Whiting-Turner Contracting Company

“Virginia Poultry Growers Cooperative is a big turkey processing plant in Hinton, Virginia. For years we have used Dean Brothers for electrical contract work, service, and repairs for very large projects to the smallest 2-hour jobs. They are a locale, well-respected contracting company with high standards that can get a job done. Dean Brothers understands our process and is a good partner to rely on.” – Phil Miller, Engineering Manager, Virginia Poultry Growers Cooperative, Inc.

For almost four decades, Dean Brothers, Inc. has been setting the bar of excellence in the electrical construction industry for Virginia and beyond. As they continue to serve their clientele, Eddie, Steve, Clayton, and Chad understand that the only growth they will work toward is smart growth. “We will never sacrifice our core values, and we are only willing to grow as long as we can continue to service our clients with the excellence they have come to expect,” states Clayton. “That means providing them with a level of honesty and integrity that we promise and deliver on.” That includes being proactive even before a project starts to find any potential problems ahead of time. “We are straight forward and we do not play games,” adds Chad. “We hate change orders and will go out of our way to point out discrepancies’ pre bid so the customer is not blind-sided.” This comes as no surprise as all the



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core values the company is founded on point to putting all others, including clients, trade partners and team members above them-

selves. "For Dean Brothers, Inc. it is and has always been about building relationships, and that means providing quality and building trust," explains Steve. "We believe that our company culture reflects our core values. In the same manner, the core values of Dean Brothers Inc. reflect the heart of our company culture. They are one in the same. They identify who we are as people and

reflect what we do as tradesmen." Yet even with all the success and respect earned by the team at Dean Brothers, Inc over these many years, Eddie knows all too well that it can become easy to forget that it was part of having to prove one's self that brought success to begin with. Giving his team members a platform to succeed, Eddie prescribes to this philosophy for all who make Dean Brothers, Inc. their career path. "We believe the best performance is obtained when one feels they are in a position requiring them to prove themselves," states Eddie. "We have always remained true to our good values, which in turn has attracted the amazing, hard-working people that make Dean Brothers the company it is today." Sounds amazingly like something John Wooden once said.



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