



# Joulé Industrial Contractors

On Time - On Budget - Safe Delivery

## OUR EXPERTISE

For over 45 years Joulé Industrial Contractors (JIC) has exceeded clients' expectations throughout the country, earning a reputation as a premier resource in a wide range of industrial disciplines. Through superior craftsmanship, innovation and attention to detail, JIC has become the partner of choice for mission-critical, large-scale projects. Our senior team has over 200 years of combined management experience to ensure our expanding client base the highest standards in safety, experience and reliability.

## THE BEST OF BOTH WORLDS

As a unit of Joulé Inc., an established group of market-leading businesses, JIC has the advantage of providing the personalized services you'd expect from a smaller firm, with all the best-in-class resources of a larger firm.

## OUTSTANDING OEM

**“Joulé is a great company to work with when installing conveyors and equipment. They have met or exceeded all of our expectations, whether it was 2 men for 2 day projects or 10 men for 3 month projects. They always seem to find the extra manpower for those last minute pushes that are sometimes required. We recommend Joulé when you want to get the job done on time and within budget.”**

*David Ironside – Installation Manager  
Nercon Eng & Mfg*

## SUPERIOR SERVICES

- OEM
- Fabrication
- Shutdown & Outage Support
- Preventative Maintenance
- Coded ASME Welding

## INDUSTRIES WE SERVE

- Alternative Energy
- Cement & Asphalt
- Food & Beverage
- Petrochemical
- Power Plant
- Pulp & Paper

## NATIONAL LEADER IN SAFETY PRACTICES & QUALITY CONTROL

- ISNetworld – “A” rating
- PEC Premier – 100% Safety Program Score
- ASME Coded Weld Shop – 31 Years Continuous Accreditation
- On-Going MSHA Part 46 & Part 48B – Certified Trainers Nationwide
- West Virginia Mine Health Safety and Training Association 2011 – Certified Contractor
- Dedicated Safety Director – 29 Year Tenure

## Recent OEM Clients



## EXPOSING THE DOWNSIDE OF THE LOWEST BIDDER MYTH

*A 40 Year Industry Veteran's Analysis of Value vs. Low Price*

### BEWARE OF THE LOWEST BIDDER

As the industry continues to withstand hits caused by the slow economic recovery, awards have begun to favor the lowest bidder instead of the most qualified. Engineers and managers concerned primarily with the bottom line are focusing solely on up-front pricing, rather than the total investment and useful life of products and services. In most cases, what happens is the sacrificing of value for cheap pricing. Are there any repercussions to this strategy? Ever hear of the saying "You get what you pay for"? In the current economic climate, you simply cannot afford cheap. Cheap costs money. It costs money to fix and it costs money to replace.

### PROVEN EXPERIENCE

Over 40 years of working my way up from the field to Vice President, I've seen how choosing the lowest bidder backfires and costs the company more money in the long run. I've also seen how companies who have awarded projects to contractors based on the best value, rather than the lowest cost saved money down the line - and big money at that. A year ago, Joulé Industrial Contractors won an annual overlay welding job for a major New England power plant. Granted, our rates were higher than the previous contractor; however our services were of higher quality. Not only was the job completed safely and successfully, but upon inspection, our superior welding transformed what was once an annual maintenance and repair job to every other year, essentially cutting future costs and downtime in half. The good news for the utility company is that they will save \$120,000 over the span of two jobs. The bad news for us is that they don't need us as much now! But, jobs like this have built our reputation for quality work and we believe there is no equal substitute for value. And so should you.

### THE CLINCHER

Based on proven cost savings such as this and countless others, your best bet is to consider

the importance of value rather than the lowest cost when awarding projects. The lesson to be learned is that only rich companies can afford the lowest bidder.

*John Porch  
Vice President  
Joulé Industrial Contractors*

### FEATURED PROJECT: FABRICATION & INSTALLATION EXCELLENCE

When the world's leading manufacturer of high-quality cocoa and chocolate products called upon AZO to expand its cocoa production capacity in their Pennsylvania facilities, AZO looked to JIC and awarded them the fabrication and installation contract.

JIC's team determined that a significant challenge existed in the height limitation of a 34' ceiling, with silo tanks and mixers at 25' and 28' respectively, as this eliminated the option of installing equipment from the top. Thanks to JIC's expertise in 3D modeling and their experienced crew, they were able to install the silo tanks and mixers smoothly and accurately from the bottom. The second challenge was that the fabrication area was moved 1,000 feet away from the installation area. Realizing this would impact the overall schedule, JIC quickly developed new transportation arrangements. JIC's superior craftsmen fabricated the galvanized steel and installed equipment in the following areas:

- Debugging Station
- Grinder Feed
- Big Bag Filling
- Cake Silo Stands
- Packaging Area
- Pneumatic Conveying System

Despite the challenges posing risks to both timing and budget, JIC successfully converted an existing warehouse facility into a computerized and automated cocoa powder plant ahead of schedule, on budget and safely.

