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3rd Quarter 2011—Volume 5, No. 3

INSIDE

**Investing
In Local
Economies:**
Spotlight on
Industrial and
Commercial
Projects

A QUARTERLY REPORT FROM
HOWARD SHOCKEY & SONS, INC.
Quality Construction Since 1896



Shockey Chosen To Design/Build Melnor Facility

Melnor, Inc., one of the leading producers of lawn and garden watering products in North America, has operated in the Winchester-Frederick County community for more than 15 years. When the company outgrew its leased space in Fort Collier Industrial Park, it selected Howard Shockey & Sons, Inc. to design and build a new 128,000-square-foot building.

*The structure will serve
as Melnor, Inc.'s East
Coast Headquarters.*

Melnor's new facility will house offices, research and development labs, and a distribution center — all under one roof. The new structure, in Frederick County's Stonewall Industrial Park, is designed to accommodate future expansion. Project architect is Design Concepts.

Shockey began site work in July, and the building is scheduled for an early 2012 completion.

Melnor President and CEO Juergen Nies said the Winchester area is a great fit for the company. "We import 100 percent of our products, so Winchester's East Coast location, with its proximity to a large distribution network, is perfect," Nies said.

**[pictured above] MELNOR EAST COAST
HEADQUARTERS, Frederick County, VA**

Owner: Melnor, Inc.

Architect: Design Concepts

Size: 128,000 SF

Mercury Paper, Strasburg, VA
image ©Eric TaylorPhoto.com



**Investing
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The Partner of Choice: Time after Time

Shockey's Reputation Brings Repeat Industrial Business

Howard Shockey & Sons' breadth of industrial experience ranges from state-of-the-art printing facilities and automotive plants to distribution centers, food and beverage plants, industrial LEED construction, manufacturing and shipping plants.

Shockey's team members often make early recommendations that cut design costs, increase efficiency or improve reliability. "We often help reduce owners' stress about their projects because we address concerns before they become big issues," Boehm said.

5,000,000+
SQUARE FEET OF INDUSTRIAL SPACE (AND COUNTING)

"We've built more than five million square feet of industrial space, but even more than that, Shockey *delivers* projects in ways that exceed expectations," said Jeff Boehm, vice president.

Clients expect creative solutions, impressive results, minimum risk and an economic return on investment. A century of building experience with the most demanding building types, along with a thoughtful approach to planning, has given Shockey's clients their due.

"Shockey is also embracing technological changes that can help us build even more efficiently," he added, "with the ultimate goal of eliminating problems before we hit the jobsite."

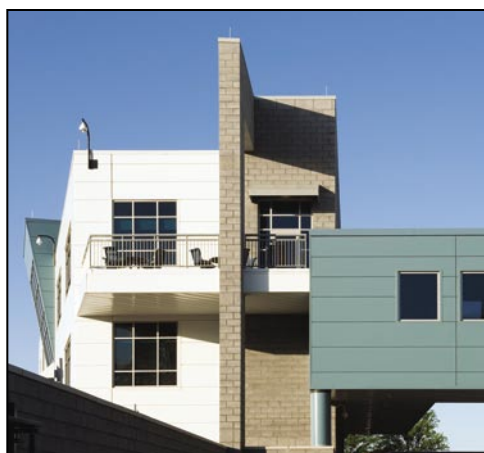
The company's strong reputation for outstanding service and its seasoned team of professionals keep clients returning time and again. Rubbermaid, Ecolab, General Motors, Kingsdown, Southeastern Container (a division of Coca-Cola) and Kraft have all relied on Shockey for their industrial facilities. *

GRTC Transit System, Richmond, VA
Owner: Greater Richmond Transit Company
Architect: Gannett Fleming Engineers and Planners
Size: 100,000 SF maintenance facility;
22,800 SF operations facility
Delivery Method: General Contractor
[©David Chance; photo courtesy of GRTC Transit System]

Did You Know?

In just two years, **green building** may account for 20% of the world construction market.

[related stories on page 4]



Print Innovators (Free Lance Star), Fredericksburg, VA
[photo ©Robert Martin]



GENERAL MOTORS SPO WAREHOUSE
Cumbo Yard Industrial Park, Berkeley County, WV
Owner: ProLogis Development Services
Architect: Randall Paulson Architects
Size: 404,000 SF
Delivery Method: Negotiated General Contractor
[photo ©EricTaylorPhoto.com]

H.P. HOOD P-4 ADDITION
Winchester, VA
Owner: H.P. Hood, Inc.
Architect: Hixson Inc.
Size: 84,000 SF
Delivery Method: Design-Build

Shockey In The News

Shockey is building a continuing care retirement community that will give seniors a vibrant, friendly place well-suited to meet their physical, psychological and spiritual needs



for the present and future, says its owner, National Lutheran Homes.

When it opens in 2013, the \$78 million Village at Orchard Ridge will offer residents options ranging from independent living to skilled nursing. The construction is being managed by Howard Shockey & Sons. Once complete, the community will consist of 178 residences around a village green.

The Winchester Star

In other news, GRTC Transit System's bus operations and maintenance facility continues to get noticed, not only for its sleek design, but also for its environmental savvy.

Today, instead of operating out of eight separate buildings at its old location in Richmond's Fan District, all of the company's 560 employees in administration, operations and maintenance work out of a 123,000-square-foot structure that has been nationally recognized as one of the best. Stephen McNally, GRTC's project administrator, marvels that the company has been able to cut its energy usage by nearly 50 percent a year since moving into the building in January 2010: a savings of about \$200,000. He also likes to point out that the project was completed six weeks early and came in \$1.8 million under budget — an impressive feat, even for a company used to running on a tight, controlled schedule. *

Sources: Winchester Star, Virginia Business

SHOCKEY

THE PARTNER OF CHOICE®

Howard Shockey & Sons, Inc.

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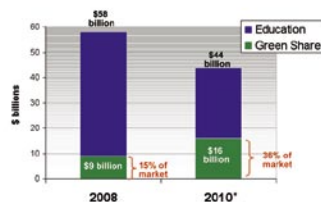
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The Mainstreaming of Green Building

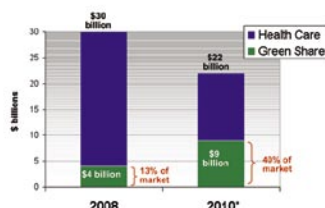
In the last five years, green building has evolved from the ideal to the practical — and owners are realizing real, tangible benefits. Despite continuing economic difficulties across the construction industry, analysts predict that the green building and sustainability movement will continue to be strong. In fact, green building could account for 20% of the world construction market in two years and become the norm over the longer term, according to Canaccord Genuity. McGraw-Hill estimates that green building in the U.S. accounts for up to 12% of current construction spending.

Industry experts predict the next focus of the green building industry will be the greening of existing buildings.

Education Construction Largest Green Market in Value—Steady Growth



Health Care Construction Strongest Growth in Green Market Share



* Charts courtesy of Harvey Bernstein, McGraw-Hill Construction

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A TOAST TO OUR HEALTH

IT'S A LEAN, GREEN MACHINE

Shockey rehabilitated multiple historic buildings in Winchester into a campus for Our Health, helping to streamline the provision of public health and social services for residents and providing a model for said services by giving low-income, uninsured or disabled clients access to multiple services in one location. Shockey renovated an old foundry building to be very energy-efficient, with a solar-heated water system and recycled flooring. *

OUR HEALTH, Winchester, VA

Owner: Our Health

Architects: Design Concepts, SFCS

Size: 67,466 SF

Negotiated General Contractor: Howard Shockey & Sons, Inc.

[photo ©Peter Aaslestad]



Upcoming Conferences

2011 VACo Annual Conference

November 13-14, The Homestead, Hot Springs, VA

2011 VSBA Annual Convention

November 16-18, Williamsburg Lodge Conference Center, Williamsburg, VA