

Partners in Excellence



Accu-Fire Fabrication, Inc. — A Family Affair

By Jon Otto



Vince Murphy was born in Bryn Mawr Hospital just outside of Philadelphia and grew up in northern New Jersey in the town of Westfield. He attended Holy Trinity High School where he was a very good soccer player. In 1971 Vince enrolled at Gettysburg College in south central Pennsylvania where he was able to continue his love of soccer while pursuing his academic career.

A year later Deardra Keller made a shorter trip down US 30 from her home town of Harrisburg, Pennsylvania and also enrolled in Gettysburg. In Deardra's third year at Gettysburg she met Vince and as they say, the rest is history, in this case a very happy one.

Vince graduated from Gettysburg in 1976 and went to work for ITT Grinnell in Pittsburgh. Grinnell was and is the world's foremost designer and manufacturer of cast iron connectors, couplings, valves and fittings for the fire suppression industry. Working for Grinnell in sales and marketing, Vince not only learned the industry, but he met all of Grinnell's customers in the Mid-Atlantic States

and the Mid-West. This was a who's who of the fire suppression industry.

While Vince was learning the business, Deardra graduated from Gettysburg and also moved to Pittsburgh where she worked for H&R Block and as a legal secretary. While training for a new position with Grinnell in Richmond, Virginia in 1979, Vince proposed to Deardra. In the spring of 1980 they were married.

Vince and Deardra are blessed with four great kids and they came quickly; Maggie in 1981, Caroline in 1982, Vince Jr. known as "Murph" in 1985 and Michael in 1987. All was well with the world with a great job in which Vince excelled and a growing family.

But Vince and Deardra had a dream; they wanted their own business. So it was after several years of planning, Accu-Fire Fabrication, Inc. was founded in 1991. They chose to locate at the opposite end of Pennsylvania from Pittsburgh in Langhorne, Bucks County.



Original Location in Langhorne



First Delivery Truck

Why move so far east? The primary reason is that Vince and Deardra wanted to be closer to their potential customers so as to be better able to serve them. A happy coincidence was that it also brought them both closer to their families. Vince's plan was to provide high quality fabrication of fire suppression pipe so his sprinkler contractors could concentrate their efforts on design and field installation rather than shop labor.



The Murphys and Penn Valley Vice President John DenBleyker

Vince started the shop with only one truck, two employees and himself doubling as plant manager and salesman. Deardra kept the books and did the billings while raising the family. Sixteen hour days were the norm but with hard work and a focus on customer satisfaction, Accu-Fire prospered and by 1997, Vince and Deardra found themselves out of space.

Penn Valley Constructors was introduced to Accu-Fire in the summer of 1999 when the Murphys located a lot in the US Steel Industrial Park in Fairless Hills, Pennsylvania. That site is only about 5 minutes from our office. We were able to successfully negotiate a contract with them and by early 2000 we delivered to Accu-Fire Fabrication their new 40,000 square foot production building. With high ceilings, long bay spacing and plenty of room for pipe storage, it was a different world from the rented building in which Accu-Fire got its start. In this building Vince installed two state of the art welding lines and still had

ample space for the storage of valves, connectors and other accessories.

While we were constructing this building, Vince and Deardra introduced me to the aforementioned "Murph". Penn Valley and the Murphys had become pretty friendly in early stages of our relationship and Vince and Deardra knew I was a member of the Philadelphia Yearly Meeting Committee on George School. "Murph" was applying to George School and

Vince and Deardra asked if I could write a recommendation for him. I agreed to have lunch with "Murph" to get to know him a little bit before I could become his advocate. We had a nice lunch and by the time we were half way through, I was very sure that Vince Jr. would be a great candidate for George School and no doubt be accepted on his own merits with or without or in spite of my recommendation. I happily wrote that recommendation the next day and the following fall Vince Jr. started a successful career at my Alma Mater.

In the aftermath of Hurricane Katrina in September of 2005 I was asked to take on the position of chairman of the construction committee for the Bucks-Mont Katrina relief project. I accepted this position not fully knowing what it would entail. I thought it would be my job to organize contractors to send labor down to the Gulf Coast to help with reconstruction. On my first of what would be twenty visits to Bay St. Louis and Waveland in Hancock County



Steel Erection in Progress



Shipping and Receiving

Mississippi, I saw the disaster first hand: the scale of destruction was truly not to be believed unless you laid your own eyes on it. I also learned what I'd be asked to do; the area needed a child care center.

My charter was to find volunteers and funding to design and build a 10,500 square foot day care center for Hancock County. I needed plenty of help so I reached out to friends, customers and subcontractors. Accu-Fire was one of the first because we needed a fire sprinkler plan prepared for permits. When I asked Vince for his help he quickly said "yes". Then he stunned me by saying, "Is that all? We will supply the pipe too!" That was a lot of pipe to fabricate and deliver 1,050 miles from home. This gift of kindness gave the whole project a boost. In the subsequent fourteen years I have learned that this type of generosity is typical of Vince and Deandra.

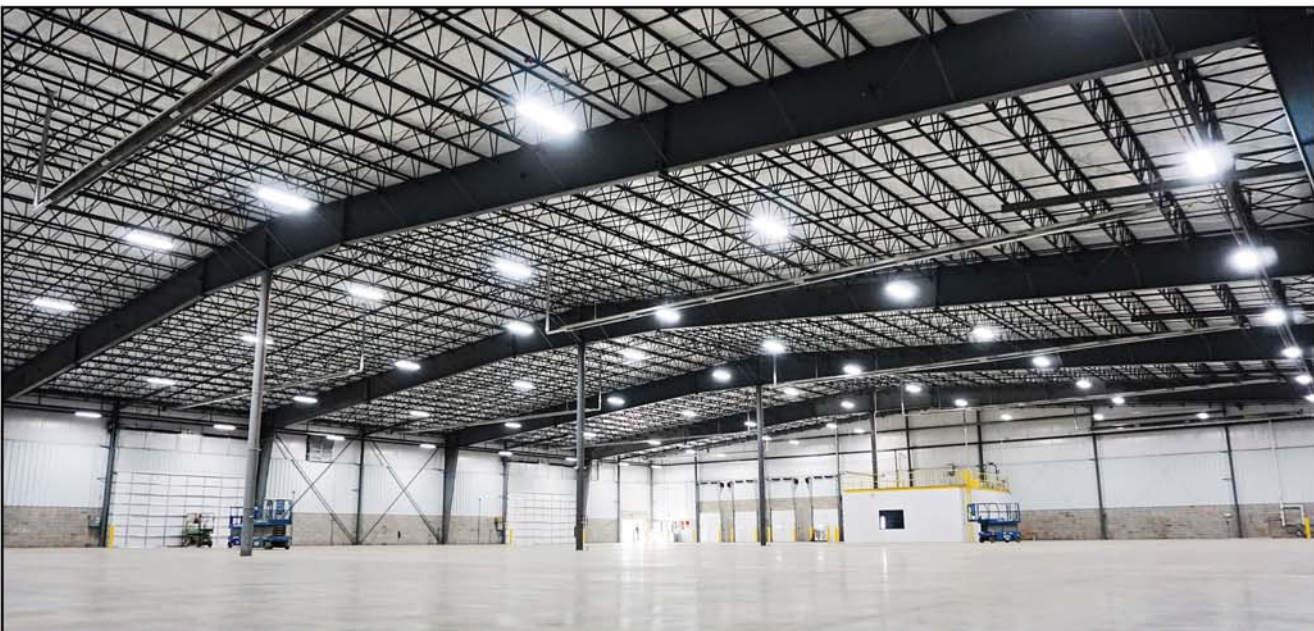
We stayed in touch then and now, so when the Murphys were ready to expand their building in 2006, they came straight to us and we quickly designed an addition for them and negotiated a contract for a 35,000 square foot extension to the original building. This expansion nearly

doubled Accu-Fire's production capacity and was completed in the end of 2007.

About 6-7 years later, Vince approached me to see if we could help him acquire the 3.4 acre lot next to Accu-Fire. Vince Jr. had joined the company and all indications were that Michael would soon follow in his footsteps; Accu-Fire was again ready to expand. In early 2017 the sale was finalized and we got started on the plans.

A lot of new technology had become available in the 18 years since the original building was built. We moved forward keeping the best of the old and adding new features.

Obviously we wanted to maintain a homogeneous appearance for what has become a campus, so we designed the biggest building we could fit on the site and still allow for outside storage and loading. The building is 190' wide by 235' long by 24' clear inside height white pre-engineered steel with center scored block to match the existing building so the exterior shell looks the same. Inside we made changes; we changed the framing to 50 foot long span joists supported by post and beam rafters with only one column per frame resulting in a building with a footprint of just over an acre with only four interior columns. This is a great benefit for a business that handles pipe 25 feet and longer on a regular basis. We also added white reflective liner panel to the interior to enhance the state of the art LED the lighting. LED fixtures are long lived (up to 5,000 hours) and highly efficient, using just 40% of the electricity compared to fluorescent fixtures. High speed doors and infrared heat were employed along with R=20 wall and R=28 roof insulation to create a very energy efficient building.



The Wide Open Interior at Completion



Bird's Eye View of the Accu-Fire Fabrication Campus

In June of 2018, Project Manager Steve Pfau and Superintendent Tim Keenan started the project. Despite an incredibly rainy summer and fall, we delivered the new building to the Murphys in October. The new building will provide additional fabrication, painting and storage space and also serve as a distribution center for valves, gauges, fittings and couplings.

For more information, please visit:

Accu-Fire Fabrication, Inc.

8 Progress Drive • Morrisville, PA 19067

800.641.0005

www.accu-fire.com

Personnel News — Brian Trabosh

By Jon Otto



Brian joined Penn Valley in June of 2013 as a Project Manager. After 5-1/2 years of performing that job to a very high standard, Brian asked for the opportunity to move into the position of Estimator. Penn Valley management happily approved that change and effective January 1, 2019 Brian became an Estimator. He will

continue as Project Manager for two jobs which he estimated and helped the company close: Shiseido USA Manufacturing Pilot Plant in East Windsor, New Jersey and Ferro Corporation in King of Prussia, Pennsylvania.

Brian is a 2004 graduate of Drexel University where he received a BS in engineering with a minor in construction management. Upon graduating from Drexel, Brian spent the next nine years working for Joseph Jingoli and Son, Inc. and its affiliate DCO Energy predominately working on large energy related projects with a focus on site work, utilities and large scale MEP systems. Among his projects were the Inlet District Energy Center providing heating, cooling and electric power to the 3.3 million square foot Revel Casino in Atlantic City and the Linden VFT Facility where he was responsible for the installation of only the second variable-frequency transformer to be installed in the United States.

Since coming to Penn Valley, Brian has successfully completed a warehouse renovation and utility upgrade for Australian GMA Garnet in the USS Industrial Park (2015), a series of complex additions and renovations for Shiseido USA in East Windsor, New Jersey totaling in excess of \$26,000,000 (2015-2018) and a significant plant upgrade for Heucotech in Fairless Hills, Pennsylvania (2017).

Brian, a varsity swimmer in high school and college, lives in Levittown, Pennsylvania with his wife Allison and four children; Aiden, Alexandra and twins Nolan and Bella. He is active in his children's youth soccer for which we commend him and an avid Dallas Cowboys fan for which we forgive him.

We are very excited about Brian's new role at Penn Valley and look forward to his continued success.

**Isn't it time you contact us
for your next project!**

800.523.3746

Penn Valley Constructors, Inc.

1707 South Pennsylvania Avenue
Morrisville, PA 19067

1-800-523-3746 • 215-295-5055 • Fax: 215-295-2980

www.pennvall.com

Issue 31, February 2019

