

# THE CONTRACTOR



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## New Corporate Website

Welcome to S.M. Lawrence

[Click to View Our New Site](#)

S.M. Lawrence is pleased to announce the unveiling of our new corporate website. The site has been designed with a fresh new look and user-friendly navigation, updated with the latest information about our solutions and services.

You can now obtain detailed information and testimonials pertaining to completed projects through the Case Studies section on our site.

S.M. Lawrence is also now offering a Careers section where anyone is welcome to submit your resume and credentials.

As we usher in a new year, we are excited about the prospect of what this new site will have to offer each of you, our dedicated customers. We hope that you will enjoy browsing, finding more options and information each time you visit our new site.

[Click here to visit our new site.](#)

**S.M. Lawrence**

**COMFORT  
SYSTEMS USA**

DESIGN • BUILD • MAINTAIN • SINCE 1917

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**Projects**

Learn more about our case studies

[Click Here](#)



**Services**

Learn more about our Services

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**Careers**

Learn more about our Careers

[Click Here](#)

# Brunett Named President



Steve Brunett, President

The company is pleased to announce Steve Brunett as the new President of S.M. Lawrence. Steve has been serving as a senior executive under the leadership of Interim President, Bo Lawrence over the past few months.

Lawrence noted, "I am confident in Steve's ability to assume this new role. His prior experience and knowledge within the industry will be a major asset to our company and I am excited for what the future will hold under his new leadership."

Brunett will be focusing on business development, strategic company growth and implementation of our prefabrication abilities.

"My vision for the future is to insure that our business plan is implemented 100%," said Brunett. "I hope to improve our Virtual Construction department by increasing our output of modeled detailing and prefabrication. We will be turning our attention to quality control and accuracy. In addition, by working with all divisions, I am optimistic we will be able to strengthen our internal processes so that better value is gained by the company and this value is passed on to our customers."

# New Vice President of Service

S.M. Lawrence is also pleased to announce Chuck Beaver as our new Vice President of Service. Chuck brings over 35 years of experience in facility maintenance, project management and service operations. Before joining S.M. Lawrence, Chuck served as the Vice President of Service at EMCOR Services Walker J. Walker in Memphis, Tennessee for 6 years.

Chuck will be responsible for overseeing all of our Jackson and Memphis service operations. His goal is to initiate strategic service growth and to meet the 2x2017 plan for our company.

Chuck currently resides in Oakland, Tennessee and will be working primarily from our Collierville office. He has been married to his wife, Kathy for 34 years and has 3 sons. When he is away from the office, Chuck enjoys staying active in his church and spending time in the outdoors wake surfing, snow skiing or mountain biking.



Chuck Beaver and Collierville Team



Chuck Beaver, Steve Brunett and Bo Lawrence



# Current Projects

## **Jackson Regional ADA**

*Jackson, TN*

Mechanical PM: Richard Petty

Electrical PM: Ken McNabb

Supers: Denny Holland, Tony Norton

## **TaylorMade**

*Liberty, SC*

Mechanical PM: Keith Greenway

Sheetmetal PM: Justin Johnson

Super: Jeff Monsue, Gary Karnes

## **American Railcar Industries**

*Brookhaven, MS*

Mechanical PM: Keith Greenway

Sheetmetal PM: Justin Johnson

Electrical PM: Eddie Tharpe

Supers: Tony Norton, Jeff Monsue and Joey Walker

## **Ascena Office Addition**

*Pataskala, OH*

Mechanical PM: Richard Petty

Sheetmetal PM: Justin Johnson

Super: Danny Bates, Danny Graves

## **Volunteer Community Hospital**

*Martin, TN*

Mechanical PM: Richard Petty

Electrical PM: Ken McNabb

Supers: Ricky Holmes, Tony Norton

## **CF Industries**

*Donaldsonville, LA*

Mechanical PM: Tony Skelton

Super: John McBride

## **FCC, LLC Paper Plant**

*Laurinburg, NC*

Mechanical PM: Keith Greenway

Sheetmetal PM: Justin Johnson

Electrical PM: Mike Raper

Supers: Herschel Bailey, Tim Sloan and Terry Ross

## **Caterpillar ACS**

*Corinth, MS*

Mechanical PM: Tony Skelton

Sheetmetal PM: Justin Johnson

Super: Ricky Holmes, J.H. Jones

## **Unilever**

*Jonesboro, AR*

Electrical PM: Eddie Tharpe

Super: Charlie Loper

## **Genco**

*Lebanon, TN*

Electrical PM: Ken McNabb

Super: Steve Marberry

## **FCC Expansion**

*Laurinburg, NC*

Mechanical PM: Keith Greenway

Sheetmetal PM: Justin Johnson

Electrical PM: Mike Raper

Supers: Tim Sloan and Chip Stone and Terry Ross

## **Crop Production Services**

*Tunica, MS*

Electrical PM: Ken McNabb

Super: Benny Hendrix

## **Ferguson DC**

*Celina, OH*

Electrical PM: Ken McNabb

Super: Stan Sanders

## **Kinder Morgan**

*Port Sulphur, LA*

Mechanical PM: Tony Skelton

Super: John McBride

## **Jefferson Southern**

*Rockmart, GA*

Mechanical PM: Richard Petty

Sheetmetal PM: Justin Johnson

## **FCC Aboveground**

*Laurinburg, NC*

Mechanical PM: Keith Greenway

Sheetmetal PM: Justin Johnson

Electrical PM: Mike Raper

Supers: Herschel Bailey, Tim Sloan and Terry Ross

## **Unilever 1K**

*Covington, TN*

Mechanical PM: Richard Petty

Sheetmetal PM: Justin Johnson

Super: Todd Dickey and J.H. Jones

## **Royal Building Products**

*Newbern, TN*

Electrical Super: Eddie Tharpe

Super: Tim Capps

# Sheet Metal Spotlight

The Sheet Metal Shop is in full swing. In addition to assisting with 9 of our current projects, we are in the process of fabricating two major jobs in Louisiana and Alabama. We are currently working with one of our sister companies, Capital Refrigeration, to assist in fabrication of the rectangular ductwork for a facility in Montgomery, Alabama.

The sheet metal crew also recently began a project for Edward Livingston School in Louisiana. We are providing all of the rectangular, spiral and oval ductwork, which should amount to nearly 70,000pounds. Following the completion of this project, we will be working with the same company to complete two other projects for schools in the same area.

Sheet Metal Prefabrication is an integral part of our mechanical services. With fabrication capabilities attributing to a large portion of the installed HVAC components, it is important for our company to maintain control over production throughout every project we can. If you would like more information about our Sheet Metal Pre-Fabrication abilities, please contact Justin Johnson.



## New Faces



We are proud to welcome Felicia Wainwright as a new Estimator for our mechanical division. Felicia has over 15 years of experience in plumbing, piping, sheet metal and fire protection estimation. Before joining S.M. Lawrence in 2013, she was the owner of MEP Estimating LLC in Live Oak, Florida. In her new role as Estimator, Felicia will be responsible for providing estimation for our mechanical, piping, plumbing and sheet metal services.



# Then & Now



Charles Adkins, 1988



Charles Adkins, 2013

There is a reason S.M. Lawrence has been in business for nearly a century. If it were not for our dedicated employees, we would not be where we are today. In fact, many employees have been serving S.M. Lawrence for 20 plus years. We have chosen to dedicate this portion of our newsletter to those employees who have loyally served our company through the years.

When **Charles Adkins** joined our company in 1988, S.M. Lawrence consisted of 80 employees and was divided into three different branches: S.M. Lawrence, Lawrence Service and Air Systems, Inc. His first position with the company was Senior Accountant. He was responsible for overseeing accounting for the sheet metal division, payroll, state and federal payroll tax reports, work order invoices, accounts receivables, preparing journal entries, special projects as required, and reporting to the Controller. In August of 1999, Charles was promoted to Human Resources Manager. He is now responsible for safety compliance as well as recruiting, hiring and retaining quality personnel.

Although he works primarily behind the scenes, Charles has proven to be an invaluable asset to S.M. Lawrence for the past **25 years**. Any time you have a problem, are in need of a laugh or would like the latest update on hit Broadway shows, Charles is your go to guy. We would like to thank him for his many years of dedicated service.

## In 1988...

1 Gallon of Gas = 91 Cents

Movie Ticket = \$3.50

Average Cost of a New Home = \$91,600

Popular Musicians: U2, The Beach Boys,  
Michael Jackson, Gloria Estefan

Popular Films: Rain Man, Big, Die Hard,  
Beetlejuice, A Fish Called  
Wanda

George H.W. Bush  
defeated Michael Dukakis in Presidential  
election

The Hubble Space  
Telescope was put into operation

# A Farewell...



Bo Lawrence  
Executive Consultant

Dear Fellow Employees and Valued Customers,

As of January 2014, I will be assuming a new role as Executive Consultant on an as needed basis. Steve Brunett will be assuming the role of President. I very much appreciate the support everyone has shown him during this period of transition. He will need that going forward.

Steve has a sincere desire to advise our younger leadership team and I believe he will serve as an excellent mentor given his many years of experience within the industry. We are blessed and fortunate to have a young and talented staff and I am excited for what the future holds.

I have sincerely enjoyed working with each and every one of you over the past year and a half. I truly appreciate all of the support I received from everyone. I believe our company has a very bright and prosperous future ahead of us. I am confident our leadership team and strong construction backlog will keep us moving ahead. I am looking forward to celebrating our 100th Anniversary in 2017.

God Bless,

Bo Lawrence

Connect with us:  