

## TES Engineering's Dependable Guidance helps facility owners' businesses thrive

TES Engineering is not a traditional engineering firm. Discussions with its clients are just as likely to cover finances, building appearance and kiosk locations as voltage needs, HVAC and waste disposal.

TES is constantly thinking like an owner, taking the owner's point of view in questioning specifications, seeking cost-effective design/equipment alternatives and avoiding project delays. Principals Lawrence (Larry) M. Thomas, P.E. and Stephen (Steve) J. Chase and the rest of the staff are all seasoned professional engineers or designers who have performed many successful projects in their years of service. TES' documents bring out a higher quality bid, create better competition, generate fewer change orders and provide a shorter completion time — all of which save clients money.

Larry founded Thermal Environmental Systems, Inc. in 1993 to provide consulting services directly to owners of commercial and industrial facilities, representing them in HVAC construction issues. In 1995, Steve joined as a partner, adding competencies in regional retail mall development. The firm was renamed TES Engineering to reflect its expanded scope and capabilities.

Larry and Steve's professional experience includes both consulting engineering and design-build contracting. Their hands-on backgrounds in construction give them a unique perspective that enables them to provide dependable guidance through services that meet both the technical and budgetary requirements of a project. The entire staff at TES strives daily to achieve its core values of responsiveness, integrity, quality, customer service and teamwork to consistently deliver dependable guidance to its clients. Through continued growth, TES has become a full-service MEP consulting and engineering firm.

TES has developed an industry specialization in retail. Clients include national developers such as Simon Property Group, Inc., CBL & Associates Properties, Inc., The Westfield Group, The Richard E. Jacobs Group, Inc., and national retailers Borders and La-Z-Boy® stores. The firm also has done a significant amount of retail work through architects on national projects such as Steve & Barry's, PetSmart, Old Navy and Linens 'n Things. Near TES' headquarters in Northeast Ohio, the company served Dorsky Hodgson Parrish Yue with MEP design for the acclaimed First & Main development in Hudson.

Rather than enter the retail arena through big box stores and focus on high-volume design work that is repeatable, TES began by applying MEP expertise coupled with diverse business experience and design-build construction know-how to the complex, unique situations that exist in tenant coordination services for regional retail mall developers.

This background gives TES a strong understanding of the landlord/developer's needs as well as the tenant's needs, plus first-hand knowledge of the potential glitches and delays that can hurt the bottom line. TES has optimized its retail activities to keep fees down and service up. It has a proven track record in helping clients reduce time

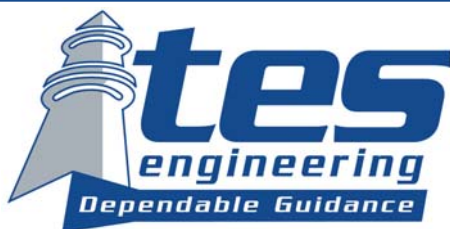


TES Engineering provided MEP design services for Dorsky Hodgson Parrish Yue's First & Main development in Hudson, Ohio. (Photo courtesy of Dorsky Hodgson Parrish Yue)

to their grand openings and speeding initiation of rent payments.

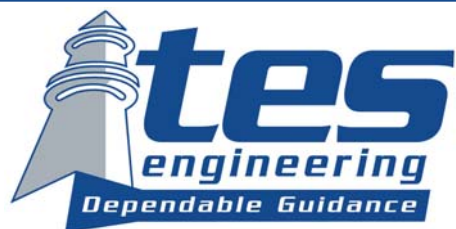
The firm also has broad MEP design expertise in areas such as commercial office space, senior living and light industrial.

TES Engineering is committed to growth. To achieve that objective, it focuses on turning clients into raving fans who keep repeat business flowing in and refer others to TES. This core philosophy of giving customers what they want is working. Sales have nearly tripled in the past five years, the average annual number of projects has steadily grown and the firm's business plan projects an additional increase in revenue of more than 70 percent by 2010. Seasoned professional engineers and designers have been added to meet clients' needs, with recent staff expansion prompting a move to larger quarters.



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