



RAM MECHANICAL

COMPANY PROFILE AND CAPABILITIES

COMPANY OVERVIEW

Ram Mechanical leverages its expertise in the Millwright, Pipefitter and Sheet Metal trades in a fully staffed and equipped manufacturing facility located just off a major transportation artery in the California Central Valley. Our Engineering group draws from a design library of close to 30,000 entries, allowing us to deliver solutions to your challenges more quickly. Ram's Control Engineering staff is well versed in a variety of programming languages used in today's system controls and robotic applications. Our team has served over 1,100 domestic and international clients for over 25 years.

Today Ram Mechanical continues to offer contracting solutions for varying types of projects across a wide range of industries. We are ever expanding our knowledge base allowing us to operate in a lean and efficient manner for our clients.

Our diverse knowledge aids systems integration in order to meet the fast paced and ever changing needs for production facilities. Satisfying the demand for increased production efficiencies through high-tech and automated processes is something we continuously work to develop.

James Frias
Director

Rob Stevenson
President / CFO

Luis Castaneda
Vice President

A MESSAGE FROM ROB STEVENSON

Ram Mechanical Inc. has roots that date back to the mid 1980's and since established has always operated under the expectation of meeting customer needs through our experience, determination, knowledge, and responsiveness.

Our location in the central valley offers a unique opportunity to serve a wide variety of industries allowing us to broaden our experiences and bring cross over value where none existed. From manufacturing and packaging facilities throughout the state to the food processing and wine industry of the central valley, we have streamlined thousands of projects for over 50 different customers within our immediate region. This success has led to working around the world with equipment installations and automation projects in over 20 States and 10 Countries.

Our diversified approach and skilled workforce including the Millwright, Sheet Metal, and Piping trades as well as an accomplished engineering and electrical/controls staff offer the ability to meet customer needs in a wide range of areas.

Our goal has been and will always be to assess our customers' needs, approach the problem methodically, and execute the solution efficiently and safely. We will deliver predictable products/services on an agreed schedule with the lowest possible risk to achieve the overall best value for the client.

We look forward to working with you,

A handwritten signature in black ink, appearing to read 'Rob Stevenson', with a stylized, flowing script.

Rob Stevenson
President / CFO

MISSION

To assess and meet the needs of our clients through experience, education and endurance, this is the foundation of our company. In doing this we build expectations, both from our clients and in ourselves to perform. Fulfilling those expectations forges the path to our sound, diversified direction.

CORE VALUES

The following list of core values reflects what is truly important to us as an organization. These fundamental principles are not changed through situation, people or time; they are our corporate character. By testing all things against these values, we will preserve the groundwork that has made our company unique.



Pilot



Pride



Integrity



Leadership



Openness



Team work



PILOT: A leader of another through a difficult or unknown course

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Pride

We show pride, enthusiasm, and dedication in all that we do. We are committed to delivering high quality products and services to meet the needs of the global marketplace.



Integrity

We employ the highest ethical standards, demonstrating honesty and fairness in every action that we take. We understand that while business results are critical, how results are achieved is as important as the results themselves.



Leadership

We understand that leading by example is key. Using a teamwork approach we work to inspire all employees to contribute towards a safe, successful completion to any task. Leadership also involves seeing beyond today's circumstance through to the possibilities of tomorrow.



Openness

We know the inherent worth of people and honor our relationships with others. We will act fairly, transparently, and with respect, granting and accepting responsibility. We understand that success is fostered through the exchanging of knowledge and experience, communicating to one another as professional partners.



Team work

We believe the definition of teamwork is selflessness. This sets the importance of completing a task above the need of individual acknowledgment. We understand that personal accolades are manifested through the accomplishment of a common goal that encourages and strengthens us all.

SAFETY AND QUALITY

The background of the slide features a large, stylized graphic of interlocking gears. The gears are rendered in a dark blue color, matching the background, and are positioned behind the main text. The overall design is clean and professional, emphasizing the themes of safety and quality.

RAM MECHANICAL IS ON A JOURNEY TOWARDS SAFETY EXCELLENCE.

It is our goal to establish a safety culture in which decision making and the execution of tasks are intuitively performed with the highest level of safety in mind. Our in-house safety committee monitors our progress, continually tracks our mitigation efforts, and proactively implements our strategy as we advance towards accomplishing our goal.

Our craftsmen attend continual safety checks to ensure we meet the highest standards for the work we perform.

2018 EMR of 0.64

WHEN IT COMES TO SAFETY, WE HAVE YOUR BACK!



Ram Mechanical Inc. has been awarded the National Contractors Insurance Ltd. Award of Excellence for Risk Control.

WE ARE PROUD MEMBERS OF



National Safety Council
Promoting health and safety in the U.S.A.



The ISN Network
Collect. Verify. Connect.



Avetta
Building the connections that build the world™

CORE COMPETENCIES

The background of the slide features a large, stylized graphic of interlocking gears. The gears are rendered in a dark blue color, matching the background, and are positioned in the lower half of the frame. The text 'CORE COMPETENCIES' is prominently displayed in the upper half in a bold, white, sans-serif font.

WHAT WE DO



CONTRACTING

We demand the best in quality and safety for all of our projects and have been doing so for over twenty five years, while working in numerous industries both domestically and internationally. With our multi-craft crews, we are a single source solution for any contracting requirement in almost every industry. Our vast experience in the food & beverage, bottled water, cannery, container & material handling, packaging, processing, wine, glass, and dairy industries gives us a broad range of knowledge to meet complex requirements. From the simple installation of a pump or complex filling and packaging line installation to full plant integrations, we have the experience, the resources, and the proven record to get your job done effectively and on schedule.



FABRICATION

Together with our engineering department, we provide our customers with fabrication solutions for a variety of project needs. With years of experience with carbon steel, aluminum, and stainless steel structures, chutes, frames, piping, and production equipment there are no limitations on what we can produce. From a standard support frame to a complex stainless steel sanitary tube structure with complex miters, we have the capability and the equipment to meet any fabrication requirement. Orbital welding has allowed us to expand the level of food grade pipe/tube welding with precision and repeatability. We pride ourselves on our responsiveness to client needs and have the ability to meet the demand of production facilities that cannot risk down time.



ENGINEERING

We employ a staff of design engineers that can provide services based on your performance needs and design limitations. RMI's experienced engineering staff can assist you in meeting your equipment and/or plant design needs by utilizing some of the most powerful tools in design creation, including 2D AutoCad and 3D Solid Works software products. We are highly experienced in plant layouts (AutoCAD), system design (SolidWorks), complete fabrication drawing packages, compatible with all documentation formats - DXF, PDF, DWG, SLDDRW. The use of our Trimble X7 3D scanner has further expanded our engineering abilities to design in 3D models of the work space. This with the ability to overlay piping, structures and 3D assemblies ensures our designs will incorporate into real world environments.



ELECTRICAL AND CONTROLS

Our electrical and controls group consist of engineers and highly qualified technicians that work with passion and dedication. We approach every project to exceed the customer's satisfaction. We seek perfection while looking for simple solutions to big challenges. We are eager to help our customers fix their problems or improve their production through automation and/or robotics. We have worked for years in high-tech applications giving us an immense background and knowledge in automated solutions. Over the years we have dealt with all type of automation products that have made our experience even more valuable. We have worked with the top worldwide Programmable Logic Controllers (PLC) such as Allen-Bradley, GE FANUC, Siemens and Omron just to name a few. We have installed different brands of Variable Frequency Drives, servo-motors, vision systems, sensors, Human Machine Interfaces (HMI), encoders, transmitters, etc.



AUTOMATION AND SYSTEMS INTEGRATION

We deliver solutions for many industries including food, beverage, electronics, automotive, packaging and warehouse. From a simple robotic dual case palletizer to an integrated stretch wrapper. Our ability to utilize our teams' industry knowledge, teamed with numerous third party applications and equipment partners, allows us to provide a complete automation and integration solution. We are best at evaluating a problem, working in conjunction with the client, and consulting the most effective and efficient solution. Whether it be robotic or mechanical we can and we will solve your problem.



PROJECT MANAGEMENT

Our project managers are task oriented and focused in a direction to ensure our customer interests are at the forefront of their decision making. Our team utilizes Procore management software and proven tracking tools to monitor the progress of all tasks. We are experienced in multiple facets of construction and possess the ability to find more efficient ways to complete a project under budget, within schedule, and abiding by customer requirements. Maintaining great business relationships with the client, managing subcontractors, and our ability to fluctuate resources as needed ensures the project experience runs smoothly.

INDUSTRIES AND CLIENTS

The background of the slide features a large, stylized graphic of interlocking gears. The gears are rendered in a dark blue color, matching the background, and are positioned behind the main text. The overall design is clean and professional, with a focus on industrial and mechanical themes.



FOOD & BEVERAGE

- Del Monte
- Diageo
- Foster Farms
- In-N-Out
- Jim Beam
- Nestle Carnation
- Pepsi
- Sunsweet



WINERY

- Bear Creek Winery
- Constellation Brands
- Delicato Vineyards
- E&J Gallo Winery
- The Wine Group
- Treasury wine



PRODUCTION

- Chevron
- Graham Packaging
- International Paper
- Plastipak Packaging
- Silgan Container
- Tesla Motors



BOTTLED WATER

- Coca Cola
- Culligan
- DS Waters
- M Water
- Nestle Waters
- Roaring Springs



CONTRACTING & ENGINEERING

- Barry Wehmiller
- Burns and McDonnell
- Haskell
- Whiting Turner



GLASS

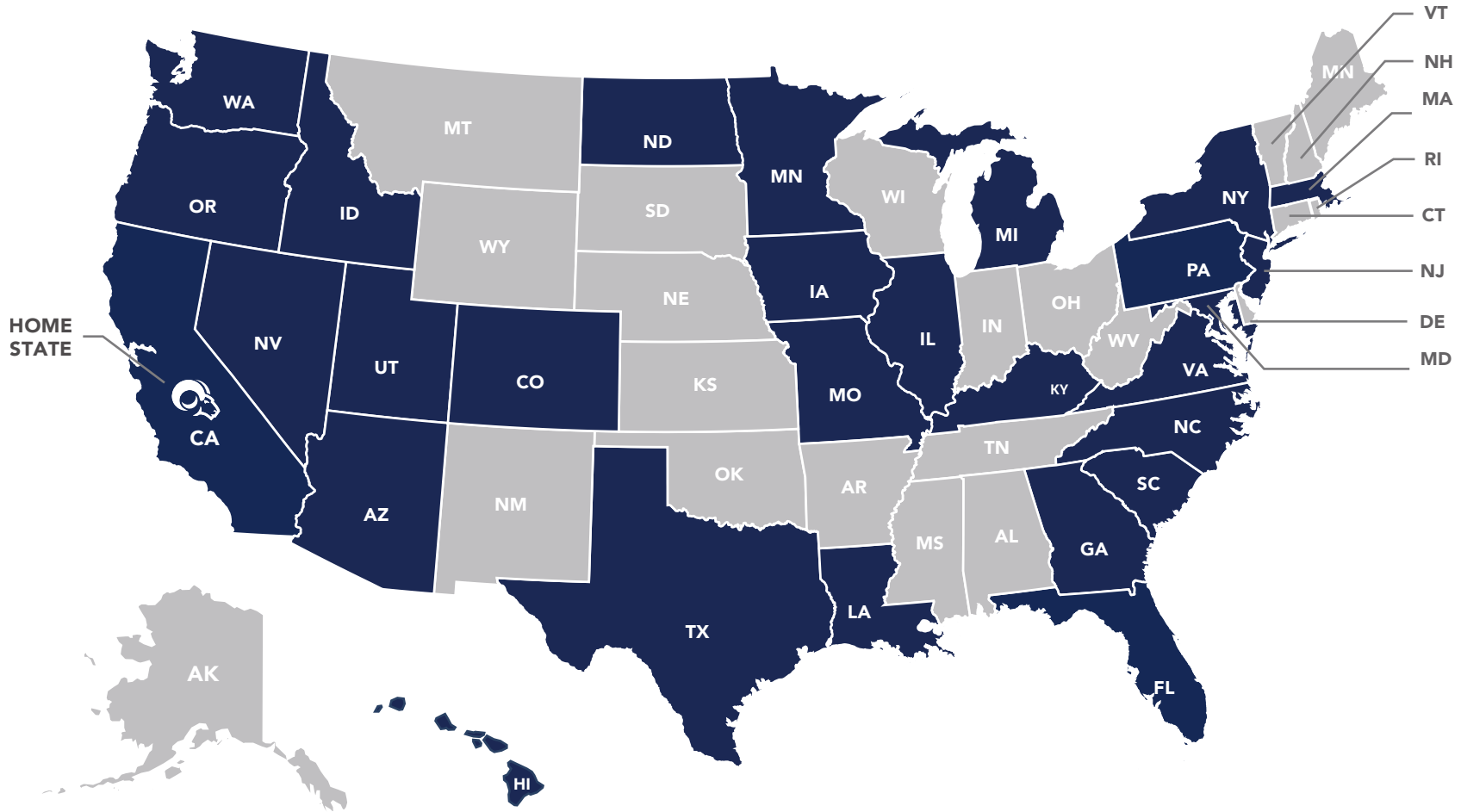
- Gallo Glass
- Guardian Glass
- Owens Illinois

OUR REACH



NATIONAL PROJECTS

OUR WORK SPANS ACROSS 30 STATES



INTERNATIONAL PROJECTS

WE'VE OPERATED IN 12 COUNTRIES



MEXICO



CANADA



EL
SALVADOR



SAUDI
ARABIA



AUSTRALIA



UNITED
KINGDOM



TURKEY



THAILAND



COLUMBIA



NEW
ZEALAND



GREECE



SPAIN

SERVICE AND SUPPORT

The background of the slide features a large, stylized graphic of interlocking gears. The gears are rendered in a dark blue color, matching the background, and are positioned in the lower half of the frame. The text "SERVICE AND SUPPORT" is prominently displayed in the upper half in a bold, white, sans-serif font.

WE ARE SKILLED CRAFTSMEN WHO ARE FOCUSED AND EXCEL IN THE PIPING, SHEET METAL, AND MILLWRIGHT TRADES.

We are committed to our customers success and satisfaction. Let our collaborative team help you solve wide and complex issues with our methodical approach to complex tasks. Our high moral, ethical, and safety standards with experienced, problem solving project management can help you get the job done right. We provide regular feedback and open communication from concept to completion.

OUR GOAL IS TO EXCEED CUSTOMER EXPECTATIONS

Safety is our top priority. We empower our team of experience craftsmen to make quick and effective decisions. We execute a streamlined approach to each project, allowing us to easily adjust and adapt to customer needs and requirements. We have the ability to fabricate high quality products and services to meet individual project needs. And we always expect to complete projects under budget and ahead of schedule.

WE HAVE AN AMAZING ELECTRICAL AND CONTROLS TEAM THAT OFFERS:

- *PLC & HMI programming*
- *Electrical panel design & layout*
- *Robot programming & service*
- *Equipment troubleshooting and repair*
- *System integration*

OUR ENGINEERING TEAM OFFERS:

- *Robot cell layout and design*
- *End of arm tooling design (EOAT) for robots*
- *Platform, catwalk and stairway design*
- *Conveyor design*
- *Plant layouts*
- *Efficiency evaluation and design for improvement*
- *Finite element analysis (FEA)*
- *Art to Part:*
- *Feasibility study analysis*
- *Concept generation*
- *3D Scanning via Trimble X7*
- *Detailed design*
- *3D modeling*
- *Costing*
- *3D Printer*
 - *11.6" x 7.6" x 6.5" size capabilities*
- *Rapid prototyping*
- *Piping layout and material takeoff*
- *Laser Layout via Trimble*

CASE STUDIES



TESLA MOTORS

Robotic Car Loader & Unloader Fremont, CA

JOB DESCRIPTION

Design, build, and install (2) state-of-the-art robotic cells and modify a fleet of (42) automated guided vehicles (AGV's)

PROJECT SUMMARY

Project involved over 1,500 man hours of engineering and electrical design to provide a complete system that integrated into the existing production line. This included the supply of all control, vision and operator interfaces required. Along with stringent design requirements, we provided all the fabrication and installation services totaling approximately 1,800 man hours with another 1,000 hours for field programming, start up and training assistance.



KEY PROJECT TASKS

- Design, fabricate, install, and program a first Fanuc M2000 robotic cell for picking all Tesla cars from an overhead conveyor line
- Design a vision system to guide the M2000 (world's largest robot) for picking and placing cars
- Convert a fleet of AGV's to accept all of the Tesla car models
- Program the first M2000 robot to place cars onto the AGV's. The AGV's then travel along a production line where car parts are added by Tesla associates
- Design, fabricate, install, and program a second Fanuc M2000 robotic cell for picking all Tesla cars from the fleet of AGV's
- Program the second M2000 robot to place cars back onto the overhead conveyor line
- Design, fabricate, and install 1 safety enclosure for each robot cell
- Provide all documentation including structural and civil drawings for the robot cells, end of arm tooling, safety enclosures as well as the steel and concrete bases for the robots
- Provide a complete risk assessment package to ensure personnel and product safety

M WATER

Dual Robotic Water Bottle Loader and Unloader Donmuang, Bangkok

JOB DESCRIPTION

Design, build, and install a robotic production line for a 5-Gallon water bottle facility

PROJECT SUMMARY

Provide a low maintenance robotic water bottle loader and unloader while coordinating with other customer vendors to provide a high speed production line
Reducing labor requirements by 80%



KEY PROJECT TASKS

- Design, fabricate, install, and program first Fanuc R2000 robotic cell for unloading empty bottles from customer-supplied racks
- Provide conveyance for racks
- Provide a rack washer
- Design, fabricate, install, and program a machine for de-capping bottles
- Design, fabricate, install, and program a machine for leak testing bottles
- Design, fabricate, install, and program a system for testing bottles for harmful contaminants
- Provide conveyance for good and reject bottles
- Design, fabricate, install, and program a second Fanuc R2000 robotic cell for loading full bottles back into the cleaned customer-supplied racks
- Design, fabricate, and install 1 safety enclosure for each robot cell
- Provide all system documentation
- Co-ordinate and plan with other suppliers of equipment for this production line

CENTRAL COUNTIES DHIA

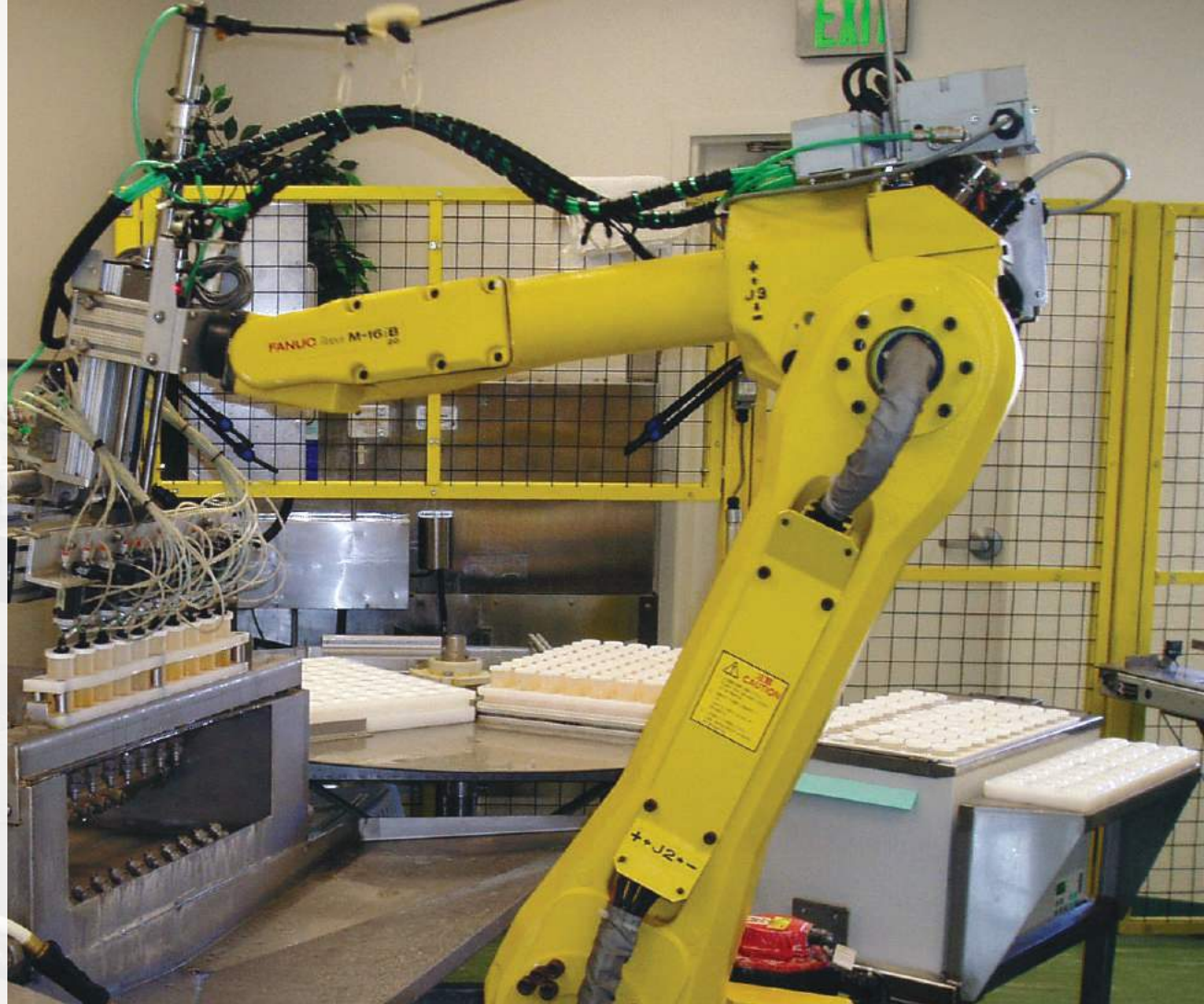
Vial Handling Automation Atwater, CA

JOB DESCRIPTION

Provide an automated solution to their vial handling and cleaning operation.

PROJECT SUMMARY

This project involved the design and development of robotic tool to assist in the milk testing process. The function of this automated solution was to receive, preheat, test, wash, treat, and re-rack vials. After initial R&D and successful implementation we now have established a one of kind system for mass vial handling and cleaning operations.



KEY PROJECT TASKS

- Provided greater consistency in analyzer component values resulting from stabilized temperature control and repeatable sample testing cycle time.
- Higher accuracy of reported findings resulting from a more consistent process with fewer opportunities for operator error.
- Avoidance of bacterial contamination caused by inconsistent vial handling
- Higher productivity with fewer people, estimated 75% reduction in labor cost.
- More operator time to analyze the data and interact with the analyzers.
- Reduced risk for workers compensation claims by avoiding repetitive motion injuries, lowering annual policy costs.

WHITING TURNER CO.

Install Process and Mill Line
Equipment
Modesto, CA

JOB DESCRIPTION

Design and build System Structures and
install Process and Mill Line Equipment.

PROJECT SUMMARY

The project had over 1660 design and detailing man hours, 10,000 man hours used for fabrication and over 8,600 man hours for installation. This project utilized a number of facets in the portfolio of the capabilities offered by RAM. From original design and detailing performed by experienced engineers and draftsmen, to custom fabrication utilizing our craftsmen's years of experience, and finally to streamlined installation performed by a combination of trades to maximize efficiencies.



KEY PROJECT TASKS

- Design, detail, build and install numerous stainless steel square tube sanitary structures for equipment access and support.
- Post installation of the system structure RAM installed cable-vey transportation systems, conveyors, fillers, packers, palletizers and numerous other types of equipment for a complete bulk and case packaging line.
- Along with the process line, RAM installed an Almond mill line that included cable-vey transfer systems, mill, sorting and testing equipment, as well as a complete packaging line.
- RAM provided the design, fabrication and installation of chutes and transfer points.

GALLO GLASS

Furnace-4 Mechanical Rebuild Modesto, CA

JOB DESCRIPTION

The complete rebuild of their furnace. Remove and replace all critical furnace duct, piping, and equipment systems to complete furnace rebuild process to allow for the heating of glass to form wine bottles.

PROJECT SUMMARY

The project required a total of approximately 23,000 total fabrication and installation man hours with almost 20,000 as field hours. The project had to be completed within 10 weeks. We carefully and strategically installed individual section machines (glass bottle mold machines) that are larger than a tank at a weight of 70,000 lbs.



KEY PROJECT TASKS

- Demo piping and sheet metal supplying the melter, refiner, forehearth and forming area.
- Fabricate, supply and install all required piping, and large diameter duct with remaining sheet metal for the (4) aforementioned areas.
- Equipment installation required such as cooling wind fans, distribution skids for water and combustion air.
- Requirements included structural supporting of piping and ducting, extensive coordination with refractory, electrical, civil and structural contractors, among others.

E&J GALLO WINERY

Cooperage Tank Expansion
Fresno, CA

JOB DESCRIPTION

Provide structural and piping services to complete installation of (20) new 640,000 gallon tanks.

PROJECT SUMMARY

The project had over 14,000 man hours and had to be coordinated with several other projects going on at the same time.



KEY PROJECT TASKS

- Supply, fabricate and install stainless steel wine lines and utilities for (20) 640k tanks.
- Supply and install hose racks, fitting racks, aluminum pipe racks and all tank top aluminum catwalks.

GEA PROCESS ENGINEERING

Install (3) Gas Cleaning Systems
Owens, IL - Tracy CA

JOB DESCRIPTION

Install (3) Gas Emission Cleaning Systems
Receive and Erect customer supplied Duct,
Steel, Structures, Equipment, and Components
to provide the owner with a fully functioning EP
system.

PROJECT SUMMARY

The project had over 26,000 man hours,
approximately 805 tons of steel and
catwalk erection. During the project, the
customer requested an expedited
completion date, which required
completing 13,000 man hours of work
within 29 days. We successfully
accomplished this task.



KEY PROJECT TASKS

- Receive and install (3) steel structure's, along with duct, equipment and components to assemble and weld three (3) complete ESP systems.
- From tie in point near stack locations, install approximately 800' of large duct to each ESP, and support it accordingly.
- Erect (3) ESP units consisting of bolted and welded steel erection, ESP panel bolting with gas tight welding, access catwalk, stair, hand rail erection, complete assembly and installation of collecting and discharge electrodes.
- Assembly and installation of discharge duct, exhaust fan and stacks, per ESP unit.
- Complete insulation and cladding of entire system.

DEL MONTE

2016 Line 7A/7B Cooker
Cooler Replacement.
Hanford, CA

JOB DESCRIPTION

Remove existing line-7 cooker and cooler and replace with new customer supplied units.

PROJECT SUMMARY

Remove and replace platforms, infeed/discharge can fittings, cable track, piping and concrete piers associated with the two units. Rework existing cable track lines along with can fittings to accommodate the new layout and units. The work also included modifying existing mass can conveyor feeding the lines with cable track work and can fitting gates.



KEY PROJECT TASKS

- Remove and replace existing equipment with customer supplied new equipment.
- Remove and replace cable track feeding and taking away cans from units.
- Remove and replace can fittings feeding and taking away cans from units.
- Remove and replace piping supplying air, water, and steam to the units.
- Remove and reinstall access platforms surrounding the units.
- Modify existing conveyor, cable tracks and fittings to accommodate new layout.

E&J GALLO WINERY

Cooperage Mechanical & Pipe
Rack Installation
Livingston, CA

JOB DESCRIPTION

Winery expansion project. Installation of piping to tank farm.

PROJECT SUMMARY

In all, the project had over 42,000 man hours, with a third of the portion scheduled to be done within 8 weeks. The remainder had to be scheduled around complicated production schedules and tank erection.

We are currently performing a similar expansion project with Haskell (engineering firm) at this location.



KEY PROJECT TASKS

- Supply, fabricate and install stainless steel wine lines,
- Supply, fabricate and install utilities and glycol for (52) tanks, including insulation.
- Supply and install hose racks, fitting racks, and pipe racks.

TESTIMONIALS



"Bear Creek Winery has been using Ram Mechanical for 20 years, during that time we have asked them to do aluminum catwalks, stainless steel piping and mild steel support structures. They have always been on time and within budget with quality work. We are very pleased to have them help us with our expansion needs."

Craig Rous
Plant Manager
Bear Creek Winery

"Ram Mechanical's crew were very successful. They installed an isolator bolted to the ground to contain the vibration. The isolator was locally made to fit in the small space between the motor base and the ground."

Job well done, thank you to Ram mechanical team."

Ramil Karim
Site Supervisor
Modesto Oxygen plant, Gallo Glass
Air products and Chemicals, Inc.

"My name is Coach Langford. I am a Sr. Construction Manager for Haskell. I have been in construction for 50 years. 30 of those years have been in the Food & Beverage Industry. For the last 3 months I have had the privilege and honor to work with Ram Mechanical on an In-n-Out Hamburger Facility in Dallas TX. In my 30 years I have not experienced the mindset that Ram Mechanical represents. From the time they come on site. They hit the ground running. From the onsite supervision to the labor. Ram Mechanical showed very high levels of Safety, Job Planning, Scheduling, Cost Awareness, Quality Workmanship, Food Safety and Attitude along with the willingness to work with other contractors on site. In today's industry we are lacking highly trained and skilled workers, it was uplifting for me to work with Ram Mechanical to know that there are still companies like Ram Mechanical out there with the mindset and skills they have to offer. I would highly recommend Ram Mechanical to any company needing a very skilled and "can do mindset" company to be a part of their projects. I look forward and would jump at the opportunity to work with Ram Mechanical on future projects. Please feel free to contact me for any further information."

Coach Langford
Sr.Construction Manager
www.haskell.com

"Thank you for making Roaring Spring Water's 5 gallon bottle loading and unloading automation project a success. Installing a robot in a 100 year old building certainly had its challenges, but it was accomplished in a manner that exceeded our expectations. Everyone at Ram Mechanical was very professional and worked well with our team. We especially appreciated Ram Mechanical's prompt response to our questions and also the sound advice regarding the best way to proceed with the project.

The project had an aggressive timeline because of our limited ability to build and store inventory. This meant we had a short equipment installation window and required an excellent startup to ensure we didn't negatively impact service to our customers. During the installation, Scott, worked well with our staff and kept the project on task. He was able to quickly develop a good working relationship with the maintenance and operations team, which was critical for making the installation a success. The project was completed on time and on budget without impacting service to our customers.

Since startup, the system has run flawlessly and has met or exceeded all of the performance expectations identified when the project was developed.

Thanks again for making this project such a success!"

Tony Fago
VP of Manufacturing
Roaring Spring Blank Book Company

"I've had the pleasure of working with the team at Ram Mechanical for over 15 years. They are professional and perform an excellent quality of work with a can do attitude. The projects have ranged from emergency 1 day repair and installations to large scale long term production line and processing installations. I've called on them numerous times in a pinch and they have always got the job done with a good attitudes and strong work ethic. I highly recommend."

Michael 'Mike' McDonald
Nutriline
Principal Engineer
Nutrition Engineering



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