

PAX-SUN, INC.

COMPANY PROFILE

July 2011

Pax-Sun, Inc. was formed in February 1978 for the purpose of purchasing the assets of Poulan-Jones, Inc., a residential heating, air conditioning and sheet metal fabricating company. The purchase was consummated in March and Pax-Sun, Inc. began doing business on March 15, 1978. The remainder of that year, sales totaled approximately \$250,000.

After that first year sales grew steadily until 1986 when sales were almost \$1.3 million. Sales for 2009 were approximately \$1,153,000. Product mix has changed from almost 100% residential sales and service in 1978 to 40% Commercial Installations; 15% Residential Installations; 20% Commercial and Residential Service, 5% Miscellaneous Sheet metal Fabrication and controls, and 20% Engineering Services.

Engineering Services is the area that has shown the greatest growth for the company over the past three years. Since 1994, T. L. (Tom) Paxson, P.E. has been devoting most of his time to engineering design and consultation. Bob Ecker and James Blackwood manage the day to day operations of the HVAC Construction-Service side of the business, with Bob concentrating on the Nacogdoches and north markets and James concentrating on the Lufkin and south markets.

Pax-Sun, Inc. has been a designing and installing building management system installations since 1985. Although a minor part of the dollar volume of the business, involvement in Building Automation and Controls gives Pax-Sun capabilities found in few firms in Deep East Texas.

The office and shop facilities of Pax-Sun, Inc. are located at 1607 East Denman, Lufkin, Texas with approximately 400 square feet of office space and approximately 6,000 square feet of shop area situated on .67 acres of land. In addition to these facilities in Lufkin, Pax-Sun has operated a branch office at 2212 North Stallings in Nacogdoches, Texas since 1986.

Pax-Sun, Inc. operates five service trucks, two installation/service trucks and three sales/engineering vehicles. Currently there are 14 full and part-time employees including principles and management.

Engineering Offices are located at 211 East Shepherd, Suite 203. The engineering offices are equipped to produce "AutoCad LT 2011" drawings and black & white or color plots.

The Angelina Chamber of Commerce named Pax-Sun, Inc. Small Business of the Year 2000. This prestigious award recognizes outstanding business ethics and community service by the company and its employees.

MANAGEMENT:

Thomas L. Paxson, P.E., President is the majority stockholder of Pax-Sun, Inc. He is a Licensed Engineer in the State of Texas and holds a BMAE degree from the University of Delaware and a MSME degree from Lehigh University. Prior to forming Pax-Sun, Inc. Tom was employed by U. S. Steel Corporation for six years, first as a maintenance foreman, and then as a Construction Mechanical Engineer. Between graduate school and employment with U. S. Steel, Tom served as an officer in the U. S. Army Corps of Engineers reaching the rank of Captain. Tom holds a Class "A" Texas Air Conditioning Contractor's License and is certified to handle all types of refrigerants. Tom was President of the Lufkin Rotary Club for the year 2000-2001, and is Past President of the Texas Society of Professional Engineers. He was also President of the Texas Air Conditioning Contractors Association in 1990-1991. In 2004 he was named a Fellow in the National Society of Professional Engineers and is currently the Secretary of the NSPE Professional Engineers in Construction.

Pax-Sun Profile Continued

Bob Ecker, Nacogdoches Office and Commercial Construction Operations Manager, is a 26-year employee of the company and was promoted to this position in April 1993. He was the Nacogdoches Branch Manager for the previous seven years. Bob holds a Class "A" Texas Air Conditioning Contractor's License and is certified to handle all types of refrigerants. Bob is a member of the Nacogdoches Fredonia Rotary Club.

James Blackwood, Graduate Engineer, Lufkin Office Operations Manager, is a 5-year employee of the company and is a graduate of Midwestern State University, with a degree in Manufacturing Engineering Technology. Prior to joining Pax-Sun Inc. he was employed by Aaon and Carrier. Prior to assuming his current position in March 2008, he worked in the engineering department as a designer. James holds a Class "A" Texas Air Conditioning Contractor's License and is certified to handle all types of refrigerants. He is working toward his Professional Engineering license. James was a member of the 2006-2007 class of Leadership Lufkin and is also a member of the Lufkin Host Lions Club.

Robert Fenner, Service Manager, is a 21-year employee of the company and was promoted to this position in April 2006. He was the lead service technician for the previous seven years. Robert holds a Texas Master Plumbing License and is certified to handle all types of refrigerants.

ENGINEERING:

Calvin White, EIT, has worked for the company a little more than two years. He did his pre-engineering studies at SFASU and is a graduate of Texas A&M University, with a degree in Electrical Engineering. He was born and raised in Nacogdoches and graduated from Douglass High School. While attending College, he worked as an Electrician's Apprentice. He is a member of the National Society of Professional Engineers and is working toward his Professional Engineering license. Calvin is a member of the Lufkin Host Lions Club.

CONSTRUCTION PROJECTS:

The largest single contract awarded to Pax-Sun, Inc. to date is the HVAC installation portion of the Newton County Courthouse Historical Restoration, which is ongoing and valued at \$478,000. In addition to the construction, Pax-Sun Inc. was commissioned to redesign the HVAC portion of the project for \$25,000, prior to being awarded the construction contract.

The next largest single contract awarded to Pax-Sun, Inc. is the HVAC installation portion of the Trinity County Courthouse Historical Restoration, which is ongoing and valued at \$400,000.

The next largest project was the Jasper County Courthouse Historical Restoration, which was completed in April 1993 at a cost of \$325,000. It is because this project was so successful that the company was awarded the Newton County project. Prior to that, largest project occurred in fiscal year 1988, when the company completed a commercial design-build contract with Lufkin Independent Schools for \$240,000.

The bulk of Pax-Sun's work has been design-build and/or negotiated construction. Among Pax-Sun's largest projects are:

The Jasper County Courthouse Historic Restoration, Jasper, TX	Southwest Cannery Fill Room Make-up Air Installation, Nacogdoches, TX
Georgia-Pacific Lab. Renovations, Lufkin	St. Cyprians School, Lufkin
The First Presbyterian Church Sanctuary, Lufkin	Rex Manufacturing, Groveton
First United Methodist Church Christian Life Center, Jasper	LCTX Operation Offices, Lufkin
The Californian Restaurant, Nacogdoches	Lufkin ISD Expansions, Lufkin

Pax-Sun Profile Continued

Office Renovations, Quantum Chem., Latexo	Central High School, Central
Lufkin ISD Elementary School Cafeteria/Kitchen Additions, Lufkin	Diboll Elementary School Gym, Diboll
Lockheed Martin Renovations, Lufkin	First Methodist HVAC, Lufkin, TX
Leon County Courthouse, Centerville, TX	Trinity Mission, Diboll, TX
Farmers State Bank, Center, TX	J. S Moore Building, Lufkin, TX
Newton County Courthouse, Newton, TX	Central Heights ISD
Trinity County Courthouse, Groveton, TX	New Summerfield ISD, New Summerfield, TX

ENGINEERING PROJECTS:

Since 1985, Pax-Sun, Inc. has gradually increased its furnishing of consulting engineering services to Architects, businesses and institutions in Texas. Pax-Sun, Inc. has provided **Mechanical and/or Electrical Engineering Services** for:

Stephen F. Austin State University	Angelina College
Wiley College	Jarvis College
Kilgore College	Mary Harden Baylor University
Lufkin ISD	Colmesneil ISD
Hudson ISD	Apple Springs ISD
Huntington ISD	West Sabine ISD
Diboll ISD	Garrison ISD
Spurger ISD	Wells ISD
Central Heights ISD	Woden ISD
Central ISD	Douglas ISD
Martinsville ISD	Alto ISD
Burkeville ISD	Kirbyville ISD
Rusk ISD	Evadale ISD
Hempstead ISD	Nacogdoches County
Trinity County	Cass County
Newton County	Polk County
Panola County	Leon County
San Jacinto County	Franklin County
City of Huntsville	City of Lufkin
City of Nacogdoches	MTC Corrections
Telco Credit Union	First Assembly of God, Lufkin
Precision Lumber Company	Sunbeam Corporation
Chapel Life Ministries	Atlas Energy Company

Pax-Sun Profile Continued

Boy's & Girl's Club, Diboll	Boy's & Girl's Club, Nacogdoches
Fromberg Associates, Inc.	Pinecrest Nursing Home
Memorial Health Syst. of East Texas	San Augustine Hospital
Hesters and Sanders Architects	Marcel Quimby, AIA
Toigo Engineering	Goodwin-Lasiter, Inc.
John Hill, AIA	KSA, Engineers / Architects
ARF, Architects & Engineers, Inc.	Scott & Strong, Architects
JML Architects	Tim Ellison, AIA
Harold Kaemmerling, AIA	Hallum Architects, Inc
Roy Harper and Associates	Maly & Associates
Stokes & Associates	Temple Inland, Inc.
Gerald B. Bratz, AIA	Robert E. Carnes, AIA
Quorum Architects	Sinclair & Wright Architects
Camp Design Group	Larry Martyn, AIA
Cross-Winton Associates	Laura Culpepper, AIA
Hugman Architecture and Construction	City of Longview

NOVAR "LOGIC ONE" Building Management Systems

Pax-Sun, Inc. has been installing, monitoring and servicing Novar "Logic One" systems since 1986. Tom Paxson, P.E. has been the designer, installation supervisor, and programmer on all systems installed by Pax-Sun, Inc.

Systems installed by Pax-Sun, Inc. are:

- Crown Colony Country Club Clubhouse, Lufkin, TX
- Lufkin-Conroe Telephone Exchange Data Processing Facility, Lufkin, TX
- Lufkin-Conroe Telephone Exchange Engineering Offices, Lufkin, TX
- Perry Brothers, Inc. Office Building, Lufkin, TX
- Pax-Sun, Inc. Office and Shop, Lufkin, TX
- The Californian Restaurant, Nacogdoches, TX
- Jasper County Courthouse Historic Restoration, Jasper, TX
- Quantum Chemical Company, USI Division, Latexo, TX
- First United Methodist Church, Lufkin, TX
- Texas Workforce Commission Office, Nacogdoches, TX
- Livewell Athletic Club, Lufkin, TX
- Nacogdoches County Courthouse, Nacogdoches, TX
- Southwest Cannery, Nacogdoches, TX
- Alabama-Coushatta Casino, Livingston, TX