

Seiberlich Trane has been named as one of Delaware's Top Places to Work in 2010!

A Message from John Seiberlich...

Seiberlich Trane was recently recognized as one of Delaware's Top Places to Work for 2010. I was especially pleased that we received this recognition because it is awarded solely to companies based on the input from each company's associates. We had 97% participation in the survey, which was the highest participation of any company of any size that participated in the program. Even though there were some differing opinions, this tells me that we have associates who care about our company and where it is going. Your feedback told us both what you like about Seiberlich Trane and what we need to improve. These are very difficult economic times and it is not always easy to feel positive. I appreciate your support and look forward to your continued support and input in making us a better company and a great place to work.



This recognition also confirms to me that we have a great group of associates at Seiberlich Trane. As our company has grown and aged over the years, we have become a more diverse group. Our associates work hard to understand and respect our differences, and I believe that is one of the reasons that we are one of Delaware's Top Places to Work. In spite of our many differences, we have some very common bonds that are part of our company culture. I intend to continue to work hard to reinforce those basic values as we make the changes in our company that today's business requires.

The good news for all of us is that our company is focused on the right markets in these difficult times. While the new construction market remains very tentative, our customers need to operate their building as efficiently as possible. This means that our customers need high quality service, sophisticated control systems, replacement parts for their aging systems, and energy upgrades to reduce their energy costs. These are all areas at which our company excels. We have competitors in each of these areas, but none have the number of innovative and experienced associates that we have.

I truly appreciate being part of the great team of associates that makes Seiberlich Trane one of Delaware's Top Places to Work!

A handwritten signature in black ink that reads "John". The signature is stylized and cursive.