



*From left, Randy Attaway, President of AGC, Dan Amend, President of Toeniskoetter Construction, and Jerry Price, CEO of Versatile Power, in front of the property occupied by Versatile Power.*

### **Long-term Clients' Growth Is a Welcome Challenge for Toeniskoetter Companies**

Two fast-track, private companies with 10-year-old roots in Campbell are bucking the recessionary trend as they settle into more spacious facilities. For their expanded new headquarters, the companies chose adjacent R&D/office buildings on Camden Avenue in Campbell, Calif., owned and managed by Toeniskoetter Development. In both cases, the build-out was completed by Toeniskoetter Construction.

Versatile Power and AGC, Inc., share aggressive upwards growth trajectories in their very different businesses. Versatile Power designs and builds sophisticated electrical subsystems that are used in arthroscopic surgery, semiconductor fabrication and even laser illumination systems for medical and commercial applications. AGC designs and installs heating, ventilation and air conditioning (HVAC) systems in specialized healthcare environments, including Kaiser and Stanford medical facilities.

"We were in a 5,000 square-foot space just across the roadway," said AGC founder and president Randy Attaway. "We were seriously out of space and needed to expand to accommodate our growing staff of project managers and engineers. We also had to plan the transition so that we didn't lose work time." The Toeniskoetter team was able to allow AGC to move in stages, so they didn't have to suspend operations during the transition.

For Versatile Power, this is the third and fourth expansion the company has completed within the Toeniskoetter family of companies. Versatile Power started with 5,000 square feet in a Toeniskoetter building in Scotts Valley in 2002. By 2006 they had moved to Campbell, again with Toeniskoetter, growing into an 8,000 square-foot space. In 2010, they moved across the street into a 10,000 square-foot-space, and within a month they realized they needed still more space. Working with Toeniskoetter Construction, a wall was removed and the resulting new facility is close to 14,000 square feet.

"We manufacture under the highest ISO standards, since we serve medical and semiconductor clients," said Versatile Power founder and CEO Jerry Price. "That meant that we had to have anti-static flooring and other very specialized installations. Toeniskoetter Construction worked with us to research the exact solutions to ensure that we are in total compliance for the industries we serve."

Versatile Power also had a demanding schedule and the Toeniskoetter teams enabled the firm to close down production on a Friday, move, re-install, calibrate, test and certify all equipment over the weekend and be up and running that Tuesday. In addition, Toeniskoetter Construction went the extra mile to work with PG&E on Versatile Power's behalf to retrofit the new facility's overhead lighting system for high-efficiency, which included an energy rebate that will pay for the new lighting in 10-12 months.

Both projects were managed by Toeniskoetter Construction president, Dan Amend. "We've been working with Dan for more than six years, in three different buildings, and we feel it's one of the best business relationships we've had," said Versatile Power's Jerry Price.

Randy Attaway added: "Working with the Toeniskoetter team is always a good experience. Dan has been super-responsive to our tenant improvement requests and made sure that all the elements of the process worked together smoothly. That's why we've stayed with the Toeniskoetter companies for so long."

*Toeniskoetter Construction Inc. specializes in the highest quality tenant improvements. Established on a foundation of integrity and a commitment to the utmost in client service, Toeniskoetter Construction is here to serve you.*

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