

THE  
**BUNCHER**  
COMPANY



To Customers and Business Associates

As we prepared for this publication, we were reminded of the old adage: The only constant in life is change. Throughout its existence, The Buncher Company has proven this saying to be true time and time again. Since its establishment in 1949, it has been the objective of The Buncher Company to serve its customers' needs and to adapt to the constantly changing business environment by being innovative in seeking new ways to expand its services. The sustained success and growth of The Buncher Company lies in this principle and in our desire to grow and adjust to current market environments.

Over the years, The Buncher Company has expanded its business lines from its early involvement in metals recycling and trading to public warehousing, commodity transferring, railroad car leasing and repair, construction and leasing of commercial real estate, residential and hotel development as well as the operations and management of a four-season golf and ski resort.

Throughout all of these business lines, we have been consistent with our ability to provide high-quality products and services to our clients. This is the result of two major components. The first is that our employees are experienced, long-term, and talented individuals who understand the mission of the company and know their particular business unit very well. They are aware of the resources that are available to us and know how to use them to maximize productivity and results. The second is that we have a business strategy that focuses on creativity, innovation, and diversity to constantly seek better ways to serve our customer base.

While we move forward into new and diverse fields, we take with us the core business philosophies of our founder, Jack G. Buncher. With a conservative, common sense approach to our businesses, we firmly believe that if we satisfy our customers and help them grow, then our company and our employees will grow and prosper as well.

This is why we pride ourselves on paying close attention to detail and take extra care to provide the best possible solutions for our customers' needs; and why we continue to pursue new inter-related business opportunities that will be mutually beneficial to our clients and ourselves.

This ability to change as the market dictates, while holding onto our founding principles, has enabled us to grow into the company we are today. We are proud of our past accomplishments and look eagerly to the future with confidence in our ability to meet the challenges of the new world economy.

The Buncher Company stands ready to serve you.

## ***Our Winning Approach***

*The success of The Buncher Company is founded on a reputation of proven ability and integrity. We are dedicated to providing high-quality products and services in all segments of our businesses as well as offering creative and flexible responses to our clients' needs.*



*Hampton Inn & Suites Pittsburgh - Downtown*

## ***Our Origins***

Created as an iron and steel scrap dealer, The Buncher Company is a Pittsburgh, Pennsylvania based, privately held company. Throughout its history, its credo has been that if customers have a specific or unusual requirement, The Buncher Company will expend its energy and resources to respond to their needs. By following this principle, it became a leader in demolition, salvage, slag reclamation, and coal transfer. Continuing its evolution, The Buncher Company emerged as a forerunner in various service-oriented businesses including: railroad car parts reconditioning, railroad car repair, railcar and equipment leasing, intermodal materials transfer and

metals trading. The Buncher Company's most significant endeavor was and continues to be in the development of industrial and commercial real estate, where it was the first to establish an industrial park in the Pittsburgh region. Since 1954, it has been a prominent investor and developer of high-quality office, distribution, flex, and light-manufacturing facilities for lease. Its list of tenants comes from a wide variety of industries including food service, high-tech, engineering, transportation, banking, and communications, along with various governmental agencies. Tenants range from startup organizations to Fortune 500 Companies.



*Leetsdale Commerce Park, 1959*

***Our Present***

Although a majority of its properties are in Southwestern Pennsylvania, The Buncher Company or one of its affiliates owns or controls properties in several states throughout the country. In addition to its broad holdings of existing office and commercial facilities in the Greater Pittsburgh area, The Buncher Company has numerous parcels of land in prime locations that are available for build-to-suit or speculative development. Extensive in-house capabilities and expertise in planning, steel fabrication, construction, and maintenance are available for the development of The Buncher Company’s properties through its Real Estate Group.

In addition, the company’s Multi-Service Supply Division reconditions and refurbishes railroad car equipment manufactured and sold in the U.S. and export markets; while Buncher Rail Car Service-Youngwood specializes in the repair, maintenance, and renovation of standard and special-purpose railroad cars.

As The Buncher Company has evolved, it has added to its full-service capabilities by forming divisions to develop and manage hospitality and residential real estate. Buncher Resort & Hospitality



*Penn Liberty Plaza I*

Group, LLC was established to develop and operate Hidden Valley Resort and The Hampton Inn and Suites Pittsburgh - Downtown. Buncher Resort Development Group, LLC was created to develop and market residential property surrounding the ski and golf amenities at Hidden Valley Resort, as well as other communities in Western Pennsylvania.



*Leetsdale Commerce Park, Present*

## ***Our Future***

In addition to its well-known developments in the City of Pittsburgh, Findlay Township, Robinson Township, and Leetsdale Borough (Allegheny County), City of Greensburg and Youngwood Borough (Westmoreland County), and New Sewickley Township (Beaver County), Buncher has acquired desirable land development opportunities with purchases in Jackson Township (Butler County), Hanover Township (Washington County), Jefferson Township (Somerset County) and Rostraver Township (Westmoreland County.) The conceptual plans for these developments include residential gated communities and retail

facilities, as well as office, distribution warehouses and flex space. As Buncher continues to adapt and evolve, we are continually reviewing new business opportunities. However, Buncher has not forgotten its roots. Clinton Commerce Park is a prime example of this. In conjunction with the Allegheny County Airport Authority, Buncher made the commitment to open this area for development by being the first to construct a 200,000 sq.ft. speculative building in the park. Upon completion of this original building, additional buildings were quickly constructed, not only by Buncher, but by other investors as well.

## ***Jackson's Pointe Commerce Park***

After acquiring approximately 180 acres of land at the intersection of Routes 19, 528 and Interstate 79 one exit north of Cranberry Township and the PA Turnpike (PA-76), The Buncher Company began a development journey in Butler County. This master planned development is a combination of high end quality uses consistent with mixed use commercial developments in the area that includes office, retail, flex space and neighborhood commercial.

Phase One contains five flex space buildings situated on 55 acres of land and range in size from 37,000 to 83,000 square feet. The construction components consist of pre-cast structural concrete exterior systems with decorative features comparable to the most modern and esthetically pleasing designs in the marketplace. These features, along with energy efficient components, provide our clients with an attractive alternative in one of the fastest growing areas in the region.



## ***Real Estate Group***

The Real Estate Group, comprised of a select group of experienced personnel with broad real estate backgrounds and capabilities, exclusively controls the development, leasing, and management of The Buncher Company's properties. Working directly with prospective tenants and the real estate brokerage community, the Real Estate Group develops and coordinates comprehensive

leasing packages to meet the specific needs of its clients. Our staff is the primary contact during the leasing negotiations, construction of tenant improvements, and tenant possession of the premises. Tenants place their confidence in our all-embracing skills and solid reputation to deliver results that fulfill their real estate goals.

## ***The Buncher Company Benefits***

A hallmark of The Buncher Company's business practices is its creativity and flexibility in providing clients with leasing arrangements that are tailored to fit their operational and fiscal needs and objectives. These include:

- Flexible expansion and relocation packages
- Purchase/leaseback arrangements
- Flexible lease terms
- Generous build-out standards
- Attentive client service
- "Total turnkey service" offerings

***One Waterfront Place***



## ***The Benefit of Exclusivity***

Since The Buncher Company builds, leases, and maintains only its own properties, our clients deal with just one entity. We are with each client for the long-term, creating incentives to maintain our business relationships to the mutual benefit of all parties.



*Liberty Tech Center*

## ***The Benefit of Experience***

The Buncher Company has been developing and leasing high-quality business space since 1954. Our real estate, construction, maintenance, and professional staff members are experienced in their fields and know in depth our properties, services, practices, and the resources that can be called upon to satisfy our clients' requirements. This results in imaginative, timely, and accurate responses to our clients' questions and needs.

Every client and project receives detailed attention from our staff throughout the planning, implementation, and follow-up phases. The primary contact is an experienced member of The Buncher Company Real Estate Group, who is responsible for leasing arrangements and administration. We will analyze all requirements, make design and material recommendations, and submit preliminary drawings with a firm proposal at no cost or obligation.



## ***Integrated Planning***

### ***A Wealth of Experience and Expertise at Your Service***

For more than 60 years, The Buncher Company has planned, designed, engineered and constructed space for businesses. Our many years of experience and expertise provide assistance in planning and preparing the facility for optimum efficient

operations. We provide a variety of facilities including research centers, solar mirror manufacturing, banking, printing and educational centers as well as office and warehousing.

### ***Planning For Your Present Needs***

Although one of our generous, standard build-out packages may well suit your needs, we can also provide in-house custom design services or, if preferred, we can work with your architects, and/or mechanical and electrical engineers to design a building based upon your current and future needs.

### ***Steel Fabrication Operations***

The Buncher Company warehouses its own steel inventory and maintains a comprehensive fabricating shop at the Buncher Commerce Park in Leetsdale, Pennsylvania. The stocking of standardized building frames enables the accelerated completion of the project. This capability both expedites construction time and results in cost-savings that are reflected in very competitive lease rates.



*Tri-County Commerce Park*

In addition to the production of standard building frames and other fabricated steel components for Buncher buildings, the fabricating shop also produces specialized steel for client needs as well as the needs of another of its divisions: Multi-Service Supply.

### ***Flexibility for Your Future Needs***

Whether working with a client on the build-out of an existing facility or the design of a new one, consideration is given to future expansion as well as immediate space needs. Land and buildings are typically designed to permit future expansion and layout changes with a minimum of inconvenience to the occupant.



*Steel Fabricating Shop, Leetsdale, PA*

## ***The Construction Group***

### ***Construction Capabilities***

The Buncher Company serves as its own general contractor, utilizing a combination of its own highly capable craftsmen and carefully selected outside subcontractors. The economies achieved in doing so result in savings that are passed on to

our tenants in the form of lower lease rates. With extensive in-house project management and construction capabilities, construction decisions are made and implemented promptly to keep projects on schedule and within budget.



### ***Built to Last Construction***

The Buncher Company constructs and maintains low maintenance facilities that are built to last. We build quality masonry and precast exposed aggregate buildings that are long lasting and provide energy savings. Buildings are updated and maintained as needed to keep them attractive, compliant with current building codes, and economical for not only our present tenants but for future use as well.

### ***Support services provided by The Buncher Company include:***

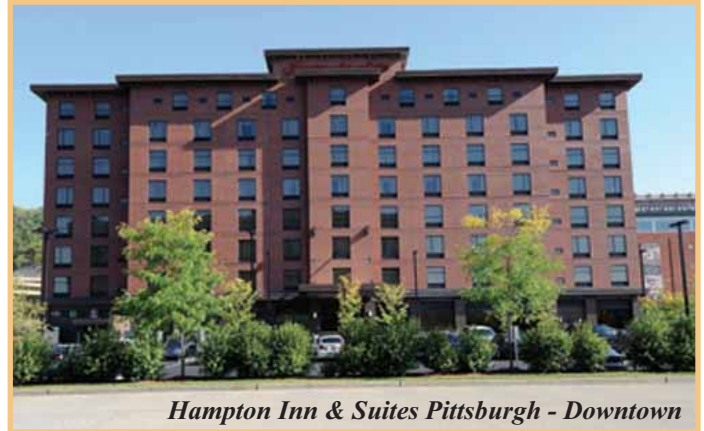
- An on-going working relationship with governmental agencies and authorities in securing permits
- Experience in the application of green building materials
- Solutions for maximum space utilization
- Implementation of the most efficient and cost effective programs for the project
- Employing local contractors and suppliers thereby preserving jobs in the area
- CPM and Bar Chart Scheduling
- Continuous job inspections by our Project Managers



## *Buncher Resort & Hospitality Group, LLC and Hampton Inn & Suites Pittsburgh - Downtown*

### ***Resort and Hospitality Holdings***

The Buncher Company's initial venture into the hospitality industry was through the development of The Hampton Inn & Suites Pittsburgh - Downtown. Utilizing its in-house expertise, The Buncher Company was able to plan and oversee the construction of this 8-story, 143-room hotel complex on budget and ahead of schedule.



This group next acquired Hidden Valley Ski and Golf Resort. Some of the activities the resort features are slopes and trails for skiing and snowboarding, a championship golf course, tennis courts, fishing, boating, mountain biking, hiking trails, a full-service sports shop, dining amenities, and residential development with a variety of housing options including condominiums, townhouses, and single-family homes.

Buncher Resort & Hospitality Group, LLC has made significant improvements to the ski resort, adding new shopping and dining amenities, upgrading and installing modern skier-friendly equipment and fully automating its snowmaking capabilities. With continued improvements and modernization to the golf course, tennis courts and other facilities, it is truly a resort for all seasons.

## *Buncher Resort Development Group, LLC*

In the tradition of taking on projects that enable The Buncher Company to continue to expand and fulfill the needs of its customers, Buncher Resort Development Group, LLC was founded as the resort/residential development branch of the company. This group was formed to develop and market residential property surrounding the ski and golf amenities at the Hidden Valley Resort as well as other potential residential developments in Allegheny, Butler, Somerset, Washington and Westmoreland counties.



As history has shown, The Buncher Company's knowledge and familiarity in related areas will be drawn upon to aid in the accomplishment of these and future projects. We look to our many years of experience and expertise in the engineering, planning, and construction fields to ensure the success and growth of Buncher Resort Development Group, LLC.



The residential real estate at Hidden Valley consists of a master planned community with a capacity of approximately 3,000 homes. With over half of the home sites available for development, Buncher Resort Development Group, LLC plans and develops sites for:

- Magnificent single-family homes in secluded wooded areas
- Spacious townhomes along the fairways of the golf course
- Luxurious ski slope side condominiums



## ***Multi-Service Supply*** ***a division of The Buncher Company***

Since 1976, Multi-Service Supply has been a leading national and international supplier of new, reconditioned and recycled railroad car parts specializing in the repair of all types of locomotive, freight car and passenger car air brake valves and related components. Our customers include

many Class I railroads, regional railroads, short lines, and freight car repair shops. The word “Service” is both our middle name and our creed. Our clients’ requests receive immediate attention and the necessary follow-up to ensure total satisfaction.

### ***Unit Exchange Program***

This unique program is designed to accommodate customers in need of quick turnaround service. Under this program Multi-Service Supply is able to immediately ship a new or reconditioned air brake valve or related component to the customer reducing down time for them. Once the equipment is back in service, the second hand core that was removed is then returned to Multi-Service Supply for credit. Maintaining a significant inventory of brake valves is the key to this exceptional program which distinguishes Multi-Service Supply from other air brake suppliers.



### ***Extensive Inventory***

We are able to provide reconditioned locomotive brake systems and include all valves found in the 26RL Brake System, #24 Equipment System as well as the older style #14 and #6 Brake Systems either on a unit exchange, repair and return or outright sale basis. Additionally, locomotive brake cylinders and reconditioned freight car air brake components including all types of control valves along with related parts such as cylinders, reservoirs, dirt collectors and angle cocks are also available on a unit exchange, repair and return, or outright sale basis.



We also supply freight car components such as complete truck assemblies and parts including wheel-on-axle assemblies, side frames, bolsters, brake beams and springs as well as car parts such as couplers, yokes, draft gears, hand brakes, knuckles and related coupler apparatus. Also available are many running repair items i.e. brake shoes, brake shoe keys and grab irons. With this extensive and diverse inventory of ready-to-ship items, Multi-Service Supply is able to quickly serve their customers' needs.

### **Certified Quality**

At Multi-Service Supply, all work is performed by experienced technicians to the exacting standards of the Association of American Railroads and the Federal Railroad Administration and is subject to stringent quality inspections throughout the production process.

Multi-Service Supply production shops have been certified by the Association of American Railroads M-1003 Quality Assurance Program for Reconditioned Freight Car and Locomotive Air Brake Valves, and Status 9 Wheel/Axle Shop for the mounting of roller bearings.

### **Attentive Service**

Whether you make contact by phone, fax or e-mail, your request for price and availability or other customer services receives immediate attention and the follow up necessary to insure that you are satisfied. At Multi-Service, we don't just talk about service - we live it!



## ***Buncher Rail Car Service - Youngwood a division of The Buncher Company***

Buncher Rail Car Service-Youngwood (BRCS) restores, repairs, rebuilds, maintains, and upgrades special-service rolling stock for railroads, private owners, and leasing companies. Railroad cars are processed through its operations center in Youngwood, Pennsylvania, which is accessed

through CSXT and Norfolk Southern via the Southwestern Pennsylvania Railroad. Emergency and mobile repair services are also provided.

### ***Capabilities and Services***

Buncher Rail Car Service-Youngwood provides a broad range of services for most types of general and special-service rolling stock. From routine maintenance to rebuilding or refurbishing heavily damaged or wrecked cars, BRCS is equipped to service most types of rail cars.



### ***Certified Quality Assurance***

BRCS boasts a staff of highly skilled welders and repair technicians and an industry-wide reputation for high-quality workmanship. The shop is fully certified and accredited to perform quality repairs and services in compliance with the requirements of the Association of American Railroads Quality Assurance Program as specified in M-1003, a certification equivalent to ISO 9001/9002.

### ***Outstanding Customer Service***

Customer service goes beyond providing quality workmanship and quick turnaround time. Through a “partnership” approach to doing business, BRCS and its customers work together in sharing experience, expertise, and ideas to achieve mutually beneficial results.





## **The Buncher Company**

**The Real Estate Group**

**The Construction Group**

**Buncher Resort & Hospitality Group, LLC**

**Hampton Inn & Suites Pittsburgh - Downtown**

**Buncher Resort Development Group, LLC**

**Multi-Service Supply**

**Buncher Rail Car Service - Youngwood**

A close-up, low-angle photograph of a classical column capital, likely a Composite or Corinthian style, showing the fluted shaft and the ornate, tiered capital. The lighting is dramatic, highlighting the textures and curves of the stone or metal.

***The Buncher Company***

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