

NICKLE

ELECTRICAL COMPANIES

Discover the Power of Quality

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Discover The Power of Quality

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From the President's Corner



The older I get the faster the time flies. This year seems like it just began and we are rapidly approaching 2013's halfway point. There are many exciting things happening at Nickle this year. We are reorganizing the structure of the company to

streamline our methods and practices. We have arranged the business to include three divisions—procurement, production, and service. This structure will consolidate our processes to eliminate redundancy and provide consistency to our customers. Within the coming months we will be researching new technologies to improve productivity and we plan to conduct one technical training class per quarter. Our supervisors will also participate in two management training classes per quarter to keep our leaders focused and ahead of the game. We hope this reformation will be a positive contribution to our continued success. In March we reached a significant landmark in company history—working one million man-hours without a lost-time accident. We accomplished this feat in approximately three years. I am extremely happy with the level of commitment from every employee and their confidence in reaching one million more. I believe we've put together a team of employees who have an unwavering dedication to satisfying our customers and continuing to provide the best quality work possible. Please don't hesitate to contact me with questions or concerns. My door is always open, my phone is always on.

Steve Dignan

"In order to succeed, your desire for success should be greater than your fear of failure."

— Bill Cosby

NICKLE EMPLOYEES CLOCK ONE MILLION SAFE HOURS

In mid-March, Nickle Electrical reached an astounding milestone — working *ONE MILLION* man-hours without a lost-time accident. Within the past three years we have taken certain steps to improve the welfare of the company and its employees. Safety is now a part of our culture, our employees are immersed in an environment that emphasizes the importance of sending everyone home unharmed at the end of the day. We put value in continued safety training, foremen and Safety Director **Mike Anderson** conduct weekly safety audits, Nickle now has a Safety Committee with field employee involvement, and we've instituted a Stretch & Flex Program for employees to set aside time to loosen up their muscles before performing work. We held a celebration at Dover Downs in April that included a short presentation regarding the significance of being safe on the jobsite. Thank you to our Safety Director Mike for implementing new procedures and improving upon previous procedures to help make this happen. And most importantly, thank you to all employees who followed these policies and kept Nickle healthy and safe. We appreciate all of your hard work. Let the journey to two million begin! See **Page 8** for a few celebration photos and check out our Facebook page for an entire album.





Notes from the Safety Director

NICKLE WINS SAFETY AWARDS

We were selected as one of the recipients of the 2012 Governor's Safety Awards for the second year in a row. The honor was co-sponsored by the Delaware Contractors Association and the Department of Labor and was awarded at a luncheon in March at Timothy's Restaurant on the Wilmington Riverfront. Nickle also received a 2013 Platinum Associated Builders and Contractors Delaware Platinum STEP (Safety Training and Evaluation Process) Award for safety. The STEP program is designed to support ABC members with development and improvement of safety and training efforts. This is our eighth consec-

utive STEP Award. It was presented during a dinner at Deerfield Country Club in May. In the past three years, our Safety Director **Mike Anderson** has successfully instituted NFPA 70E Safe Work Procedures, OSHA 30-Hour for project managers, a safety incentive program, a safety committee, and more in order to lower our Employee Modification Rating and improve our Recordable Incident Rate. Mike visits every Nickle job site to locate potential hazards and reinforce safety procedures to avoid injury.



Safety Director **Mike Anderson** and Vice President of Operations **Jeromy Newton** accept the 2013 Platinum ABC STEP Award



2012 Governor's Safety Award

“Coming together is a beginning; keeping together is progress; working together is success.”



— Henry Ford

CONGRATULATIONS

Jeromy Newton recently took the position of Vice President of Operations for both our Newark and Georgetown locations. He has been with Nickle since 2009. **Dave Spittle** is now our Vice President of Pre-Construction, promoted from the position of Estimator. He joined the Nickle team in 2011. **Tom Sulpizi** recently became Nickle's Director of Service after operating as Service Manager. He has been with the company for 10 years. **Joe Gliniak** has been promoted to Service Manager after working in the field. He has been with Nickle since 2004.

Jordan Tulowitzki, Benny Rivera, Steve Haney and Harry McMinn recently completed their Apprenticeship Training Programs. Jordan and Benny now work as mechanics in Newark, Steve works in the Service Department in Georgetown and Harry works as a mechanic in Georgetown. Left: **Steve Haney** pictured with his instructor Ed Allebach. Right: **Harry McMinn** pictured with Service Manager **Phil Andrew** and Project Manager **Dave Schreffler**.



During ABC's annual STEP awards dinner, Nickle Co-Op **Kyle Speed** received an ABC Delaware Student Award, presented to students from the New Castle County Vo-Tech School District. It's given to a student enrolled in the construction trade curriculum who has shown outstanding academic achievement and completed a successful co-op program with an ABC member. Kyle was the winner from Hodgson Vo-Tech High School. Pictured left-right: Hodgson Vo-Tech Co-Op Coordinator Bryan Moxley, Nickle Co-Op **Kyle Speed**, and Nickle CEO/President **Steve Dignan**.

COMPANY ANNIVERSARIES

APRIL

- Kris Hoffman** 16 years
- Tom Hutchinson 4 years
- Rob Marsh 3 years
- Tim Shipp 3 years
- John Zuvich 3 years
- Mike Lehman 2 years

MAY

- Steve Dignan** 26 years
- Debbie Dignan** 22 years
- Ryan Kennedy** 11 years
- John Doyle** 10 years
- Dwight Nicholson** 10 years
- Steve Poore** 10 years
- Ryan Lecates 9 years
- Rob Basara 8 years
- David Carey 7 years
- Lisa Houston 7 years
- Rich Linhoff 5 years
- Sandy Wandelt 5 years
- Mike Taylor 4 years
- Juan Ayala 3 years
- Andrzej Czerwinski 3 years
- Gary Lahman 3 years
- Eric Davis 2 years
- Rick Ennis 2 years
- Kevin Smith 2 years

JUNE

- John Brady 8 years
- Bryan Blocker 7 years
- Scott Estep 6 years
- Milton Davidson 4 years
- Benny Rivera 4 years
- Bill Cannon 3 years
- Mike Henderson 3 years
- Derrick Reed 3 years
- Chris Huhn 2 years
- James Johnson 2 years
- Dave Spittle 2 years



PROJECT SHOWCASE



ST. FRANCIS LIFE CENTER

Owner: Saint Francis
Architect: R2Architects, LLC
Construction Manager: Turner Construction

A 27,500-square-foot tenant fit-out that includes administrative areas, outpatient care, a kitchen, dining area, chapel, and recreational areas. St. Francis LIFE (Living Independently For Elders) provides senior citizens with health and social services throughout the day, making it easier for them to live independently with the help of healthcare experts. This project, located in Wilmington, is the first of several facilities included in Saint Francis' long-term plan.

DOVER BEHAVIORAL HEALTH SERVICES



Owner: Universal Health Services
Architect: Array Healthcare Facilities Solutions
Engineer: The Procz Group, Inc.
Construction Manager: Wohlsen Construction Company

A 12,421-square-foot addition to the existing 48,522-square-foot facility, including 12 bedrooms, associated support space, and a dining area. There was also an 8,525-square-foot renovation to the existing adult and adolescent outpatient areas. The endeavor was completed utilizing lean project delivery, a system designed to align people and practices to optimize value for the client, maximize effectiveness through all phases, and ensure the project stays on schedule. During LPD, there is a large concentration on design early in the process to enable direct procurement, sensitivity to client requirements, and lean logistics.

PROJECT SHOWCASE

ESTES EXPRESS SOLAR

In conjunction with Dynamic Energy, an energy solutions provider located in Wayne, PA, we installed photovoltaic systems on two buildings for the transportation company Estes Express. A 270-kilowatt PV system was installed at Estes' Elkton, MD location and a 240-kilowatt PV system was installed at Estes' Baltimore, MD location.



MILFORD BAYHEALTH MEDICAL CENTER



Owner: Milford Memorial Hospital—Bayhealth Medical Center

Architect: Skorpa Design Studio, LLC

Engineer: Carroll Engineering

Construction Manager: Consolidated Medical Services Inc.

This project was the renovation of an existing area within the hospital that was converted to an imaging facility. The existing 600-square-foot area was demolished and new lighting power and medical equipment was installed. The new Philips imaging equipment required a new 125-amp service, numerous control conduits and a substantial amount of medical duct work. The project was completed in three months with minimal inconvenience to the hospital as it continued to function as normal.

DENTSPLY



Due to an over-stressed panel, this project was an upgrade to existing breakers in the main switch gear and replacement of existing panels. A second part of this project included a transformer rooftop. We supplied and installed a 750KVA padmount transformer and installed primary cables in rigid conduit along the rooftop to the transformer. We supplied and installed a 2,500 amp main switch gear and secondary cables were installed in the duct bank.

NICKLE EMPLOYEES REGONIZED FOR OUTSTANDING WORK

We recently created a Testimonials page on our website that features recognition that Nickle and it's employees has received on recent projects. Be sure to visit www.nickleelectrical.com to see these kudos and more. We would like to thank our customers for their praise and congratulate our employees on their excellent work.



April 30, 2013

Matt Healy
Senior Estimator
Nickle Electrical Companies
14 Mill Park Court
Newark, DE 19713

Re: Blood Bank of Delmarva

Steve:

I am writing this letter to commend your firm on the work performed on the renovations and additions to the Blood Bank of Delmarva building in Newark, Delaware.

Your work assisting in the electrical design was an asset to the design/build team.

During construction, the work performed was of the highest quality. It is apparent that the workman took pride in their work in conjunction with completing the work in accordance with the applicable codes.

When shutdowns of the electrical system were required, the work was performed in a timely manner to reduce the length of the shutdowns, which kept this vital blood testing and distribution center in operation.

Cooperation with other trades, coordination and forward thinking kept problems from arising as the renovations moved from phase to phase during construction. Temporary power connections and wiring management helped the Blood Bank itself move from phase to phase of the construction.

The professional manner of your employees in the performance of their work and the quality of work shows your commitment to first class customer service.

Sincerely,

Allen W. Allshouse

Allen W. Allshouse
Vice President

"I wanted to drop you this note regarding the recent installation of our generator. Easter Seals chose Nickle because of your reputation and past history of excellent service with us. As expected you met our expectations. From the beginning of this project you took control and paid attention to every detail. James Leonard did an excellent job as your on-site supervisor. Now that the job has been completed I can say that Nickle performed above expectations while delivering the generator that we needed. Thank you for a job well done."
— Email from John Shaw, Easter Seals of Delaware and Maryland's Eastern Shore



Due to the holiday, Nickle offices will be closed on July 4

Have a happy and safe Independence Day!



NICKLE TO SUPPORT HOSPICE 5k IN MILFORD

Since completing the award-winning \$3.1 million Delaware Hospice project in Milford in 2008, Nickle has been a sponsor for their annual 5k. Past employee participants include Secretary/Treasurer **Debbie Dignan**, Business Development **Laura Dignan**, Chief Estimator **Mark Benson**, Project Manager **Dave Schrefler**, HR Director **Sandy Wandelt**, and Project Manager **Brandon Cale**. In 2011, both Sandy and Brandon received trophies in their respective age groups. We are proud to once again sponsor the 5k this year, which will be held on Wednesday, July 10 at 6:30 p.m. at the Hospice Center on 100 Patriots Way, Milford.

YMCA ACCEPTS \$4,000 DONATION

Nickle sponsored Sussex Family YMCA's 21st Annual Golf Tournament in May that benefitted the organization's Open Doors Program. The program supports families struggling with financial matters who wish to be active in the organization. We have sponsored the event since 2009 and this was the first year we served as the exclusive title sponsor. Sussex Family YMCA Executive Director Terry Rasberry said this amount of money will help hundreds of children participate in activities such as basketball leagues, swim lessons, and summer camps. Pictured left-right: Nickle VP of Operations **Jeremy Newton**, YMCA representative Ron Scrutchfield, Nickle CEO/President **Steve Dignan**, Sussex Family YMCA Executive Director Terry Rasberry, and Nickle VP of Pre-Construction **Dave Spittle**.



“TURN YOUR GREEN INTO GOLD” WITH NICKLE


For the third year in a row, Nickle was a sponsor for the Milton Irish Eyes St. Patrick's Day parade and Lucky Leprechaun 5k. The proceeds benefitted the Milton Fire Department Training Program, Best Buddies Delaware, and Casa San Francisco. Our parade float promoted the value of building environmentally-sustainable projects. We asked parade attendees to “Turn Your Green Into Gold” with Nickle. We want to thank the employees, family, and friends who participated.



Photo Courtesy of Nick Roth, Cape Gazette

CELEBRATING ONE MILLION HOURS



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