



The NICKLE

ELECTRICAL COMPANIES

NEWS

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Discover The Power of Quality



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From the President's Corner



Once again, another year gone by and once again we are looking forward to the future here at Nickle. While the construction environment is still in recovery, we find that Nickle is still able to bring profitable work in the door. This is due entirely to

the commitment to quality of our employees. This newsletter contains just a few examples of such work - our twenty-fourth ABC Excellence in Construction award, as well as two employees recognized for outstanding service. Quality isn't just in our company motto, it's the only way we do business and it's what will help Nickle remain in the forefront of the construction industry in the future.

In 2012, our Wellness Committee will continue to work on bringing Nickle employees health-related programs and information. Many of our employees participated in the biometric testing offered in October and will enjoy reduced health insurance premiums through 2012 for doing so. We appreciate your participation and hope that the new year finds you more committed to a healthy lifestyle.

There is a famous quote by John M. Richardson, Jr., a professor of international development, "When it comes to the future, there are three kinds of people: those who let it happen, those who make it happen, and those who wonder what happened." We hope to always be those who make it happen.

I would like to wish you all the happiest of holidays. As always, if you have any questions or concerns, my door is always open, my phone is always on.

- Steve Dignan

NICKLE WINS BIG AGAIN

On November 17th, Nickle Electrical proudly accepted another ABC Excellence in Construction Award for our work at the Wilmington Train Station. The award was presented at ABC Delaware's annual awards dinner at the Riverfront Center. This Excellence award marks the twenty-fourth award we have received over the past 14 years.

The Wilmington Train Station project posed many challenges for the Nickle team. Since work was to take place while the station remained open, the safety of passengers and other workers was paramount. To facilitate this, Foreman Tilmon Gabbert adjusted Nickle's work schedule to coordinate with train traffic. Attention to detail and maintaining the historical integrity of the 100 year old building was critical as well. Innovative installations of conduits and lighting were developed to ensure the train station retained its original beauty, while still meeting modern day code requirements. All in all, Tilmon and his team did a masterful job of overcoming each challenge posed on this project, and delivered outstanding work to Amtrak.

Congratulations to every employee that had a hand in making this project such a success. Pictures of the project can be found on page 5.



Accepting the 2011 Excellence in Construction Award are Project Manager Neil Faulkner, Foreman Tilmon Gabbert, and Estimator Matt Healy.

One way to keep momentum going is to have constantly greater goals.

--Michael Korda



WELLNESS COMMITTEE ANNOUNCES NEW "HEALTHY" BENEFIT

Nickle Electrical's Wellness Committee has obtained special pricing from Titus Sports Academy for their WorkStrong fitness program for Nickle employees and their spouses. As outlined in the memo that went out to all employees earlier this month, the WorkStrong program is a balanced approach to training that will improve the body's five physical qualities: flexibility, strength, speed, agility and endurance. It is a progressive training system delivered in a fun environment that challenges the body to continue making improvements. The hour-long workouts are held on Monday, Wednesday and Friday mornings, Tuesday and Thursday evenings, and Saturday mornings. Information about the program as well as enrollment forms can be obtained from the HR Department. The enrollment form is also on our website. Click the WorkStrong logo on our home page.



NICKLE GOES SMOKE-FREE STARTING JANUARY 1

Effective January 1, 2012, smoking by employees or visitors will no longer be permitted in any company owned or leased buildings and vehicles or on any company owned or leased property. This policy also applies when working on Nickle Electrical job sites and in temporary construction trailers.

Nickle Electrical Companies is committed to providing a workplace which promotes the health and well being of its employees. The personal health hazards related to smoking and second hand smoke are well documented. According to the Federal Center for Disease Control, tobacco use leads directly to the No. 1 killers: heart disease, cancer, stroke and chronic respiratory disease.

We care about the well being of each employee and it is our intent to provide all employees with a work environment conducive to good health. If you have any questions about the policy, or are interested in smoking cessation materials, please contact HR Director, Sandy Wandelt.

JOIN THE Y NOW – FOR A HEALTHY 2012



The YMCA of Delaware invites the employees of Nickle Electrical to be members of their local Y. The Y's annual winter Membership campaign is going on now. Join any Delaware Y between now and January 31st and pay NO JOINER fee. *That's a savings of up to \$90.*

When you join the Y, you become part of a community of people who are interested in supporting your health and your family's health.

In Delaware, your membership is good at all branches, giving you and your family access to a world of great activities and facilities, including:

- Unlimited access to all YMCAs in Delaware
- State of the art wellness centers with the latest in cardiovascular equipment and full strength training equipment
- Huge variety of free group exercise including water exercise classes
- Family recreational swimming and lap swimming in our indoor pools
- Outdoor pools at 3 branches - for Summer season
- Free "Smart Start" session to help you set fitness goals and provide you support and coaching to maintain your routine
- Free drop-in baby sitting while you use the Y
- Free family events
- All Y programs at reduced rates for including swim lessons, youth sports, day camp, before and after school enrichment and many more

To join, stop in any branch for a tour or visit www.ymcade.org. Join early – Winter session programs for kids begin January 2nd. Join now and plan to come in and get started on a healthy lifestyle today. Financial assistance is also available to those that qualify. Ask any Y staff member for more information.

Special offer - each Nickle employee is entitled to (2) one-day guest passes to be used at any Delaware Y. Pick up your free passes today at our Newark or Georgetown offices. Guest passes expire 1/31/12 and are valid for the entire family.

Congratulations to:

Derrick Reed for receiving the Nickle Effort Exceeding Expectations award for his work at the Biggs Museum project. In a letter to company president Steve Dignan, Biggs Executive Director Linda Danko writes *“It is impossible to document just how many times Mr. Reed’s professionalism and expertise were relied upon and utilized. There was not one instance where a potential issue was too much trouble to resolve or that Mr. Reed did not afford one hundred percent commitment and attention to an electrical challenge. The museum is grateful to Nickle Electrical and to its employee, Derrick Reed.”* We appreciate Derrick’s commitment to delivering quality work to our customers. He was presented with his award and a gift card to Dogfish Head in Rehoboth by project manager **Dave Schreffler** and Georgetown VP of Operations **Jeromy Newtown**.



Steve and Laurie Poore on the birth of their daughter. Morgan Jean was born on September 9th and weighed in at 7 lbs. 7 oz.

Chris and Lynn Opdenaker on the birth of their daughter, Olivia Lynn. She arrived on October 27th and weighed in at just over 7 lbs.

Ryan and Alicia Kennedy, who welcomed their second child, another son. Born on November 12th, Liam Clark tipped the scales at 7 lbs. 6 ozs.

Reports are, all Moms, Dads and babies are doing just fine! Our Best Wishes to you all.



Mike Voss on completing the State of Delaware Apprenticeship Program. Mike was recently presented with his Journeyman’s papers by project manager **Stan Twardus**.

COMPANY ANNIVERSARIES

OCTOBER

Mark Benson	16 years
Jamaal Gray	7 years
Jonathan Harrison	5 years
Ryan Wade	5 years
Fran Kaiser	4 years
Ryan Parker	1 year
Michael Voss	1 year
John Williams	1 year

NOVEMBER

Brian Morgan	18 years
Dave Pipher	5 years
Jim Scalia	4 years
Bob Wolfenden	4 years
Scott Frieze	1 year

DECEMBER

Mike Frieze	14 years
John Guhl	8 years
Alex Hagen	7 years
Steve Kempe	5 years
Dave Thomas	5 years
Jennifer Thompson	5 years
John Pratt	4 years
Scott Hadaway	1 year
Pete Thursby	1 year





Notes from the Safety Director

Nickle’s Safety Director would like to remind everyone of the requirements for transporting and storing flammable and combustible liquids:

Safety Can- An approved, closed container, of not more than 5 gallon capacity, having a flash arresting screen, spring closing lid, and spout cover designed so it will safely relieve internal pressure when exposed to fire. Note: Safety cans cannot be stored at exits, stairs, or passageways.



Storage:

- ◆ No more than 25 gallons of flammable or combustible liquids may be stored in a room outside of an approved storage cabinet.
- ◆ Not more than 60 gallons of flammable (Flashpoint below 140 degrees F) or 120 gallons of combustible liquids (Flashpoint at or above 140 degrees F) can be stored in any one storage cabinet.
- ◆ Not more than three storage cabinets may be present in a single storage area.
- ◆ Not more than 1100 gallons may be stored in any one pile or area.
 - Piles must be separated by 5 foot clearance.
 - Piles must not be closer than 20 feet to any building.

Fire Extinguishers:

- ◆ Storage areas in buildings must have a 20B fire extinguisher outside the room but not more than 10 feet from the door.
- ◆ Outside storage areas must have a 20B fire extinguisher not less than 25 feet nor more than 75 feet away from the area.



SAFETY COMMITTEE NEWS:

The Safety Committee would like to remind employees that wear prescription eyewear, you are still required to wear safety glasses. Nickle will reimburse up to \$100 of the cost of prescription safety lenses. The proper safety rated lenses are listed in the company handbook. You must have a receipt for your lenses in order to be reimbursed. For more information, please check your Employee Handbook or contact the HR Department.

If you are working on a jobsite that requires you to use hearing protection, please see Mike Anderson or Mike Burchfield to obtain the proper equipment.

Nickle now carries a stock of Miss Utility cards. Please see Mike Anderson if you are interested in getting one.

As of this printing, Nickle Electrical has gone **675 days** without a lost time accident. It is the policy of this company to strive for the highest safety standards on our projects. Safety does not occur by chance. Prevention of injury and illness is a goal well worth achieving. Keep up the good work!



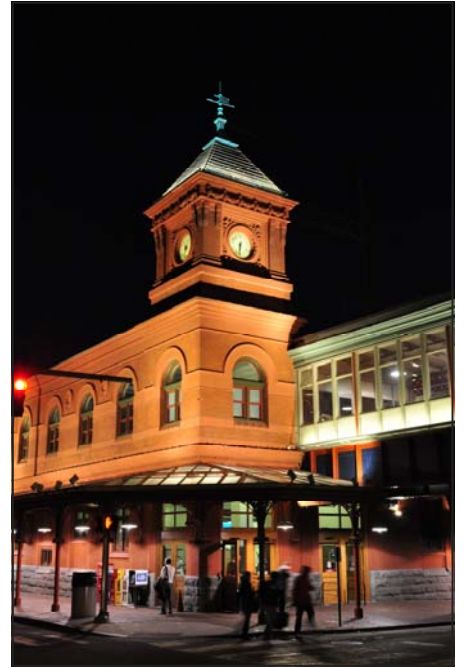
A healthy attitude is contagious but don't wait to catch it from others. Be a carrier.

----Tom Stoppard

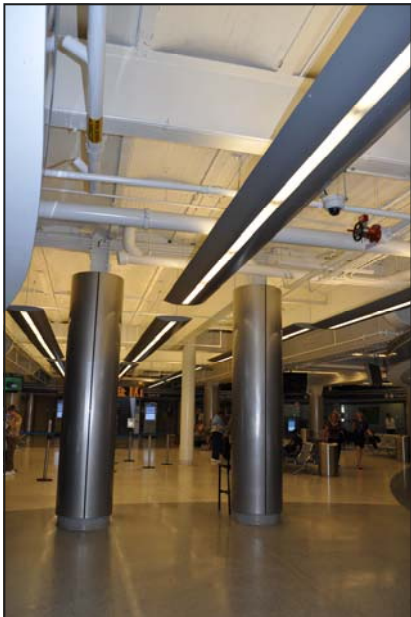
AMTRAK'S WILMINGTON TRAIN STATION RENOVATIONS



Left: Concourse area before the renovation. **Below:** Newly renovated concourse complete with new lighting, updated passenger information boards, and vendor areas.



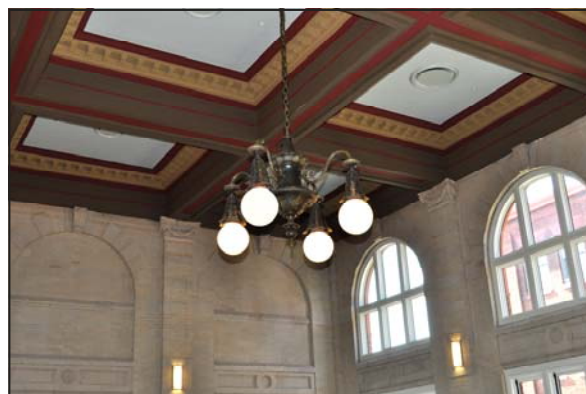
Above: Renovated clock tower included all new cove lighting.



Above: Due to vibrations from trains passing overhead, all fixtures and conduits needed to be welded to the ceiling of the concourse. A special welding machine was brought in from Germany to handle the revised installation.



Above: South building prior to renovation. **Right:** New exterior lighting highlights the restoration.



Left: Historic waiting areas were restored to their original beauty. The chandelier in the Men's Waiting Room was refurbished, cleaned, re-wired and re-lamped to make it more energy efficient.



WHAT WE'RE WORKING ON...

Our **Newark Service Department** reports on current projects underway and recently completed projects:

- Sallie Mae Phase II Fit Out - Foreman: **Brandon Fenimore**
- Union Hospital-Singerly Medical Office Building Fit Out - Foreman: **John Guhl**
- Firebirds Restaurant Expansion - Foreman: **Tommy Novak**
- Belvedere Fire Hall 50 kw Solar System - Foreman: **Joe Gliniak**
- Indoor Soccer Field Fit Out - Foreman: **Joey Rinarelli**
- Union Hospital Pediatric ER Renovation - Foreman: **Tommy Novak**
- South East Kitchen Fit Out - Foreman: **Jim Gray**



Dental Office Fit-Out recently completed by our Newark Service Department

GENERATOR REPLACEMENT

Location: Rehoboth Beach, DE
 Estimator: Jeromy Newton
 Project Manager: Jeromy Newton
 Foreman: Kevin Sheldon
 GC/CM: City of Rehoboth

W.L. GORE FITNESS CTR/ MEDICAL AREA RENOVATIONS

Location: Elkton, MD
 Estimator: Sam Slokom
 Project Manager: Neil Faulkner
 Foreman: John Zuvich
 Owner: Emory Hill

FULTON BANK RENOVATIONS

Location: Ocean View, DE
 Estimator: Jeromy Newton
 Project Manager: Jeromy Newton
 Foreman: Derrick Reed
 GC/CM: MBM Construction

LIGHTHOUSE BAPTIST CHURCH

Location: Newark, DE
 Estimator: Dave Spittle
 Project Manager: Brandon Cale
 Foreman: James Leonard
 GC/CM: Nowland Associates

DE AIR NATIONAL GUARD SOLAR ARRAY

Location: Bethany Beach, DE
 Estimator: Mark Benson
 Project Manager: Dave Schreffler
 Foreman: Kevin Sheldon
 Owner: Paradigm Services

STATE OF DE ODW/OPM RENOVATIONS

Location: Dover, DE
 Estimator: Matt Healy
 Project Manager: Brandon Cale
 Foreman: Dave Thomas
 GC/CM: Deldeo Builders

ESTIMATORS CHECK IN

Our Estimating Department reports on projects Nickle Electrical has recently been awarded.

- W. L. Gore APE Controls Work – Estimator: **Sam Slokom** – 5000 square foot renovation at the Gore Appleton East Building
- Aetna Office Renovations, Newark, DE– Estimator: **Matt Healy**
- Easter Seals Office Renovation, Georgetown, DE – Estimator: **Dave Spittle**
- 2701 Kirkwood Highway Medical Office Fit-Out– Estimator: **Sam Slokom**
- Sallie Mae 3rd Floor Fit-Out – Estimator: **Mark Benson** – Renovation and fit-out for Sallie Mae Headquarters
- University of Delaware East Campus Residence Hall Site Utility Package – Estimator: **Sam Slokom**



In addition, our estimators are busy working on bids for the following:

- Project Tango Industrial Building – 1,000,000 square foot warehouse facility in Middletown
- DTCC Sustainable Energy Training Center – New 6,000 square foot building on the DelTech Stanton Campus
- Amazon.Com Office Fit-Out – New 1,000,000 square foot industrial building in Middletown
- PRMC Surgery Center Addition – Addition and renovation to the Surgery Center for Peninsula Regional Medial Center in Salisbury, Maryland
- UD Carpenter Sports Center – Budget for the University of Delaware
- Crosslands Health & Wellness Center – Addition to the Crosslands facility in Kennett Square, PA
- UMES Residence Hall Cluster Renovations – Building renovations at the University of Maryland Eastern Shore campus
- Howard High School – Renovations to classroom areas at Howard High School

DOWNSTATE UPDATE

Jeromy Newton was recently been appointed Georgetown Vice President of Operations. Jeromy joined the Nickle team in 2009 as a Service Manager in our Newark Office. Recently he has been overseeing the Service Department in Georgetown. We congratulate Jeromy on his upward move and look forward to his continued success in Georgetown.



Jeromy Newton

Projects being completed out of Georgetown include:

- Wal-Mart—New 150,000 square foot Wal-Mart SuperCenter in Denton, MD. We will be working with RIV Construction on the new building.
- First State Community Action Agency—10,000 square foot office renovation. **Gary Lahman** will be overseeing this project as foreman.
- Shore Ambulatory—5,500 square foot emergency department renovation for Willow Construction.
- Office expansion for Choptank Electric in St. Michaels, MD. **Rob Marsh** will be acting foreman.
- Hertrich Nissan—new electrical service to supply power to four electric car charging stations. This work is being done directly for Hertrich Automotive and **Ray Carey** will be Nickle's foreman on the project.

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Mr. Brandon Cale
Nickel Electric
14 Mill Park Court
Newark, DE 19713

November 30, 2011

Dear Mr. Cale,

I wanted to take a moment and alert you to the exceptional performance of one of your employees, Mr. Jim Wills. Jim has worked and may still be finishing work on a project for EDiS for the Grant and Eisenhofer build at 123 Justison St. in Wilmington.

As Facilities Director for the firm, I was on site for much of the project and can say that Jim was professional, handled any request and even came in over the Thanksgiving holiday weekend to troubleshoot an issue we had.

I appreciate people who are committed, work hard and do the right thing. I am sure you do as well.

Sincerely,


Randy

KUDOS TO JIM WILLS

Here at Nickle, we love to get customer feedback - especially when it comes to recognizing the efforts of our employees. Jim Wills, who has been with Nickle for over thirteen years, was recently recognized for his work on the Grant & Eisenhofer project. We would like to thank Facilities Director, Randy Larzelere, for sharing his thoughts in a letter to Service Department Manager, Brandon Cale.

Congratulations, Jim, on a job well done! We appreciate your hard work and continued loyalty to Nickle Electrical.



Wishing you a
healthy and
prosperous
New Year!

**2011 FIGHT
FOR AIR
WALK**

A HUGE Thank You to all those who participated in the Monster Miles for a Cause walk on Saturday October 15th. Due to their efforts, the Nickle Wellness Warriors raised over \$2,200 for the American Lung Association and placed second among companies that participated. Photos of our Warriors are posted on our Facebook page. Nickle will continue to support the efforts of the American Lung Association in 2012 so stay tuned for information on the Caesar Rodney Half-Marathon and 5K run being held in March. For more information about on-going programs, including smoking cessation, please visit their website at: www.lungusa.org.

Did you know that Delaware was ranked #3 among the ALA's "Quit Friendly" states? Let's hear it for the Small Wonder!

