

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



About 30 years ago someone asked me if I had a fax machine. I said, "Well, I have all the facts, but what's a facts machine?" Looking back it's obvious that I was not in tune with the hi-tech footsteps our world was beginning to take. But now we're surrounded by

technology in both our work and personal lives and it's overwhelming to think about how much has changed in just a few decades. Many of us have smartphones, tablets, e-readers, DVR for our televisions, and a slew of other gadgets. At Nickle we utilize technologies such as estimating software that has built-in On-Screen Takeoff, Building Information Modeling, Computer-Aided Design, digital accounting systems, Microsoft programs, electronic payroll, and computer programs that allow employees to track our projects. Every part of the business is touched by new technologies that simplify our methods and improve efficiency. So why are some of us still working 10- or 12-hour days? You would think that the fast-paced environment we now live in would cut down our workday. With all of this technology we could afford to only work 4- or 5-hour days and still deliver a superior product. But one of the most important things to remember as technology keeps progressing is that nothing is as valuable as human interaction and face-to-face communication. We spend more time sitting in front of our computers now than we ever did before. With the extra time in our day we should be making an effort to look away from the screen, pick up the phone, stretch our legs, and mingle with colleagues. The power of communication outweighs the power of technology. Don't ever lose your voice. With that said, my door is always open, my phone is always on.

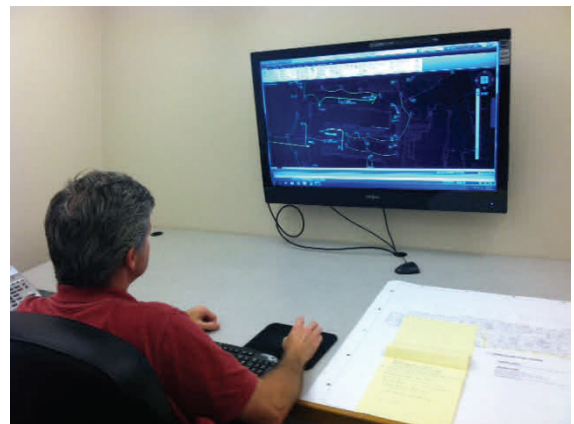
Steve Dignan

"Do one thing everyday that scares you."

— Eleanor Roosevelt

TRAINING FOR THE FUTURE

No matter the industry, "going paperless" is an emerging trend. Date books, letters, and blueprint drawings have been replaced by iCloud calendars, e-mail, and 3D computer software. The switch is inevitable and businesses must adapt and work proactively to be successful. In a 2011 *EC&M* article, Brad Dawson of LTV Dynamics, a sales management consulting firm, described mass-market technologies as "business enablers."¹ Nickle introduced Computer-Aided Design software to its business practices in 2007. The software enhanced productivity, improved time management, reduced waste, and assisted in providing the best quality work to our customers. Today we continue to use the software and have recently dabbled in CAD's counterpart Building Information Modeling. We now have an in-house CAD/BIM Tech, **Dale Graham** (pictured below), who has received extensive software training. Recently, other Nickle employees attended a training class to fully understand the technical processes that our industry is adopting. Gregg Schoppman of FMI Corp., a management consulting and investment banking organization, once wrote, "The software capabilities are no longer limited to simple 3D designs, but also incorporation of budget and scheduling dimensions to further aid in the ultimate goal—better construction."²



¹ Dawson, Brad. "Riding The Technology Wave." *EC&M Electrical Construction & Maintenance* 110.3 (2001): C38-42.

² Schoppman, Gregg. "The Science Of Efficiency And Productivity In Electrical Contracting." *EC&M Electrical Construction & Maintenance* 111.9 (2012): C32-39.

HARD HAT AREA



Notes from Safety Director Mike Anderson

LUCKY WINNERS ON SAFETY COMMITTEE

Each quarter Nickle field employees on the Safety Committee are entered into a drawing to receive incentives for safe performance on the job sites. This quarter (pictured left-right) Commercial Mechanic **Ray Carey**, Service Mechanic **Steve Haney**, Commercial Mechanic **Rich Linhoff**, Commercial Mechanic **Jordan Tulowitzki**, and Commercial Apprentice **Mike Walley** each won a monetary bonus.



SAFETY RECOGNITION

Safety is one of Nickle's core values. Keeping employees out of danger is a top priority. We were recently acknowledged for safe work on the DuPont Building 721 project at Chestnut Run. We received a 100% project score for Job Hazard Analysis Reports, Project Safety Audits, Contractor Internal Audit Participation, Safety Stand-Down, and Project Meeting Attendance.

HR Report

Notes from HR Director
Sandy Wandelt



HEALTH ADVOCATE ANSWERS THE TOUGH QUESTIONS

The world of healthcare and corporate benefits can be a complex one. Sometimes so complex that we waste hours trying to sort through government-related issues that we might never understand. That's why Nickle utilizes Health Advocate, an assistance program dedicated to helping you get answers and solve concerns relating to insurance, benefits, and more. The program's team "assists employees and their families with clinical and administrative issues involving their medical, hospital, dental, pharmacy, and other healthcare needs." This resource is free of charge for employees and all of the information you provide to Health Advocate is confidential. For example, they can assist with handling insurance claims, saving money on healthcare bills, and correcting billing errors. They can also help you find the right doctors for your ailments, assist with complex medical conditions, schedule appointments with specialists, and identify the best medical institutions suited to your needs. This is a wonderful program that we want to promote and encourage everyone to take advantage of. Visit their website www.healthadvocate.com or call 866-695-8622 for more information about how they can help you.

BLOOD BANK OF DELMARVA

One of the great benefits that Nickle offers is the option to participate in the Blood Bank of Delmarva's membership plan at no cost. Employees can enroll for free and each year they have the option of either donating blood, having someone donate for them, or making a \$30 contribution. The Blood Bank of Delmarva is a non-profit organization that provides over 100,000 units of blood and blood products each year to hospitals in Delaware and on Maryland's Eastern Shore. The Blood Bank membership can be utilized by employees and their immediate family. It covers unlimited blood replacement at any hospital in the United States if you are in need. Enrollment forms can be obtained in the Newark office or you may visit www.delmarvablood.org for more information.

*"Success is not counted by how high you have climbed but by how many people you brought with you."
- Wil Rose*

CONGRATULATIONS

→ We would like to give our blessing to Commercial Mechanic **Jordan Tulowitzki** and his wife Ashley on the birth of their baby girl Juliette Louise. She was born on May 31 coming in at 7 lbs. 10 oz. and 20.5 inches long.

→ Senior Project Manager **Stan Twardus** received the Top Dog award at our new quarterly office meeting in July for outstanding work. He also received an American Express gift card and will be able to show off the unique trophy on his desk until the next meeting. His colleagues nominated him for a job well done and he has been a great asset to the company. Stan became part of the Nickle team in 2000 and has held positions as Foreman, Project Manager, and was recently promoted to Senior Project Manager. He has overseen a number of projects that have received ABC Excellence in Construction Awards including the largest school renovation project in the State of Delaware’s history at P.S. DuPont Elementary School.



→ Project Manager **Eric Webb**, Foreman **Mike Lehman**, and Commercial Mechanic **Eric Eide** recently received positive feedback from KBR Building Group Superintendent Richard Mooney regarding the DuPont Building 721 project that they have been working on:

“You guys started off strong and now you are finishing strong. This is my first experience working with your company; my opinion is that I would highly recommend you to anyone in need of electrical work.”

COMPANY ANNIVERSARIES

JULY

- Jimmy Gray** 22 years
- Bobby Husbands** 16 years
- Dan Kukoleca 7 years
- Raffael Scarpone 7 years
- Jane Marcozzi 6 years
- Felix Rodriguez 5 years
- Joe Weglarz 4 years
- Jason Wright 4 years
- Mike Anderson 3 years
- Steve Finney 3 years
- Chris Opdenaker 3 years
- Billy Snyder 3 years
- James Vanderslice 3 years

AUGUST

- Carol Cole** 19 years
- Joe Habbart** 13 years
- Tom Sulpizi** 10 years
- Kevin Woodland 8 years
- Jeff Pratt 6 years
- James Leonard 4 years
- Brandon Cale 3 years
- Joe Pergeorelis 3 years

SEPTEMBER

- Jim Wills** 15 years
- Stan Twardus** 13 years
- Dave Schreffler** 11 years
- Joe Gliniak 9 years
- Travis Taylor 8 years
- Jordan Tulowitzki 6 years
- Steve Haney 4 years
- William Andrews 3 years
- Carlos Collazo 3 years



PROJECT SHOWCASE



NEWARK CHARTER SCHOOL

Owner: Newark Charter School
Architect: Fearn Clendaniel Architects
Engineer: Blake & Vaughan Engineering, Inc.
Construction Manager: Bancroft Construction



This project was a 114,000-square-foot renovation and addition to the old Chrysler Lear plant that was re-vamped into an academic building. It was a design-build project with a completion timeline of one year. The job included a gymnasium expansion, theater lighting system, and more. It was delivered on time and on budget.

UNIVERSITY OF DELAWARE EAST CAMPUS

Owner: University of Delaware
Architect: ABHA Architects
Engineer: Burdette, Koehler, Murphy & Associates, Inc.
Construction Manager: Skanska USA Building, Inc.

University of Delaware's East Campus includes a pair of new buildings—A and B. A new primary service from the existing East Campus Utility Plan to these two buildings connects to a new primary switch and step down transformers. This feeds elements such as the new building distribution system, branch wiring, fire alarm, lighting, lightning protection, security, and site lighting.



PROJECT SHOWCASE



COLLEGE PARK MEDICAL PAVILION

Owner: College Park Medical Pavilion LLC
Architect: Mitchell Associates
Engineer: Blake & Vaughan Engineering, Inc.
Construction Manager: GG+A Builders

College Park Medical Arts Pavilion is a two-story, 50,000-square-foot medical facility. The first floor is being fit-out with three suites for Beebe Medical Center. Suite One is a 3,100-square-foot rehabilitation facility. Suite Two is a 5,900-square-foot primary care practice and walk-in clinic with 13 exam rooms, numerous offices, and a waiting area. Suite Three is a 13,500-square-foot medical imaging and lab express facility. There will be MRI, CT, and Mammography areas, two X-ray suites, and four rooms for blood draw. The second floor is currently a shell space for future tenants. The building also has a 3000A 277/480-volt service with a 100-kilowatt backup generator.



COMMONWEALTH TRUST

Service Mechanic **Ryan Wade** installed a 10-kilowatt generator to backup Commonwealth Trust Company's server room in Wilmington, DE.



CONRAD DINING HALL

Complete renovation of the existing Conrad Dining Hall at Delaware State University in Dover, DE. It's a residential restaurant featuring smokehouse BBQ, full-service grill, salad bar, deli counter, and more.



STATE STREET PLAZA

This project was built from the ground up and fit-out as two dental offices in Dover, DE. The practice is named First State Oral & Maxillofacial Surgery.

EMPLOYEES ATTEND PRE-PLANNING WORKSHOP

Working in a proactive manner is one of the most important and efficient ways to complete a new job. Creating a pre-formulated strategy enables all team members to stay a step ahead, foresee potential complications and handle them without a hitch, stay on schedule, and clearly visualize the project from start to finish.

In June select employees participated in a hands-on pre-planning workshop to better understand the tactical process that goes into running a project smoothly. Employees were divided into six teams comprised of a project manager, service manager, estimator, foreman, and numerous field personnel. Two teams were each provided with the same project—three projects total—and were asked to pre-plan the job in the areas of scheduling, material handling/staging, pre-fabrication, labor tracking, safety, best practices, and quality. Once finished, both teams presented their individual proposal to demonstrate the uniqueness of their group. Though two teams were given the same project, both shared different but appropriate ideas, proving that teamwork is the best strategy.

This training program is part of the 2013 reorganization of the company to better streamline our methods and practices. Nickle is dedicated to being the premier electrical contractor in Delaware and the surrounding tri-state area. Check out our Facebook page for more photos of our employees at the workshop.



Nickle offices will be closed September 2 for Labor Day and November 28 for Thanksgiving. Enjoy your holidays!



Daylight Savings Time ends on Sunday, November 3. Make sure to turn your clocks back one hour!



FALL SPONSORSHIP EVENTS

Joseph D'Amico Sr. Memorial Invitational

Nickle is a hole sponsor for this annual golf tournament, taking place on September 26 at Cavaliers Country Club. The event is for a scholarship fund that will support an exceptional Catholic high school student as well as an outstanding student at St. Patrick's Elementary School in Kennett Square, Pennsylvania. It also provides grants to charitable organizations that were supported by Joe during his lifetime.

Delaware Technical & Community College Alumni & Friends 5k Run/Walk

To raise money that will provide scholarships to DelTech students through the Alumni Board Scholarship Fund, we are sponsoring the 6th Annual Alumni & Friends 5k Run/Walk. The event will take place on Wednesday, October 2 at 6 p.m. at Dravo Plaza on the Wilmington Riverfront.

Ronald McDonald Run 4 The House 5k Run/Walk

To benefit the Ronald McDonald House of Delaware, Nickle is sponsoring the organization's 2nd Annual Run 4 the House 5k Run/Walk. The Ronald McDonald House offers affordable housing to families with seriously ill or injured children being treated at local hospitals. The event will take place on Sunday, October 6 at 9 a.m. and will be held at Irish Eyes in Lewes, Delaware.

Apple-Scrapple Festival

The 22nd Annual Apple-Scrapple Festival is another event sponsored by Nickle. It takes place in Bridgeville, Delaware and its purpose is to promote western Sussex County, actively involve all community organizations, and help elevate awareness of agriculture. The event will be held October 11-12 and includes events such as a scrapple carving contest, library carnival, car and craft shows, live music, and more.

Easter Seals Walk With Me Delmarva

Nickle will be sponsoring the 1st Annual Easter Seals Walk With Me Delmarva event next month. In 2005 Nickle performed work on the organization's Georgetown location worth \$350,000. It was a brand new 28,000-square-foot commercial/medical office complex with therapy and treatment rooms. The proceeds of the event help the non-profit organization provide life-changing services to children and adults with disabilities. The event will take place on Sunday, October 13 at 4 p.m. on the Baywood Greens Golf Course in Long Neck, Delaware. Participants will walk the first nine holes of the golf course, totaling approximately three miles.

NICKLE EMPLOYEE WILL "BIKE TO THE BAY" THIS FALL

Foreman **Ryan Kennedy** and his wife Alicia will be participating in the 30th Annual Bike to the Bay event this fall to benefit Multiple Sclerosis. They've chosen the 75-mile ride through Southern Delaware, beginning in Dover and ending at Delaware Seashore State Park. Ryan and Alicia must raise a minimum of \$300. If you would like to be a sponsor and donate to the cause, please visit www.biketothethebay.org, click "Donate to MS," and then you may search by either Ryan's name or his team name: FUMS.

HOSPICE 5k A SCORCHER FOR NICKLE

In addition to donating \$500 to Delaware Hospice for their annual 5k Run and Family Fun Walk event in July, a number of employees came out to participate in the event despite the sticky weather. Within the past five years we have given more than \$4,000 between the annual 5k event, the annual golf tournament, and a memorial donation. In 2008 we completed the Hospice building in Milford and won an ABC Excellence in Construction Award. The contract was worth \$1.3 million and the work included 16 patient/family suites, multiple common areas, and office space. Pictured left-right: Business Development **Laura Dignan**, Secretary/Treasurer/Co-Owner **Debbie Dignan**, HR Director **Sandy Wandelt**, Project Manager **Dave Schreffler**, VP of Pre-Construction **Dave Spittle**, and VP of Operations **Jeremy Newton**.



SUMMER FESTIVITIES

Nickle employees gathered for a few fun events this summer. In June we attended the 21st Annual Associated Builders and Contractors Crab Feast and in August employees cheered on the Philadelphia Phillies at Citizens Bank Park. Below are a few pictures from the festivities. Check out our Facebook page for the full albums.

