



NICKLE

ELECTRICAL COMPANIES

Discover the Power of Quality

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From the President's Corner



Summer always seems to fly by. Though before we know it the cold seasons will have passed and the sun will be melting away our winter blues. That's what's funny about time. We wrestle with the desire to both speed it up and slow it down. One thing is for

certain—employee anniversary dates fly the fastest. Anyone that's spent an extensive amount of time with one company knows the feeling. We all remember our first day, hoping the position is everything we wished it would be and wondering how long it will take to get acclimated to the new environment. Then, just as fast as summer flew, you've been at the same company for 20 years. The Nickle Elite (employees who have been with the company for 5+ years) has a combined 616 years of experience with the company. And a few of them can claim the 20-year accomplishment. I'd like to thank all of the elite employees for their loyalty and dedication. You've been an integral part of Nickle's growth and prosperity and I hope new employees continue to take inspiration from your allegiance. Not only does the company profit from your devotion, but each customer does as well. Each time you hire Nickle you're getting those 616 years of experience and knowledge working towards one common goal—producing a quality product.

Steve Dignan

"We make a living by what we get. We make a life by what we give."

- Winston Churchill

REYES FAMILY RECEIVES PRO BONO WORK FROM NICKLE

Six-year-old Christian Reyes has never been able to live at home. He's had intense medical needs since birth and his family struggled to provide the extra care needed, both financially and physically. Christian was receiving nursing care at Exceptional Care for Children in Newark and was later placed in foster care when his condition improved. Unfortunately, his mother Patricia—who is single and works full-time with three additional kids to support—didn't have the necessary supplies and assistance to treat him.

New Behavioral Network, a non-profit that contracts with the Division of Family Services to provide parenting education and community resources to families in need, knew they had to find a way to reunite Christian and his family. First, his mother and a secondary caretaker were trained on his specific needs (he receives one-on-one care from Bayada Home Healthcare for approximately 16 hours per day). Another step to bringing Christian home was to have all of his essential medical equipment at home. Once the machines had arrived the family and Bayada realized there wasn't enough electrical support in the house. That's when Katie Klingensmith, a case manager with the Parent Aide Program of NBN and wife of Mechanic **Jim Klingensmith**, contacted Nickle Electrical.

Electricians added three circuits and seven outlets to the home to support all of Christian's equipment along with air conditioning. And at the end of August Christian spent his first night ever at home with his family in Wilmington.

"I can't express how happy I am and it's almost like a miracle," Reyes said in a letter. "It's like we're starting all over again after so many years."

Work totaling approximately \$2,500 was performed at no cost and Rumsey Electric provided the material also at no cost.

"The family is very pleased with the work and grateful for Nickle's willingness and ability to help bring their family together under one roof," Klingensmith said. "Without Nickle's help, Christian would remain in foster care. This is a huge step for the family and is not possible without Nickle's help."

“THE HANDS THAT BUILD AMERICA”

This month take the time to recognize and thank the men and women who keep our lights on, fix our cars, make sure our air conditioning is working in the summer heat, and build our homes. September 19 marks the fourth annual National Tradesmen Day. In 2011 Irwin Tools, a manufacturer of professional hand tools and power tool accessories, established this day of recognition to honor “The Hands That Build America.” Its purpose is to recognize America’s tradesmen, such as mechanics, roofers, bricklayers, plumbers, woodworkers, carpenters, and electricians. It’s celebrated across the nation and Irwin Tools organizes events and activities for tradesmen. Each year it’s recognized on the third Friday in September. For more information visit www.nationaltradesmenday.com.



NEW NICKLE PROJECT PORTFOLIO

Whether appealing to a large general contractor or attracting local service customers, a project portfolio is an essential part of a company’s branding package. After a handful of years the Nickle Project Portfolio has been revamped to include a broad range of projects that exemplify quality workmanship. The new assortment still contains some traditionally significant projects such as PS DuPont Middle School, Delaware Hospice, Dover Air Force Base Mortuary, and the Amtrak Wilmington Station. Those of which are now mixed with new, state-of-the-art projects Nickle has completed including Red Lion Energy Center, Howard High School, Seeds of Greatness Bible Church, and the large Amazon Warehouse in Middletown, DE. View the entire portfolio on our website under the Projects tab.



PS DuPont Middle School



Amtrak Train Station



Amazon Warehouse

DON'T FORGET ...

Daylight Savings Time ends Sunday, November 2

Be sure to turn your clocks back one hour

Nickle offices will be closed Thursday, November 27
for the Thanksgiving holiday

CONGRATULATIONS

- **Juan Ayala** and **Daryl Justice** successfully completed the Delaware Apprenticeship Program this spring.
- Business Development **Laura Dignan** was voted into the role of Secretary on the National Association of Women in Construction’s Board of Directors for the Wilmington, DE Chapter.
- The Top Dog winner at Nickle’s August breakfast meeting was Estimator **James Vanderslice**. He joined the Nickle team in 2010 and has more than 15 years of experience in the electrical industry.
- Executive Assistant **Carol Cole** recently celebrated 20 years of service with Nickle Electrical. She’s been a dedicated employee since 1994, taking on just about every position and responsibility within the company.



VP of Operations **Jeromy Newton** and Senior Project Manager **Stan Twardus** present **Juan Ayala** and **Daryl Justice** with their Apprenticeship Program certificates.



Executive Assistant **Carol Cole** (center) with the Nickle Elite office employees who have been with the company for 5+ years.



Left: **Laura Dignan**
Right: **James Vanderslice**



COMPANY ANNIVERSARIES

JULY

Jimmy Gray 23 years
Bobby Husbands 17 years
Jane Marcozzi 7 years
Felix Rodriguez 6 years
Jason Wright 5 years
 Mike Anderson 4 years
 Chris Opdenaker 4 years
 Billy Snyder 4 years
 James Vanderslice 4 years
 Kelly Dignan 2 years
 Eric Eide 2 years
 Dave Short 2 years

AUGUST

Carol Cole 20 years
Joe Habbart 14 years
Tom Sulpizi 11 years
Kevin Woodland 9 years
Jeff Pratt 7 years
 Brandon Cale 4 years
 Joe Pergeorelis 4 years
 Blake Anderson 2 years
 Chris Cichocki 2 years
 Jeff Green 2 years
 Mike Marrs 2 years
 Christie McFarland 2 years
 Raul Short 2 years
 Eric Webb 2 years

SEPTEMBER

Jim Wills 16 years
Stan Twardus 14 years
Dave Schreffler 12 years
Joe Gliniak 10 years
Travis Taylor 9 years
Jordan Tulowitzki 7 years
Jon Davis 5 years
Steve Haney 5 years
 Bill Andrews 4 years
 Carlos Collazo 4 years
 Eric Schlosberg 2 years
 Dave Thomas 2 years

PROJECT SHOWCASE

SCHELL BROTHERS COFFEE HOUSE

Owner: Schell Brothers

CM/GC: Schell Brothers

Nickle Project Manager: Tim Shipp

Nickle Foreman: Steve Haney

Rehoboth Avenue is now home to a unique establishment perfectly catered to coffee lovers and home buyers. The location serves numerous café drinks and baked goods and also sells beach souvenirs. And in addition to serving as a true coffee house, the business is also a showroom for Schell Brothers, Echelon Custom Homes, and Kincade Homes. Many of their floor plans are available to view and a wall map shows the location of each community. There is even a virtual, 3D walk-through of a few model homes. Possibly the most unique aspect is just inside the door—a full kitchen built completely upside down on the ceiling. This was a design-build project for Nickle. It was a demanding project due to the challenging lighting and power layout and aggressive summer schedule. The Coffee House was completed in just 45 days. But all challenges were met successfully and it turned out to be an exceptional, one-of-a-kind project. It's open daily 7 a.m.-10 p.m.



(All photos courtesy of Schell Brothers)

PROJECT SHOWCASE

DOGFISH INN

Owner: Dogfish Head

Architect: Brandywine Design Guild

Engineer: MacIntosh Engineering

CM/GC: Lighthouse Construction

Nickle Project Manager: John DeMatteis

Nickle Foreman: Brandon Thomas

Previously the Vesuvio Hotel in the heart of Lewes, DE, the Dogfish Inn was renovated by Dogfish Head owner Sam Calagione into a quaint resort that provides lodging for beer lovers who travel far and wide to visit the famous brewery. It's a two-story cottage with more than a dozen rooms that boast the same "off-centered" theme as the Dogfish Head brewery in Milton, DE and the eatery in Rehoboth Beach, DE. Nickle's portion of the renovation included installation of new electrical service, new light fixtures, HVAC equipment, and special systems such as fire alarm. It opened just in time for the Fourth of July beach crowd.



(All photos courtesy of Nick Roth, *Cape Gazette*)





Notes from Safety Director
Mike Anderson

DIRECTOR ATTENDS ASSE CONFERENCE

Safety Director **Mike Anderson** attended the American Society of Safety Engineers Conference in Orlando, FL in June at the Orange County Convention Center. The conference included multiple training sessions, attendance by more than 100 exhibitors, speeches and Q&A sessions with the head of Occupational Safety & Health Administration and National Institute for Occupational Safety & Health, and much more.



LUCKY SAFETY WINNERS

Each quarter Nickle employees are entered into a safety incentive drawing to win cash prizes for having zero accidents. Congratulations to this quarter's winners (pictured left-right with Safety Director **Mike Anderson**) **John Brady, Tom Ellis, Mike Frieze, Nick Sperduto, and Travis Taylor.**



TECHNICAL SKILLS BECOME "PREMIUM" IN THE JOB WORLD

In July *The Wall Street Journal* printed an article called "This Way Up: Mobility in America" about the opportunities presented to young adults who pursue technical training rather than taking the traditional four-year college pathway. It tells the story of 18-year-old Dakota Blazier who took a course in basic construction skills and will soon begin a four-year apprenticeship program. "This was no fallback, no desperate Hail Mary pass. It was a thoughtful choice—and he was as proud and excited as if he were heading off to the Ivy League," wrote journalist Tamar Jacoby. New technologies and the changing economy make the future hard to predict, but *The Wall Street Journal* says there will be a "premium on technical skill."

A couple of young Nickle employees were recently interviewed about their careers in construction. **Ryan Wade**, a service mechanic with the company for the past eight years, graduated from Hodgson Vo-Tech in 2007 and went on to complete the Delaware Apprenticeship Program. His original plan was to go to college and become an electrical engineer, but after studying the trade he said he's a lot happier troubleshooting out in the field. "Unfortunately I think construction has a dark cloud over it," Wade said. "The world is always going to need electricians and any trades similar to that."

Nickle Apprentice **Chris Huhn**, who began as a co-op in 2011, recognizes all the opportunities construction has to offer. It's a "booming industry," he said. "It seems like it's drilled into everybody's head that you have to go to college, but you don't. I was never very book smart and that's not a bad thing, I just like more hands-on work."

The Wall Street Journal poses the question of whether the system does enough to steer young people towards this type of training and career. With countless available positions in the trades it's a justifiable question, one that everyone in the construction industry should consider.



Georgetown Boys & Girls Club

Mechanic **Ray Carey** and his wife Trudy are heavily involved with the Georgetown Boys & Girls Club. The non-profit organization hosted a rooftop concert on June 20 at the Brick Hotel on the Circle in Georgetown, DE. Nickle was happy to donate to the auction and all proceeds benefit youths who utilize the club's amenities and programs.

Delaware Hospice 5k Run/Walk

On Wednesday, July 9 Nickle supported Delaware Hospice by sponsoring and participating in their 6th Annual 5k Run & Family Fun Walk. Proceeds from the event help the non-profit organization provide end-of-life education and support for families and patients. Thank you to all Nickle employees and family who participated—we had a record turnout! Congratulations to Mechanic **Brett Stinson** who placed 2nd in his age group and received a medal with a time of 22:05. Pictures are on Page 8.

Ronald McDonald House 5k Run/Walk

This fall Nickle will sponsor the Run 4 the House 5k for a third year. The event raises funds to provide support and services to children and families receiving care at local hospitals. It takes place at 9 a.m. on Saturday, September 20 at Irish Eyes in Lewes, DE. Visit www.rmhde.org for more information and go to www.races2run.com to register for the event.

Bike to the Bay

Foreman **Ryan Kennedy** and his wife Alicia are participating in the Bike to the Bay event on September 20 to benefit Multiple Sclerosis. If you'd like to donate to the cause visit www.biketothebay.org, choose "Bike to the Bay," click "Donate," and search by either Ryan's name or his team name: FUMS.

Ironman Event

Kiley Shipp, wife of Service Manager **Tim Shipp**, will be competing in an Ironman race on September 20 in Cambridge, MD. The registration fee and proceeds benefit the Ironman Foundation, which supports local non-profits. The triathlon consists of a 2.4-mile swim, a 112-mile bike ride, and a 26.2-mile run. Kiley has spent many hours training for this strenuous event. "The training is almost like having a second job," she said. "But I know when I come across that finish line and hear 'Kiley, you are an Ironman' it will have all been worth it!" Nickle is pleased to support her in this brave endeavor and we wish her the best of luck.

Delaware Mud Run

Multiple teams of four will participate in the Delaware Mud Run at Frightland in Middletown on September 21. The event raises money for the Leukemia Research Foundation of Delaware. Runners will make their way through an obstacle course spanning three miles. So far, Nickle teams have raised more than \$2,000. If you would like to donate to a Nickle team, visit www.delawaremudrun.com, click the Donate tab, and enter "Nickle" in the search bar.

DelTech Alumni & Friends 5k Run/Walk

Nickle is once again sponsoring the 7th annual 5k run/walk to raise money that will provide scholarships to DelTech students through the Alumni Board Scholarship Fund. The event takes place on Wednesday, October 1 at 6 p.m. at Dravo Plaza on the Wilmington Riverfront. For more information or to register you may visit www.go.dtcc.edu/5k or www.races2run.com

Apple-Scrapple Festival

Nickle is happy to sponsor the Apple-Scrapple Festival. The event promotes western Sussex County and elevates awareness of agriculture. It takes place October 10-11 in Bridgeville for those who would like to attend.

Easter Seals Walk With Me Delmarva

On October 19 Easter Seals Delaware & Maryland's Eastern Shore will host a Walk With Me Delmarva event to raise funds for its services. They have set a goal to raise \$30,000 and are well on their way with more than \$9,300 raised so far. Nickle is proud to be a sponsor for the second year in a row. For more information on Easter Seals, to participate in the event, or to make a donation visit www.walkwithme.org/delmarva

ABC CRAB FEAST & HOSPICE 5k PHOTOS



Check out our Facebook page for full albums!



Left: Mechanic **Brett Stinson** received a 2nd place medal at the Delaware Hospice 5k

Right: Participants in the Delaware Hospice 5k included **Lisa Houston**, Shirley Valeria, Kiley Shipp, **Laura Dignan**, Kelly Dignan, Ashley Catlett, **Debbie Dignan**, Bella Newton, Hope Newton, Erika Newton, **Brett Stinson**, Dave Schreffler, Dave Spittle, Sandy Wandelt, and Jeremy Newton

