



April 2003, Issue 2

An Electrical 'Gem' from beginning to end—

Tiffany's Project, Hanover, N.J.

After a long year of very hard work, the Tiffany & Co. Customer Fulfillment Center will soon be completed. Nordling Dean, not only had the contract for the building, which included all the distribution power and lighting, but was able to also obtain the contracts for the tele/data work, the conveyor system, including all power and control wirings, the BMS system wiring, and the security system wiring.

With this amount of work, planning and layout was very important.

Ray Woodhead and **Bob Dempsey** agreed on a plan for the underground conduit to encompass all of the systems and get as many conduits in the slab as time would allow. The decision to go underground was two-fold: First, the working height inside the building is 30 to 40 feet in the distribution area and we considered it to be more economical to go underground in order to avoid heavy use of lifts during construction. Second, aesthetically, the use of underground conduits would give the building a much cleaner look.

Bob developed several CAD drawings showing the deep underground feeders and conduits. The drawings detailed each bank of conduits from start to finish. Each conduit was given a number to allow easy identification throughout the site for all trades. There were dozens of drawings showing all the shallow conduits consisting of fire alarm, power, lighting, BMS, security and paging. These drawings detailed the minute details of even the stub-up locations in all the closets, columns and walls.



Early meticulous planning allowed conduits to be run before concrete was poured.

Along with the underground work, we installed the permanent high bay lighting fixtures and wire. The concrete contractor did the 'finish-grading' right behind us so he could meet the concrete pour schedules. The floors in the distribution area are laser screened and polished. To achieve the correct finish, the mason demanded 30 foot candles on the slab. We met this demand by using the permanent high bay lighting fixtures, fed from the temporary service we set by going from bay to bay as required. We managed to use the high bay fixtures designated as "emergency" for temporary lighting, up to the final stages of construction. **Ray** put **Al Kolatac** in charge of the underground conduits and **Dave Rosamilia** in charge of lighting. Everyone did an excellent job and the installations went as smooth as could be expected. **Al** and **Dave** continued with the lighting and roughing with the rest of the building as walls and rooms were being installed.



Tele/data work

One of the innovations used, although not new, was to build a 4 foot deep pit under the switchgear. This eliminated a ninety-degree elbow on every run. Many of these runs were 500 to 600 feet long with 2 or more elbows each. The pit permitted us to pull in most of the feeders before the switchgear arrived. We were able to terminate and energize the panels much faster than if we had to wait for the gear to arrive.

Typical of large jobs, where the owner is directly involved, were changes being proposed from the time the conduits were being installed below grade to the moment we were trying to obtain the Certificate of Occupancy (CO). **Ray** met these challenges and was able to keep track and make the changes in a timely manner to prevent major work later on. In the first six months alone, the changes increased the contract man-hours by twenty-five percent.

The fire alarm system was another challenge. The original system as designed

did not meet the owner's requirements and had to be revisited. **Chip Totaro** was able to communicate with the owner and decipher the needs and requirements. The fire alarm system nearly doubled in size and cost. Although all these changes were being made, we were not allowed any time extensions for the installation. In a month and a half we had to get the fire alarm system operational in order to satisfy the CO. With a strong team effort we completed the work on time.

Ed Gaughran was given the arduous task of both the BMS and security system wiring. With the assistance of **Bob** and **Chip**, getting answers from the owners, security vendors, and the BMS system supplier; we were able to install all of the wiring with few changes even though it seemed as if the requirements for both systems changed weekly. Over 300,000 feet of wire was installed for the security system alone. The majority of it being installed in cable trays 30 feet above the floor.

Ed Keczynski ran the power portion of the conveyor system, which included feeders for the conveyor power cabinets, to the more than 1,000 motors over 200,000 cable tray wires. These were all being pulled into the three miles of cable tray we had installed.



End Results—early meticulous planning bore fruits after concrete was poured.

Craig Christensen ran the low voltage portion of the conveyors under the direction of the conveyor manufacturer, **Knapp**, an Austrian based company. **Craig** and his crew worked well with the **Knapp** technicians installing all the control wiring, photo eyes, emergency pull cords, and control cabinets equaling, if not surpassing, the power portion of the conveyor system in scope.

Jim Brienza and **Emil Vitolo** did an impressive installation with the tele/data system. Approximately seventy-five percent of all the tele/data cabling was done in the cable trays and walker duct system. The owner was very impressed with Nordling Dean's work.

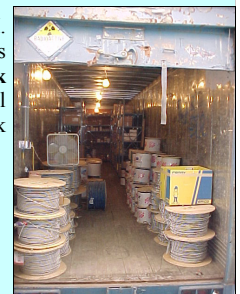
We tried something new on this project. In conjunction with **Monarch Electric**, we had a material trailer stocked with electrical supplies on a weekly consignment basis. We would be billed monthly for what we used. As the job progressed from underground to roughing, the material stock would also change. This worked very well.

This story barely touches on the amount of work involved with this project. It does not cover all the other areas we were involved with. I would like to express, my sincere gratitude to all the people mentioned and to all the electricians who worked on this project

Nordling Dean would also like to thank **Jeffery M. Brown Associates** for their assistance in making this project both pleasant and successful. **Mr. Todd Jack** was especially helpful in dealing with the owner on all of the electrical/mechanical issues. We hope to work together again soon.

Thank you,

George Ike—Project Manager



Material Organization.

The FEC— Worldwide Customer Coverage

Our nation's economy has been in a tailspin since 9/11. World unrest, terrorism, and uncertainty has led to an overall slow down in construction in most regions of the country. Nordling, Dean Electric, does however, have a tool that is available to use to help us expand our working range. We are a member of an elite group of electrical contractors known as the Federated Electrical Contractors (FEC). The FEC is comprised of an international network team of leading electrical contractors with the same focus i.e. to provide our clients with safe, high quality electrical and tele/data services, regardless of geographic location. Firms have to meet stringent qualifications to belong to this organization. NDE has seen this group grow to 34 specialty contractors since joining the group as a member in 1973.

The following is a list of advantages offered by the FEC:

LABOR SAVINGS: The team is always working closely with the local labor force providing a familiar, reliable, and productive workforce for each project because of long-lasting relationships.

SAFETY: FEC safety focus is unmatched in the industry, thus leading to safe work places which enhance productivity.

WORLDWIDE REACH/LOCAL MARKET EXPERTISE: Our FEC partners extend into Japan, Canada, Puerto Rico, and England. Regular member meetings ensure that experience, expertise, and technological advancements get shared and learned by all. This is why the FEC is a leader in electrical and tele/data installations in the construction industry worldwide.

INNOVATIVE PROBLEM SOLVING CAPABILITIES: As a group, we have seen it all, and we share this knowledge with each other, both before, during, and after our installations. The FEC is an "encyclopedia of information", always available to be used by its membership in order to provide customers with a "BLANKET OF KNOWLEDGE."



Tom Foley

PROVEN PERFORMANCE: Our 30 year plus track record of successful joint ventures have proven themselves again and again on challenging endeavors for some of the world's leading companies.

The FEC therefore, provides us with another avenue in which to perform our work. It gives us the ability to provide our client base with worldclass valued resources and services, regardless of geographical location. Nordling Dean will not hesitate to tap into this resource, for our clients, as well as, for the customers of our FEC affiliates. We are proud to be a member of this fine group!

“the FEC provides us with another avenue.”

Tom Foley
Vice President
C.O.O.

Providing the Best Guarantee



Leon Baptiste

Nordling, Dean Electric has served the tri-state area for over seventy-five years. This service is based on a trust relationship.

Normally, most of our work is in the northern part of N.J. We are now expanding to the southern most areas due to the fine efforts of Mark Peters, our Southern Operation's Project Manager. We look forward to solidifying our presence all the way to Cape May.

The TEGG Service Division at Nordling, Dean Electric takes the guessing out of our customer's budgets. As the economy stagnates even further and cost reduction continues to be the number one priority of our customers, we continue to provide the TEGG Service guarantee.

Our guarantee eliminates the over budget dollars which can accrue from unscheduled power failures. Our TEGG Service covers all work and equipment associated with the testing performed by our **TEGG Certified Technicians**. Our tests are guaranteed for 90 days, 1 year, or 3 years depending on the needs.

Why spend more money after having a preventive maintenance analysis done? It makes perfect sense to invest in a program that guarantees your equipment and facility's future. TEGG Service provides just that with the most comprehensive proactive, predictive, and preventive solutions, including emergency responses. We issue a certification of services, electrical system's analysis report, emergency testing and diagnostics of your system's temporary power, when needed, all of which is backed by the TEGG Service guarantee.

Leon K. Baptiste
Vice President of Business Development



Bill Davis

Labor Super's Corner

Highly trained and skilled electricians are keys to staying ahead of our competition. In today's market place, the installation of electrical equipment is ever changing. The conduit and wire may look the same as in years past, but for us to stay competitive, we must install our work faster and safer. In order to do this, NDE takes a proactive approach by training our workforce to meet the demands of today's project safety standards. We are providing both 10 and 30 hours of OSHA training to our field force.

We realize that this level of safety will be a prerequisite in bidding future projects. The expense of providing this education is minimal when it comes to a safe workplace for both our field staff and our clients.



Bill Davis
Labor Supervisor



From the Engineering Department

Nordling Dean's Engineering Department is responsible for all design/build work performed by Nordling, Dean Electric Co. Abe Bawarshi has been in charge of this department since 1989. Abe is a Professional Engineer in the State of New Jersey.

In the Engineering Department, all design work is done on AutoCAD and we can perform automatic take-offs in order to allow the preparation of preliminary budgets as the design is in progress. Budgets get updated at 50% , 80% , and 100% of design completion.

Engineering's background and expertise at Nordling Dean allows us to



Abe Bawarshi

offer our services for commercial and industrial projects. Some of our projects and clients include:

- **SJP Properties** - Parsippany, NJ
- **Foster Wheeler Perryville III** - Perryville, NJ
- **New Jersey Transit Rail Operations Center** - Kearny, NJ
- **BEA Systems** - Liberty Corner, NJ
- **Pfizer** - Morris Plains, NJ
- **Household International** - Bridgewater, NJ
- **Metropark Parking Garage** - Iselin, NJ

Nordling Dean's Engineering Department is committed to support and service our clients' needs for cost savings, be they conceptual design, complete project design and engineering, or value engineering .

*Abe Bawarshi , P.E.
Vice President of Engineering*

From the Service and Controls Division

What does "Service" mean to Nordling Dean? To us, service means in order to establish loyalty, we have to exceed our customers' expectations with **prompt, reliable, and high quality** service at a **fair market price**.



Dan Delsontro

We are also responsible for providing our customers with quality installations that provide a safe working environment for years to come. We believe in educating our staff with the most up-to-date safety and installation methods, which keeps us at the forefront of our industry.

Because we emphasize teamwork, we view our customers as players, and we are the "front line of defense". We protect each other, resulting in a strong working relationship. Our customers have instantaneous access to our services **24/7**. This gauntlet coverage is why we are "**the company of choice**" for many Fortune 500 Companies. We will not rest on our reputation; we will continue to build on it.

Our Service Division has a fleet of vans at our customer's fingertips for all project sizes, large and small. Building automation, security, fire alarm, and CCTV are just some of our specialties. A dedicated project management team is ensuring that service projects are well planned, coordinated, and executed with our customers always kept in the loop. "**An educated consumer is our best customer**" Sound familiar? Well, it's true in our business too!

In our business, **service and quality are not expensive, they are priceless.**

*Dan Delsontro
Service Division
Manager*

**"We will not rest on our reputation;
we will continue to build on it."**

Ahead of the Times !

The Estimating Department is extremely busy at the present time. Although the private sector has slowed down, public work is abundant. We are currently bidding on several school projects throughout Northern New Jersey. Our South Jersey office does not seem to be impacted yet by the slower economy. There seems to be plenty of office, retail, and casino work going on. Nordling, Dean Electric is developing a strong presence in the Southern area of our state.



James Schuitema

Our most recent project awards are as follows;

- **Chocolate Café** - Hoboken, NJ
- **Club H** - Hoboken, NJ
- **Panther Academy** - West Paterson, NJ
- **Linwood Municipal Building** - Linwood, NJ
- **Newton High School** -Newton, NJ
- **Halstead Middle School** -Newton, NJ

*James Schuitema
Director of Estimating*

A Fond Farewell:

A special good luck to **Steven Murphy** on the pursuit of his new film career in California. "We miss you !!!"-



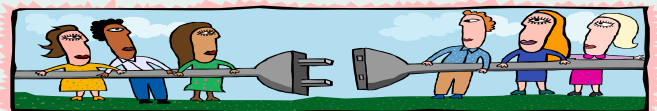
*The Passing of the baton
from Steven to Steve...*

**Congratulations
Congratulations**

Your friends at Nordling, Dean Electric.

Moving Up:

- **Brian Timmes** has been promoted to *Purchasing Assistant*.
- **Joe Good** has been promoted to *Tool Procurement Manager*.





Nordling, Dean Electric Co. Inc.
 293 Passaic Avenue
 P.O. Box 923
 Chatham, NJ 07928-0923
 Phone: 973-635-0300 (24/7)
 Fax: 973-635-2882



Your Authorized TEGG Service Provider.

Offering:

- EMI Testing
- Ultrasonic Testing
- Harmonic Analysis
- High Voltage Testing
- Power Quality Analysis
- Electrical Design/Builds
- Preventive Maintenance
- Ground Resistance Testing
- Infrared Thermographic Imaging
- Sub metering and Billing Services
- Guaranteed Electrical Distribution Systems

Visit us at:
<http://nordlingdean.electrical-contractor.net>

Service Awards



Glenn Heyer,
 Purchasing Agent, celebrates
 30 years with Nordling Dean.



Abe Bawarshi,
 VP of Engineering, celebrates
 25 years with Nordling Dean.



The Party.

Meet Hani Bawarshi

Hani Bawarshi, Project Coordinator, has been with Nordling Dean for over 19 years.

Hani oversees Cost Control/Permits, Warranties, Pricing, T&M, and Certificates of Insurance for all contract jobs.



Meet Holly Abrams

Holly Abrams has been with Nordling Dean for over 2 years.

Holly is our Contract & Procurement Manager. She also oversees our Accounts Receivable Department.

