

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



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Safety First

Our Safety Program was recognized by two major organizations this year. Nordling, Dean Electric has been presented with two safety awards. The first was from the Specialty Trades Insurance Company, for achieving the highest total score for overall safety performance. The second award came from the American Subcontractors' Association for being one of the sixteen safest contractors in 2001. We are proud of these achievements, and will continue to maintain this level of commitment.

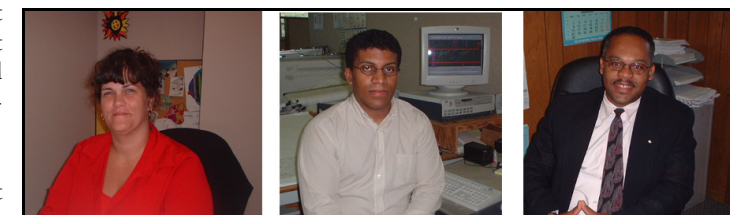


Trophy and Plaque presented to Nordling Dean Electric Company at the Safety Award Ceremony on September 26th

employee. A safe company is a profitable and competitive company. Safety programs have a real effect on workers' compensation costs, which for many contractors are the largest line item on the book. Nordling, Dean Electric has always taken safety very seriously. Providing and maintaining a safe work environment through education and incentive programs go a long way. When combined together they create the kind of company culture that celebrates safety and success.

Here at Nordling, Dean Electric,
"WE HONOR SAFETY".

A major concern in our industry today is safety. Low accident frequency and severity rates are a prerequisite in bidding most large projects in New Jersey. Keeping employees motivated and thinking about safety is the number one goal of a safety program.



Michelle Johns Safety Administrator, Neil Perkins Safety Coordinator, Leon K. Baptiste Safety Director

Being one of the areas leading electrical contractors, we have set high standards to promote health/safety and well being of every

"An electrician should always assume a circuit is energized—even if he knows otherwise."

Ralph Crawford, P.E.
 Electrical Construction & Maintenance, Nov 1, 2002



Cross Name Puzzle See if you can locate the first names of some of the many employees at Nordling, Dean Electric who are dedicated to Safety.

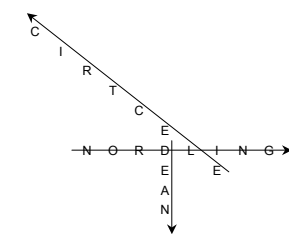
W	N	E	E	L	A	M	E
A	I	L	A	T	A	N	
L	B	V	I	C	T	O	R
M	I	K	E	H	O	M	
N	L	E	A	B	E	O	R
B	N	N	A	E	S	X	
S	I	Y	A	C	L	E	M
A	G	L	L	F	N	E	I
T	E	L	L	I	Y	C	
Y	O	O	A	D	A	T	H
R	R	H	J	I	M	P	E
A	G	R	E	G	O	R	L
M	E	E	E	N	E	L	
C	S	M	I	J	O	V	E
H	G	L	E	N	N	E	D
I	B	I	L	L	H	T	E
P	S	C	O	T	T	S	

After all the names are properly retrieved, the company's Safety Motto will be revealed.

Only a few names were included this time to represent everyone's contribution to Safety.

Names hidden in the puzzle:

- Abe Allan BillD BillH
- Chip Clem George
- Glenn Hani Holly Jerry
- JimP JimS Leon Mary
- Michelle Mike Nabil
- Natalia Neelam Neil Roger
- Scott Sean Steve Tom
- Victor Xenia.



Answer: "We Honor Safety at NDE"

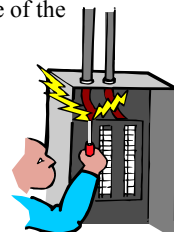
Noteworthy.

Electric Shock 101

One important factor that determines the severity of body damage from electric shock is the length of contact time a person has with an energized circuit. Contact time also affects the point at which fibrillation (erratic heartbeat) occurs.

Duration of contact and current path also greatly influence the effects of shock. Secondary factors include age, physical condition, and size of the victim. The lethal element of electric shock is current, although voltage, resistance, and frequency are also contributing parameters. The Table below lists the effects of AC current flowing through the trunk of a 150-lb adult male. (Current levels are approximate because of the many factors affecting the severity of the shock.)

<u>AC 60 Hz</u>	
Perception level	1mA
No-let-go level	15mA
Fibrillation level (0.2 sec)	500mA
Fibrillation level (0.5 sec)	75mA



During electric shock, your arm muscles flex and become rigid, making it impossible for you to release your grip. The minimum amount of current causing this inability is the let-go current, which varies with frequency. Another important aspect of electric shock is the pathway a current takes through your body. This determines which tissues and organs suffer damage.

Article from:
http://ecmweb.com/ar/electric_dangers_working_hot/index.htm

HAPPY 75th Year !!!

2002 marks the 75th anniversary of Nordling, Dean Electric Company. We have been serving the community with integrity since 1927.

BRIEF TIMELINE:

Nordling, Dean Company was started as C.P. Dean Inc. in 1927, by C.P. Dean who had been employed by Bell telephone Laboratories. In the latter part of 1927 W.G. Nordling, a graduate of Stevens Institute of Technology, joined Dean. The company name was changed to Nordling, Dean Electric in 1955.

The business was located in Summit, NJ. After several moves within Summit, its main office was located at 44 Middle Avenue from 1955 through 1986.

The first electrical work in which the new company was involved was residential wiring of homes in the \$100,000 to \$250,000 category. From the beginning, we branched out into institutional work such as schools and public buildings principally in the local area.

The company weathered the depression by working in schools, college buildings and hospitals. In 1930 we had the good fortune to be involved with the electrical phase of Bell Labs experimental developments.

In 1936 the first five buildings at the Ciba Pharmaceutical Products Company in Summit, New Jersey, were built. The growth of Bell labs and Ciba has continued since this time and Nordling, Dean has been involved in many small and major projects at those sites.

During WW II, we were involved in the war effort by working at Fort Monmouth, ammunition plants in Pennsylvania and New Jersey. Followed with work in electroplating in Chester, NJ and the Federal Shipyards in Kearny, NJ. In the 1960's our company was involved in the guidance silos for Titan #1 missile program in four western states of the US.

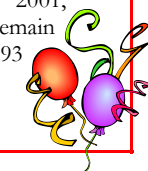
From 1962 to 1972, the founding fathers set up a transition that allowed for employees to take over the company during the next ten years. Frank Meier, Watson Smith, Don Cain, and George Joeckel became the new owners.

During the ensuing ten years the company worked in Saudi Arabia, Poland, many states of the US. Offices were established in Easton, PA, and three in Saudi Arabia. In addition to geographical expansion the company had ventures in solar energy, computer leasing, and engineering.

Through retirement and passing of his predecessor, Watson Smith became the sole owner of the company in 1981. During the next five years our work was concentrated in Northern New Jersey and the remote branch offices were sold or closed.

The next owner transition was established in 1986. Jerry Murphy, PE a graduate of Manhattan College. The company has focused on work in New Jersey for ATT, pharmaceutical facilities, other industry, commercial office buildings and service work. A new engineering focus was established and many Design/Build contracts have been performed.

After some tumultuous times in 2001, Nordling Dean Electric decided to remain independent. Today, we reside at 293 North Passaic Ave. Chatham NJ.



From the Desk of the President.



Jerry Murphy

This year celebrates our 75th anniversary. The success we have achieved during this tenure is due to our ability to provide quality, reliable and dependable service to our long, loyal list of customers. Our goal is to expand on this customer base by providing specialty service in the future.

In 2001, Nordling, Dean purchased a TEGG franchise. TEGG is a preventative maintenance testing service that will provide our existing and new clients with the latest technology to pinpoint potential problems within their electrical infrastructure. The critical nature of power supply systems in health care, pharmaceutical research, data processing and other industries requires reliable power distribution systems. Nordling, Dean Electric is there to make sure these systems perform properly 24/7.

Besides designing and installing, Nordling, Dean is now capable of testing, analyzing and solving problems related to power quality.

Our reputation, carefully developed over the past 75 years, is launching us into the future with new capabilities and into new markets. "Service is our Business", and customer support is our focus. We at Nordling, Dean look forward to the challenge of the upcoming year.

*Jerry Murphy
President*

**"Service is our Business ...
Customer Support, our focus."**

Where we are heading.

At Nordling, Dean Electric, we will not allow a "sluggish" economy to slow us down. We will continue to grow by pursuing other avenues of business such as Preventative Maintenance Testing, Telecommunications, and Service Work.

Having recently acquired a TEGG Franchise, we now own the rights to perform Preventative Maintenance Testing in Northern New Jersey. Our TEGG Division offers Infrared, Ultrasonic, and Thermographic Testing. Power quality, and dependability is a major concern to all businesses. Any loss of power or breakdown of the electrical infrastructure due to a lack of maintenance, could lead to catastrophic costs to companies.

In 2002, we decided to expand our Service Division by adding three new vans. These trucks support our fast growing TEGG Division, and enable us to provide our customers with **24-hour emergency service**. "No job is too small" is our philosophy when it comes to servicing our customers. We provide them with a comfort level knowing that we are ready to handle any electrical problem that may arise. We constantly continue to add the necessary resources needed to expand our service customer base. This new division will be very important to our

continued success in the near future.

We continue to provide our customers with all their Telecom needs now and in the future. Nordling, Dean is a full service company that provides a "one stop shopping" with regard to power, telephone, and data. We will continue to pursue Tele/Data work and maintain the tooling and education required to be successful in this ever-changing facet of our business.



Tom Foley

Nordling, Dean Electric has always been one of New Jersey's top electrical contracting companies. We are maintaining this status through furthering the education of our office and field staff, and keeping up with technology by investing in the latest tools needed to service our client base.

Our safe, well-trained work force will lead us into a bright future where every challenge is welcome!

*Tom Foley
Vice-President
C.O.O.*

**"No job is too small
... when it comes to servicing our
customers."**

New hires of 2002.

We are honored to have the following people join and remain part of our family throughout 2002:

Names	Date Hired	Names	Date Hired
Scott F. Bridge	01/02/02	Timothy J. Travisano	03/25/02
Donald D. Margiotta	01/03/02	Jonathan D. Rogers	03/26/02
Michael B. Sobin	01/07/02	Thomas P. Williams	04/23/02
Scott B. Walker	01/14/02	Gerard P. Connolly	04/25/02
Herbert F. Jensen	01/16/02	Joseph Good	06/24/02
Glenn R. O'Callaghan	01/21/02	Justin R. Mendola	07/01/02
Edward T. Newson	01/24/02	Mark J. Wittrien	08/26/02
Xenia A. Wild	02/01/02	Thomas Uhlig	10/07/02
Natalia D. Oleinikova	02/04/02	Neelam A. Joshi	10/28/02
Scott K. Pomarico	02/13/02	Brian Rozaieski	11/06/02
Erik Rac	03/01/02	Robert F. Parzanese	11/16/02
Norman J. Camel	03/07/02	Robert Frank	11/21/02
John W. McManus	03/11/02	Kenneth Murphy	11/22/02
Robert W. Clark	03/19/02		

From the Estimating Department.

Nordling, Dean Electric Company has a highly trained, fully staffed estimating department. This department is capable of estimating projects of any size. We are experienced in all areas of electrical construction. We offer anything from competitive lump sum proposals to "order of magnitude" budgets. Currently we use McCormick estimating software with Epic pricing services.



Jim Schuitema

If our services are needed feel free to contact Jim Schuitema, Director of Estimating at **973-635-0300 EXT-53**.

*Jim Schuitema
Director of Estimating*

Taking on the Challenges !

Taking on the challenges of our present economy, the Nordling, Dean Electric business development team has expanded to Southern New Jersey.

Based on our 75 years of integrity and experience in the electrical contracting business, our goal is to provide an all encompassing electrical system analysis to every sector of the industry. As a Design/Build firm, we continue to assist GC/CM on budgeting and performing GMP types of work.

We have reached out to industrial, commercial, pharmaceutical, water treatment facilities, as well as hospitals, healthcare, government and school facilities.

On the road to reach our goal, we have acquired a franchise from TEGG in 2001. This holiday season is the first we are celebrating with our newly created and already profitable TEGG Service division at Nordling, Dean Electric. Since then, we have become part of the only national electrical contracting and service organization capable of providing a single source solution to all of our existing and new customers. We are providing the best Guaranteed Electrical System Protection you can find in addition to the Electrical Testing, Preventive and Predictive Maintenance performed by our certified test technicians. Power Quality Monitoring, Infrared Testing, Ultrasonic Testing, Phase balancing, Electrical analysis Report, Design Electrical Systems (DES) and Priority Emergency Response, are just a few of the services we are providing in order to meet the needs of our industry.

Today, the TEGG Service division has a **24-hour** service hotline at **973-635-0990** in addition to the normal business hour phone number.



Leon K. Baptiste

Together with our team of dedicated and certified employees who joined our family this year, we are certain to develop even greater avenues towards the future of electrical contracting pioneered by Nordling, Dean Electric in New Jersey.

*Leon K. Baptiste
Vice-President of Business Development*

**"Provide an all encompassing
electrical system analysis to every
sector of the industry."**

