

The Commonwealth Quarterly

News from around the circuit.

Winter 2003-04



Commonwealth Electric Company
of the midwest

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Committed to Excellence (My Personal View)

Tom Price – Chairman/CEO

Now that we have started our strategic planning program and have decided to use the simple statement “Committed to Excellence”, we need to reflect on just what that means and how it will affect us personally and our company.

It's one thing to say it – it is a completely different thing to live it. For the Price-Pack, these last four months have been very hard.

I don't mean to burden you with our chal-

lenges but it's only through challenges that you realize the importance of your faith and your family.

It's also through challenges that you realize what “Committed to Excellence” means.

The soul of this company as we have defined it is alive and well. During these past four months, time and time again, I have personally witnessed actions that define our company. Examples of “Committed to

Excellence” are shown in the support and dedication of our employees to help others. I personally want to thank all of you that supported Mike and Liz Price in the loss of their twins. I also am very appreciative of the help Stacy Markel received during the death of his father. There was no question to help –

there was just “we are half-way there, what do you need?” Pam and I also want to thank you for the support you gave us during my heart attack. This attitude shows me the true meaning of “Commitment”.

There are so many other examples, like locations busy collecting toys for kids, and each location helping kids through coaching sports and donating time for civic projects. How about ringing bells for the Salvation

Army? How about working at the open door mission? How about the church work our company employees do and so many others that I haven't mentioned? Each location has chosen to be “Committed to Excellence” and that makes me extremely proud to be a part of this team.

I want to thank each one of you for the ethical support and the help you have given

this company, employees and my family this year. Thank you for being “Committed to Excellence”.

Thomas M. Price
Chairman/CEO



CECM Expo Division Wins Contracts

Laurel Shields – Office Manager

The past year for the CECM Expo Division has been a wonderful year. In August of 2002, CECM Expo Division, Tucson, AZ was awarded the exclusive electrical contract for the Tucson Convention Center. We've held the contract at the convention center since 1995 as well as retained the employees from Tomack Electric who held the contract since 1985.

In addition, as of June 2003, CECM Expo Division, Phoenix, AZ was awarded the exclusive electrical contract for the Phoenix Civic Plaza. We've held this contract as

well, since 1995 and prior as Tomack Electric since 1985.

There was a great deal of outside interest for both of these contracts, since CECM has held both contracts for more than seven years. The bidding and proposals for these contracts were highly competitive.

The staff at CECM Expo Division put in a great effort to compete with such large competitors as GES/TSE/VIAD Corporation and the Freeman Decorating Company. In partnership with CECM Phoenix, the Exposition Services Division

pounded out a very competitive marketing bid and presented a very down-to-earth and compelling presentation.

Thanks to the diligence and hard work of all who contributed, the Expo Divisions of both Phoenix and Tucson will continue their working relationship, as the exclusive electrical contractors, at both the Phoenix Civic Plaza and the Tucson Convention Center.

Projects for Excel/Emmpak's Nebraska City Plant Complete

Nick Cole – Project Manager

CECM Lincoln has recently completed several projects at the Excel/Emmpak Specialty Food plant at Nebraska City. At this Cargill owned facility, they receive already slaughtered and initially processed meats from other Cargill facilities. After receipt, they further process, cure, pasteurize, flash-freeze and package meats for delivery to end use customers. Although we have worked hard for the past ten years to secure work at this facility, we have been unsuccessful except for a few small projects. In each instance, we have lost the work to a non-union electrical contractor from Texas, who does work in other Cargill facilities.

A few months ago, we were approached by a company from Wisconsin to partner with them for a second time at Excel/Emmpak plant in completing a retrofit of several ovens to digital controls. We had completed a similar project with Alkar-Rapidpak in 1997 at this facility, helping them to bring the project in ahead of schedule and under budget. I am reminded of a couple of facts: First, a happy customer is a repeat customer and second, CECM management can do the upfront and on-going "PR" work, but it is our quality field personnel that sell our company to our customers.

Since completing the oven controls upgrade with Alkar-Rapidpak, we have bid and secured other work directly for Excel/Emmpak, which is a first for us. Our total dollar volume of work at Excel/Emmpak will exceed \$190,000.00 for the past four months. CECM's General Foreman, Doug Standage has been our supervisor on site. Doug has had a variety of help come and go on this work but fifth-year Apprentice, Chad Mertens has been there throughout each project, gaining valuable experience of electrical work in the food processing industry. A current project that Doug and crew are working on is a new meat pasteurization process that was mandated for the meat industry recently by their daily "watchdog", the United States Department of Agriculture (USDA). The meat pasteurization process, like its counterpart in the dairy industry, eliminates bacteria by quickly raising the product to a very high temperature and then cooling it very rapidly.

An interesting fact about our recent work at Excel/Emmpak is that it is primarily design/build. The owner gives us design and process parameters, then we design and install the feeders, motor controls and digital wiring. We have designed and installed some items that are new to

Excel/Emmpak and very much appreciated. I have received numerous compliments from management and maintenance personnel, including the plant manager, about our professionalism, the quality of our work and our ability to respond with increased manpower as necessary. I appreciated Doug's response to one of the plant engineers recently and consider his comment as somewhat of a motto about Commonwealth Electric Company of the Midwest. When the engineering staff praised Doug for the quality of his work, his professionalism and his knowledge in knowing how to design the controls for complex processes, Doug's reply was, "That's just the way we do things." Yes, that's how we do things and that is who we are here at Commonwealth Electric Company of the Midwest. We are the best and very proud of it!

Group Efforts Conquer Challenges at Harrah's Casino

Brian Lund – Service Manager

The Omaha Service Department recently completed the installation of a new shore power connection interface unit at Harrah's Casino & Hotel in Council Bluffs. Even though the project originated with the Service Department, it would not have been possible without a group effort from the CECM Engineering Services, Line Crew, and Service Department.

When we were contacted by Harrah's Casino in the spring of 2003, they knew they wanted to improve the process by which they transferred the Casino Boat from shore power to generator power and also have the potential to back-feed the hotel from the generators on the boat in the future. What they didn't know is just how it could be done. Their current process required the power, 4160v fed from the hotel to the Casino Boat, to be shut off at the switchgear in the hotel. This not only created potential safety concerns, but the breaker was not designed to be used as a switch and maintenance costs and down time were a concern.

At this point Eric Hoge with the CECM Engineering Services Division got involved in the project. Working with Siemens and Harrah's, Eric designed a piece of equipment that met the immediate needs and also had the capability of meeting possible future needs of the customer. Eric, assisted by Roger Troupe, also handled the control wiring and schematics to prepare the equipment for installation.

When the time came to install the new equipment, Rick Brock from the CECM Line Crew was called on to assist. The equipment had to be picked up by a crane, swung out over the Missouri River, and set in place on a 48" square steel plate, completely out of sight of the crane operator. Rick's knowledge and experience with the crane set-up, rigging, and operation was a great asset on the project.

Once the equipment was set in place, Chuck Paskach of the CECM Service Department had the challenge of mak-



Thanks to a great group effort by three of CECM's divisions, the project was a success and we have another satisfied customer.



ing all of the high-voltage terminations and control wiring installations under a tight schedule. Jeff Jackson and Brad Glogowski worked with Chuck to complete the installation. After the installation was complete, Eric and Chuck went through the test procedure and customer training and the equipment was successfully brought online.

Mission: Possible

Bob Philipps – Project Manager

Project: Steve & Barry's University Sportswear Store

Location: Westfield Shopping Towne – Lincoln, NE

Objective: Complete remodel of 70,000 sq ft retail space in 80 days

Sound impossible? Job complete. Commonwealth Electric received a contract August 6 2003 from Ayars & Ayars Inc. (The General Contractor) to completely remodel the existing Wards Department Store located at Westfield Shopping Towne. Steve & Barry's is a retail store that currently has 29 locations throughout the U.S. mostly located in college/university towns. Their corporate office is located in Great Neck, N.Y. They sell sportswear, not equipment, and most of their clothing is \$15.99 or less.

CECM teamed up with Architectural Design Associates of Lincoln and Engineering Technologies Incorporated with the design process. Ayars & Ayars led the team with John Henry's providing the HVAC and plumbing installation. The project as you can tell was on a very aggressive schedule and cooperation among the trades was necessary to have a favorable outcome. We assigned a veteran electrical crew together knowing it was

going to take a group of leaders to finish the project on time. Mike Vollertsen led the crew with Troy Bear serving as Mike's "right hand man". Our scope of work included but was not limited to new lighting, new distribution panels, controls, phone/data, P.O.S. and refeeding of existing mall central plant loads.



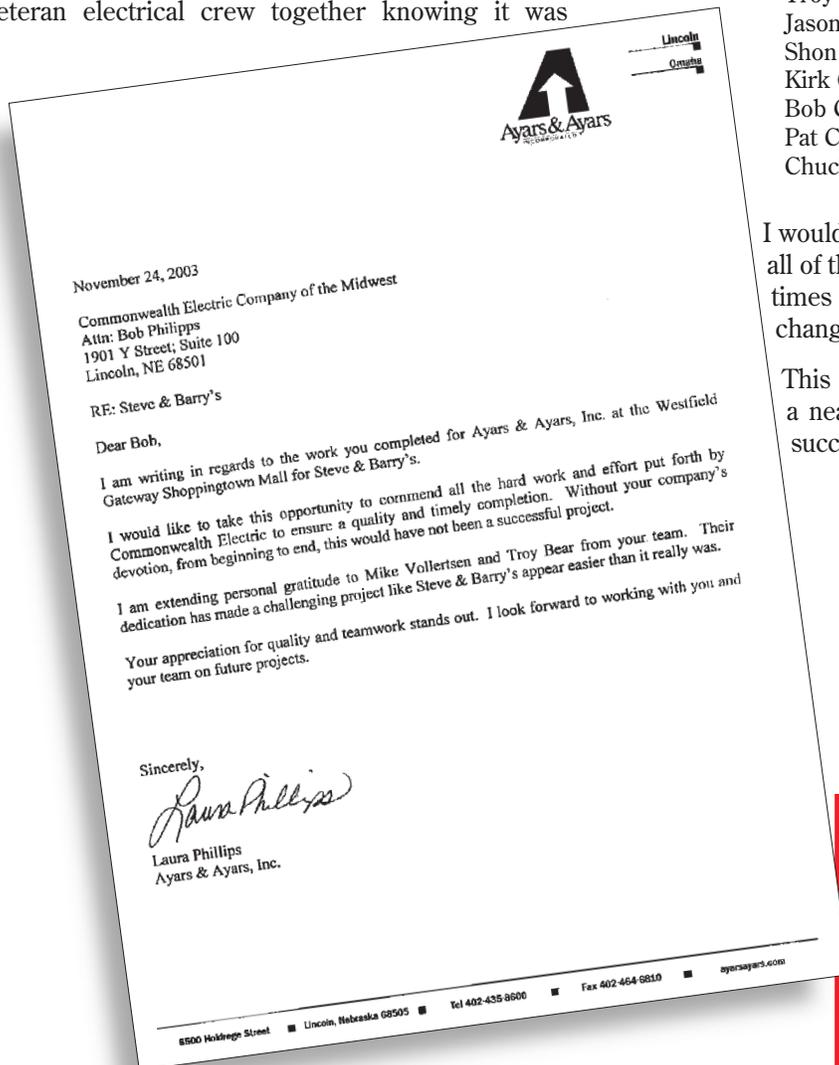
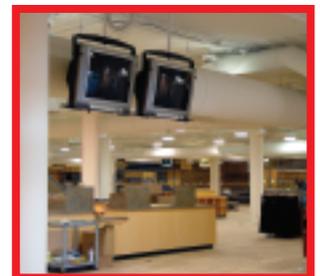
With the positive results at the Lincoln Store we are working with the same "Team" on possible future locations with Steve & Barry's in other cities.

I would like to thank the following electricians that worked above & beyond the call on the project:

- | | | |
|-----------------|----------------|-----------------|
| Mike Vollertsen | Adam Hosler | Josh Griffith |
| Troy Bear | Sean Knego | Dan Kosinski |
| Jason Rieckman | Bob Maise | Jim Dobbins |
| Shon Covington | Tad Nunley | Chad Orf |
| Kirk Cosaert | Jonathan Scott | Roman Kovaliv |
| Bob Carper | Todd Verkamp | Nolan Harrah |
| Pat Clifford | Dallas Hall | Greg Kallenbach |
| Chuck Craig | Terry Kortus | Jeff Dewitt |

I would also like to thank all of the support group which includes all of the warehouse personnel who delivered to the site multiple times daily without question and the administrative group with change orders and more importantly the billings.

This project was a great example of how CECM can take on a near impossible project and by working hard will as a team succeed.



Des Moines Breaks Ground on Iowa Cold Storage Facility

Matt Masters – Estimator/Project Manager

Commonwealth has started on a 100,000 square foot, Cold Storage Warehouse located in Altoona, Iowa. Commonwealth is completing this project on a design build basis for the Franzen Distribution. The project started in July of this year and cool down is scheduled to be complete in December.

The project is an electrical design build consisting of dual 3000A service entrances, power distribution, lighting, energy management, phone and data cabling, fire alarm and various other systems. The building includes warehouse space held at 15 below zero and 30 degrees for storage of perishable freight. There are also office areas, a blast freeze room, an inspection room, a thaw room and dock area. The construction has moved very quickly, after steel erection, tilt up insulated metal panels were used for the walls.

Nate Findlay is the Project Foreman on site. Nate has had his hands full with this fast paced design build project but he and his crew are making good progress. We are ahead of schedule with our work and the men in the field are really doing a great job. Ron Saf, with the help of Matt Masters, is managing this project for the office.



Commonwealth was excited to be selected by Gleeson Construction to be on this project team. It has been a great experience working with Gleeson through the design and construction of this project.



Awards Reflect Our Commitment To Safety

Ruben J. Bera – Corporate Safety Director

Rewards come in many ways. Most awards are given for extraordinary achievements or for going the extra mile and giving 110%. At Commonwealth Electric Company of the Midwest we recently were given another Safety Award from the people who administer our losses. These people calculate all the figures we submit annually and compare us to others in our group. This group of contractors has set a performance level that we must all achieve to be considered for an award. The bar is set high for these awards. Contractors must be willing to be totally committed towards a safe work environment for all employees. At Commonwealth Electric Company of the Midwest this commitment by upper management, office workers, field supervisors and all employees is demonstrated daily.

Some of the statistics calculated are;

■ Risk assessment score. This score given by evaluating our safety program, the training we provide and the time

and energy we all give towards a safe work site. A tally sheet is provided and each item is thoroughly checked for accuracy. Each year our score has been close to or at the maximum allowable points. This reflects our company's commitment towards safety.

■ Accident frequency. This score is based on how many accidents we have yearly. If we have too many accidents no award is given. All of us contribute to this score by maintaining accident free work sites, following safety rules and using the correct personal protective equipment to prevent injuries.

For the past 6 years Commonwealth Electric Company of the Midwest has been able to receive a safety award. These awards are proudly displayed in the Lincoln office. When customers or potential customers see these awards they know they are not only getting a quality, premiere contractor but, also a contractor committed to the safety and health of its

employees. The award is only as good as those who helped get it. All of us should take a pat on the back for helping achieve these awards. They are a mere reflection on the quality, safe work we perform.

It takes many people to make a company successful, and many dedicated professionals who strive to achieve goals. Everyone at Commonwealth Electric is part of that team.

Think Smart/Work Safe



Des Moines Branch Supports Youth Outdoor Safety

Michael Price – Branch Manager

Commonwealth Electric joined Madison County 4H, Madison County ISU Extension Office, Ducks Unlimited and Pheasants Forever in supporting this year's Youth Hunter Education Challenge (YHEC).

Iowa YHEC (Youth Hunter Education Challenge) is a weekend-long event that takes place each June at the 4-H Education and Natural Resources Center in Madrid, Iowa. Youth from all over Iowa come to compete in eight events, learn about the outdoors, and have fun with other youth and adults that have similar interests. The events include four shooting events: archery, muzzle loading rifle, shotgun, and small-bore rifle. There are also four non-shooting events: wildlife identification, orienteering, hunter safety trail, and written exam. There are two age categories to compete in, Junior (ages 12-14) and Senior (15-19). Most youth compete as part of a team of five from their area, but youth can register as individuals as well. All participants must compete in all eight events.



An Iowa DNR officer grades one of the boys during the archery event

Michael Price served as the assistant coach for the Madison County Junior YHEC team. Commonwealth donated hearing and eye protection for the team. The team made a good showing for their first time in the competition, placing 5th.



One of the team members gets ready to start the hunter safety trail with an Iowa DNR officer



The team prepared for the YHEC competition through instruction in proper shotgun shooting and handling