

The Commonwealth Quarterly

News from around the circuit.

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Commonwealth Electric Company of the midwest

INSIDE THIS ISSUE:

Des Moines Office Receives "Raving Fan" Award

Positive People

New Data Center Expansion at TD Ameritrade Southroads

Solon America - 750KW Solar Array

Duncan Aviation 7X Cabinet Shop Renovation

Safety Committees

Expo Division

Des Moines Upgrades Critical Power Systems for Wellmark Data Center

Allison Petersen Goes Behind Bars for "Good" in Des Moines

The First Tee of Tucson

Wind Turbine Blade Manufacturing Comes to Newton, Iowa

Des Moines Office Receives "Raving Fan" Award

Allison Petersen - Accounts Payable

On Wednesday, August 26th, Commonwealth's Des Moines branch was honored with a very special award. Each year, Ryan Companies, a general contractor in West Des Moines, presents the "Raving Fan" Award to one of their subcontractors "for outstanding partnership in helping Ryan build lasting relationships". Commonwealth was the award winner for 2007.

The "Raving Fan" Award is based upon the principles of customer service set forth in the book "Raving Fans: A Revolutionary Approach to Customer Service". The recipient of the "Raving Fan" Award is chosen based on a survey of Ryan's project managers, field superintendents, and project assistants. The feedback Commonwealth received raved about everything from the work in the field to the billings submitted. Ryan brought in a lovely catered lunch and about twenty of their employees visited the CECM office to present Michael Price and the rest of the

staff with the "Raving Fan" plaque.

The award is a wonderful honor and everyone in the Des Moines' office was thrilled to receive it. It is a testament to all of the hard work and care everyone puts into our projects.



Commonwealth is currently working with Ryan Companies on the Iowa Clinic project in West Des Moines, and we look forward to working with Ryan on many more projects in the future.

Positive People

David F. Firestone - President/COO

A good friend of mine sent me this article titled "The Law of the Garbage Truck". I think you will enjoy the message it sends.

"One day I hopped in a taxi and we took off for the airport. We were driving in the right lane when suddenly a black car jumped out of a parking space right in front of us. My taxi driver slammed on his breaks, skidded, and missed the other car by just inches! The driver of the other car whipped his head around and started yelling at us. My taxi driver just smiled and waved at the guy. And I mean he was really friendly.

So I asked, 'Why did you just do that? This guy almost ruined your car and sent us to the hospital!' This is when my taxi driver taught me what I now call, 'The Law of the Garbage Truck.' He explained that many people are like garbage trucks. They run around full of garbage, full of frustration, full of anger, and full of disappointment. As their garbage piles up, they need a place to dump it and sometimes they'll dump it on you.

Don't take it personally. Just smile, wave, wish them well, and move on. Don't take their garbage and spread it to other people at work, at home, or on the streets.

The bottom line is that successful people do not let garbage trucks take over their day. Life's too short to wake up in the morning with regrets, so... 'Love the people who treat you right. Pray for the ones who don't.'

Life is ten percent what you make it and ninety percent how you take it!"

At times, this philosophy might be hard to follow...but remember, people like to work with and do business with positive people! This not only means our external customers, owners, contractors and suppliers but also our internal customers, the people we all work with within the CECM organization.

If we try to follow this simple rule, I'm sure we will see positive results all the way around.

New Data Center Expansion at TD Ameritrade Southroads

Troy Deats – Project Manager

The Omaha office was awarded a \$231,000 contract on May 6, 2008 by Boyd Jones Construction for the electrical and data installation of a new Data Center Expansion at TD Ameritrade's Southroad location. This project included the transformation of an existing 2100 sq ft adjacent office space into a new data center that would adjoin their existing facility.

Despite the tight schedule and unforeseen evening hours, CECM Data and Power was successful in maintaining a flawless cut over with no outage impacts to the owner.

The electrical foreman on this job was Troy Savich who did an amazing job with both site and time management, not to mention owner relations. Troy kept an open channel of communication with both the Owner and General Contractor at all times making this project run as smooth as possible.

The data foreman was Jeremy Englehart who did a remarkable job coordinating the entire data center cut over which

supported 2500 working employees. Jeremy and his crew committed to working evening and weekend hours to help facilitate this extraordinary feat.

Both Jeremy and Troy and the supporting staff were commended by TD

Ameritrade for their workmanship and their attention to detail. Commonwealth Electric received their final inspection without a hitch and a zero item punch list.

As a new Project Manager for Commonwealth, I would like to personally thank everyone for their hard work and making this project a wonderful learning experience for me.



Ameritrade

Solon America - 750KW CIGS Solar Array

Randy Comolli – Project Manager

Commonwealth Electric Company of the Midwest is nearing completion of the Rita Road CIGS Project in Tucson. Commonwealth is under contract to perform this work with Solon America Corporation.

Solon America is a subsidiary of Solon AG, a German corporation that also owns Global Solar Manufacturing here in Tucson. In addition to providing the design and engineering, Solon America also manufactured the GIGS panels used in this project.

This project consists of the installation of 6,600 ground mounted GIGS (Copper Indium Gallium diSelenide) solar panels. When completed, the array will be the largest of its kind in North America.

The million dollar project began in May and will be completed in a little over five months time. The array is a 745 KW DC system and utilizes (13) 50KW inverters. The power generated will feed directly into the adjacent Global Solar Manufacturing building. The solar array is an energy re-commerce data acquisition system for string level monitoring for ease of troubleshooting. It will ultimately be owned by MMA Renewable Ventures, LLC in San Francisco.

Solon's project management was performed by Kevin Miller

and design and engineering duties were performed by Dana Beckhorn. Randy Comolli oversaw the project for Commonwealth while Quang Tran (Q.T.) took on the duties of on-site supervision. Q.T. did an excellent job considering the unique and ground breaking challenges in this relatively new market. He has had a crew averaging 18 electricians working under him for the past 3 months.

To date, the project has been a great success and a giant stepping stone into the fast growing market of solar power. We hope this will be the first of many successful projects in this market as we work to further the development of alternative energy sources in Arizona.



Duncan Aviation 7X Cabinet Shop Renovation

Bob Philipps - Project Manager

Last year Duncan Aviation entered into a very high profile contract with French airplane manufacturer Dassault to perform exterior and interior modifications on their Falcon 7X planes. Because of the physical size of the planes and the number of them being modified, Duncan needed to address a few key issues. 1) Having enough qualified personnel to do the modifications and 2) where the work could be done.

The first issues were resolved by initiating a "7X" group to do the work and promote someone to lead the group. Duncan chose Monte Reeves to head the team and he is currently assembling the rest of the group to do the modifications. The second issue will be more time consuming and costly. Duncan will need to build a large enough hangar in the near future to house the planes but in the meantime, they will be shuttling the planes from their Lincoln operation to their Battle Creek location to perform the work. A large part of the interior modifications include installing new cabinetry, seats, etc., so the first step needed was to have a 7X cabinet shop built to house the group to perform these tasks. That's where Commonwealth Electric comes in.

CECM is teaming up with Tectonic Management Group of Colorado to do the renovation of an existing Lincoln Airport Authority building located on the west ramp area of the airport. CECM has done a few projects with Tectonic Management Group at Duncan in the past so the learning curve will be greatly reduced on how to approach the project. Harry Frye and Larry Sterling, both of Duncan Aviation, will serve as the project managers for Duncan along with Kyle Linke who will serve as the lead for Tectonic Management Group. Jason Rieckman will be CECM's site superintendent along with Kirk Coasert serving as the fore-

man. Both of these men have supervised projects at Duncan in the past so they are familiar with the personnel and quality of installation that Duncan requires.



Dassault Falcon Plane as it takes off

The project is a renovation of an old military building in the Lincoln Airpark area. We are installing a complete new 2000 amp, 480 volt, 3 phase service along with a new 800 amp, 480 volt mechanical distribution panels for the 19 RTU's , 3 glue booths , 5 sanding booths and 2 paint booths. We are reusing a few of the existing panels to save costs but along with the new mechanical panel, we have added an isolated data panel for the office area and manufacturing area monitor/computer requirements. Jerry VanAmerongen and his low voltage group have the contract with Duncan for the phone/data cabling needs. We are installing all new energy efficient fixtures along with all of the required power outlets that will be located throughout the facility. The 2500 sq ft office space is required to be completed by 9/15/08 and the remainder of the 35,000 sq ft facility to be done by the end of November 2008. The 7X cabinet shop is planned to be relocated to the new large hangar to be built within the next few years. CECM has been privileged enough to do a number of large projects in the past with Duncan Aviation and it looks as though that trend will continue into the future.

Safety Committees

Ruben Bera - Corporate Safety Director

An effective way for companies to improve safety on the job is to establish a safety committee. The committee is a group made up from field employees and office staff to perform certain functions. At Commonwealth Electric Company of the Midwest, each branch has a safety committee. The safety committee operates this way:

- Members are selected for a time period, generally one year. In some cases, our offices will ask for volunteers or members are selected.
- A chairman is chosen. This person makes sure the meeting stays on track and focused. This person also works with the committee secretary to prepare the upcoming agenda. The agenda will consist of old business and new business.

- A secretary is chosen to record and prepare the minutes of the meeting. These meetings are kept on file.
- The committee will review any previous accidents or injuries and illnesses that have occurred since the last meeting. The committee will discuss the root cause of the incident, help determine cause of incident and explore ways to reduce further incidents of that type.
- The committee will research other methods that might improve safety on the job. Each member is encouraged to research ideas and bring them to the meetings.
- The committee's members will discuss with other employees safety related issues and ask if there are any concerns that need addressing.

Continued on page 4

Expo Division

Dan Shannon – Branch Manager

Can you believe that 2008 is more than halfway complete and we are heading into fall? For us poor souls in the Southwest, it's almost time to take out our sweatshirts and our long pants when it gets down to a chilly 60 degrees through the long winter. We'll muddle through. More importantly it's time for FOOTBALL! GO IRISH!!.....ummm....I mean.....Huskers!! (I forgot who I work for)

The Expo Division is having a very good year to date. A few very exciting events that we are very proud of have happened since the last time the Expo Division has checked in with the CECM Newsletter. First, I want to take the time to welcome and introduce Amy Dolan as the newest full time member of the Expo team. Amy has been with us since 2005 on a part time basis performing office functions and producing shows. She has quickly become a very valuable asset to us. Amy's new role as office manager will put our division in line to provide the best possible service to both our internal and external clients and make us better prepared for the inevitable growth that we are about to undergo. Her duties will include all office functions from accounts receivables and payables to managing office overhead. And if that isn't enough, she'll continue to produce successful events. I look forward to working with Amy for many years to come.

Next, from our Tucson office, we have been awarded a new 5 year contract to provide exclusive electrical services at the Tucson Convention Center. Commonwealth has been the exclusive provider at this facility since its purchase of Tomack Electric in 1995. We bid against very tough competitors but the choice was clear as we have continually provided impeccable service and have always had a tremendous relationship with the Tucson Convention Center and its clients. This is especially exciting because not only will we keep our great relationships with current clients, but soon the Convention Center will be expanding and we will be able to service new events thereby expanding our portfolio. This new contract would not have been awarded without the combined team effort of the entire Expo staff. Additionally I want to thank Jay Hoobler and his staff for helping us with supplemental labor when we needed it. We certainly cannot produce the quality events that our clients are used to without the trained professionals that get the job done.

Finally I want to specifically recognize the Tucson staff of Jennifer Willer, Jeff Willer, and Brian Badet. They are the reason we have been so successful in the Tucson market for the past 13 years. Words alone cannot fully express my appreciation for the entire Tucson Expo staff and we look forward to many years of success.



Amy Dolan

And finally we have great news from the Phoenix Convention Center. Commonwealth Electric has been awarded a one year extension on our contract to be the exclusive utilities provider. This is a great accomplishment as we now will have the opportunity to open the final phase of the 600 million dollar rebuild of the Phoenix Convention Center. As I have stated in the past, we will now be ranked the 20th largest convention Center in the United States from 66th. Most importantly, this means we will now be an integral part of many large conventions and tradeshow held in Phoenix. Clients like Mary Kay Cosmetics, the National Rifle Association, and the NBA All Star Jam Session will make Phoenix part of their event rotation.

As we look forward to our new opportunities, we are very excited about our future. Although we will be challenged we more so look at our growth as an opportunity to show our clients that we are in fact the best convention and tradeshow electric provider in the nation.

Safety Committees - Continued from page 3

- The committees will forward on to upper management any recommendations they felt will improve the overall safety of the company.

It is important that all employees know who their safety committee members are and how to contact them with safety related issues. If you have a safety concern or a method

to improve safety, contact your representative. Remember that the committee is here to help assist us all in keeping safe. Any new idea(s) that will help protect our employees is always welcomed.

Stay informed/Stay Safe

Des Moines Upgrades Critical Power Systems for Wellmark Data

Ron Saf - Project Manager

Commonwealth Electric Company of the Midwest's Des Moines office has completed the Wellmark 2008 Battery Replacement for the UPS, uninterruptible power supply, units that serve critical electrical loads in the data center. We have provided services for the Wellmark Data Center for approximately eight years, including electrical power distribution, preventative maintenance for the UPS units, infrared scanning, TVSS testing, and PDU system monitoring.

Last year CECM furnished and installed a new 150 KVA UPS and PDU unit to serve the expanding electrical load requirements for the data center. In the spring, we furnished and installed new data cabinets in the network room with enhanced CAT 6E cabling. We also expanded the fiber optic backbone to the HP racks.

Data Center ITS Team Leader Ike Brown and operations manager Paul Geyer have been wonderful to work with, insuring that all work in the data center area is carefully

planned and that protective measures are in place. Michael Bell, facilities department manager, is incredibly helpful in coordinating building operations and providing support to project management for moves, additions, and changes to the data center.

The Commonwealth Electric and Communications project team consists of electrical control system specialists Danny Roberts and Don Gurnsey, communication systems technicians Steve Rush and Heather Talbot, communication systems manager Jeff Gero and project manager Ron Saf.



Danny Roberts - Electrical Control System Specialist

Allison Petersen Goes Behind Bars for "Good" in Des Moines

Allison Petersen - Accounts Payable

On August 14th, Allison Petersen, accounts payable representative in the CECM Des Moines office, was "locked up" by the Muscular Dystrophy Association until she could raise bail. With the help of coworkers, vendors, and other business partners and friends, Allison was able to raise \$1,254 to benefit "Jerry's Kids", children suffering from neuromuscular diseases. This dollar amount is enough to send two kids to MDA summer camp or provide a broad range of health services.

Because she raised over \$600 prior to the day of the event, Allison was "arrested" by her parole officer and taken downtown in a limousine. This year's Des Moines lockup was held at Splash Seafood Bar & Grill, who provided beverages and appetizers for all of the inmates.

On Labor Day, Allison was invited to present a check on behalf of Commonwealth Electric to the MDA during the annual Jerry Lewis Telethon on the local Fox television affiliate.

Allison was pleasantly surprised by the generosity she encountered while making donation requests. "The whole experience was a lot of fun, and it was wonderful to help out with such a great cause. I have some really generous friends and colleagues."



Allison Petersen is hauled off to jail



Allison Petersen behind bars

The First Tee Of Tucson

Jay Hoobler – Vice President

The Tucson community has a long and successful history in junior golf. With the addition of The First Tee of Tucson training facility at Trini Alvarez-El Rio Golf Course, our community looks to take a big step forward in continuing this tradition.

The Tucson Conquistadors, a local civic group, along with the PGA, the City of Tucson, and The First Tee have partnered together to make this facility possible. The facility consists of a new 5,000 sq ft building, along with three junior training holes that were built on the previous driving range for the golf course. In addition, junior tees have been added on each hole and a junior practice area was also added to the course.

The mission statement of The First Tee of Tucson is to impact the lives of young people by providing learning facilities and educational opportunities that promote character development and life-enhancing values through the game of golf. The new facility will provide a golf component to programs for the Boys & Girl's Clubs, Special Olympics, Tucson and Pima County Parks & Recreation, El Rio Neighborhood Center and Tucson Unified School District.

Tom Chestnut of Chestnut Construction is a long time Conquistador and is serving as the Chairman of the fundraising campaign for the project. As a result of our long standing relationship with

Chestnut Construction, we were chosen to perform the electrical work for this project. Donations of materials, labor and services were made by all trades involved in order to ensure the success of the project.

Tim Beatty, also a Conquistador, is the project manager for Commonwealth Electric with field supervision being handled by Chris Tzorras.

We support the goals and values being taught through this program and we are proud to be associated with this community project that is sure to enhance the lives of the young people in our community for years to come.



Wind Turbine Blade Manufacturing comes to Newton, Iowa

T Michael Price – Vice President

The Des Moines office of Commonwealth Electric Company of the Midwest was selected by Bloomington Electric Company of Minneapolis, Minnesota to perform the electrical design build contract for TPI Composites' new 316,000 square foot manufacturing facility in Newton, Iowa.

TPI Composites is a leading manufacturer of high performance wind turbine blades for the wind energy industry. The Newton facility will produce blades for General Electric's 1.5 megawatt wind turbines which are among the most widely used turbines in the world. The plant currently employs approximately 200 wind energy workers; however, once the plant reaches full capacity TPI expects to employ over 500 people at the Newton Plant. The blades produced at the Newton, Iowa TPI facility will supply wind energy projects across the

Midwestern United States.

Our work with Bloomington Electric Company consisted of electrical distribution equipment, feeders, high efficiency lighting, generator and emergency power system, lighting, power and motor branch circuits, site lighting, fire alarm, and telephone and data cabling. Our work continues with providing power and control wiring for the numerous, specialized pieces of manufacturing equipment currently being installed in the plant.

Mike Ertl was Commonwealth's foreman on site and led our crew that peaked at over 20 men. Mike and the crew worked over 9,000 hours with no recordable accidents. Additionally, Communications division project manager, Jeff Gero and lead technician John Ladurini led our low voltage efforts on site, also with no recordable accidents.



Mike Ertl working at TPI



New TPI facility in Newton, Iowa