



# WATT'S HAPPENING

WINTER 2009



307 Suburban Avenue, Deer Park, New York 11729 | tel 631.242.8080 | fax 631.242.6392 | www.rolandselectric.com

## Message from the President

In light of all the bad news we've been hearing about the economy - job layoffs, stock market crashes, construction down turns - I would like to take the time to offer a little bit of optimism instead.

While most companies have been laying off workers, reducing benefits and cutting back on investing in new equipment, Roland's Electric has been able to maintain a work force of over 70 electricians and 25 office and support employees, invest in a new state of the art computer system, and maintain our profitability.



Steve Cadieux  
President

When I think about the reason we can stay strong when others are failing, I have to say it is because of the hard work and dedication from us all - "THE TEAM".

Our estimating department has been relentless in the pursuit of getting new work; as of the end of February we have bid well over 125 jobs in every facet of the electrical industry from public works projects, retail stores and office buildings to communication, fire alarm and security systems and even some large residential projects. Although the competition for work has been tougher than I can ever remember from union and non-union contractors alike, we have been able to win new work by producing detailed estimates and being creative in the way we look at each project. I would like to thank the entire estimating team for a job well done.

The work forecast for the spring and summer is looking very promising with many new projects being signed and a steady stream of new bid opportunities coming in daily. So go ahead and book that summer vacation!!!

## Project focus

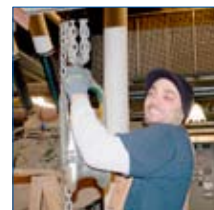


### SUNY FARMINGDALE

Farmingdale

Foreman: Bob Blaney GC: E.W. Howell Co., Inc.

Project Scope: Renovation of Whitman Hall, Sinclair Hall, and Nathan Hale Hall.



### ST. FRANCIS HOSPITAL

Roslyn

Foreman: AJ Cordero

Project Scope: Installation of emergency feeders.

**NEW YORK STATE OFFICE BUILDING**

Hauppauge

Foreman: Dave Kassay

Project Scope: Fire Alarm Upgrade



**WANTAGH UFSD**

Wantagh

Foremen: Don Amerson and Tony Ortiz

Project Scope: Middle School and High School PA replacement.



**PALL CORPORATION**  
PORT WASHINGTON

Foreman: Lou Scarpati GC: J. T. Magen & Co., Inc.

Project Scope: 238,000 sq. ft. renovation and 24,000 sq. ft. addition to this facility which will serve as the new global headquarters.



**COMSEWOGUE UFSD**

Port Jefferson Station

Foreman: Eric Hubschmitt

Project Scope: Dimming System Installation

**COMPLETED PROJECTS**

- New York Sports Club, Deer Park
- Johnny Rockets
- Teacher's Federal Credit Union
- Tanger Mall

**ONGOING PROJECTS**

- Huntington UFSD, Clock and PA
- S. Huntington Water GAC Bldg.
- C. W. Post, Fire Alarm Upgrades
- C. W. Post, Emergency Power Upgrade
- Poll IX Restaurant, Greenvale

**UPCOMING PROJECTS**

- East Northport Fire Dept.
- Michael J. Tully Park, Swimming Pool Complex, New Hyde Park
- Estee Lauder
- Bioscript, Lake Success
- Eastport High School - Sports Lighting
- Dealer Track

**Roland's Electric Understands The Importance of Using Resources Wisely**



The U.S. Green Building Council is the nation's foremost coalition of leaders from every sector of the building industry working to promote buildings that are environmentally responsible, profitable and healthy places to live and work.

Roland's Electric is committed to providing ongoing innovative electrical solutions to actively support the needs of our customers and the environment.

Our membership in the Long Island Chapter of the U. S. Green Building Council signals our continued commitment to excellence in energy efficiency and environmental performance. Membership in the Council exposes us to a broad spectrum of concepts in environmentally-responsible design and assists us in understanding ways we might effectively integrate those ideas into our products and our business model.

**Technology Path**

By Robert Bielawski



**Smart Grid Technologies**

"Smart Grid Technologies" refers to applying communication and information technologies to the nation's power grid system. The nation's power grid consists of all the power lines which carry electricity to our homes.

Using "Smart Grid Technologies" will allow energy utility companies, such as LIPA, to monitor and route energy through the power grid when consumer demand increases.

This technology includes a new level of communication between the consumer and the energy utilities. The Smart Grids will allow utility companies and customers to gather precise information about the quantity and timing of energy consumption. The Grids also enable customers to receive information consisting of real-time pricing and or emergency grid requests to lower energy usage.

This Smart Grid technology will be one of many energy saving solutions available creating more efficient use of energy for both private and business customers.

**The Smart Grid will help empower smarter energy choices.**

## Employee Spotlight

**Jeffrey H. Weiner, P.E.**  
23 Years  
Chief Estimator



I have been working for Roland's Electric, Inc. for 23 years. When I started in the electrical contracting business in 1970 (a summer job for a Local 3 contractor) I didn't know what the symbol for a receptacle was. We didn't have computerized estimating back then—everything was done with a pencil, paper, and a lot of erasing.

A few years after I joined Roland's Electric, Inc., our founder, Roland Cadieux, had the foresight to purchase the Accubid estimating system. With our customers always needing proposals ASAP or sooner, it was a necessity to own a computerized estimating system. Today, Roland's Electric, Inc. produces over 500 estimates a year—a tribute to our organization and our hard working staff.

I like the challenge of opening up a new set of plans, reviewing the architectural and mechanical drawings, and coordinating the project requirements with the electrical drawings and specifications to produce the most comprehensive estimate possible. I take pride in knowing that when I produce an estimate, I have reviewed all the pertinent documents in the bid package so that when discrepancies occur, and they often do, I can qualify our bid clearly to the customer.

Sometimes my job can be unrewarding and frustrating. No matter how accurate an estimate may be, we win only a small percentage of our bids. In today's market, we face non-union competition, contractors who "low-ball" projects, and inexperienced competitors. Roland's Electric, Inc. strives to overcome these obstacles and never compromises the integrity of the industry by cutting corners or deviating from specifications without customer approval. This is why we maintain our reputation of being a premier contractor and will continue to do so in the future.

On a personal note, in my spare time I enjoy watching sports on TV, bike riding (is it summer yet?), and playing tennis. This year I hope to dust off my golf clubs and play a few rounds.

## NEW TOOLS

### Wire/Cable Pulling Partner

- Pull small wires with just one person
- Guide wire and cables safely through boxes, fixtures, panels, connectors and more
- Stops wire from contacting metal edges
- Available in 1/2", 3/4" and 1" sizes



### Rack-A-Tiers

*The ONE TOOL that does it all!*

- Compact interlocking pairs
- Easy to set up
- Portable
- Versatile
- Reliable, fast
- Rugged
- Waterproof
- Rustproof



## SAFETY

### Arc Flash Clothing

Arc flash clothes are critically important to keep workers safe. Statistics show that five to ten times a day, a worker in the United States is injured or killed due to an arc flashing accident. The casualties resulting from these accidents are almost always devastating to the worker involved and to the worker's family. Perhaps if these workers had been wearing appropriately rated arc flashing protective equipment, the number of injuries and deaths could have been decreased.



## Bob M's Code Corner



E-mail the correct answer with NEC section number to [rmauchan@rolandselectric.com](mailto:rmauchan@rolandselectric.com) and be eligible for the Code Q & A raffle. Raffle winner will be announced in the next issue.

**Q. What is the maximum spacing for securing MC cable?**

**A. Article 330.30(B).** MC cables shall be secured at intervals not exceeding 6 ft. and shall be secured within 12" of every box, cabinet, fitting or other cable termination.

**Q. Are you permitted (general rule) to install parallel conductors of #2 wire?**

**A. No, Article 310.4.** Size 1/0 and larger shall be permitted to be connected in parallel.

**Q. Can you replace a non-grounding type receptacle with a grounded type receptacle?**

**A. Yes, Article 406.3(D)(3).** It shall be replaced where supplied with a ground-fault circuit interrupter type receptacle or circuit.

## QUIZ QUESTION

**What is the minimum clear distance of access in front of electrical equipment operating at 480v if the wall opposite the equipment is made of masonry construction?**

## CONGRATULATIONS!

Roland's Electric is pleased to announce the winner of the Winter Q & A Code Raffle Contest.

**Greg Tjaden is the winner of a Home Depot gift certificate.**

*Thank you to every person who submitted an entry.*



Greg Tjaden

## Roland's Electric Celebrates the Holidays



This year's 2008 Holiday Party was held at the Larkfield Manor. It was a great time filled with music, friendship, and good food. Again it was nice to meet everyone's spouses and significant others and have them share in the evening. A great time was had by all. Also above are several pictures from the office party.

### Thickets of Wires

Shanghai, the most wired city in China, has almost 60,000 kilometers of wires - about 15 times the Earth's equator.



It happened like this: People put up wires, and nobody noticed. Then people put up more wires. By the time the folks figured out that the wires were strung 30-deep over

some intersections, those wires were the arteries and veins that carried China's lifeblood.

In China wires dangle in garden-hose rolls and knots intricate enough to confound a Boy Scout. Apartment dwellers use them to hang laundry and to hang-dry selected cuts of meat.

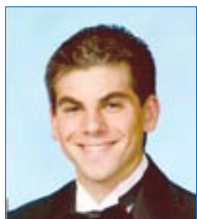
The wire jungle is also partially responsible for a ban on kites . . . too much tangling. Kite flying was invented in China and is a national pastime. The Chinese believe kite flying is beneficial for the health.

China plans to have 70% of their wire network buried by 2010.

## Announcements



**SUBMIT YOUR ANNOUNCEMENT** for inclusion in the next newsletter to [lpaino@rolandselectric.com](mailto:lpaino@rolandselectric.com).



### Congratulations

Laurie Cardillo's son, Garrett, has been accepted to the prestigious Fordham University to pursue one of the most valuable and versatile degrees available -- a law degree! Garrett, you are headed for a great challenge, a rewarding journey.

### Holiday Toy Drive Thank You

We would like to take this opportunity to thank everyone who gave toys for our 2008 Holiday Toy Drive. We collected 54 lbs. of toys to distribute to Long Island's children and their families this season. A special thank you to Roland's Electric for their help as well.



### A New Auntie

Eileen Lamonica became an Aunt to Cosette Marie on December 30, 2008 at 9:58 am. Cosette was 7 lbs. 15 oz. and 20" long. Eileen, enjoy the many wonders that await you in this new relationship. So happy for you.



### 20 Years and Counting

In appreciation of 20 years of service and dedication, Nancy Petraglia received a beautiful gold watch at our holiday party. Nancy, thanks again for the difference you make every day.