

# THE LINEAR LINE-UP

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## Introduction

By Lewis Weinstock - Owner/President

Welcome to the first edition of The Linear Lineup. This is the first of many editions keeping our clients abreast of what Linear Electric is doing to be the best solutions to our clients needs. As a leader in our field we are committed to staying on the cutting edge of technology and service in all aspects of electrical work, energy savings and green initiatives. That's why we are always learning, always growing to the breadth and depth of our services and as always, willing to do what's necessary to satisfy you, the customer.

Our Company's heritage began with my grandfather, Harry Silverman, back in the 1920's. His experience working on many noteworthy projects such as Beth Israel Hospital in Newark, Pratt & Whitney, Standard Oil's Exxon Refinery and the 3<sup>rd</sup> tube of the Lincoln Tunnel was instrumental in helping get Linear Electric started in 1984. Now in 2010, some 26 years later, Linear Electric has enjoyed success in fulfilling client's needs on our own noteworthy projects such as;

- **United States Golf Association Executive Offices and Test Center**
- **Bank of America Disaster Recovery Center**
- **Alcatel - Lucent Telecom - Data Testing & Research Facility**
- **Equinix Collocation Facilities**
- **Short Hills Mall Expansion**
- **Novartis Solar Installation**

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Our Management Staff is always keeping up with industry changes via continuing education classes - putting us on the cutting edge at all times.

The Linear Line-Up will keep all of our customers up to date on our current projects, green initiatives, and education as well as providing state of the art information.

I hope you find our publication informative. To learn more about our company please ask your Linear Electric Representative for our corporate brochure or please feel free to visit us at [www.linearelectric.com](http://www.linearelectric.com)

Thank you and welcome.



*Lewis Weinstock*

Lewis Weinstock  
President



## Operations

By Tom Foley – Senior Vice President



Linear Electric is a multifaceted Electrical Contractor that is well versed in large commercial and industrial installations. We run a very efficient operation. Our talented office staff is made up of highly educated and experienced personnel, many of them having over twenty five years experience in our industry. We employ on average, around eighty electricians annually. Our field staff is comprised of highly trained and skilled workers that have all completed an extensive 5 year apprenticeship program. Our Local Unions offer several courses to their members allowing us to keep up with technological changes within the electrical industry.

Linear Electric is very proud to have a fleet of service trucks that are fully equipped to handle the daily service or emergency needs of our customers. Our service electricians are well rounded in controls, teledata, fire alarm and high voltage. We offer 24 hour service to all of our clients. Another supplement to our service division is our Emergency Response Unit that is fully equipped with all the tools required to get our customers up and running if a disaster should occur within their electrical infrastructure.

Here at Linear Electric we put a strong emphasis on safety within our work place. We have a company Safety Director that regularly visits jobsites and generates internal reports to myself, our owner, and the jobsite Project Manager. This “police yourselves” approach has been extremely effective in keeping our EMR rating at around .64.



First and foremost, these site visits help prevent accidents to our field staff. A secondary result of this proactive approach leads to significant savings on insurance premiums allowing us to be more competitive for our customers. Every new hire gets a copy of our Safety Manual. As you can see here at Linear, “Safety is not expensive, it’s priceless.”

## Safety Corner

By Glenn McCarthy – Safety Director

Hello and welcome to the Safety Corner. My name is Glenn McCarthy and I am Linear Electric’s Safety Director. I am also a 25 year member of the IBEW. As Safety Director my responsibility to Linear Electric and its employees is to conduct periodic safety inspections. These inspections will be performed to expose and correct any hazards in the field. I am constantly furthering my education which enables me to provide safety training in accordance with any needs that are required on our projects. Linear Electric has a long list of professional contacts that we can turn to if we come across a safety issue that warrants expert advice. It is my job to review and advise on all safety equipment and procedures as they relate to prevention and control of accidents. One of my key roles is to make sure that our field personnel use the proper personal protective equipment. I am very diligent when it comes to the enforcement of all Linear safe work practices. Be safe!

*“Safety is not expensive, it’s priceless”*

## Employee Corner

By Frank Koch - Senior Project Manager



I have been a Project Manager with Linear Electric for over 20 years. My experience ranges from hands-on field work to acting as a liaison between clients, owners, architects, engineers, subcontractors, and

vendors. I have had the opportunity to take part in a wide variety of projects ranging from large commercial buildings, hospitals, medical facilities, telecom centers, correctional facilities, data centers, retail shopping centers to manufacturing facilities ranging from new construction to renovations.

I began at Linear Electric back in 1989 as a project manager. My responsibilities include all phases of project management from the financials to the material, start to finish. My education and training include a B.S.E.E. in electrical engineering as well as OSHA 30 and NFPA 70 E certifications.

## What's New

By Adam Weinstock - Vice President of Administration & Finance



As a versatile Electrical Contractor we are always striving to improve in all areas of our industry. For those of you who know us, as well as,

those of you who do not, we are always seeking out ways to improve not only our field installations but our internal efforts as well.

We are a family knit organization that works closely with one another to not only perform the job well and on time but to also develop a working relationship with our customers.

In today's market we are cleverly seeking newer environmentally friendly ways to perform our tasks ranging from but not limited to installing fixtures, installing solar panels and working with our customers to meet their specific needs.



Linear realizes the value of the present "Green" initiative, thus we are proactive in moving our company's expertise into this new arena. Thank you

## Estimating Department

By Bob Olsen - Vice President of Estimating & Project Management

I have been with Linear Electric for over 20 years and my involvement includes project management, estimating and customer and project development. I have over 44 years experience in electrical construction. In addition I have been heavily involved with the Retail side of the electrical industry since 1979. I have estimated and ran work for the following department stores throughout New Jersey and its various malls:

- Bamberger's
- Macy's
- Lord & Taylor's
- Bloomingdale's
- Simon Properties



*"We are always striving to improve in all areas"*

### Linear Electric

428 Route 46  
Rockaway, NJ 07866

Phone:

973-586-4848

Fax:

973-586-1199

E-Mail:

[adam@linearelectric.com](mailto:adam@linearelectric.com)

Visit us at [www.linearelectric.com](http://www.linearelectric.com)

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First Time!**