

THE LINEAR LINE-UP

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Introduction

By Lewis Weinstock - Owner/President

One Big Happy Family

Even though we are considered a mid-sized company amongst our peers, I want to never lose sight of a family atmosphere within our organization.

Successful companies almost always adopt a family atmosphere in their workplace. Here at Linear, we take pride in the fact that family is very important to us. Each year we have a Holiday Party for our office staff and their spouses on a weekend night at a fine restaurant. As a small token of appreciation the ladies receive a holiday gift. Our party is a great time to socialize outside of our workplace and this party has become a welcome tradition at Linear Electric.

We also, have a yearly field staff party for all of our electricians. We all meet at a prominent restaurant for a holiday feast. It is during this event that our field staff gets to meet each other, trade ideas and stories and even get to relax. My executive team and I take this opportunity to thank our field staff for their dedication and hard work. After all, these hard workers are our first line of communication to our client base. Just like our office party, this is one of Linear's traditions.

The day before we break for Christmas holiday, I order in some food for our office staff from a famous Jersey deli. It is a great lunch that the staff always looks forward to. Once again you might call this a Linear tradition.

INSIDE THIS ISSUE

Introduction - One Big Happy Family	1
Operations - Linear Goes Green	2
Safety Corner	2
Employee Corner	3
What's New	3
Community Involvement	3

We also hold a Foreman's appreciation Golf Outing every year. We take our company foreman out for a day of golf, food and prizes. This has become a great success and is joining our list of yearly Linear events.

As you can see, I strongly believe in family here at Linear. Electrical construction is a demanding business, involving long hours and stressful situations along the way. I try to incorporate some good times and fun for our employees. My thought here is simple; reward those who make you successful! This ingredient is essential for any organization to prosper.

Thank you



Lewis Weinstock

Lewis Weinstock
President

Operations – Linear Goes Green

By Tom Foley – Senior Vice President



*“Safe practices
are not
expensive”*

Here at Linear, we are always evolving and keeping in tune with changes in our industry. In order for us to serve our elite list of clients, it is imperative to continue to educate our staff with the latest trends in our industry.

Our country is facing a future energy crisis. We must find alternate sources of energy in order to take the strain off our dependence of fossil fuels. This need has given rise to the “Green Initiative”. Photovoltaic, or Solar Power, is an important part of this initiative. Linear Electric has been involved with Photovoltaic installations for the past several years. We have been involved with large installations for Novartis, Estee Lauder, Sussex Community College and Macy’s just to name a few. To date we have performed over 12,000 man hours worth of solar work. This past winter, our Local Union 102 gave 15 of our field staff members a 40 hour class on Photovoltaic installations. Upon completion of this in depth class, each person received a training certificate.

There are many opportunities available for businesses in the solar arena. Companies can now take advantage of the savings using solar energy without any out of pocket costs. There are finance options that can help defer the installation costs by taking the energy savings and splitting it with the consumer over an agreed upon time period. During this payback period, the consumer gets three major benefits; reduced monthly electrical costs, higher green status in their facility and no out of pocket costs.

Our state is one of many that are onboard with this solar initiative. Many others will follow. Here at Linear, we are

geared up and ready to service our clients with any of the green initiatives that they choose to bring to their campuses.

If you have any questions about these solar opportunities please call me. We will be more than willing to come and meet you to discuss how you can take advantage of these opportunities at your site.

Safety Corner

By Glenn McCarthy - Safety Director

One very important issue that has become a key part of our company safety program deals with vehicular safety. Linear Electric retains a large fleet of company vehicles. These vehicles range from rack body delivery trucks to pick-up trucks and service vans. Traffic safety is very important on our customers’ campuses and during our everyday drive to and from work. Our drivers must obey all traffic laws and maintain a high level of safe driving practices.

All of our major clients have traffic rules and regulations on their campuses. Speed bumps, speed limit signs and pedestrian crossing signs are just a few of the more common signs that we encounter on our projects. We must pay close attention to all of these rules. We are guests at these sites, thus we must adhere to all the safe practices that we are expected to follow.

Some of the proactive things that we have done include placing signs in all our vehicles that remind the operators to drive safely. Our Safety Director has also issued a two hour course on defensive driving to most of our company drivers that is extensive and difficult. We will issue this course to the rest of our drivers by the end of this year. There is no price that can be put on safety; therefore we know that our proactive efforts are worth the time and money. Linear strives to never get complacent while driving on our client’s campus. It is really quite simple, observe and obey all traffic regulations.

If you have any questions or concerns please feel free to call me at 973-417-0966. Thank you.



Employee Corner – Meet Bob Olsen

I am Linear Electric's Vice President of Estimating. I have over 44 years in the Electrical Construction Industry with 20 of those years here at Linear Electric. I have worked my way through the ranks in the areas of estimating and project management.



Lew and I (Linear's owner and President) met while working at Beach Electric where we were both Project Mangers. I also worked for Allan Electric prior to Beach as their Chief Estimator.

I presently handle all of Linear Electric's retail work. I have accounts that include major stores such as Macy's, Bloomingdales and Lord and Taylors. Retail work is very difficult to perform due to the logistics of working in the stores during their hours of operation. My experience and knowledge help contribute towards Linear's successful portfolio.

What's New

By Adam Weinstock - Vice President of Administration & Finance



At Linear we believe in continuing education. One important facet of our operation includes bringing our company foreman in for a

Lunch and Learn. These sessions occur at our home office, where we gather over lunch to review industry changes, new technology, tools and material and discuss new labor saving ideas. We have held topics concerning prefabrication of materials, tool and equipment safety. We always include a segment on safety, where our Safety Director does a selected presentation regarding safety on our worksites.

Our industry is extremely competitive. We cannot afford to fall behind with regard to education and new products that could help us become more efficient on our



projects. Staying in tune with our industry's latest trends is vital to remain a leader within our own industry.

Community Involvement

By Michelle Weinstock-Drexler

Linear Electric strongly believes in community interaction and we are very involved in the communities where we work. One featured event this year was a charity golf outing we organized and hosted at Sky View Country Club in Sparta. We teamed up with some of our major customers and sponsors for a fun day of golf, food and prizes. The end result was raising over \$7,000.00 for The Multiple Sclerosis Society. This event will be a yearly fund raiser for M.S. and Linear Electric.

We also have been a significant contributor to the Boy Scouts of America donating labor and material to the cafeteria expansion and shower house at the Mt. Allamuchy Scout Reservation in Stanhope, NJ.

As you can see, Linear believes in giving back to its community. This is a major ingredient to any business success, one that we are sure to continue.

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**Doing It Right the
First Time**

"Linear believes in giving back to the community"