

Service

Safety

Quality

NOVEMBER, 2009

the Block

C O N N E C T I O N

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“Complex projects are where we outshine the competition.”

PRESIDENT'S MESSAGE

- JACK BLOCK

I know this a tough time for many families across this nation. It is the start of the holiday season and everyone is busy planning parties and family get together. This Thanksgiving I am thankful for so many things. Foremost, I am thankful that we have hung in there throughout this year. Just as things seem to be getting dark, a little ray of sun comes shining across to get us through another period.

Our industry has definitely been impacted and devastated by the nation's financial situation. All I can say is that as electrical contractors we can do little to create work that doesn't exist. We cannot make customers build if they don't have the need. The one thing that we can do is make sure that we keep marketing ourselves as the total **“Customer Delight”** contractor. This is the most competitive market I have ever seen. We can't and won't compete on price alone as I believe it is the quickest way to the end. What we can compete on is service, quality, safety, and **Customer Delight**. Complex projects are where we outshine the competition. Not every contractor out there can get into that game. We have a vast range of experience on different and difficult projects. Our experience is so much more than most of our competitors. We need to highlight that and bring our methods and quality of construction to the spotlight.

Now is the time to show our customers how we can make a difference so that they will remember us for years to come. There are times when it is not easy dealing with all the different personalities we encounter on a construction site but we will make everyone's experience exceptional. Be cautious and helpful; bring out the best we have to offer. There's very little work out there. Go out there and sell. As I have said so many times, "If you know how to fix it - do it! If you know how to do it - do it". That's what **“Customer Delight”** is all about.

My thoughts and prayers are with everyone for a very

Happy Thanksgiving!

BUILDING INFORMATION MODELING

- MIKE DEGER
- MIKE DEGER

Have you heard of BIM, Building Information Modeling? How about 3D design and coordination drawings? If not you soon will be. This is one of the newest trends that are sweeping into the construction industry. We first heard of 3D coordination drawings several years ago but it was a vague concept that was value engineered out of most projects. Now it is real and we are embracing the technology. Essentially using BIM a 3D computer model is created of the entire building including MEP systems. For us all the major equipment, conduit runs, racks, etc. are included in the model. Specialized software combines our 3D model with the building and other MEP trades. Conflicts or clashes are found and eliminated early before installation.

We are working on two major projects using BIM technology. The first is Resurrection Hospital Bed Tower Addition. This successful project is nearing completion. Jerry Martin worked with the drafting team to create the 3D models for our work. What impressed me on a job visit was seeing Jim Strege using a laptop computer on the third floor. He was viewing the 3D model to plan the rough-in.

Jesse Geiger has been working with 3D modeling for several smaller projects. Now Jesse is working at the Silver Cross Hospital site. He and Randy Chapman are creating the 3D models for the new hospital being built in New Lenox. Randy has just joined our team as an AutoCAD/3D modeler. He has great experience as an electrical designer and in 3D drafting. Please welcome Randy to the Block Team.

Have a Happy Thanksgiving!

THANK YOU LETTER

A letter sent to Mike Deger from Rena Johnson, Berglund Construction

I would like to take this opportunity to thank you once again for your generous donation to New Faith Baptist Church International on my behalf. Your contribution made it possible for me to touch the lives of impoverished men, women and children residing in Ghana, West Africa .

Words cannot express the poverty and need for assistance faced each day by those residing in Ghana. The people I encountered were extremely appreciative of the food, water, medical treatment, housing and assistance they were able to receive through the Joseph Assignment Global Initiative.

During this year's trip over 8,000 residents received free medical treatment. I was also able to witness commissioning of wells, clearing of land for farming and the expansion/construction of schools.

If you are interested in finding out more about the efforts of New Faith Baptist Church and the Joseph Assignment, please visit <http://josephassignment.org/>. Thank you once again for your donation and support.

ANNIVERSARY

Electric. Doug joined us on November 14, 1984 and this will be his 25th anniversary.

THINK ABOUT IT

- DREW BOYCE

For years, safety experts have tried to implement programs to prevent worker injuries, and government has passed many regulations to help OSHA enforce workplace safety. But all of the laws, programs and rules in the world can't keep you from injury – if you don't think. Statistics reveal that for every on-the-job accident caused by unsafe conditions, there are at least four that can be attributed to unsafe acts. What we do or fail to do can directly affect our personal safety.

“Thinking” is a personal action that no one else can do for you. The “failure to think” has been referred to as the hidden safety hazard or unsafe act that contributes to accidents, both on the job and away from work. Unsafe acts include both actions that are taken, as well as those that we fail to take that could avoid risk exposures or accidents.

So what are some of the reasons we fall into this trap of not thinking – before we act?

Confusion. If you find this happening, stop what you are doing and think. If you don't understand the instructions you have been given – ask. It's not wrong to ask questions, but it can be stupid not to – if it exposes you or others to danger.

Worry. This is a common problem for all of us, and no one is completely free of it all of the time. However, worry can be very distracting unless you learn to control it. There is no magic formula for controlling worry, but if you have a serious problem that you are preoccupied with – talk to your supervisor about it. He may not be able to completely solve it for you, but can help you evaluate alternatives.

Anger. Anger is another common problem and we all get angry at times. However, if you get mad enough you may not think straight, act in haste, and act unsafely. If you feel yourself getting angry – stop and think about the situation, before you act or respond in anger. Count to 10 or take a deep breath before you do anything else.

Fatigue. Fatigue often gets in the way of straight thinking too. If you are tired, it's often hard to think things out clearly. You can avoid this problem by getting enough sleep, eating properly, and keeping yourself fit.

Daydreaming. Daydreaming or inattention on the job is dangerous and it could kill you. If this is happening to you, force yourself to focus and concentrate on the task at hand. Don't allow your attention to drift and thoughts to wander.

Indifference. This can also lead to accidents. Don't let yourself get in a rut. If you feel your job is becoming routine – think about ways to improve things.

Think about the last accident you had at work, around the house, or in your car. Where was your mind immediately before the accident? Was it focused on what you were doing? Or were you thinking about the past or some event in the future? Maybe your thoughts were just drifting. Were you bored, angry, or tired? Keeping your attention focused on what you are doing will enable you to work safely, more enjoyable and more productively.

Think about it.

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We're on the web!
www.blockelectric.com

What color is your message?

Colors express a multitude of emotions without a single word. Whether you're painting a sunset or designing a banner ad, consider the powerful messages these simple shades can communicate:

- **Red:** love, beauty, blood, the heart, heat
- **Orange:** energy, enthusiasm, excitement, adventure
- **Yellow:** joy, positive feeling
- **Green:** nature, hope, luck, fertility (but also jealousy)
- **Blue:** peace, faithfulness, tranquility, the ocean
- **Violet:** royalty, wealth, power
- **Pink:** gratitude
- **Brown:** earth, home
- **Black:** death, mystery, power, elegance
- **White:** innocence, purity, reverence, safety (but also death in many Eastern cultures)

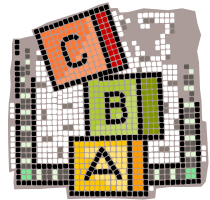
BIRTHDAYS

Gary	Jones	11/01
Dan	Crane	11/05
Tom	Kale	11/14
Leo	Keigher	11/15
Kevin	Gonzales	11/16
Ed	Roy	11/18
Felix	Dacpano	11/20
Rich	Wydra	11/21
Adam	Mellen	11/26



NEW ARRIVAL

Congratulations to Gary and Nancy Besenhofer on the birth of their grandson. The proud parents are Danielle and Tony Petrovich and his big brother is Kyle. James Mason Petrovich was born on October 8, 2009 and weighed 10 lbs. 1 oz.



GET WELL WISHES

Best wishes to Gary Besenhofer for a speedy recovery from his surgery.

GO TO SLEEP PLEACEFULLY WITH THESE TIPS

A good night's sleep is vital to good health: Without it, fatigue and loss of concentration can lead to accidents. Experts say lack of sleep may also contribute to health problems such as heart disease, diabetes, and obesity. To get your 40 winks, follow this advice:

- **Keep a regular schedule.** Going to bed and getting up at roughly the same time every day makes falling asleep easier.
- **Exercise.** Regular aerobic exercise reduces stress and helps your body relax when it needs to. Just don't do a workout right before you go to bed. Exercise at least 4-5 hours before bedtime for the best effects.
- **Limit your eating and drinking.** You don't want to go to bed hungry, but avoid large meals right before getting into your PJs. Watch your intake of stimulants like caffeine or nicotine, both of which can keep you awake. Alcohol may knock you out, but it disrupts the body's normal sleep patterns.
- **Don't force it.** If you don't feel yourself dropping off after 15 or 20 minutes, don't lie there worrying. Get up, go to another room, and read or listen to gentle music until you feel drowsy. Though most experts advise against watching TV right before sleep, you may find it easier to relax if you watch something that's not too stimulating.
- **Keep your bedroom comfortable.** Create a dark, cool environment for sleeping. Make sure your mattress and pillow aren't causing problems. If you work at home, don't locate your office in the bedroom—the presence of work-related stimuli may feed stress and anxiety.
- **Limit daytime naps.** If you really can't keep your eyes open during the day, take a quick nap of 30 minutes or so, but don't sleep for hours. Long naps can interfere with your ability to sleep at night.
- **Sleep facing north.** Some people contend that sleeping with your head pointed north aligns your body with the Earth's magnetic field and makes sleep come more easily.