

S.M. Electric News

Many of the Top 400 Contractors Among S.M. Electric's Clients

This past summer, Engineering News-Record, the construction industry's most widely read periodical, came out with their annual listing of the nation's Top 400 Contractors. We're proud to report that many of the contractors on the list - 31 to be exact - are S.M. Electric clients.

As one of the tri-state areas largest subcontractors, we have long-standing relationships with many of the region's most successful contractors. That being said, in recent years we have begun to lend our manpower and expertise to significant projects that have taken us a bit further afield. Of the 31 contractors on the list with whom we do business, 14 are based outside our local area, including California, Colorado, Kansas, Texas and Rhode Island.

Even as we broaden our geographic diversity, we continue to deepen and develop our expertise in several key industries, including: mission critical commercial construction, pharmaceutical, hazardous waste, industrial process, power and transportation. Out of the top 20 contractors in each of these industries, eight in the hazardous waste industry are S.M. Electric clients, as are eight in industrial process, eight in power and four in transportation.

A Double-Edged Sword

Overall, the contracting market is very strong nationwide, thanks to rising urban redevelopment and upswings in infrastructure and commercial projects. While most large general contractors are enjoying the added billings, some find managing the increase in business to be a challenge, particularly in regard to subcontractors.

The ENR article quotes the CEO of one large contractor as saying that his company gets more subcontractor failures in good times than in bad, usually due to an inability on the sub's part to manage its own spike in business. In addition, during a boom market there can be an influx of inexperienced subcontractors, making it more difficult for contractors to find qualified subs.

A Win-Win

In order to transcend these issues and enjoy all the prosperity a vibrant market can offer, it is important for contractors to work with subcontractors they know and trust, that have years of experience enduring both good and bad economic times, and that can enhance their reputation by performing quality work on time and within budget.

Of course, it is equally important to choose subcontractors wisely during lean times, as budgets are tight, and any delays or problems can jeopardize the project and the contractor's reputation.

No matter what the economic climate, we at S.M. Electric have provided high-caliber work, on-time performance and a strong measure of confidence to contractors for over 60 years. In turn, we have gained immeasurable experience that we then bring to the table each time we take on a project.

We look forward to continuing our collaborations with the nation's top contractors through the months and years to come, and to providing their clients with the facilities and infrastructure to help their businesses thrive.

“Change your thoughts and you change the world.”

– Norman Vincent Peale

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SAFETY MINDER



OUR SAFETY RECORD SPEAKS FOR ITSELF

The fact that the S.M. Electric “OSHA Recordable Incident Rate” is well below industry trends is no accident.

It is the direct result of the team effort of all S.M. Electric employees, led by our standard-setting Safety Department. S.M. Electric has one of the most advanced and knowledgeable safety departments in the industry. But, it's even more than that. Maintaining and improving our high safety standards requires a commitment from everyone. It begins with the management team of S.M. Electric Company, Inc. Safety has always been a top priority of the company. And all S.M. Electric employees are held accountable for the success of our safety program.

On each job, Safety begins with the site plan and continues through completion of the project. We have initiated stringent policies regarding hazard prevention and control. We require strict adherence to ANSI and OSHA Federal Regulations, as well as those of our customers, but perhaps the most stringent are our own requirements.

Safety is a total team effort involving the assigned safety professional (from S.M. Electric's Safety Department), the project (construction) management team, and interaction with, and cooperation of, our clients. Led by Corporate Safety Director Bill Hering, our team of seven safety professionals provides training in every aspect of safety, from basic policies to proper use of equipment, to specialized situation procedures. They conduct on-site inspections to ensure compliance with all regulations. Our Corporate Safety Director has “Stop Work” authority on all projects along with the full support of the management team to see that our safety policies are adhered to. This winning combination has resulted in one of the lowest accident rates in the industry.

S.M. Electric Company, Inc. has received numerous safety awards from the Department of Labor, as well as National Associations within the Construction Industry. We are proud of our safety performance and consider ourselves a leader in this area. But our most treasured accomplishment is a safety record that has resulted in our employees returning home safe and sound at the end of the day, allowing them to enjoy their time with families and friends.

MANAGING SAFETY: A CHALLENGE ACROSS STATE LINES

As we continue to expand operations beyond our home state of New Jersey, we are faced with the challenge of maintaining our stringent safety standards under the jurisdiction of other states, all of which have their own labor laws and workers' compensation regulations.

For example, New Jersey has one of the nation's most favorable workers' compensation laws. Employers have full control of the medical claim process, enabling them to take an active part in the resolution, i.e., providing alternate duty options for an injured worker, and offering recommendations for occupational therapy and follow-up care.

Other states (Pennsylvania, for example) limit employer control to six months, and still others (such as New York) allow no employer control at all (though we do participate with an insurance consortium there).

Before we begin a job, we make sure that we have a thorough understanding of the state's labor laws, and adapt our work practices accordingly, so we are in full compliance. That includes thoroughly training our employees in the state's workers' compensation statutes.

Wherever our work takes us, we are committed to running the safest and most efficient job sites. In doing so, we safeguard our employees health, avoid delays and minimize our workers' compensation premiums, a savings we can then pass on to our customers. At the same time we also help lower the state's overall premium rating, attracting more business and industry to the state – a classic win-win! We have a proud safety history at S.M. Electric Co., Inc., and as we grow, we plan to uphold that reputation.