

Philadelphia Office Update

Maintaining the 60+ year tradition of S.M. Electric Company, Inc.'s excellence in performance and customer service, our Philadelphia office is established and growing.

Its first project, The University of Pennsylvania Center for Ambulatory Medicine project is well underway. This major expansion includes a 3-story underground parking deck in addition to the 5-story medical and office building. The building is unique, with its open atrium design and illumination concept, which requires specialized lighting. The project also requires power distribution for critical medical equipment such as CAT scans, MRIs, etc., as well as 8 Surgical Suites.

Our creation of the Philadelphia office opened the door for the Sunoco Refinery project. Sunoco was looking for a local (Philadelphia area) resource to handle part of their expansion of the Philadelphia refinery. We were awarded the contract because of our refinery experience, as well as our proximity to the project's location.

Customer service has always been an integral part of our operations. The opening of our Philadelphia office was prompted by customer feedback and our continuing expansion in the region. We will continue to respond to our customers...it's a philosophy that sets S.M. Electric apart, and one we'll continue to live by in years to come.



S.M. Electric Company, Inc.

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Current Focus

This is a continuing series of articles that will be dedicated to construction needs that are unique to specific industries.

This issue will be devoted to a specific application that affects all industries.

Industry Focus:

Preventive Maintenance - For Life

Today, more and more of our customers are recognizing the importance of routine or preventive maintenance. In any industry, an unexpected breakdown can result in anything from an inconvenience to a major tragedy. Regular and appropriate maintenance not only protects against preventable breakdowns, but also ensures the most efficient and productive operation of equipment and systems. Keeping critical systems, such as power distribution, transportation lines and large corporate facilities up and running reaches beyond the immediate operational needs. Also affected are those depending-on, and affected-by, the operation of these systems, e.g. pharmaceutical scientists engaged in long term research cannot afford a breakdown during critical validation periods.

Some advantages of proper maintenance of equipment include:

- Prevention of unplanned outages or equipment breakdowns which result in down time and possible loss of "work in progress"
- Prevention of unexpected disasters, such as fires or explosions
- Prevention of possible injury or death of workers and/or innocent bystanders
- Elimination or reduction of unexpected (and therefore unbudgeted) costs associated with repairs
- Maintenance of productivity with corresponding economic benefits
- Peace of mind in knowing the mission critical operations will function normally

Customers, also, are not only increasingly cognizant of the benefits of proper maintenance, but are also realizing the importance of retaining the same contractor who performed the original installation or upgrade, for the maintenance program. The original contractor has in-depth knowledge of the equipment and components that were employed in the initial construction. Often, in-house maintenance is unavailable due to downsizing or lack of expertise in maintaining highly specialized equipment, and outsourcing is the logical solution.

A Zero Defects Goal

At S.M. Electric, our commitment to preventive maintenance is really an outgrowth of our "Zero Defects" operating philosophy. As an industry leader, we recognize that the best way to satisfy customers is to provide the highest quality craftsmanship possible. A formal preventive maintenance program is a proactive approach that provides a common sense way of maintaining a smooth running efficient operation of your facility – every day of the year.

President's Message



John J. Murphy
President

Power Generation and More

For over three generations, S.M. Electric has been building and maintaining large scale power generation and distribution facilities in the Northeast. In fact, our reputation for excellence is based primarily on our work in this area. However, it is only a portion of our ever-expanding expertise in the electrical contracting industry.

For example, we have a long history as a leader in the construction and maintenance of commercial facilities. Recent projects include installing security, electrical and telecommunications systems at Greystone Park Psychiatric Hospital in Morris Plains, NJ, performing a highly technical installation at the GE Capital Data Center in Stamford, CT, and building new electrical systems for the University of Pennsylvania Center for Ambulatory Medicine expansion.

We also have made a name for ourselves in the industrial and refinery areas. We've recently completed two clean fuel projects at the Bayway and Valero refineries. Likewise, in the transportation field, we are in the midst of a 15-year New Jersey Transit improvement project that involves the design/build of a Light Rail Park and Ride System connecting Bayonne and Secaucus . . . with future expansions.

Over the years we have become experts in constructing the power infrastructure at major pharmaceutical campuses. Research laboratory installations and pilot and manufacturing plants require strict adherence to a variety of industry and government regulations. Expertise and attention to detail, from project planning through execution, have made S.M. Electric the contractor of choice for several of New Jersey's major pharmaceutical companies.

Our work with green power is a natural progression of our industry-leading reputation in power generation. We were selected as the electrical contractor for the Jersey Atlantic Wind Farm project. In addition, we have installed solar panels throughout the entire Bayonne school system. We expect these types of projects to increase as government and private industry explore renewable, environmentally responsible energy sources.

We take great pride in our work in these diverse industries. We also find fulfillment in assuming leadership roles in our industry organizations and fostering our union partnerships. Check out this issue's S.M. Electric News for more on that.

Today, the trend toward hiring contractors to perform ongoing maintenance after a project is completed continues to grow. Find out more in the Industry Focus section.

No matter what the project, our goal is to offer the highest caliber of job performance and customer service - every day, on every project. Nothing is more satisfying to us than performing a job well done for our customers.

I appreciate your time to share these thoughts.

Thank you.

John J. Murphy
President

S.M. Electric Company, Inc.

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S.M. Electric Company, Inc. has always believed that in order for our company to be strong, our industry must be strong as well.

S.M. Electric continues to take an active leadership role in such industry and professional associations as N.E.C.A., A.S.A and the National Safety Council Utilities Division.

These associations have reinforced our company's credo that "we build today for a better tomorrow."



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