

1st Electric, Inc.

The Winners Circle

January 2007



You are part of the Winning Team!

REMINDERS

- *Time Sheets are due to the accounting department every week by Monday @ 10:00 a.m.*
- *Apprentices—Be Sure to turn in your OJT Hours to your respective schools in order to get proper credit.*



DRIVING SAFETY

When you are driving in traffic, what are some things you must do to avoid accidents? Avoiding accidents in traffic is a little different than avoiding accidents on the open road. Long-distance drivers know that fatigue is responsible for numerous accidents. But what causes accidents when you are driving around town? Some of the causes of these accidents include speed, not paying attention or paying attention to the wrong things. Every hour spent on the road increases your chance of having an accident.

Speed is a factor in accidents. Many accidents happen simply because the driver is going too fast. Speed limits are carefully selected to minimize the chances of accidents. When traffic is heavy, there just isn't very much distance between you and the next vehicle to stop. The slower you're going, the less distance it will take to stop.

Perhaps the main cause of accidents in traffic is a simple matter of **not paying attention**. In traffic, it is easy to become distracted, frustrated, and annoyed. Any of these can cause you to pay less attention than you should, often resulting in rear-end collisions when the vehicle in front of you stops.

Sometimes **paying attention to the wrong things** causes accidents, too. Reading addresses on buildings, street signs, and maps while driving can lead to accidents. Try to pinpoint the exact location when you plan your trip—before you begin driving.

Fatigue is also a contributor to traffic accidents. After a long day's work, or perhaps a morning when you didn't rest well the night before, you are likely to feel tired. Feeling tired causes you to become distracted easily and also slows your reflexes. Next time you're in traffic, remember these things and keep yourself safe!

Happy Anniversary 1st Electric

Happy New Year and I sincerely hope everyone enjoyed the Holiday season.

After the very successful completion of our first year, I'd first like to thank everyone for their hard work. We achieved many goals this year. Here's a brief list:

- We started a company that is very fast becoming a market leader.
- Our revenue already places us in the top 10 percentile for electrical contractors nationwide.
- We were profitable in year one.
- Our backlog for year two is over \$11 Million.
- Our revenue next year will increase approximately twofold over year one.
- We have opened a second location on the Eastern Shore of Maryland.
- We have approximately 70 employees and another 20 plus subcontracted on a weekly basis.
- We completely renovated our headquarters building and our Eastern Shore location.
- We have paid incentive bonuses on most construction projects completed due to the actual labor being completed under the estimated amount.
- We have purchased 28 vehicles and are adding 4 more in January.
- We have launched a full blown Sales and Marketing Campaign.
- Our prefab department is fully functional and improving processes daily.
- We've increased our Employee Benefits to include life insurance and short term disability, with minimum cost increases to the employee's family.
- We've increased the membership in our 401K Plan.
- We finished the year with ZERO accidents!!



Does anyone notice anything special about this list? In case you're wondering, every bullet point above starts with the word "We" or "Our". "You" or "I" haven't done these things. "We", collectively as a TEAM, have done these things.

Our ability to build the best, most reputable firm is a function of doing the little things day in and day out. "We" have shown that ability throughout our first year of business. Let's start off 2007 the same way and continue to remain Focused on Integrity, Reputation, Safety and Teamwork.

.....Rick

SAVE THE DATE- 1st Electric Bull Roast



The first 1st Electric Bull & Oyster Roast is scheduled for Saturday, March 10th. The Bull Roast will be held at The Comfort Inn/Rose Restaurant from 8:00—12:00 p.m. The hotel will also be providing a special room rate for our group. Please call Angelia for details. We will also have DJ, 50/50 Raffle and casino type games for your entertainment. All monies raised will be donated to the Make-A-Wish Foundation. Hope to see you there!

**HELP US KEEP OUR "ZERO" Accident Record for 2007
PUT SAFETY FIRST**



Focus Integrity Reputation Safety Teamwork

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