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Holiday Greetings!

Years ago, my wife, a native Iowan, told me that you could tell a healthy farm operation by the number of grain silos around the barn. I guess the same could be said for identifying a healthy construction industry by the number of tower cranes on the city skyline. Unfortunately, since 2009, tower cranes have been a rare sight on Chicago's skyline.

With the construction industry in such doldrums, one would think that companies like our own would be anxious for 2012 to end and look for better times in the coming year. I'm happy to say that 2012 has been a memorable year for us and I can only hope that 2013 will follow suit. A winning formula for us has been our diversification, preparation, a solid customer base, high productivity and a willingness to go the extra mile whenever necessary.

Some of the more notable projects this past year include the Chicago NATO Summit, new product lines at Mondelez International, 275 miles of fiber installed in a five-county region of Northwest Illinois, the FCU modernization of the Kluczynski Federal Building, the Zion Nuclear Power Station, Digital Realty Trust data centers, Baxter International, Level 3 Communications, Abbott Laboratories, Allstate Insurance Company and even President Obama's Election Day Reception, held at McCormick Place. These are just a few of the projects that we were proud to be a part of over the past year.

Our success was evenly distributed throughout Kelso-Burnett Co.'s four electrical branch offices, KB Advanced Technologies and Contech MSI Co. We have moved forward to expand our warehouse facilities in our Rolling Meadows and Gurnee offices. We also added personnel to our CADD Department and we are planning to expand our prefab operation, as well as streamlining our purchasing department.

We are truly grateful for the trust our customers put in us to get the job done by not only meeting expectations, but by exceeding them as well. 2012 marks the end of our 104th year in business, and we are excited to get started on our 105th.

I'd like to wish all of our friends and families a joyous holiday season.

– Brad Weir, President & CEO



K-B Sparks



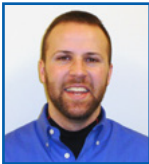
Bryan Gallagher

Congratulations to Bryan Gallagher, who was recently hired by Kelso-Burnett Co. on October 29, 2012 to take on the role of Division Manager out of the Chicago (Loop) office. Bryan comes to Kelso-Burnett with roughly 18 years of experience and comes from a long line of family working throughout the electrical contracting industry.



Ken Kucharski

Congratulations to Ken and his wife Ruth for recently welcoming a baby boy to their growing family. Ken and Ruth welcomed Jon Wayne Kucharski on the night of Thursday, September 27th, weighing 7.5 pounds and 21 inches long. And no, Jon Wayne is not named after the actor – Wayne is Ruth's father's name and it just turns out to be a fun coincidence. Ken is currently working as Warehouse Manager out of Kelso-Burnett Co.'s Rolling Meadows office.



Dan Maimonis

Congratulations to Dan Maimonis for recently passing the Chicago Supervising Electricians' Exam, after which he will serve as the Supervising Electrician for Contech MSI Co. Dan currently works as the Director of Preconstruction Services out of Kelso-Burnett's Rolling Meadows office.



Scotty Nordlund

Congratulations to Scotty Nordlund and his fiancé Tracy for becoming proud parents to a healthy baby boy. Their first child, Micah Scott Nordlund, was born at 5:30AM on Thursday, November 1, 2012, weighing 8 pounds, 13 ounces. Congratulations to Bryan Nordlund, Branch Manager of Contech MSI Co., for becoming a proud grandfather to Micah. Scotty currently works as an Inspection Coordinator for Contech MSI Co. out of the Rolling Meadows office.



Margaret Timberg

Congratulations to Margaret Timberg, who was recently hired into our CAD Department on November 1, 2012 to take on the role of CAD Operator. Margaret came to us from Carter Brothers, from which she brings many years of valuable experience in the Fire Alarm industry. She also has experience as a CAD Operator and drafts person stemming from her high school days back in Poland.

Kelso-Burnett Co. 2012 Field Appreciation Golf Outing

On September 14, 2012, Kelso-Burnett Co. recognized its field employees with an appreciation golf outing and dinner at the Indian Lakes Resort Golf Course in Bloomingdale, Illinois. Unlike many golf outings in the past, it turned out to be one of the best days of the fall as temperatures reached into the high 70s, complete with sunshine, blue skies, and minimal wind. Over 140 eager participants swung the clubs at this event and enjoyed the camaraderie of their fellow Kelso-Burnett employees.

Kelso-Burnett Co. would like to send out their appreciation for the participation of our electricians, vendors and staff in making this a memorable event for 2012. Our gratitude goes out to Source4 for creating custom-made score cards, which received a lot of praise during the event. We'd like to send out special thanks to John Ryder, Kathy Eaves, Hope Quance, Candy Corie, Heidi Papa, and Isabel De Ram of Kelso-Burnett Co. for coordinating the golf outing and making the entire event a success.

Door Prizes Provided by the Following Industry Friends <small>(Based on Appreciation Orders)</small>	
Advance Electrical Supply	GE Energy Services
Arlinder	Get Green Recycling
Atore (Atlee)	Granger
Bill Casey Electric Sales	Graybar
Brook	Ideal
Callan - Kingsley	Milwaukee
Concession	Paramont
CSC	Source4
Elfos	Square D
Evergreen Supply	Steiner
Falken Supply	Sunrise Electric
Farmers Supply	United Rentals

Golf and Cart Etiquette

Indian Lakes Resort is a soft spikes only facility.
Proper attire required (NO DENIM).

Please keep riding carts in paths when near all greens and tees.
Please repair ball marks, replace divots and take sand bunkers.
Use the 90 degree rule unless otherwise directed by the Professional staff.

200 West Schuylk Road
Bloomington, IL 61709
Friday, September 14, 2012

Safety Corner – Construction Tools



Construction workers use many hand tools, such as hammers, screwdrivers, pliers, and tin snips, plus power tools, such as electric drills and screw guns.

The Hazards

If you use hand tools over and over every day, you can injure your hand, wrist, or arm. You can be injured if you must hold on tight for a long time or keep twisting the handle, for instance.

You can get carpal tunnel syndrome, trigger finger, white finger, tendinitis, and other painful problems. They can force you to quit construction work.

Protect Yourself

You can buy “safer” hand tools and can use them better.

When You Buy a Hand Tool

Look for a tool that needs less force to use it. Look for a tool that is balanced and does not tip forward or back when you hold it.

Look at the handle:

- It should be comfortable in your hand — not too thick or too small or too short.
- It should not conduct electricity or heat. Work with a cold handle can make some repetitive stress injuries worse.
- It should not hurt your hand when you hold tight. You do not want sharp edges or finger grooves or ridges.
- If you can, get a non-slip handle.
- If you can, get a handle with a surface made of soft materials, like rubber or plastic.
- If you need to use a lot of force on the job, the handle should be long enough for your whole hand — not just your fingers.
- If you wear gloves when you use a tool, you may need a thicker handle. Gloves can make it harder to hold onto a tool.

- For some tools, the handle should have a spring return; this reopens the tool for you after you use it and saves wear and tear on your finger muscles.
- A bent angle or adjustable angle on some tools can help you keep your wrist straight on some jobs. You may need different tools on different jobs so you can keep your wrist straight.

When You Buy a Power Tool

It should have a long trigger, so you can use more than one finger at a time.

- Get a tool with lower vibration and noise levels. Too much vibration can damage the blood vessels in your hand and cause “white finger.” If a tool vibrates, you have to grip harder and can hurt your muscles.
- Get a tool that is heavy enough to do the job, but not so heavy that it adds strain. Suspend a very heavy tool with a counterbalance, if you can.

If more than one person will use a tool, try to find one that’s comfortable for everyone to hold. You may need different tools for left-handed and right-handed workers and for workers with big and small hands.

You Should Know

A good hand tool improves productivity; it helps you get your job done well. Use a power tool when you can. A power tool can cut the wear on your hand. Many tools in the stores are labeled “ergonomic” tools; don’t be fooled. You are the one who can tell if a tool is comfortable and easy to use. Try many tools until you find one you like. Everyone has a different hand size, strength, and preferences. Keep asking the stores for better-designed tools; they respond to demand. One tool cannot do all jobs – if you try to use a tool for a job it was not designed for, the job will be harder to do. How you use a tool is as important as which tool you use.

For more information

Call your local union, the Center to Protect Workers’ Rights (CPWR) (301-578-8500 or www.cpwr.com), the National Institute for Occupational Safety and Health (1-800-35-NIOSH or www.cdc.gov/niosh), OSHA (1-800-321-OSHA or www.osha.gov), or check the website www.elcosh.org.

Featured Employee – Eddie Rosales & the American Dream



Each member of the Kelso-Burnett Co. family is a dedicated and hardworking individual. One employee in particular, General Foreman

Eddie Rosales, worked a lot harder than most ever have to in order to fulfill the American Dream.

Eddie Rosales grew up in Guatemala throughout his entire childhood and early into his young adulthood. At 19 years old, Eddie endured a personal tragedy within his family and decided that it was time to make some changes to his environment. Eddie's mother held dual citizenship between Guatemala and the United States, and Eddie had a cousin who lived in Chicago who would sponsor him in order to legally enter the United States to live and work. Without knowing a single word of English and with only \$50 in his pocket, Eddie set out to the United States in 1981.



When Eddie Rosales first arrived in the United States, he had a place to live but did not have any steady income. Eventually, Eddie acquired a job as a cashier / gas station attendant and slowly learned English by attending an English-speaking class, as well as by constantly watching TV and listening to the radio. It was in English class that he met his wife, Sue, who was working as a teacher's assistant in the class, and she influenced him to go to college and get a degree. Eddie worked long hours during the day and went to class at

nights. Eventually he obtained his B.S. in Business from Northeastern University in 1987 and became an electrician in 1992 to help pay off his student loans from college.

On November 5, 2001, Eddie Rosales joined the Kelso-Burnett Co. team and has remained ever since. Over the past year, Eddie and his team have worked on nearly 100 shows at McCormick Place and Navy Pier and have over 150 events and shows planned for 2013. Some of the events they've worked on throughout 2012 were (partial list):

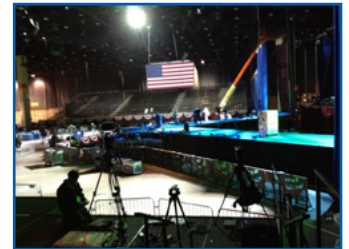
- Rockwell Automation Fair – McCormick Place
- Pepsi Skyline State – Navy Pier
- BusCon – Navy Pier
- Expo Chicago – Navy Pier
- SOFA Expo – Navy Pier
- Chicago NATO Summit – McCormick Place
- President Obama Election Night – McCormick Place
- Sunovion Conference – McCormick Place
- Chicago Flower & Garden Show – Navy Pier
- Winter Wonderfest – Navy Pier

In addition to Eddie Rosales, many other people have been involved with the McCormick Place and Navy Pier events over the past year. Our gratitude goes out to Edlen Exhibitor Service's project team, consisting of George Mazari, Mike Wickens, Art Hill, and Robert Keane, who have been working with Kelso-Burnett's team consisting of Superintendent and Project Manager Bob Dawson, Foremen Hugo Banajas, Joe Martin, Tim Quinlivan, and Jesus Chaidez. Many thanks to the previously mentioned individuals and special thanks to Laurie Coglianesse and Isabel De Ram for providing exceptional support to the K-B team over the past year.

Eddie and Sue currently reside in Schaumburg, Illinois and have two daughters, Jessie and Chrissy, who are currently attending college at Dominican University and Purdue University. Congratulations to Eddie Rosales for recently receiving his U.S. Citizenship on August 13, 2012, after going through the naturalization process for numerous years. Eddie Rosales has had an amazing journey ever since leaving Guatemala and is extremely proud to be an American.

"Currently, it seems as if a lot of people in the U.S. feel negatively about the direction our country is headed in and believe that there are minimal opportunities to succeed in America. Especially when it comes to the people who were born here – being an American is an exceptional gift that should be displayed with pride through hard work rather than feeling defeated. I truly feel that anyone can make it in this country and I am living proof that the American Dream is still achievable. If I was able to achieve a level of success without being born in America, then everyone is capable of living a good life here in the best country in the world."

– Eddie Rosales



Year in Retrospect: Jesse Brown VA Medical Center

Over the past two years, Kelso-Burnett Co. has become one of the preferred electrical contractors at the Jesse Brown VA Medical Center, completing a variety of projects. Jesse Brown VA Medical Center, located at 820 S. Damen Avenue in Chicago, Illinois, is a fully functional hospital campus that provides health services to nearly 60,000 enrolled veterans living throughout Illinois and northwest Indiana. The campus consists of multiple facilities, including an acute care facility, four community-based outpatient clinics, a fully functional bed tower, and much more. Formerly known as the West Side VA Medical Center, the campus was renamed in 2004 in honor of Jesse Brown, who served as Secretary for Veterans Affairs from 1993-1997.

Since providing services at the Jesse Brown VA Medical Center, Kelso-Burnett Co. has worked with several general contractors who routinely give their services to the growing campus. Each general contractor at the VA is required to be a Service Disabled Veteran Owned Small Business (SDVOSB), which is a business that receives contract benefits from the government to ease the disadvantages incurred for veterans who suffered disabilities while serving our military. Kelso-Burnett Co. has facilitated these general contractors on numerous simultaneously run projects consisting of new construction, large renovations, Job Order Contract (JOC) work, and much more. We have been awarded these projects due to our ability to turn things around quickly with CAD, Preconstruction Services and Estimating, as well as with having an acute understanding of the Jesse Brown VA Medical Center campus. Some of Kelso-Burnett's more notable projects over the past couple of years include (partial list):

- **Modernize Dental Treatment Area** – A complete renovation of a 12,000-square-foot dental and surgical facility.
- **Emergency Power Generators** – An 18-month project to provide new Critical Power generators for the hospital. Includes (2) 2000kw/ 5KV generators, 5kv power distribution, 2,500 amp load bank, (3) substations, Paralleling gear, (19) transfer switches, and a new building.
- **Outpatient Clinics** – Two-phase project renovating the Dermatology and Pulmonary departments.



- **JOC Tasks** – Dozens of small to medium projects for several general contractors. Projects include emergency issues, operating room renovations, roof work, HVAC upgrades, and much more.
- **5th-Floor Renovation-Cardiology** – A complete renovation of a 13,000-Square-foot Cardiology department, including special Cath Lab equipment, Isolation Power panels, and a temporary generator.
- **Upgrade Normal & Emergency Power Distribution** – A 10-floor riser distribution project consisting of over 50 distribution panels, 600,000 feet of power cable, a 12-foot deep 40-cell duct bank between buildings, and 2,000 man-hours of crawlspace conduit installation.
- **IRM Renovation** – Relocation of the hospital's Data Center, including all UPS Systems, racks, and all fiber-optic requirements.

To date, Kelso-Burnett electricians have worked over 10,000 man-hours, with approximately 15,000 remaining, and have multiple subcontractors and an on-site office trailer at the Jesse Brown VA Medical Center. We would like to thank everyone involved, including Jesse Brown VA's Contracting Officers Technical Representatives (COTRs), the several architect and engineering firms, and the numerous general contractors. Over the past couple of years, they have performed and continue to work superbly with Kelso-Burnett's project team led by Rolling Meadows Division Manager Louis Cerone, General Foreman Bruce Rektorski, Foreman Steve Olson, and numerous of Kelso-Burnett's finest electricians. We are all very proud to be a part of the Jesse Brown VA modernization initiative, working to better the lives of men and women in our Armed Forces.



Think Green

please recycle



If you wish to receive all future newsletters via email, please email Matt Nemshick at mnemshick@kelso-burnett.com



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The safety department
at Kelso-Burnett
offers OSHA 10-

and 30-hour classes. For more information or
to schedule a class, contact Scott Johnson at
(847) 483-3826 or Cathy Kay at (847) 483-3827.



NFPA 70E Training

Kelso-Burnett continues to train
employees and clients on the
NFPA 70E requirements. Only
an employee who is certified as an “Electrically
Qualified Worker” may approach and work on live
systems. He or she must also utilize an Energized
Work Permit. Contact Cathy Kay at (847) 483-3827 if
you would like to schedule a training session.