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## *Saying Goodbye to an Old Friend*

I would agree that the title of this article might be a bit excessive when the referenced 'friend' is a thing rather than a person. In this case, the 'thing' is our central estimating area in the corporate office, which we affectionately refer to as the 'Bullpen.'

Since 1970, this area has served as the heartbeat of our operations, keeping company with numerous pots of black coffee and harried estimators working late hours to complete a bid before the morning deadline. It was also home to numerous engineers and field electricians working diligently on either their red line 'as-builds' or laying out the feeder runs for new projects. The area was often cluttered with numerous colored highlighters, scaling wheels, symbol templates, rulers, take-off sheets and the ever-present electrical code books. In addition, the area shelves were overflowing with manufacturer's catalogs for just about every electrical component known to man. It was commonplace to see several men perched on bar-stool chairs along four rows of thirty-foot-long estimating tables, plying their trade.

During the past several years, the bullpen use has diminished as technology began replacing paper with electronic files.



The use of the bullpen area for estimating projects on paper was slowly being phased out. The emergence of CAD drawings along with 3D modeling was also replacing paper for as-builds and installation drawings. During the past few years, this process has accelerated to the point where paper is rapidly disappearing as the Holy Grail of construction projects. Sadly, it was time to say goodbye to the Bullpen as we once knew it.

Today our bullpen area is home to a 70" wall-mounted touch screen and two 55" touch screen monitors embedded in the remnants of the estimating tables, along with four 22" support monitors. The estimating tables have also been replaced with three Revit/CAD stations for production of clash and installation drawings. The new bullpen area allows rapid transition of utilizing Accubid Pro combined with 'Live Count' to push out estimates in a shorter time frame. It also ties directly into Blue Beam, Revit, and AutoCAD and can download our Trimble units for site-specific installations. All this is in addition to our CAD area next door, which we've been utilizing since acquiring Contech in 1995.

Goodbye, old friend, you served us well!



## K-B Sparks



### **Stefan Lopata – 2015 Electric Association Hall of Fame Inductee**

Congratulations to Kelso-Burnett Co. President & COO Stefan Lopata for his recent induction to the Electric Association's Hall of Fame. The Hall of Fame Award honors outstanding individuals who have played a key role in the development of the electrical industry, and pays tribute to individuals whose innovation, hard work, dedication and vision have promoted industrial growth and social progress. Mr. Lopata was officially recognized for his outstanding achievement during the EA's Annual Membership Awards Dinner on October 15th, 2015 at The Carlisle in Lombard, IL.

Stefan Lopata worked 16 years in the electrical industry before joining Kelso-Burnett, and is presently in his 21st year with the company. He has devoted a great deal of his extracurricular time and energy to the association throughout the years, having previously served as the membership chairman and currently as secretary of the Board of Directors.



### **Ali Weir**

Congratulations to Ali Weir, who was hired to work at Kelso-Burnett's Chicago office to assist in both administrative and project management duties. Prior to joining Kelso-Burnett, Ali was employed with Aldridge Electric from 2011 to 2014. Ali is an Illinois native and graduated from Butler University in May of 2011.



### **Kelso-Burnett - Rockford**

Congratulations to Kelso-Burnett's Rockford branch for having celebrated its 50th year as a member of the Northern Illinois Chapter of the National Electrical Contractors Association (NECA). K-B's Rockford

branch is currently managed by Dave Raasch, who in addition to his role as Branch Manager has been one of Kelso-Burnett's Vice Presidents since 2010.



### **Alex Bieschke**

Congratulations to Alex Bieschke, who was hired by KB Advanced Technologies as a Project Engineer. Alex graduated from the University of Iowa in 2008 with a BBA in marketing. He previously worked for Underwriters Laboratories, Anixter, and Grainger in both marketing and sales roles. Alex grew up

in the northern suburbs of Chicago and is a big fan of all the local teams, especially the Cubs. He plays golf and soccer in his free time, and volunteers at a local soup kitchen in Wicker Park. He recently moved to Lincoln Park and is enjoying his easy commute to the Loop every day.



### **Elio Albavera**

Congratulations to Elio Albavera, who was hired as a CAD Drafter and Building Surveyor for Contech Co. in 2014. Prior to joining the Contech team, Elio gained seven years of experience with his former employer, focusing on coaxial and fiber optic cabling, including utility permitting. Elio is a native of Chicago's Northwest Suburbs and graduated from Wheeling

High School in 2006. He is excited to contribute to the continuing growth of the company.



### **Greg Martino**

Congratulations to Greg Martino, who was hired as a Project Engineer for Kelso-Burnett Co. in 2014. Prior to joining K-B, Greg worked for other electrical contractors, including Hardt Electric and Gurtz Electric. Greg also worked for an owners' representative, Jacobs Engineering. After graduating from Lake Central High School, Greg went on to earn his degree in Building Construction

Management at Purdue University.



### **Joseph Zavoli**

Congratulations to Joe Zavoli, who was hired by Kelso-Burnett Co. to work in the purchasing department. Joe previously worked for A-Z Contractors, Inc. After graduating from Barrington High School, Joe studied Manufacturing Engineering Technologies at Northern Illinois University. Joe is an avid sports fan, with particular interest in Chicago's Blackhawks and White Sox. In

his spare time, he plays in an adult hockey league and is an assistant coach for his younger brother's travel baseball team.



### **Marilynn Alcorn**

Congratulations to Marilyn Alcorn, who was hired as a full-time Accounting Assistant with Kelso-Burnett Co. after previously working part-time in the department. In addition to her services in K-B's accounting department, Marilyn assists with certain payroll responsibilities. Prior to joining Kelso-Burnett Co., Marilyn worked in a variety of office positions for employers such as UPS, Liberty Mutual, Snap-On Tools, and Johnstone Supply.



### **Dave Cory**

Congratulations to Dave Cory, who joined Kelso-Burnett to take on the role of Division Manager out of the Loop office. Dave comes to K-B with 32 years of industry experience, having begun working as an electrician through IBEW Local 6 in San Francisco, CA. After gaining years of field experience, Dave took on various office positions, moving his way up from Storekeeper to Vice President of San Francisco-based CBF Electric. Prior to joining the Kelso-Burnett team, Dave Cory worked as Senior Project Manager with Gibson Electric. He currently lives with his wife in Burr Ridge, IL.



### **Therese Siragusa**

Congratulations to Therese (Martersteck) Siragusa and her husband Sebastian, who were married on August 8th, 2015 in Long Grove, IL. They had a perfect wedding day, followed by a two-week honeymoon in Italy and cruising around the Mediterranean Sea. Therese and Sebastian currently reside in Chicago and enjoy being newlyweds. Therese works as a Division Manager for KB

Advanced Technologies out of the Loop office.



### **Mike Clancy**

Congratulations to Mike Clancy, who joined KB Advanced Technologies to take on the role of Division Manager out of the Loop office. Mike comes to KBAT with over 30 years of serving the low-voltage contracting industry and brings a great deal of hands-on experience to the group. He started his career with an apprenticeship in 1983 and worked his way through the ranks of the industry. Mike's background includes managing projects in the education, government, commercial and healthcare fields.

# CEI Participates in American Cancer Society's Chicago Walk & Roll

As a founding member of the Chicago Electrical Industry (CEI) Community Outreach, Kelso-Burnett Co. and other distinguished members of the electrical industry sponsored the American Cancer Society's Walk & Roll event, held in Chicago, Illinois, for the fifth year in a row. This year was the American Cancer Society's 44th Walk & Roll event in Chicago, which brings together thousands of attendees to join in the fight against cancer every year. It is astonishing to think that over 1.4 million people are diagnosed with cancer each year. Diligently working to reduce that figure, the American Cancer Society is the largest voluntary health organization in the world working to eliminate cancer as a major health problem through research, education, advocacy and service. Thanks to the American Cancer Society, 11 million cancer survivors are celebrating another birthday this year.

The American Cancer Society's Walk & Roll event brings together participants of all kinds – individual participants, families, companies and co-workers, cancer survivors, caregivers, and many more. During registration to participate in the event, Chicago participants selected from either a 5-kilometer walk, 10-kilometer skate or 15-kilometer bike ride along Chicago's lakefront and popular downtown areas.



in order to raise funds and spread awareness

of the American Cancer Society's mission of working to eliminate cancer and celebrate more birthdays. Kelso-Burnett Co. formed a team within CEI, encouraging friends and family to participate and donate to the American Cancer Society. Team Kelso-Burnett collected over \$5,320.00 from over fifty individual donors, and had twelve participants register to walk, skate, or bike at the event. Overall, the CEI companies had a combined 1,222 individual donations, with 779 people who registered to attend the Walk & Roll event.



## Walk & Roll

WALK. BIKE. SKATE.

On behalf of the American Cancer Society, the cancer patients and families we serve through our programs and services, and the research we fund, we want to say THANK YOU. Your team members and company continue to be a partner in the fight against all cancers and more than 1.5 million cancer deaths have been averted over the past two decades due to a 22% drop in cancer mortality. The steady decline in cancer death rates since the early 1990s is due to fewer Americans smoking and advances in cancer prevention, early detection, and treatment.

The 2015 Walk & Roll event had over 2,800 registered volunteers and despite the rain, walkers, bikers and skaters came together to celebrate survivorship, remember those we have lost and remind each other that we do not walk alone. Kelso-Burnett raised \$5,320.00 and Walk & Roll will raise over \$700,000.00 to propel our mission services and cancer prevention messaging in our community!

To give you an idea of where your dollars will go, here's what the ACS provided Illinois residents in 2014:

1,523,417  
VISITS ARE MADE TO  
CANCER.ORG.

32,417  
CALLS ARE ANSWERED

Our trained cancer information specialists offer information, answers, and support to those who call our 24-hour information line at 1-800-227-2345.

221,949  
ONLINE CANCER SURVIVORS NETWORK™ SESSIONS ARE HELD.

136 VISITS ARE MADE TO BREAST CANCER PATIENTS BY OUR REACH TO RECOVERY™ VOLUNTEERS.

67,817  
help taking cancer patients to treatment are provided by American Cancer Society Road to Recovery™ volunteers and other transportation programs.

5,603  
CANCER PATIENTS WHO ARE UNINSURED OR ON MEDICAID RECEIVE ASSISTANCE.

The American Cancer Society is here all year round to support our community. For information on cancer, treatment free ACS programs and services, research and wellness tips visit [www.cancer.org](http://www.cancer.org) or call a Cancer Information Specialist 24 hours-a-day, 365 days-a-year at 1-800-ACS-2345. Our Cancer Information Specialists are here to personalize a cancer journey for anyone, with any type of cancer, located anywhere.

Thank YOU for all you do!

## New Data Center at Grainger Headquarters



Headquartered out of Lake Forest, IL, Grainger is the leading broad line supplier of maintenance, repair and operating (MRO) products in North America, serving businesses and institutions. The Fortune 500 Company

recently commissioned the country's first-ever LEED v4 Gold certification data center facility. As one of the first industrial distributors to adopt the Leadership in Energy and Environmental Design (LEED) certification standard, Grainger now has 16 LEED-certified facilities throughout North America.

Contracted by Pepper Construction, Kelso-Burnett completed all electrical requirements for Grainger's 27,000-square-foot data center at Grainger Headquarters. K-B's project management team, electricians and technicians worked closely with Pepper Construction, IDC Architects and the engineers from CH2M Hill to complete the job successfully and on time. The initial phase opened with enough equipment to mirror an existing site and allow for an estimated 10 years of expansion capability. The site will operate with a Power Utilization Effectiveness (P.U.E.) of 1.2 at full capacity.

Kelso-Burnett Co. began providing its services to Grainger more than 16 years ago, when K-B electricians completed all of the electrical and life safety installations to the company's 950,000-square-foot headquarters facility, including lighting fixtures, an electrical distribution system, general office receptacles, redundant switchboards with a generator backup, power and control wiring to the building's HVAC equipment, and more. Since its completion in 1999, Kelso-Burnett has continued to provide electrical and life safety maintenance services to the headquarters facility.



Special thanks to Grainger Real Estate Project Manager Jae Shim, IDC Architects, CH2M Hill's engineers, and Pepper's Construction project team, consisting of Project Executive Ken Russell, MEP Coordinator Chris Janke, and Superintendents Jeff Dvorak and Chet Busse. Together, they worked impeccably with Kelso-Burnett's project team led by Senior Project Manager Jim Diderrick out of the Lake County branch and K-B Director of Preconstruction Dan Maimonis. As a result of everyone's hard work and dedication, this innovative data center project was a great success for all trades involved.



## Knocked Some Sense Into Me

By Brian Pistorio of KB Advanced Technologies



We all work in the trade. In this day and age, you can't walk onto a jobsite without hearing "safety first" or "safety is important." In this modern era, we can find institutions based on safety at the workplace. We all know what we think of when we hear OSHA. Maybe the eyes roll, or we say a few kind words (expletives) about how we are going to lose time to follow the rules. There is often extra paperwork, meetings and videos. Nobody likes it. Nobody really cares. Even when the horror stories are told, the level of individual denial remains the same. The thought of "it happened to him because he was an idiot" or "it was just some bad luck" floods our brains and our actions. There is far too often the false sense of security and invincibility. I felt the same way until something happened to me.

I often felt like the safety videos and meetings and tedious paperwork were a joke. I often shrugged off safety glasses and gloves. I was always eager for the moments when I could ditch that annoying hard hat. I thought all the safety requirements were solely for a nice tax write-off for all contractors. Well, one day someone decided that it was time for me to have some sense knocked into me. The honest truth is that my perspective has changed. As stubborn as I am, I cannot help but realize the fault in my thinking and attitudes toward on-the-job safety.

It was just a normal day of work. Everything felt the same. Game-planning in the morning and busting your hump until break and lunch. Everything was routine. The foul language of those around you. The sounds of power tools, tradesmen and the smell of welding and powder-actuated guns filled the air. Not to sound full of myself, but me and my partner were knocking things out. We were in the flow of things. Not much needed to be said to get things done. Well, as we were in the flow of things, something changed. For no reason at all, something bad happened. My false sense of security and my false sense of invincibility were shattered. They were gone in a split second. The thought of death shot through my brain like a red-hot bullet. In the instance when something very bad is happening, time slows and thoughts accelerate. For one whole second, my life flashed before my eyes. It felt like minutes went by as I pondered whether or not I was going to survive.

As we all know, things that are supposed to be done don't always happen. We all have seen things that make us say "Wow." All of us know of the hardware that exists for basket tray. We all know that only a true hack or greedy shop would even consider not securing it to the trapeze. In my case, the contractor decided to save on material and hours by not securing the tray. Did they say anything to me? No! I have only a few years' experience, but never before did I think someone would place a 10ft. piece of 18" basket tray on a trapeze and a stretch of duct work. I never thought that any individual with common sense would balance something so dangerously and call it complete. Well, I thought wrong, and honestly I could've been dead wrong.

I was the luckiest unlucky person on the job that day. I was unlucky because a 10ft. piece of tray fell out of the ceiling and straight down onto my head. I was lucky because I was wearing my hard hat. I was wearing the one thing I was always dying to take off. At the very least, my hard hat stopped my head from being gashed and sliced open. It honestly saved me from a concussion, paralysis or even death. For the first few seconds, I was literally in shock. I did not move. My adrenaline was rushing through my veins. All the crazy thoughts and reflections on my life had just gone through my brain in a split second. After a few seconds went by, my partner snapped me out of my daze. "Oh my god. Are you okay? Are you okay?" It took me a second to come back to reality and realize that I was okay. "Yeah," I replied quietly as I was still figuring out what had just happened. "That was crazy," he said. "I'm lucky, I'm really lucky," I said, looking at the piece of tray on the floor. I was very lucky I was following the rules that I once hated.

Now and forever shall I obey the rules. They exist for a reason. People are safer. Fathers and mothers, sisters and brothers, all make it home every day because of the emphasis on safety. I went home with a bruised ego and a serious story to tell. After having something happen to me, all I can say is "Follow the rules." It is annoying and it sets us back in our work, but ultimately it saves us. It makes an event a quick lesson instead of a sad and tearful procession. Workplace injury and death are right around the corner and can happen when we least expect it. I beg all of you reading this, please be safe. Follow the rules and be aware of everyone and everything else around you. Years of service and experience are not a shield from the possible catastrophes. We all deserve to go home to our families and friends. Be safe!!!



## KELSO-BURNETT CO.

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Rockford • Gurnee

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with superior workmanship to provide  
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in the electrical contracting industry.**

**Since 1908**

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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.



### **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 Scott Johnson at (847) 483-3826  
if you would like to schedule a training session.