

WBE

To us it's
about people

Ink

Celebrating our 30 Years

Winter 2009

Even the Worst Clouds Have a Silver Lining: Benefit from Low Construction Costs During this Economic Downturn

Year after year construction costs increase, but with the recent state of the economy, construction costs have dropped as much as 35% on some material items. Though many people out there think now is the time to pull back from construction, the exact opposite might be true. The money saved on the low cost of materials now could outweigh the overall cost of delaying a project to when commodities return to their previous prices.

Some of the cost savings and advantage WBE has noticed in the last few months due to the economic slowdown:

- Most material prices reduced anywhere from 10-35%

- Reduced prices in fixtures and gear due to increased manufacturer/distributor competition
- Labor unions changing apprentice ratios allowing up to a 5% labor savings
- Decreased shipping costs due to lower fuel prices
- Lighting, switchgear, and UPS/generator manufacturers are meeting or improving their standard lead times

Also, as a company we have more electricians and technicians available to produce the best team fit for a particular project. All of these factors will enhance the quality and increase cost savings of a project.

Companies need to see this as a time of opportunity and take advantage of the commodities market and lower labor costs so all teams on board will profit. Now more than ever is the time to save on construction costs and push forward with any of the projects that might be waiting in the wings for 2009. ⌘



Bob receives a commemorative plaque from John O'Rourke (left) and Tom Coleman.



Bob Bourdet Recognized For Decades of Teaching and Mentoring

Bob Bourdet received three standing ovations and an award at this year's apprentice graduation ceremony, in appreciation for his 40 years of teaching and mentoring for the International Brotherhood of Electricians in San Francisco. During this time he taught all five years of apprenticeship classes and many journeyman classes, for a total of 1,001 students. He has also taught an estimating class for the San Francisco National

Electrical Contractors Association since 1981, working with 679 estimating students from 106 different contractors.

Bob is a Vice President and the Electrical Division Manager here at WBE and has been with the company for 14 years. Bob is definitely deserving of this special appreciation for all his years of service in the electrical industry and WBE is proud to call him one of their own. ⌘

Bob celebrated his award with his wife, Kathy, and daughters, Jessica and Shannon.

WBE On The Job

City of Belvedere

Our crew recently worked at the City of Belvedere's City Hall building, which was formerly a church. This was another historical retrofit project, where our systems were designed in such a way so as to preserve the building's historic architecture and extensive interior wood finishes. Each aspect of the system had to be approved by the historical preservation committee. The system includes multiple wired and wireless microphones for audio reinforcement, a motorized projection screen with the projector concealed in custom-designed millwork, a high-definition Lumens camera so documents can be photographed and then shot onto the projection screen for everyone to see, a Clear One DSP audio processor and digital recorder to record council meetings. In addition to the large



projection system, five small LCD monitors and four active speakers are installed at the council table to provide monitoring for the City Council members. The entire system is intuitively controlled with a wired AMX touchscreen. ☘



Traffic – 19th Avenue

On 19th Avenue in San Francisco, WBE Traffic is currently involved with the high profile job that will take one-and-a-half years to complete with Caltrans. Throughout the project, WBE will install new traffic signals, video detection cameras, fiber optic interconnect, and pedestrian ramps. A few other additions include two new left hand turn signals, overhanging street lights, and

enhanced interconnect and fiber. The city will also have the capability to de-lay the side streets, making your trip down 19th Avenue much faster as you now have the potential to hit several green lights in a row. While the job is running, traffic will continue to move through the busy section of Highway 1 (19th Avenue and Park Presidio) and will stretch along a five-mile span from California Street to San Francisco State University. ☘

Campus for Jewish Life

In Palo Alto, our telcom crew, headed by Steve Globe, has been working on the new Taube Koret Campus for Jewish Life. The Campus for Jewish Life is an 8.6 acre campus designed as an inter-generational destination where individuals and families can live, learn, play, connect, and enhance the South Peninsula Jewish community life for generations to come. There are 10 buildings on campus comprised of 193 apartment units, community areas, indoor and outdoor pools, basketball courts, and a state-of-the-art gym for residents. Our telcom crew has been very busy on the project – working on the 10 MDFs, three MPOEs, two computer rooms, and 29 IDF's throughout the campus. ☘



San Rafael Corporate Center

Just south down Highway 101 our Electrical division is working on the new San Rafael Corporate Center. The second phase of the corporate center adds two four-story buildings and a new parking structure to two premium class "A" office buildings that were constructed a few years back. The crew, led by Mike Pitcavage, has been involved from the beginning in this design/build project, which started in mid-2008. ☘

Do you have a need to outsource your National telecommunications/data projects?

WBE Telcom has been supporting national clients such as Fireman's Fund Insurance Company, Visa International, and Chevron for 20 years. Project sizes have ranged from a few workstation complements to hundreds.

Our approach starts with the network of fellow SYSTIMAX SOLUTIONS business partners located throughout North America. The network accepts only contractors who are best-in-class in low-voltage cabling infrastructure installation. WBE

Telcom is also an Elite Business Partner, which is a status reserved for the top network infrastructure solution providers in the industry.

Once a client has contacted WBE Telcom regarding a project outside of California, the project manager works with other SYSTIMAX SOLUTIONS Business Partners to develop competitive bids. The size of the project will determine the amount of time the project manager oversees the project and schedules site visits. Smaller service requests are normally handled on a not-to-exceed quote from the local provider, with WBE Telcom's project manager having accountability for scheduling and completion.

Benefits

- Client's staff no longer has to travel and can focus on more strategic local needs of their company.
- With a one-person contact, the client can be assured consistency and quality of installation practices for all of North American sites.
- Consistent materials pricing. WBE Telcom has an intimate knowledge of competitive pricing among suppliers and the manufacturers.
- Negotiated fee for cost of travel. Cost + %
- Dedicated and experienced project manager.
- A client doesn't have to hire additional employees to manage multiple concurrent national projects. Eliminating the expense and learning curve associated with new employees.
- Adherence to corporate cabling specifications. Each installation will mirror each other regardless of geographic location. ☞



NSI Provides WBE Security Nationwide Reach

National Security Integrators (NSI) is a closely knit group of security companies located throughout the United States. NSI was created as the need arose to provide high-quality, consistent security services for companies with regional offices located throughout the country. In the past, companies really only had the option for using the large national firms for their needs. Now, with NSI, companies can expand their options and use the company of their choice.

NSI members provide the one key ingredient to any service relationship that makes a difference—personal service. WBE Security Control Systems became a member of NSI in 2004. As a strategic partner with Software House, NSI is able to provide one-stop solutions for integrated Software House systems.

President Alan Kruglak of Genesis Security Systems says, “NSI has offered a better-value alternative to clients with national requirements than the traditional large-integrator model. Our ability to perform for our clients is based on our distribution network. We are not chasing revenue; we are nurturing long-term relationships. WBE plays an important role since they support our network's installations in the northern California market. Time and time again, they deliver for our members and our clients.”

As system integrators, all the members of NSI provide the design, installation, maintenance, and monitoring of Access Control, CCTV and Intrusion Detection systems. For more information contact info@nationalecurityintegrators.com or Michael Nann at 415-898-1400. ☞



The Static Report: 700MHz Wireless Microphones Now Obsolete

The Federal Communications Commission (FCC) will prohibit the use of wireless microphones in the 700MHz band in February 2009. The “700 MHz band” is UHF channels 52-69 (698 – 806 MHz). This band has been reallocated to public safety broadcast and auctioned to new wireless device manufacturers as part of the “digital transition” occurring.

Aside from any legal ramifications, if you continue operating in this spectrum area, you will experience an increasing amount of interference from the new wireless devices from AT&T, Verizon, Qualcomm and others. Public safety broadcasts may already be on the air in your area as well.

Some examples of how this new interference may affect you:

1) You are addressing a meeting when the presentation is disrupted by noise. This will be distracting and embarrassing. It will be unpredictable, caused by new portable handheld devices which will proliferate as time passes.

2) The lesson at your church or temple, or the vocal performance at a concert, could be disrupted by an emergency ambulance call, or by the interference mentioned above.

3) If you are caught interfering with a public safety transmission in these bands, legal action could be taken against you, possibly including steep fines.

There are many manufacturing companies that offer rebates for systems installed within the last year. Please take a look at your wireless mics to see if they are in the 700MHz area (from 698 to 806 MHz). If so or if you have any other questions, **please contact Brian Mata at 415-898-1400**. WBE Audio Visual can help you select new wireless which will operate in the acceptable, sanctioned frequencies (470 to 698 MHz). ☘

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