

OUR VISION:

Turning Visions into
Reality through:

- People
- Adding Value
- Alliances
- Performance

OUR VALUES:

Building Relationships
through:

- Dependability
- Integrity
- Trust
- Quality
- Family

OUR MISSION:

Providers
of Premier
Services

THE ADVANTAGES OF AGILE CONSTRUCTION

by *Dave Los, PMP*

Recently, there has been some press about Agile construction, a relatively new approach that can benefit both contractors and their customers.

The concept of Agile construction is similar to Lean construction, but with a slight variation. As we all know, construction and installation schedules are constantly changing. Agile construction recognizes that the schedule may change, but the basic work plan remains the same. An Agile contractor is one who can adjust to schedule changes and still deliver a project on time for the owner.

Interstates is currently in the process of researching the benefits of Agile construction. Recently, we partnered with Dr. Perry Daneshaari to complete an assessment of our organization as it relates to being an Agile contractor. Dr. Daneshaari is an expert in the field and has been studying the electrical construction industry for more than fifteen years.

Two points were defined through this assessment. The first centered on procurement and the second, focused on short interval scheduling opportunities.

Interstates has already begun the process of evaluating our procurement and material handling systems to determine how we can better serve our customers.

An Agile contractor utilizes their vendors to store and handle material for them instead of storing all the materials at the jobsite. This lowers the material handling costs, minimizes storage space on site (easing work for all trades) and reduces the potential for theft.

Through changes in our material handling processes, both the customer and contractor can enjoy the benefits.

Agile construction also recommends that electrical contractors prepare detailed crew level work schedules three to five days ahead. These schedules have specific contingency plans built into them, so when work that is planned in a certain area is pushed behind schedule because of weather or material delays, the electrical contractor can quickly adjust his schedule and nimbly begin performing work in another area on the jobsite. Although a master schedule is still required to keep the job on track, detailed Agile scheduling improves the chances a contractor can stay on schedule.

Interstates will continue to evaluate Agile construction and the potential impact it can have for both Interstates and our customers. If you are interested in what Agile construction can do for your project, contact Dave Los at 800-827-1662 x195.



Dave Los



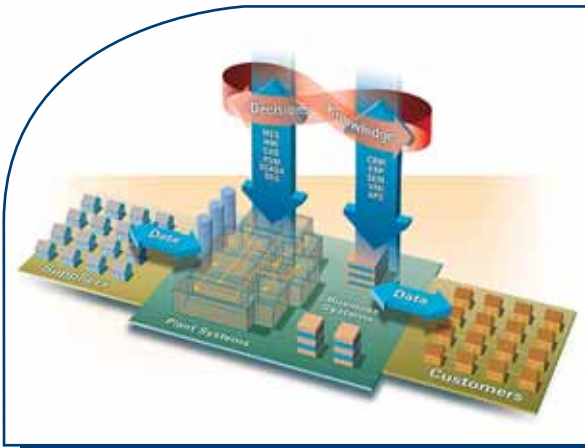
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REAL DATA REAL TIME

Manufacturing Execution Systems

In today's world of tight margins, cost containment, and just-in-time performance, maximizing productivity is the key to profitability. That's why Interstates' capabilities as an integrator of Manufacturing Execution Systems (MES) are so valuable to manufacturers, according to Bruce Baartman, Technical Sales Specialist.



Graphic Source: GE Fanuc Automation

"MES provides the link between planning data, such as ordering and inventory, and performance data, which is what's actually happening on the plant floor during operation," Baartman explains. "Currently, someone has to input production data at the end of a shift, day, or month, and that information is compared to the plan. MES automates the information gathering, so managers can get a real-time picture of operations."

Because of the speed with which MES delivers output information, Baartman notes that it can provide information crucial to increasing productivity – whether it's measuring the actual impact of temporary downtime or identifying problems with the functioning of a production line. Interstates has experience implementing MES across multiple plants, pulling data from a variety of systems and making it centrally available

for management and key users. This gives a company timely information that is vital to its overall effectiveness.

While Interstates has been named a Premier Service Provider for GE-Fanuc Prophecy Plant Applications platform, they are not limited to providing or working with any one MES system.

"We specialize in the integration of a variety of MES products," Baartman explains. "We're also proficient in developing systems using Rockwell, Wonderware, or Siemens. We don't want to simply go with the 'popular vote,' but instead we want what's best for the customer and their unique operation."

As Baartman sees it, well-integrated Manufacturing Execution Systems are an inevitable reason to push for lean manufacturing.

"If you're a dog food manufacturer," Baartman says. "The last thing you want is a warehouse full of dog food, and no buyers for it. Improving efficiency and productivity so you can produce just what you need, no more and no less, is the key to containing costs and being profitable. MES can play a big role in creating this reality for your plant. It can show you exactly how you're doing, what you need, and what you need to do to increase the efficiency of your operation."

Contact Interstates at 800-355-0163 for more information about how MES can enhance your operations.

EMPLOYEE UPDATE

Robert Bruegman has joined Interstates as division manager of the new services division in the Omaha Regional Office. (See story on page 3). Prior to joining Interstates, Bruegman was with Miller Electric in Omaha for 15 years as a project manager, vice-president, and services manager of their services division. Bruegman will focus on developing Interstates' commercial business in the Omaha area.



Robert Bruegman

He makes his home in Lincoln with his wife Lynette and their three children, Lexye, Leyton, and Lyden. Both he and Lynette are coaches for youth softball and soccer teams.

Jon Fogelson has joined the Business Development team at Interstates' Rocky Mountain Regional Office in Fort Collins, CO. As part of Interstates' commitment to expand beyond its traditional industrial customer base, Fogelson will be calling on commercial and general contractors, owners, and engineers in the region.



Jon Fogelson

Fogelson has lived in the Fort Collins area for the past eight years, working in marketing, sales and estimating for a log and timber manufacturer. He grew up in Arizona and earned his Bachelor of Science degree in Business Management from Northern Arizona University in Flagstaff. Fogelson can claim ties to Interstates' home office area, as he was born in Yankton, South Dakota and lived in Nebraska before his family's move to the Southwest. Fogelson and his wife Mackenzie, a web designer, live in Fort Collins, where he enjoys all the outdoor activities associated with a Colorado lifestyle, including mountain biking, snowboarding, skiing, and hiking.

Interstates Construction President Dave Crumrine Serves on Panel at ABC National Conference

Dave Crumrine, president of Interstates Construction Services, was recently invited to participate in a panel discussion on innovative management training methods at an Associated Builders and Contractors (ABC) national conference held May 3-4 in Ft. Lauderdale. The panel discussion included representatives of ABC chapters and members from around the country.

Crumrine explained Interstates' management/leadership training and discussed how it complements Interstates' strategy and overall training program and philosophy. Of particular interest to the participants was Interstates' leadership development model. This model focuses on three touchstones: Knowledge, Skills, and Mastery. Potential leaders who score high on this scale are exposed to various leadership styles through readings, seminars, and active learning activities. The key is to experiment and learn about themselves and

how to apply it from other leaders.

"It's vital that we develop the next generation of leadership, not only in our company, but in our industry as a whole," Crumrine said. "Participating in conferences such as this is a way we can give back to the industry. We were proud to share the insights we've gained about leadership development."

The national conference, which drew more than 1,000 attendees, also offered sessions on nearly every facet of the industry including mechanical and electrical contracting, safety programs and more.



Dave Crumrine

AT YOUR SERVICE IN OMAHA New Services Division Brings Interstates Expertise to Customers 24/7

It would be nice – well, at least more convenient – if electrical problems cropped up during normal business hours. Of course, as Robert Bruegman, division manager for Interstates' new services division in their Omaha Regional Offices observes, that's seldom the case, and that's exactly why the new division was created.

"For whatever reason, most problems seem to happen between 6 p.m. and 6 a.m.," Bruegman says. "We now offer services 24 hours a day, 365 days a year so our customers know they can call whenever they need us."

Interstates began offering diagnostic, shutdown, and repair services through the new services division earlier this year as part of an aggressive program to meet the needs of commercial customers outside of their traditional, large industrial client base.

"At first, many people were surprised that we could offer services like this,"

Bruegman says. "They had the perception we were too involved with large capital projects. But they're very receptive to our services because of the quality of work we do."

A key to the division's growing acceptance are its "rolling warehouses:" vans fully stocked with wiring, parts, and materials to make onsite repairs.

In addition to providing services in the Omaha area, the division is looking to operate satellite locations in the Tri-city area of Kearney, Hastings, and Grand Island in western Nebraska, as well as in Columbus and Norfolk in northeast Nebraska. Plans to offer ongoing maintenance programs are also being developed to serve Interstates' customers.

For more information on our new services, please call Robert Bruegman at 402-934-2133 or email him at Robert.Bruegman@Interstates.com

Interstates Out & About

August 8-10
ACE Ethanol
Conference
and Trade Show
Crown Center
Kansas City, MO
Booth #320



Kooiman Speaks on Safety at Oil Chemists Conference

On May 1, Brent Kooiman, P.E. made a presentation on electrical safety to the American Oil Chemists Society (AOCS) at their conference in St. Louis.

Kooiman was one of several presenters at the event who addressed different aspects of workplace safety. He offered an overview of electrical safety and provided tips on how to comply with OSHA requirements and the new NFPA 70E guidelines.

Brent Kooiman is a Senior Project Engineer for Interstates Engineering and is the author of this newsletter's Maximize Your Electrical Investment article on engineering maintenance solutions.

Aluminum Conductors – A Serious Alternative?

Due to growing concerns about the price and instability of copper, as well as the increase in client questions about possible alternative metals, Interstates recently conducted a significant evaluation of aluminum conductors for use in industrial facilities.

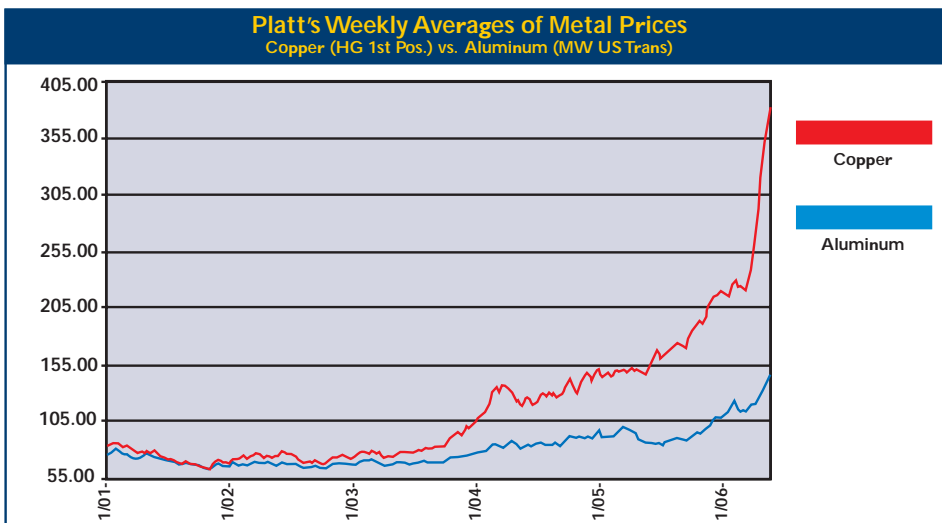
Their findings? Modern aluminum conductors offer a value proposition. Their track record in utility applications is long-standing. Their performance in commercial and institutional applications is substantial. Industrial applications have been successfully installed. And historical “hor-

ror stories” have clear, technically based root causes that have been overcome by product design or can be addressed by quality design and installation.

Interstates understands that accepting aluminum is a major change initiative in industrial construction and would be a major change for our customers. It needs to be a thoughtful choice by well-informed decision makers. This change initiative won't be a lot different than from moving to PLC control (without backup relay panels) or using cable tray (after years of rigid conduit).

Contact Interstates for a complete white paper and a consultation on aluminum conductors. We would be pleased to help evaluate your situation and discover if “the aluminum option” is the right choice for your organization.

For more information contact Doug Post P.E. at 712-722-1660 x159, Doug.Post@Interstates.com, or Dave Crumrine P.E. at 712-722-1660 x153, Dave.Crumrine@Interstates.com.



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MAXIMIZE YOUR ELECTRICAL INVESTMENT

Engineering Maintenance Solutions

by Brent Kooiman, P.E.

One of the most important ways to maximize your electrical investment is to keep your facility running. The electrical investment in your facility is a part of the infrastructure that allows your plant to run and make the product for which it was designed.

By investing in engineering solutions, you can maximize your uptime, therefore maximizing your production and profits.

Some engineering solutions that are available include arc flash, short circuit, coordination, and harmonic studies.



An *arc flash* study helps reduce the risk of serious injury and possibly even death in the case of an arc flash. It requires making sure that proper safety precautions are taken and adequate personal protective equipment is worn according to NFPA 70E standards. This helps ensure a safe and productive workplace.

A *short circuit* study specifies proper equipment and fuses to safely interrupt and contain a fault current, thus providing a safer environment and reducing downtime and equipment damage when a fault does occur.

A *coordination study* eliminates nuisance trips and, in the case of a fault current, ensures that only a small part of the overall system experiences a shutdown. This will help keep most of your facility running.

Finally, a *harmonic study* enhances power quality to improve equipment reliability and efficiency, further increasing the uptime and cost effectiveness of your system.

In addition to the power systems studies mentioned above, another valuable way to maximize your electrical investment is through documentation updates of electrical one-line drawings. By making certain that electrical documentation is up-to-date, downtime can be significantly reduced through decreased troubleshooting time and potential problems can be readily identified before they cause downtime. Also, the facility is safer due to a stronger knowledge of the system.

Documentation updates, together with the power systems studies, provide a safer and more efficient working environment.



Brent Kooiman

If you are interested in more information on the maintenance solutions discussed in this article, or in scheduling a study, feel free to call Brent Kooiman P.E. at 712-722-1660 ext. 151 or email him at Brent.Kooiman@Interstates.com.

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