

THE ELECTRIC TIMES

SERVING THE ELECTRICAL INDUSTRY IN ARIZONA

VOLUME 16, NUMBER 1

OCTOBER 2008

National company acquires Desert View Electric

Alan M. Petrillo
Electric Times

A nationally-recognized electrical contractor has expanded its construction services into the Arizona market.

Interstates Construction Services of Sioux Center, Iowa has acquired Desert View Electric in Casa Grande and established a combined and expanded staff there in a Southwest regional office.

Marvin Barr, senior project manager who will manage the new office, said “Joining with Desert View will allow Interstates to begin working in this market with an established industrial customer base from the start.”

Barr pointed out the Casa Grande office will be staffed by Desert View’s former employees, including former owner Mike Scott, as well as Interstates’ present crew of craft and management personnel in the area. Desert View’s former co-owner, Debbie Scott, will be phasing out of the business.

Dave Crumrine, Interstates Construction president, noted that Casa Grande has been consistently cited in recent years as one of



The acquisition of Desert View Electric will allow Interstates to begin working in the Arizona industrial market.

the fastest growing regions of the country.

“The area is growing demographically and seems to be under-served industrially,”

Crumrine said. “The Daisy Brand Foods job has provided a great start for us, allowing us to get in the area and learn about it.”

Interstates handled a project for Daisy Brand Foods in Casa Grande about a year ago.

As for staffing and seeking new business, Interstates isn’t sitting on its hands.

“We look forward to moving ahead as a larger team and intend on expanding our service to Desert View’s clients while taking advantage of other capital project opportunities coming to the area,” Crumrine said. “We are excited about the future as we combine our expertise and serve our clients in more places.”

Barr noted that the shared commitment to understanding a client’s needs and delivering exceptional project results were common elements behind uniting the cultures of the two groups.

“We had dealings with Desert View in the past on a common customer and after that job Mike (Scott) and I talked about how we might work together on a more collaborative partnership,” Barr said. “Over the months we shared help back and forth and eventually came a desire to make them a more solid partner.”

See ‘Desert View Electric’ page 6

Jeff Hipskind is new PJETC Executive Director

Kate McDevitt
Electric Times

Jeff Hipskind isn’t a wireman—and never has been—but he has spent a lifetime in education.

Now, he’s bringing that experience to the Phoenix Electrical Joint Apprenticeship and Training Committee (PEJATC) as its new Executive Director.

Hipskind joined the PEJATC in mid-May and has big plans for the organization such as bringing in more grant money, focusing on green power education and updating the Web site. Sean Foulk is now the training director.

“Personally what my goals are...is to reach out,” Hipskind said. “I don’t believe that a lot of people are really aware of this opportunity and my goal is to network.”

He added, “In fact, right now I’m working on a brand new brochure that we can use as a marketing tool.”

The PEJATC is a joint venture of the International Brotherhood of Electrical Workers (IBEW) Local Union 640 and the Arizona Chapter of the National Electrical Contractors Association (NECA) established in 1943, according to the organization, to develop and maintain the best-trained workforce in the electrical industry. The apprenticeship program allows students to earn pay and benefits while learning the skills needed to be an Apprentice Inside Wireman. The PEJATC also provides upgrade training to IBEW/NECA members to sharpen their skills and stay on top of new technology.

See ‘Hipskind’ page 9



Jeff Hipskind is the new PEJATC Executive Director.

The Electric Times

2702 N. 3rd Street, Suite 2020
Phoenix, AZ 85004

Prsrt Std
U.S. Postage
PAID
Phoenix, AZ
Permit #3

Inside

Letter to the Editor: Prop. 201	2
ROC honors community service at awards banquet	3
For Huachuca to get wind power plant	4
🔧 Project Focus: Sheraton Phoenix Downtown tops skyline	6
Third year running for charity demolition derby car	7
STC of Tempe offers green lighting solutions	10
New Industry Products	13
Classifieds	15

Project focus: Sheraton Phoenix Downtown tops skyline

Jayme Cook
Electric Times

As summer finally fades out in the valley, the weather isn't the only exciting change for Phoenicians. Oct. 1 marked the grand opening of the \$350 million high-rise Sheraton Phoenix Downtown hotel, drawing out Mayor Phil Gordon to attend the ribbon cutting ceremony. The 31-floor structure, located at 340 N. 3rd Street on the northeast corner of Van Buren, now stands as the tallest hotel tower in downtown, surpassing the 24-floor former reigning giant, The Hyatt.

Perini Building Company Project Manager Steve Field reported, "We're just wrapping this (Sheraton) up right now. We're six weeks ahead of schedule and we actually just turned over the hotel to the Sheraton people who are getting ready to open up at the end of the month. It's been a good project."

City of Phoenix Project Manager Jerry Harper stated that the new Sheraton would provide much needed accommodation in the growing area. "We're adding 1,000 rooms to downtown to compliment the expansion of the (Phoenix) Convention Center that's currently underway."

The \$600 million expansion of the

Phoenix Convention Center is scheduled to be completed January of 2009 and the new Sheraton hotel was designed specifically to accommodate this expansion with sophistication and style, boasting a fitness center, outdoor pool and sundeck, state-of-the-art meeting spaces, plus a ballroom and junior ballroom. The project created plenty of work for the HVAC and electrical contractors.

University Mechanical & Engineering began work on the Sheraton Downtown in 2006. "The entire project took about two and a half years," said Tim Lentz, project manager. "We had a crew that topped out at 105. It's not like your average office building here. There are different, strict standards for a hotel. But overall it was a fairly standard job."

Project Manager Rich Hare of Rosendin Electric agreed that the job was well organized and proceeded smoothly. "It wasn't a difficult job, there was just a lot of work to do but we finished and ahead of schedule at that."

The finished project is designed to reflect its environment; even the architecture of the structure was engineered to echo the unique southwestern surrounding. The "cloud-like" white rooftop turns translucent



Phoenix Mayor Phil Gordon, officials and hundreds of spectators attended the official opening of the Downtown Sheraton on Oct. 1.

at night and the exterior color palette radiates yellow, orange and brown, representing a desert sunset. The sloping rooftop is rumored to mirror the shape of Camelback Mountain.

Though the hotel's purpose is to provide

rooms for the anticipated visitors who'll be flocking to the valley's newest attractions, the Phoenix Sheraton Downtown now stands tall against the skyline, a harbinger of big changes on the horizon for the downtown Phoenix area.

Allied Group Sales appointed to represent Gregory G-Strut

Phoenix, Ariz. — Allied Group Sales, Inc. (AGS) of Phoenix has been appointed as the representative for Gregory G-Strut in the Arizona, Las Vegas, New Mexico and El Paso, Texas territories effective Sept. 8, 2008.

Gregory G-Strut has been a major sup-

plier to the electrical industry for more than 11 years.

According to AGS, Gregory G-Strut channel, Galvanneal WIZcoat Strut channel and Wizard line accessories make complex mounting or hanging projects easy. Whether new construction or retrofit proj-

ects, the combination of G-Strut channel configurations and hundreds of Wizard line accessories means unlimited ways to complete the job with flexibility.

Gregory G-Strut will be stocked in the local AGS warehouse in Phoenix.

Jason Elgin, Russ Eddleman, John

Abberton, Rick Jacobson, Kathie Toscano, Karen Moffett, Mick Upchurch, and Don Kaminski will cover Arizona. Gene Martindale will handle Las Vegas, with Jamie Fabian as inside sales for Arizona and Las Vegas.

Desert View Electric

Continued from page 1

He pointed out several reasons for bringing the two companies together, including a reputation on the part of each company for serving clients well, a strong and satisfied client base, an experienced team of craftsmen and field leaders in the area and a similar philosophy for doing business that has worked for both Interstates and Desert View.

"It's a perfect match culturally," Barr said. "We come from humble beginnings on both sides, and share strong reputations for serving clients, having experienced people and similar business philosophies."

Desert View Electric was founded in 1996 and specializes in commercial, industrial and agricultural electrical construction in the southwest Arizona area.

Scott said he and his wife reviewed the Interstates philosophy toward business and found that it closely mirrored that of Desert View Electric.

"As we got to know them better, we found out it was a perfect marriage," he said. "I didn't think that was possible, but even though they're a large company, they still ensure that the customers, clients and employees are all cared for properly."

Scott cited his brother-in-law, Mike Pool, with playing a big part in the success of Desert View Electric, which allowed the meeting of minds with Interstates.

"One of our concerns was making sure that those who helped build Desert View Electric, our employees and clients, were considered in the merger," Scott noted. "We believe both our clients and employees are better off with the new company."

Scott will move into a position as director of client development, "making sure of relationships with existing clients and pur-

suing new customers," he said. "We had to turn down a lot of work in the past few years because we didn't have things in place to handle them, but now we'll be going after them again."

Interstates Construction Services began on the front porch of John A. Franken's home in the early 1950s as a television sales business. He soon added additional services, such as installation of antennas and power receptacles. Before long, the electrical business occupied more of his time and

eventually led to commercial projects and industrial work by the early 1960s. From there, Interstates built its reputation by being one of the largest traveling industrial electric contractors in the United States.

Interstates Construction Services specializes in high voltage and low voltage power distribution, control wiring and lighting for industrial and hazardous facilities in industries such as food, beverage and value-added architecture.

In addition, the firm also has sister com-

panies—Interstates Engineering, Interstates Instrumentation and Interstates Control Systems—that offer full service design-build electrical contracting, engineering, instrumentation and control systems on a worldwide basis.

Besides the corporate offices in Sioux Center, Interstates has regional offices in Omaha, Neb.; Nashville, Tenn.; Fort Collins, Colo.; and Sioux Falls, S.D..

SOUTHWEST ENERGY SYSTEMS

CALL US FOR ALL OF YOUR ELECTRICAL TESTING NEEDS!

SPECIALIZING IN:

- **LOAD & POWER QUALITY STUDIES**
- **HIPOT & GROUND FAULT TESTING**
- **PARTIAL DISCHARGE TESTING**
- **ELECTRICAL MAINTENANCE**
- **INFRARED THERMOGRAPHY**
- **CONFORMITY SERVICES**
- **SPECIAL INSPECTIONS**
- **ARC - FLASH STUDIES**
- **COMPETITIVE RATES**

SOUTHWEST ENERGY SYSTEMS

4100 E. BROADWAY RD. • SUITE 160 • PHOENIX • AZ • 85040
OFFICE (602) 438-7500 • FAX (602) 438-7501