



DO YOU THINK IT'S EASY?

Surviving in today's job market is much more difficult than most may realize. Everyone from top to bottom in an organization must never take their job roles and responsibilities for granted.

Our sales team and supporting staff have worked incredibly hard, thru thick and thin, including great emotional sacrifice, to see all of us have a job.

As of late, I can say our company has been very successful in this venture. Although it appears slow now believe me this is the quiet before the storm. Back in 2010 many jobs were sold on a total design build basis versus open bid market work. As a result, a lag has been realized in the more noticeable end of our business, namely fabrication and installation.

We, however, have chosen NOT to take jobs at a loss, leaving that to our competition. They, I might say, are doing a fine job of that on their own. Many subcontractors are or will go out of business. Let me assure everyone, we don't plan on following in their footsteps.

In closing, for us to succeed, we all must remain efficient, focused, educated, and committed to following the policies and procedures set forth for everyone's benefit. Although, at times they may seem silly to one, they may in fact save all of us from a fate none of us want.

Kent Mann

CHANGE

Is the word change a four letter word in your mind? Maybe sometimes yes. Especially when we must change something that was just changed. How many times do we have to change it? Change can be a pain. It is sometimes threatening and creates anger! @#\$\$@#\$\$

We have and will continue to make many changes at Fire Engineering. Some changes have probably created discomfort and have been very frustrating for some. However, the changes are a calculated effort, by management, to make Fire Engineering a better and a more stable company. If we do not change we will die, simple as that.

There is no need to apologize for all the recent changes. However, we would like to thank everyone for trying their best to work through changes. Helping the company change in changing times will, more than likely, help assure our future is bright. You are the best!

Bart Leeftang

Celebration of Thought & Expression

Life generates anger.

Use less anger and more energy.

Dignify Life

Never quit

Never Lie

Never Apologize and you Never grieve

HOW SAFETY CAN AFFECT YOUR PAYCHECK

In looking at statistics, it proves the importance of being safe not only has the benefit to protect yourself from harm but it can also benefit your paycheck.

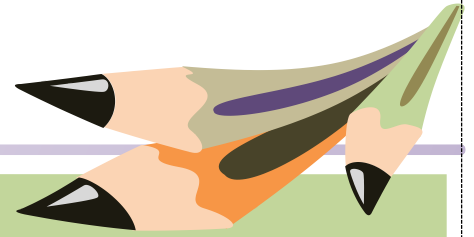
The companies who work safely have higher productivity, less worker turnover and less waste. Therefore, the companies who produce the best safety results get the best bids. When bids are looked at, the safer contractors have lower overhead, insurance and labor costs. They also have better management methods and work practices.

It is shown that when a company has bad safety habits they are recognized as dangerous, not only by OSHA, but also by its workers. This then leads to higher turnover rates in a business. High turnover rates result in more costs for training and increased production costs. Due to lower skill levels this may also increase the amount of accidents in the work place. It is a cycle no company should want to be in.

This shows, that more than often, it is MUCH cheaper for a company to hire a contractor with a safe record rather than always choosing the cheapest bid.

This is the importance of being safe all day every day. The safer we are, the more business we will generate, equaling more money in your pocket.

Casey Benson



EMPLOYEE NEWS...

Welcome to FECI!

Cammie Soper – Office
Eric DeKarver – Special Hazards

Congratulations to the following...

Mike Shawver – Master Journeyman
Will Canavan – Journeyman

Jason Lindsey – Nevada Fire Alarm
& Suppression Systems
Brad Teerlink – Utah Fire Alarm
Paul Pearson – Wyoming Fire Alarm

Dixie Orton – Nicet Level III

DID YOU KNOW?

Fire Engineering is now
on Facebook and Twitter?!

Fire Engineering Company Inc. 

Follow us @ FireEngCo.

Check out our new and improved website!

www.fireengineeringco.com

**Upcoming Events:
Company Safety BBQ!**