



The Live Wire

50th Anniversary Edition



Buhl Electric Company, Inc.

June 2009

THE HISTORY OF BUHL ELECTRIC

It all began with the desire to start an electrical company. Two brothers, John Buhl Sr. and Billy Buhl left the local electrical company they worked for to open Buhl Electric in June of 1959. They were two of the four employees working at Buhl Electric, and the first office/shop was located in Vienna, Virginia. Billy was the “office boss” and John Sr. worked primarily in the field. In a time where most local electrical companies were commercial, John Sr. and Billy saw the residential side as a promising field. Buhl Electric did not start out as a 100% residential contractor, but did a mix of commercial and residential. Eventually they chose to specialize in residential work and make their mark as *THE* residential subcontractor. US Steel was the main contractor Buhl Electric worked with to establish the reputation as a reliable residential subcontractor. Starting in 1962, US Steel began the Sterling Park residential development; the same year Dulles Airport became operational. Sterling Park provided thousands of affordable and local residences to a new job market and was a major development both for Northern Virginia and Buhl Electric. As the only subcontractor to finish the development in its entirety, this also marked the beginning of the growth cycle for Buhl Electric.

With the development of Sterling Park and the intricacies of running large residential jobs, Buhl Electric found a niche in the residential electrical wiring field. The company grew, but it took time, effort, talent, pride, ingenuity, and, most of all, teamwork. A lot of the success is attributed to a competitive nature which kept everyone trying to get the job done faster and better than any other person or even sometimes themselves. This extended to the baseball field where the “Sterling Stooges” (Mr. Buhl’s Sterling shop) frequently played softball against the “Goon’s Platoon” (Donnie Sours’ Vienna shop). Most importantly everyone enjoyed themselves, on and off the field.

After Sterling Park, John Sr. decided to focus more of his time in the central office becoming more involved in the operations of the company. In 1972 he decided to buy his brother’s interest in the company, making him the sole owner of Buhl Electric. Mr. Buhl said that the company has certainly been through its ups and downs, in large part due to the state of the economy. There were cycles of approximately 7 years of growth at a time, and then a recession would ensue. He views it as a natural economic turn of events to go through a downturn. Some times were harder than others, but Buhl Electric has always persevered. The key was just maintaining what has made Buhl Electric strong from the beginning: work ethic and pride in one’s work. Mr. Buhl has always encouraged people to work to their potential and, by giving them the freedom to express themselves, growth occurred naturally.

In 1987 John Buhl Jr. began working for Buhl Electric after graduating from Elon College with a degree in Business Administration. He had worked in the field, procurement, and as Director of Marketing prior to “taking the reigns” as our current President. When Mr. Buhl stepped down in 2001 John Jr. became our active President leading us through some of the most prosperous years into the more tumultuous times of Buhl Electric history. We are in the midst of one of the largest recessions in US history, which started in late 2006 and early 2007. It has impacted the financial, housing, and auto industries, as well as the US and worldwide economies overall.



Buhl Electric Company, Inc.'s mission is to be a leader in our industry by delivering a superior quality product and assuring customer satisfaction through qualified, motivated employees, while providing profits for an adequate return on stockholders' investments and company growth.



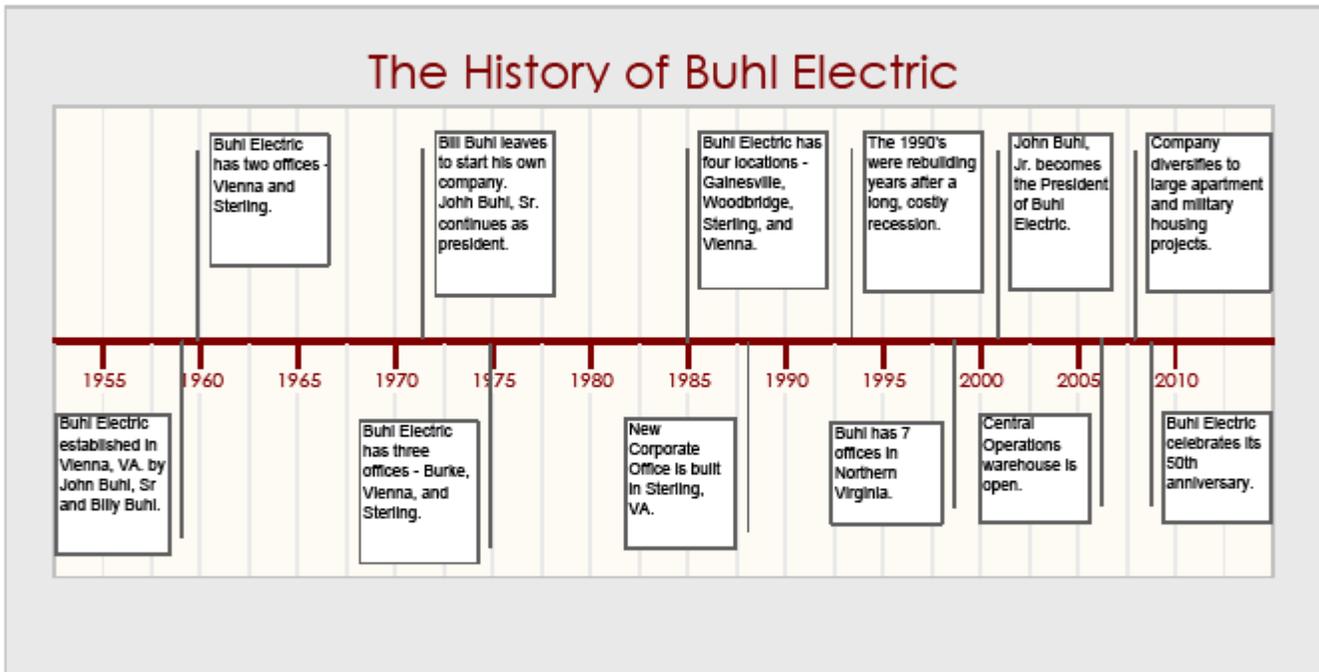
The foresight of John Jr. led Buhl Electric to a change of direction in the workforce. Buhl Electric had primarily subcontracted for residential subdivision housing projects (which boomed up to this point) but started moving toward multi-family apartments and condos as well as government projects such as the Andrews Air Force Base military housing in Maryland. Although this was a major shift for Buhl Electric, when other residential contractors and subcontractors are wrestling with adjustments to the economy, Buhl Electric is still a commanding force and ready for our next 50 years.

Our exceptional leadership and management from Mr. Buhl and John Jr. have been well complimented by other outstanding and dedicated employees of Buhl Electric. Special recognition goes to Donnie Sours, Vice President and close colleague of Mr. Buhl, who has been with Buhl for more than 46 years. Jack Kennedy has worked tirelessly in the field and corporate for more than 42 years now. Christopher Cippel, our current Vice President, has diligently worked in many levels of Buhl Electric for 36 years. The contributions of these individuals as well as *countless* others, have been instrumental in serving our customers so that we can be the best in our industry. As Mr. Buhl says, "We only have competitors if we want competitors."

Another component to the success of Buhl Electric has been employee development. The focus on personal growth and ingenuity has developed innovations unique to Buhl Electric. This can all be attributed to the foundation Mr. Buhl built. His favorite part of owning a company has been to see his employees grow to their full potential. He has led by example through implementation of the original "Buhl Standards" during the 1960s. They have been developed and formed over time, but his core values provided a very strong foundation. The creativity and efficiency of procedures is encouraged by an open dialogue with all employees. When the current Sterling corporate office opened, located at Severn Way, Donnie Sours held classes in the unfinished basement every Wednesday after work. It was voluntary, and as many as 30 employees would be there on their own personal time— some came from as far as Woodbridge.

Wiring diagrams, which have been another component to the success, make efficient use of others' resources. This also provides training for all persons so that they can more easily see the "larger picture" and an opportunity to learn "tricks of the trade" from those that have more experience. More recently, training videos developed by our own Mike Zaleski has provided an extensive training development tool to keep standards in the company. These enable all employees in the branches to watch, learn and have an open discussion on procedures in just 15 minutes a day.

"Teach a man how to fish, and you feed him for life." Teach a man how to wire a house, and let him grow and learn for life. Thank you to all who have helped Buhl Electric succeed in becoming *THE* residential electrical wiring subcontractor for the past 50 years!





A company is built off the strengths of the people who run it. Without the teamwork and dedication of every employee of Buhl Electric, we would not be where we are today. Thank you to all, but a very special **THANK YOU** goes out to the following employees who have worked at Buhl Electric for more than ten years. With a combined 553 years of experience, these individuals have been an integral component to the success of Buhl Electric.



<i>John D Buhl, Owner</i>	<i>50 Years</i>
<i>John D Buhl Jr., President</i>	<i>22 Years</i>
<i>Christopher A Cippel, Vice President</i>	<i>36 Years</i>
<i>Donald W Sours, Vice President</i>	<i>46 Years</i>
<i>John J Kennedy</i>	<i>42 Years</i>



<i>Garland C Anderson</i>	<i>15 Years</i>
<i>John A Brewster</i>	<i>12 Years</i>
<i>C. Alan Brown</i>	<i>16 Years</i>
<i>George J Brozovich</i>	<i>23 Years</i>
<i>Steve L Buchanan</i>	<i>23 Years</i>
<i>Joseph P Donoghue</i>	<i>23 Years</i>
<i>"Goose" S Goolsby</i>	<i>16 Years</i>
<i>Robert G Haggerty Jr.</i>	<i>24 Years</i>
<i>James E Lawhorn</i>	<i>16 Years</i>
<i>Duy D Le</i>	<i>16 Years</i>
<i>Michele Lemieux</i>	<i>12 Years</i>
<i>Robert D Long</i>	<i>16 Years</i>
<i>Allen L Mallory</i>	<i>22 Years</i>
<i>Richard L McAllister</i>	<i>16 Years</i>
<i>Selman Morina</i>	<i>10 Years</i>
<i>Xhevdet Morina</i>	<i>10 Years</i>
<i>Jeffrey M Nicodemus</i>	<i>17 Years</i>
<i>Robert L Schmeltz</i>	<i>25 Years</i>
<i>Stan Stogdale</i>	<i>12 Years</i>
<i>William Swann</i>	<i>10 Years</i>
<i>Michael D Zaleski</i>	<i>22 Years</i>



THANK YOU FOR YOUR HARD WORK AND DEDICATION!

AWARDS! Buhl Electric Company has received a number of awards from our trade partners over the years.
Below is a sampling of those awards.

1977 Customer Relations Award
Northern Virginia
The Ryland Group, Inc.

1979 Quality and Workmanship Award
Southeast Area Central Virginia Region
The Ryland Group, Inc.

1984 Subcontractor of the Year -
Outstanding Customer Relations Award
Mid Atlantic Area Northern Virginia Division
The Ryland Group, Inc.

1986 Subcontractor of the Year - Customer Relations
Mid Atlantic Area Northern Virginia Division
The Ryland Group, Inc.

1988 Service Award
Mid Atlantic Area Northern Virginia Division
The Ryland Group, Inc.

1988 Subcontractor of the Year
Virginia Central
NVHomes

1989 Subcontractor of the Year
Virginia Central
NVHomes: an NVR Company

1989 Subcontractor of the Year - Scheduling Award
Virginia Central
NVHomes: an NVR Company

1990 Quality Subcontractor Award
Virginia/Southern Maryland Region West Fairfax Region
The Ryland Group, Inc.

1990 Subcontractor of the Year - Quality Award
Virginia North
NVHomes: an NVR Company

1991 Subcontractor of the Year - Customer Relations
Virginia/Southern Maryland Region Northern VA Division
The Ryland Group, Inc.

1992 Subcontractor of the Year - Service
Mid Atlantic Area Washington South Division
The Ryland Group, Inc.

1993 Scheduling Award
Virginia North
NVHomes

1993 Subcontractor of the Year - Customer Service
Mid Atlantic Area Washington South Division
The Ryland Group, Inc.

1995 Service Award
Virginia South
NVHomes

1995 Subcontractor of the Year
Virginia North
NVHomes

2001 Appreciation Award for over 20 Years of Service
Ryan Homes

2001 Subcontractor of the Year
Virginia South
NVHomes

2003 Award of Appreciation: South Riding
Toll Brothers

2003 Subcontractor of the Year: Commendation for Excellence
Brookfield Homes

2004 Construction Award for the Broadlands: for Stone Ridge
Van Metre Homes

2004 Subcontractor of the Year
Virginia South
NVHomes

2005 Potomac Branch Trade Partner of the Year:
Commendation for Excellence
Brookfield Homes

2005 Quality Award
Virginia West
NVHomes

2005 September, Outstanding Dedication & Commitment to
Christian Relief Services Homes for the Homeless
Beazer Homes & N.V.B.I.A.

2005 Subcontractor of the Year
Virginia North
NVHomes

2005 Subcontractor of the Year
Virginia South
NVHomes

Trivia Question:

What world leader came into power the year Buhl Electric was founded?



Answer: Fidel Castro

INTRODUCING BUHL'S NEW LOGOS

Buhl Electric is introducing 2 new logos to celebrate its 50th year. The 1st logo is a redesign of our classic Buhl circular logo that incorporates our trademark of the powerful hand holding the lightning bolts.



The 2nd logo is the next generation of Buhl that signifies strength and speed as Buhl powers into its 50th year.

The Buhl logo was originally designed by Dick Bryan an employee at Buhl in the 1960's. This logo was hand drawn on T-shirts and given to the employees.

Fun Fact: Have you ever noticed that the hand on the original Buhl Electric logo is sometimes right and sometimes left?



FUN FACTS ABOUT BUHL ELECTRIC:

- Buhl Electric has survived 5 recessions! And we have come out of each one stronger than we were before it.
- Buhl Electric is currently licensed to do business in 3 states, but we are working on getting licensed in 3 more states.
- To date Buhl Electric has wired approximately 80,000 units! At roughly 3,000 feet of wire per unit, that's 240 million feet of wire— 45,454 miles or two times around the earth!

SAVE THE DATE! On August 28, 2009, we will be having a bowling party to celebrate our 50th Anniversary! All employees are invited, so be ready to be in Chantilly that day.

Word Search: Use the clues to figure out what words to find in the puzzle.

B L B U A I Y V X H Q V J P D D P M L R W F A K D G V G E Q
 S C P V F G L I V Q T F U S Z I N Z E W U L U B B Q Q E C Y
 Y I L E S T J E D R M P L F R E D Q R H Y F V U K J F M I X
 F Y G B K T V N K G R M R O V V O W F L R U D W F N Q Q K X
 Z C H B L I W N X J W B C M N C K X U C W L L H U A R O K U
 U P H N T K B A F J I B F C Q R Y C O X D I O Y Y D N L N P
 R R H A Y S E Z A F C U U M P E F O Z S O G W V Y H J B O B
 X Z W P C U S I H R L S W E U G V W U A K P V F M A O G M Z
 C H W S M V I T K N J S T J N O S Y T D X K R P D F H Z J I
 H G C X B B S P L N R T G Q P T O M H W I Y Y M P J N F T X
 A I N Z E G C Z K Y W E R D P Q L R B W Z C L H U F B J I B
 R L I R T G G B N S C E B B R I T K W E S V A E L D U T P P
 L O W L O N I H A Q B L J W O W B G K Y Q Z N A M U H I N V
 O O R G L K T S H Y L L C K A M L T G H E W D V O P L U N Y
 T O X X L B N Z J Q O Z G R R Y A N H O M E S X J B C J E O
 T E A Z B O P T B W X D O J M M C J U J U T D Q W J J U C A
 E Q A V R J F Z M X N U N R Y B K W G O P S J K X Q J C M O
 S A O L O R U J J Q P U S P X N S I I N Z W I X A O E J Y
 V G H N T W L K K P Q Q O C L B B E F W S U M H C S R C P V
 I P R D H T I B S E E E Z D D L U S A Y B B U H V P A W U G
 L F L N E F W P E I H V L D U F R T P T T T N D P Y Y K G T
 L R W J R W F L F D O Z R G I Q G E W X I T L Z M A P C A Y
 E O Y D S K I L G N F P R U F M H R R S Y W T D T V M X T Y
 M H T Q P U G I J U L S P T V D K L W M W S K W O F G D D G
 S C X A D W E S T S H Q P U N L Q I D E W T M Z T Q O W H T
 X M M K X A P A R T M E N T S A H N E H X D Y E F S Y K J J
 H U C M W Y I S Y F K N D T S U G R E S I D E N T I A L Y
 G Q G C Z L J X C E J F S C P N I I X Q N G E T Q T S W U J
 U H J T W I L L I A M S B U R G R N Y B I L W P C C W J U G
 W O Q U S M M L O L M Y L I U A B F H T U X L M S D W G C Y

Clues for Word Search Words:

1. Location of original Buhl Electric shop
2. Owner of Buhl Electric
3. Location of Buhl's Corporate Office
4. Location of Buhl's first shop outside of Northern VA and WV
5. Type of Electrical work Buhl has historically done
6. Type of Electrical work Buhl has branched out into
7. Location of Buhl's newest branch
8. Location of Smith's Landing Apartments
9. Builder who Buhl works for at Dominion Valley
10. Builder who Buhl worked for in Sterling Park
11. One of Buhl's main builders in the 1970s
12. Builder that is building the apartments at Westwood Village just south of Richmond

Answers: 1. Vienna, 2. John Buhl, 3. Sterling, 4. Charlottesville, 5. Residential, 6. Apartments, 7. Williamsburg, 8. Blacksburg, 9. Toll Brothers, 10. US Steel, 11. Ryland, 12. Ryan Homes