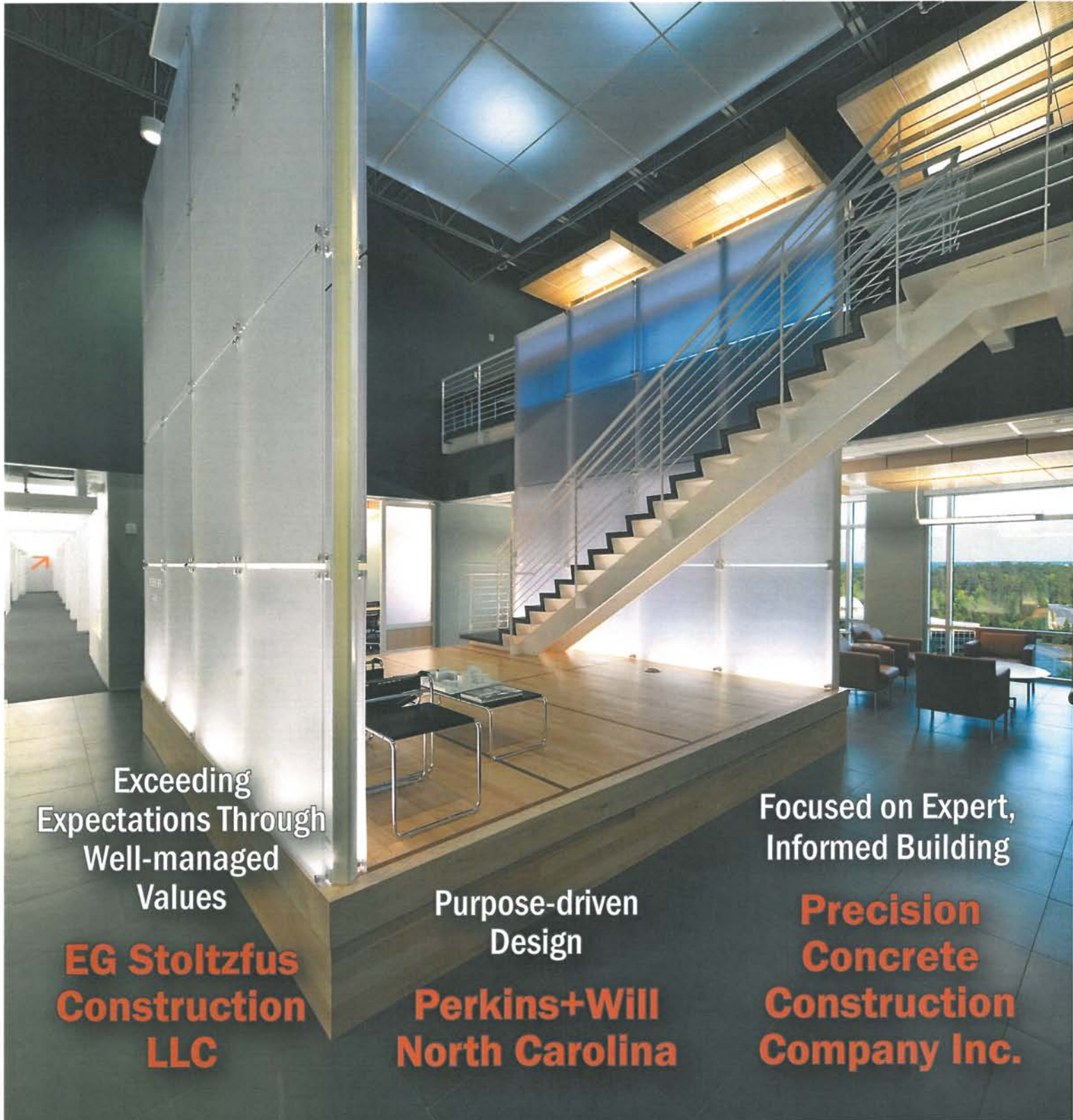


THE MAGAZINE FOR LEADING CONSTRUCTION EXECUTIVES

US **Builders** Review



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Kortman Electric Inc.

Impacting Arizona's Communities for Three Decades

Produced by Matt Duncan & Written by Sheryvonn Burrell

Kortman Electric Inc. (KEI) has been serving clients and communities throughout the state of Arizona since 1983, providing the very best in design assistance, value engineering and construction on over 300 projects. With a strong foundation built on the core values of integrity, excellence, craftsmanship, accountability and communication, KEI has established a reputation for excellence and superior craftsmanship that has placed the company at the top of its industry.

"You can only lose your integrity once in this business, then you are known for what you are known for," explains Kerwin Kortman, KEI's director of marketing and sales and son of company founder Roger Kortman, who turned a summer job in the 1950s into a career of managing an increasingly successful provider of new construction and retrofit systems in commercial and industrial settings.

With three decades in the industry, this second-generation family-owned business has become known for offering





Since 1989, Beneco has not only saved contractors millions of dollars in labor burden costs on prevailing wage projects but we have been the pioneer, forerunner, and advocate for contractors throughout the United States. We are privileged and proud to service Kortman Electric Inc.

Best wishes on your continued success!

The Beneco Family

electrical solutions at a fair price, and for backing those solutions with service and maintenance throughout their lifecycle. For KEI, the central focus has always been performance and client satisfaction, with the firm consistently evaluating its standards and working hard to ensure that its clients receive services and products that exceed their expectations. The company's designers and installation teams helm projects of any size from concept to completion, while KEI's responsive technicians expertly diagnose, locate and cost effectively repair problems with electric networks, whether on a residential scale or in complex facilities.



Beneco is the nationwide leader in providing solutions for contractors throughout the United States who perform projects that are subject to municipal, city, and state prevailing wage laws and the federal Davis-Bacon's and Service Contract Act's regulations and requirements. By saving millions of dollars in effectively applying fringe contributions, Beneco has helped position contractors to expand their ability to competitively bid, win public works projects, increase bottom line profits, attract and retain skilled employees and build secure financial retirements.

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For more information on Beneco's products and services, please call **800-657-4796**, email us at sales@beneco.com, or log on to www.beneco.com

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*Thanks, Kortman Electric,
for being a valuable partner
since 1983!*

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Yet, even with the KEI's current success, the company has not escaped the economic downturn unscathed. With construction one of the hardest hit industries in the state of Arizona, KEI has had to develop a new game plan to navigate the changing landscape and manage rising costs for such aspects of its business as prefabricated assemblies and components (necessary for custom-designing efficient installations).

"Material costs have been on the rise, specifically for your larger commodities like copper, petroleum-based products and pipe," explains Kortman. "I think we have had to get innovative in combating this as margins on projects are as much as 50-percent less than what they were two years ago."

Despite declines in markets like education, a mainstay for KEI, the company has made key adjustments that have yielded new opportunities.

"I think that opportunities are out there for those who look," says Kortman.

Patiently Progressive

Diversification of its services and the hard work of its 80 employees have allowed KEI to skillfully transition into sectors like healthcare, with projects ranging from hospitals and cardiac/critical care to back up power generation and lightning protection. Additionally, the company has been involved in solar power installations for over 10 years, both at off-grid and integrated grid-tie facilities. KEI has helmed projects for municipal buildings, life safety infrastructure, as well as systems for power generation sales; the included components have included photovoltaic panels, inverters, tracking arrays, elevated arrays, rooftop arrays, combiner boxes and switchgear upgrades. Throughout its efforts KEI's expertise and delivery methods include conceptual design and budgeting, design-bid-build, design-build, CMAR and preconstruction services.

Public safety sectors have also proved fruitful for the company, which contracts for governmental, municipal and utilities projects. A stand-out project for KEI is the three-year development project in the city of Surprise, Ariz. The company provided critical design assistance, which resulted in the construction of a public safety facility, a new city hall, a parking garage and a firing range.

KEI is also fast making a name for itself in sports and recreation, contributing its expertise on aquatic centers, amusement parks and the renovation of the Sky Dome at Northern Arizona University in Flagstaff, Ariz. In 2010,



KEI, alongside general contractor, Barton Mallow Company, assisted in the construction of the Goodyear Spring Training facility for the Cincinnati Reds and Cleveland Indians, a \$7 million project that involved extensive work on clubhouses and practice fields.

Educated on Achievement

Yet, despite having created new niches for itself in a multitude of arenas, including hospitality and building automation, KEI continues to keep its eye on the education market, an area that Kortman believes will ripe for improvement.

Until then, Kortman continues to pursue the continued growth of his company, a task made all the more easier thanks to the close relationships that the firm has established within the industry.

"We are a relationship-driven company," explains Kortman. Understanding that collaboration is integral to the completion of any project, KEI consistently teams up with general contractors, engineers, architects, owners and sub-contractors to produce establishments of the highest quality craftsmanship.

Just as important for KEI are its relationships with its key suppliers and distributors.

"We have a very close relationship with them," Kortman says proudly. "Having a good support team is critical to the success of not only the projects we deliver, but the success of our company as a whole."

With a strong set of core values, a network of trusted partners and a growing list of satisfied clients, Kortman Electric Inc. will no doubt continue to exceed its clients' expectations, and its own, extending itself into new and exciting arenas and mining out new opportunities for further generations. •