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# ELECTRICAL INSTALLATIONS INC.

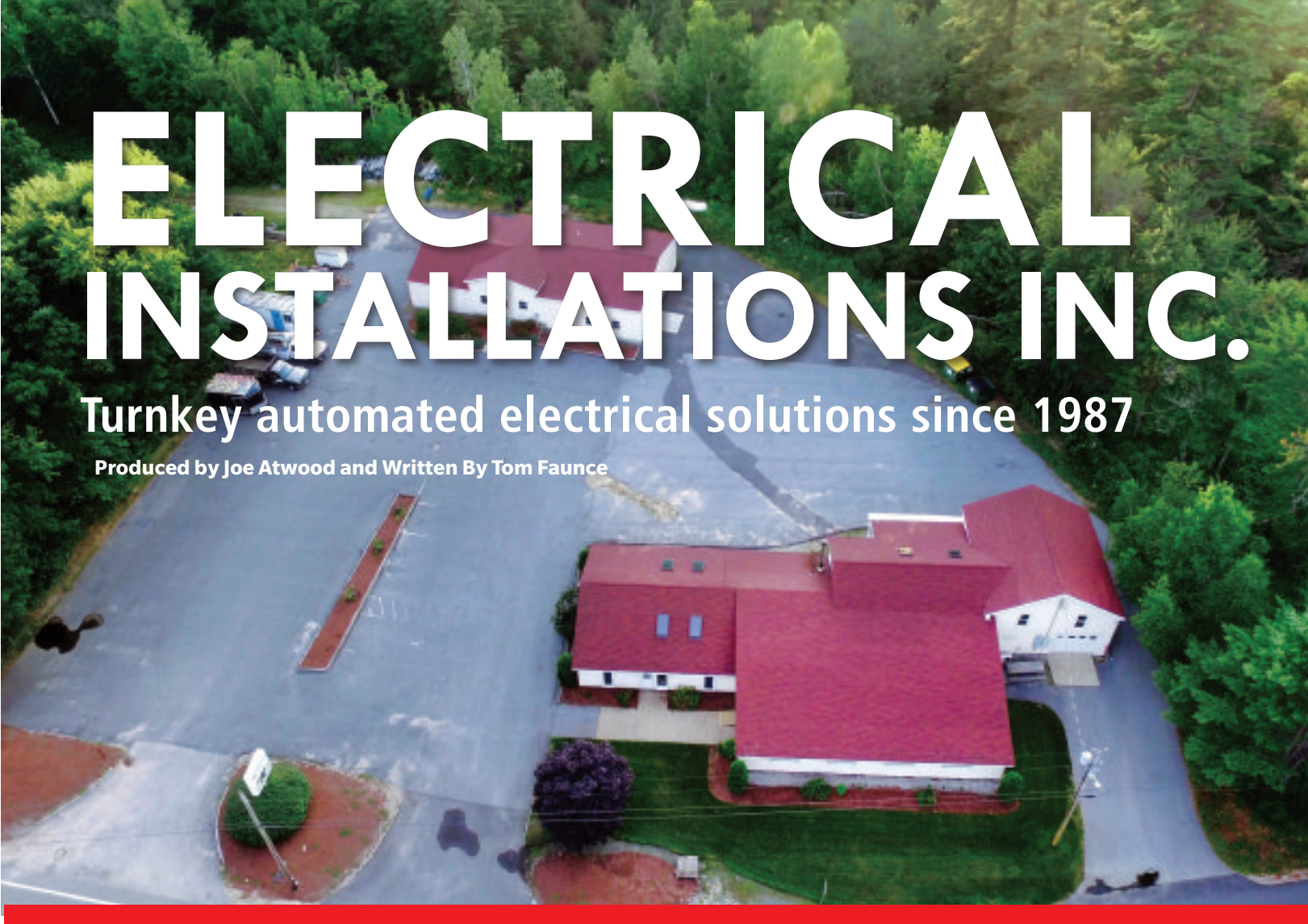
Turnkey automated electrical  
solutions since 1987



# ELECTRICAL INSTALLATIONS INC.

Turnkey automated electrical solutions since 1987

Produced by Joe Atwood and Written By Tom Faunce



**F**OUNDED IN 1987 by Charles Fritz, Electrical Installations Inc. has become a leader in the instrumentation and electrical industry. Specializing in systems integration, design and installation in control communications, telemetry and automation for water and wastewater treatment, Electrical Installations is headquartered in Moultonborough, New Hampshire, with a branch office in Westport, Massachusetts, and serves all of the surrounding New England states.

Electrical Installations began as an industrial electrical contractor and over the years, established a niche in the water and waste water industry. By combining the industrial electrical component of projects with instrumentation and controls, Electrical Installations provides a turnkey service to general contractors. “We really provide the advantage of performing two scopes of work with one contractor,” says Darlene Fritz, president and treasurer of Electrical Installations. “Normally the general contractors would have to outsource and coordinate these jobs with multiple contractors.”

## Ahead of the game

With the constant evolution of technology, Electrical Installations is constantly working to remain ahead of the game. “It’s what we enjoy doing,” says Fritz. The company utilizes its technological advances in its Moultonborough-based industrial control panel shop. This facility is a UL listed shop where Electrical Installations manufactures all the control panels that the company incorporates into its projects and supplies to others. “We fabricate the controls from start to finish,” Fritz details. “We also program the computer control systems which make it all work.”

Fritz says that working with the same vendors and engineers over the years has enabled the company to stay abreast of the latest technologies. “You have to keep your eyes and ears open and keep abreast of new technologies and innovations,” Fritz explains. “Our concentration is in water and wastewater treatment and we have gotten to the point where we know what works best with a particular application.”





At any given time, Electrical Installations will have numerous projects in the works throughout New England. Pennichuck Corporation, a large water utilities company based in Merrimack, New Hampshire, has been one of the company's top clients over the years. "We've been serving their power and automation needs for more than 20 years," says Fritz.

Using a Supervisory Control and Data Acquisition (SCADA) system, Electrical Installations is able to control and operate treatment plants, analytical instrumentation and pump stations, as well as receiving information remotely. "This all used to be done manually by a technician in a pickup truck," Fritz details. "We install the instruments to do the automation, which involves changing chemicals, rates of flow, tank levels, and things of that nature. All the information is communicated back to the main treatment plant via telemetry."

Fritz remembers a project that stands out as a personal favorite when Electrical Installations performed for the Winnepesaukee River Basin, which involved the main treatment plant. "It was a really big project but fun and interesting at the same time," recalls Fritz. The job included automating as many as 13 separate pump stations. "It was a challenge because of the number of stations which we had to automate to relay data back to treatment plant."



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**A strong team**

According to Fritz, the talented team of employees at the Electrical Installations is the reason for the success and longevity of the company. With 28 years in business under its belt, Electrical Installations has numerous employees with tenures between 15 to 20 years. "We have one employee who hit the 20-year mark in 2015," says Fritz. "We have annual meetings with everyone and





we make sure to recognize those milestones.” Fritz says that her responsibility to her staff is her motivation every day.

With 33 full-time employees, Electrical Installations has maintained strong retention. “We have been very fortunate to have such a great staff,” says Fritz. “We have a lot of long-term employees. We also have quite a few family members in the company and the long-term employees who aren’t technically related to us have become like family to us.”

As the company looks to the future, Electrical Installations has grown accustomed to its niche market. “We intend to maintain our place in the industry,” says Fritz. “Continued growth is good but we also don’t want to expand past the point of manageability. Making a real contribution to safe drinking water and a cleaner environment is very satisfying and makes work a pleasure.”

With cautious optimism on the economic outlook in the country, Fritz says that Electrical Installations is in a good spot within the industry. “There will always be a need to funnel funds in the direction of water and wastewater,” says Fritz. “It’s up to us to stay sharp and good at what we do.”

While the company continues to integrate innovative technology with quality service, Electrical Installations Inc. will continue to be a leader in water and wastewater automated systems. •

# COMPANY PROFILE



ESTABLISHED:

**1987**



PRESIDENT:

**DARLENE FRITZ**



EMPLOYEES:

**32**

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