

SULLIVAN ENGINEERING

March 2017 Newsletter

Dear Brian ,
The following is the latest edition of the Sullivan Engineering newsletter. This newsletter is being provided as a courtesy, based on our professional relationship. As always, your feedback and suggestions regarding this newsletter as well as requests for future topics are appreciated. Please feel free to email us at newsletter@sullivanengineeringllc.com.

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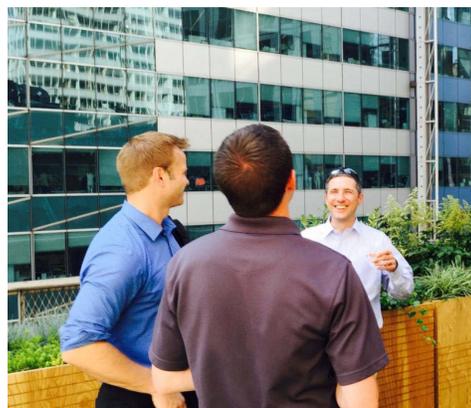
Quote of the Month

"If you want to succeed you should strike out on new paths, rather than travel the worn paths of accepted success."

- John Rockefeller

We're Hiring!

Sullivan Engineering continues to recruit team members with an entrepreneurial spirit that shares our [core values](#). We are currently looking for a [Project Manager](#) and [Business Development Associate](#). We encourage our employees to continue to grow personally and professionally through ongoing education, certifications and our recommended reading list. Being a growing firm, we encourage our employees to give input and suggestions that will help the company to grow and improve. Sullivan offers many opportunities to help employees find a voice and determine their own path. If we sound like a good fit for someone you know.





Dealing with Water Infiltration

By: Mike Lopez

For many NYC building residents, the visible evidence of water infiltration is an all too often occurrence. Bubbling plaster, peeling paint, discoloration, apparent mold, and even actively dripping water are all signs that there is probably an inherent building envelope issue. There's

always the possibility that water intrusion is the result of faulty internal plumbing or a leaking embedded steam pipe leak; however, in most cases roof or facade deficiencies are the root cause. In any case, it's important that residents don't ignore these telltale signs. Simply adopting them as conditions of the home, or ignoring them based on the assumption that they will somehow disappear is never the right way to proceed. If left uncorrected over prolonged periods of time, minor issues can turn into much more costly ones. The reality is that water infiltration will not simply disappear, but rather will continue, worsen and ultimately cause more significant damage.

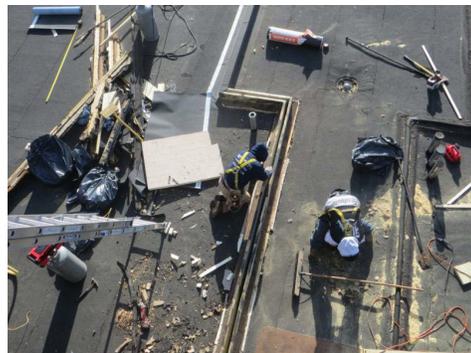
The good news is that we as [building envelope consultants](#) can assist you in investigating the cause of the leak, recommend a course of action, oversee the recommended repairs and follow up to confirm that the leak has been addressed. As they say, "[water will find the path of least resistance](#)," which means there may be one or multiple underlying problems.

[Read more](#)

Demolition. What to Expect

By: Joe Czaszynski

Once planning, design and permitting has been completed, the construction phase of a project can begin. This article outlines what to expect during the initial stage of a construction project - demolition.



Prior to the start of construction, a notification letter should be drafted and sent to the residents or occupants of any commercial or multi-dwelling residential property. This notification will outline where work will be taking

place (e.g. a site plan with highlighted work areas), the hours when work will be performed, the intended duration of the project, the necessary protection that will be installed, (e.g. a/c unit filters, plywood over windows), possible alternate parking or traffic patterns, and contact information should there be questions or emergency situations.

[Read more](#)



Introducing: Sean McPartland

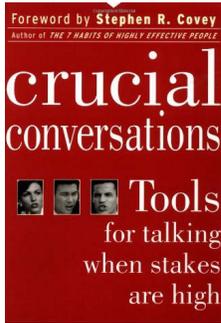
Sean brings more than 20 years experience in Project Management to the Sullivan Engineering Team. His experience dealing with numerous New York City and state agencies has made Sean a leader in the NYC construction industry. This veteran expertise, combined with his professional attitude, outstanding work ethic, excellent communication skills and problem solving ability make Sean an invaluable asset to both Sullivan Engineering and our clients.

Sean and his wife, Denise, married in 2003 and have been blessed with two beautiful children, Ryan, 10 and Emma, 5. Sean enjoys spending time with his family and socializing with friends (most of which revolves around his children's year-round sports activities). Sean also enjoys watching movies, biking with his family, skiing and golfing. He's a Mets, Giants and Rangers fan, and as an avid soccer enthusiast, he roots for the NYFC.

Recommendations from Our Sullivan Team

Recommended Reading

Crucial Conversations: Tools for Talking When the Stakes are High



By: Joseph Grenny, Ron McMillian, Kerry Patterson, Al Switzler
 Review By: *Rebecca Reilly*

Crucial Conversations offers excellent tips for controlling the outcomes of difficult conversations that at one time or another all of us must face at work or in our personal lives. Through varied and extremely relatable examples, the book shows how our behavior during these conversations can make or break the desired results. Even under the duress, we must be cognizant of our expressions, body language, tone of voice, etc. The authors stress the importance of directness in getting one's point across, especially when emotions are running high. Additionally, developing a mutual purpose during a conversation will encourage all parties to remain engaged in reaching an acceptable outcome.

One of my favorite theories in the book is that we create "stories" in our mind whenever we have an interaction. We create these even when performing mundane tasks. In our head, we envision the correct way of doing something in order to obtain the result we desire. Preparing your morning cup of coffee might be an example of this. However, in a stressful situation such as a difficult conversation, we need to refrain from creating a negative "story" about the others in the conversation. We should analyze the validity of our judgements, remain open minded and stick to the facts, so that our conversations and interactions during times of conflict, or when stakes are high, will be much more effective.

Recommended Restaurant

Rio Grande

160 E 38th Street

Review By: *Elizabeth Toomey*

On the border of Midtown East and Murray Hill, is a neighborhood staple called Rio Grande. This popular Tex-Mex restaurant spans the entire block between 38th Street and 3rd Avenue. Its expansive interior is divided into 2 sections, each with its own ambiance and vibe. The slightly mellower "Mexico" is perfect for a sit-down dinner, while the "Texas" side is often bustling with the after work crowd enjoying Happy Hour around the large horseshoe-shaped bar. And if your mood should change, you can walk through the kitchen to get to the other side. Both sections of the restaurant feature outdoor patios where patrons can sip margaritas in the warmer months. And speaking of margaritas...Rio Grande's are some of the best in the city, and come in a variety of flavors.



The traditional Tex-Mex menu options are solid, but the fresh guacamole prepared right at your table is a must! They will make it any way you like - spicy, mild, less onion, more cilantro, etc. Their calamari is excellent, and their steak nachos are to die for. Rio Grande is open for lunch and dinner, and serves up a great weekend brunch. And if you just don't feel like going out, Rio Grande delivers.

Recommended Application



Qapital Savings App

Review By: Jimmy Monahan

Qapital is another personal finance iOS App (Android coming soon) designed to help users save more money. Qapital automates savings; however, unlike your typical savings account, Qapital allows users to set up saving rules and designate them towards specific goals. You can set up a goal to save for an engagement ring, a down payment for a new car, or a future vacation. Now those rules that you established will automatically apply to that lump sum deposit you made. For example, a \$100 each week goes into that future vacation fund, while another rule simultaneously sets aside \$10 per week for a rainy-day fund.

Users can also set rules to transfer money from their linked checking/savings account should they spend less than they budgeted. If for example, you budget \$200 per month to spend on clothes, but this month you ended up only spending \$150. The remaining \$50 would then be transferred into your Qapital account as savings. And, since Qapital makes its money by accruing the interest off the money you save just like a traditional bank account, the app is absolutely free.

Photo of the Month



View from Bryant Park

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If you have any questions regarding this newsletter or any other topics that we have discussed please feel free to contact us at 973-706-8584 or via email at engineering@sullivanengineeringllc.com

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