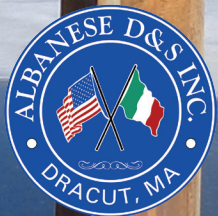


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CONSTRUCTION OUTLOOK

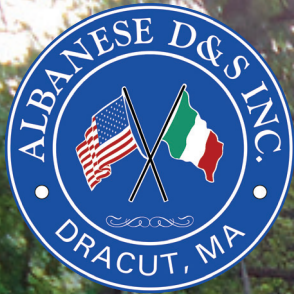
AUGUST, 2014



***Albanese D&S, Inc.
Takes on Challenging Projects***

***Rehabilitation of Drainage Outfall 061 for BWSC
Contract 11-309-006 in Charlestown, MA.***

CONTRACTOR MEMBER OF THE MONTH



AD&S removing support of excavation using the DaeDong excavator-mounted sheet pile vibratory hammer at the Concord/School Streets Sewer Improvements Project - Phase 1 in Framingham, MA.

Environmental Partners Project Manager, Paul Millett, and Town of Framingham Project Manager, James Barsanti provided this testimonial: "Albanese D&S committed their resources by working with the Owner and Engineer around the clock to complete this difficult project on budget and ahead of schedule. Albanese D&S were very responsive and they maintained a good working relationship with the Engineer and the Owner."



Albanese D&S, Inc. Takes on Challenging Projects

The story of Albanese D&S, Inc. and the company's success is undeniably tied to two men who had the drive, determination, and persistence to come to the United States from Italy, start a business, and make a good life for themselves and their families. The story of the men who built this company is much like the thousands of Italian immigrants who, in the early 1900s, left their families behind, traveled to the land of opportunity; made a success of themselves; saved their wages and then summoned their families to America...but with one important exception.

By the time Giovanni Albanese arrived in America in 1974 and settled with family members in and around Boston, many Italian-American immigrants were already established, and over generations had built business and construction empires. But before Giovanni could compete with them, he first had to learn the language, build up reserves and save the necessary capital to start a business. Undaunted by the challenge, Giovanni was determined to start a construction company right in the midst of the "giants" knowing in his heart that opportunities were still out there for people who were willing to work hard. He said, "...there was no job too small...no job too difficult, and nobody who could out-work me."

After working as an auto mechanic over the next four years, he and his brother Marco joined forces in 1978 to open Albanese Bros., Inc. They worked together for the next 13 years, mainly performing underground water and sewer construction projects. Albanese Bros, Inc. is currently under the leadership of Maria, Marcella, and Oto (Dino) Albanese.

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In 1991, Giovanni's desire to start another company came to fruition when he sold his share of the business to Marco, and with longtime childhood friend, Andrea Ciano, branched off to establish a new company, Albanese D&S, Inc. Andrea had immigrated to the United States, also from Avellino, Italy.

He and his brother, Angelo, operated two companies, Ciano Contractors and Avellino Well & Pump here in the States. With their combined wealth of construction knowledge, Giovanni and Andrea set out on their own and built Albanese D&S into a well-respected underground utility construction company with a reputation for taking on some of the most difficult and challenging projects. As proud of his company as he is, Giovanni is most proud that the two companies he helped start are still going strong.

Albanese D&S is a general contractor with strengths in underground water and sewer utility construction; building pump stations and culverts; installing mechanical piping; and the construction of small buildings. They also have enough experience to perform blasting and pile driving; install sheeting; and perform concrete work and road reconstruction.

Never Resting on Their Laurels, Equipment East LLC was Formed

Giovanni and Andrea did not rest on their laurels and were always looking for new opportunities. Over the years, the company purchased many pieces of construction equipment, and in 2009 a new company was formed...Equipment East LLC, a full service heavy equipment dealer offering a wide range of construction equipment for sale or rent. One of the more unique pieces of equipment available is the excavator mounted sheet pile vibratory hammer and milling services among a diverse fleet of trucks, loaders, and excavators.



One major project currently being worked on by AD&S is BWSC Contract 11-309-009 Dudley Square Sewer Separation Project

Lauds Employees' Dedication

When company President Giovanni was asked what makes his company unique, he was anxious to respond, "First I'd have to say it's the caliber and professionalism of our employees. Andrea has been there from the very beginning and his experience and dedication to our company is evident every day. As company Treasurer and Project Manager, he ultimately controls the profitability of the company and his attention to detail is unmistakable and unparalleled. Our experienced and skilled Vice President, Paul Scenna, is also very familiar with the construction industry. We count on him to keep us informed of the latest innovations in the industry, as well as being our company representative at Utility Contractors' Association of New England. We all believe in UCANE and its goals and Paul is presently moving up the ladder there and within the next few years he hopes to serve as UCANE President."

Safety is #1

Giovanni went on to say that, "One of UCANE's top priorities is, and has always been, safety. This falls in line with our motto that 'Safety is our #1 priority'. Safety is a priority with us and we try to reinforce this concept every day. I think over time, the company has proven that safety and proper planning leads to success. Our safety record is excellent and we plan to keep it that way.

Many people working for us are family members, or have been with us for almost 20 years. My wife Gilda is our Clerk and Office Manager. My son Giovanni, Jr., after spending some time in California, came back to Massachusetts to take on the position of Manager at Equipment East LLC, and my son Marco is Shop Manager for Albanese D&S, Inc. Andrea's son Andrea Jr. performs as General Superintendent/Project Manager. Andrea's son Pietro performs as a Project Manager and Estimator. So you can see that family is important to us, and a major part of our company. Also, we promote from within whenever possible so that each employee becomes part of our team. We respect each and every one of them as they will ultimately shape our future."



Everett Emergency Culvert Repair at Boston New Market Terminal (2012)

Albanese D&S Takes on Challenging Projects

Paul provided some insight into some of the company's more difficult jobs and how the problems were overcome. "I'd have to say that our DCR Cambridge Street Sewer Relief project in Worcester, MA was maybe one of our most difficult. The job required the installation of a new 54-inch RCP relief sewer; two cast-in-place junction chambers; dewatering; and the removal and replacement of an existing 30-inch water main on a highly traveled street; build a temporary roadway and sidewalk; add new drains while handling existing flows; and finally, perform road reconstruction." He went on to say, "The biggest challenge was casting a structure designed to divert flow from an existing 60-by-84-inch egg-shaped brick interceptor to a newly installed 54-inch reinforced concrete sewer main. We did this by building a flow-through apparatus to allow work to continue without the need for a large and costly bypass. The project was so difficult and the solution we came up with was so unique that

the project engineers, Weston & Sampson, made a presentation on this project at a New York NEWEA Conference."

Paul then showed a written testimonial given to the company by Weston & Sampson's Project Manager John C. Potts, which read in part, "I had the pleasure of working with Albanese D&S, Inc. of Dracut, MA on the DCR Cambridge Street Relief Sewer Project in Worcester, MA, ... their crews handled themselves in a very professional manner in dealing with the local businesses and residents. Their workmanship was equally good and the project was completed on time and on budget. In particular, I was extremely impressed with their ingenuity in handling the existing wastewater flows while constructing the junction chamber at the Cambridge Street end of the project. ... I would definitely recommend Albanese D&S for sewer work, especially projects with difficult or unique situations like this Worcester job."

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DCR Cambridge Street Sewer Relief Project, Worcester, MA



1. Casting concrete walls around the active 60-by-84-inch existing brick interceptor



3. Invert built and flow redirected to the new 54-inch RCP



2. AD&S installing a flow through apparatus



4. Casting the top slab of the new diversion chamber

Engineers Recognize Albanese D&S' Superior Performance and Ingenuity

After completing the MWRA Northern Intermediate High Stoneham-Reading (MA) Connection Project, Cori Barrett wrote this testimonial about Albanese D&S. "Albanese D&S, Inc. is a very capable contractor that has worked cooperatively with the MWRA in completing a number of water and sewer contracts. Each of these contracts was complex in that they occurred in difficult locations with various restrictions, yet Albanese D&S, Inc. successfully completed the work on schedule while minimizing disruptions to the local communities."

CDM Smith's Myles Johnson wrote this testimonial after work was completed on the \$14.5 million CSO Sewer Separation Project for the Lowell, MA Regional Wastewater Utility. "It was a fantastic professional and personal experience to work with the Albanese D&S staff on the LRWWU CSO Separation projects performed during the period from 2009 through 2011. AD&S was able to successfully execute these complex designed and rigorously mandated scheduled projects with absolutely minimal disruption to area residents and businesses. AD&S is indeed a shining example of a UCANE contractor with diverse construction knowledge and capabilities."

Mark Young Executive Director of Lowell Regional Wastewater Utility provided the following testimonial. "Albanese D&S, Inc. (AD&S) completed CSO Sewer Separation Program-Lincoln St. West (Part 2), Wellman St. (Part 2) & Sewer Areas 24 & 25 – Contract 09-01 and Cabot St. Area & Gorham St. North Area Sewer Separation- Contract 10-01.

The above-mentioned contracts combined were equal to \$14.5 Million. \$3 Million of the 2010 contract was slated to be constructed within the UMASS Lowell campus between July and August of 2010. By the time students came back to their dorm rooms at the end of August, the project was complete, sidewalks were replaced, roads were paved and the grass was growing. As part of the separation program and within AD&S' 2009 contract, LRWWU offered its residents the installation of internal piping work for inflow disconnections,

sump pumps and external piping to the mainline drain. At the beginning of the project very few responded to the City's offer, until of course the infamous Mother's Day storm occurred. In the end, approximately 300 sump pumps were installed with the associated piping. Whether working in the street or in private residences, AD&S acted professionally and efficiently.

LRWWU was pleased with the execution, quality and overall outcome of both projects. LRWWU, CDM Smith, and AD&S made a great team, which led to a successful completion of both projects. It was a pleasure working with Mr. Albanese, Mr. Ciano, Mr. Scenna, and their great team of hard working and talented employees."

UCANE is proud to count Albanese D&S, Inc. as a valued member of our Association since 1992. Our Officers, Board, and Staff want to wish them continued growth and success in the future. ■



Lowell Regional Wastewater Utility – Cabot Street Area Sewer Separation Contract 10-01 Father Morissette Boulevard (2010)



Lowell Regional Wastewater Utility – Cabot Street Area Sewer Separation Contract 10-01 Headwall at the Merrimack River – UMASS Campus (2010)



MWRA Northern Intermediate High Stoneham-Reading Connection (2011)