



OUR MISSION:

Danella installs, maintains and supports the nation's infrastructure. Our strong reputation, coupled with our resources, financial stability and industry knowledge positions Danella to exceed customer expectations while achieving a fair return on the delivered value. We accomplish our mission by investing in the development and success of our employees. Pride in everything we do® is the Danella guiding principle.



Corporate Headquarters:

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www.danella.com

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- twitter.com/danellaco
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- You bit.ly/2iWV6WQ

Danella Pride strives for fair representation and accuracy, publishing all information received, and reserving the right to edit for space or style. Send any corrections or news to news@danella.com to be included in upcoming issues.

A MESSAGE FROM THE SENIOR VICE PRESIDENT

Golfing, installing gas mains, fishing, trenching conduit, gardening, pulling fiber, baseball and excavating steam lines are all fun things to do during the summer months. Most of the recreational activities, we simply put away for the winter. The work keeps on going and the conditions can be very difficult. Thank you to our workforce for being out there braving the elements and completing quality work in a safe



manner through the winter weather. We know it's not easy and takes layers and layers of clothing and we appreciate your efforts!

2017 promises to be an action-packed year for Danella Companies! Our industry is busting at the seams with work opportunities and the quantity of work we acquire will only be limited by the abilities and capacity of our people to perform the work, and our ability to outperform the competition.

Our people are our most important resource. Providing training and development for everyone, is the key to getting the most out of the opportunities available to us. Training takes many forms, both formal and informal. For the field workforce, it includes on the job training where an experienced worker is showing "the new guy" how to handle a tool or perform a task correctly and safely. We also have classroom training such as orientation, confined space, excavation competent person, gas operator qualification, foreman training, etc. available to build employees' expertise. If training can benefit your job, be sure to ask your supervisor when the next class will be held.

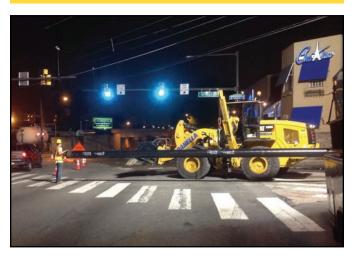
We have partnered with a strategic growth company, Inspirit Growth, and with their help, are implementing a performance assessment and development tool called Predictive Index (PI). After completing a short survey, the PI Assessment provides a summary of each individual's drives, needs and behaviors. With these insights, we can create a personal development plan for each employee to help them maximize their productivity, effectiveness, and job satisfaction. It will take time for the initiative to spread through Danella, but this support will be available to help us work more effectively together.

Every day, someone is trying to take the work we have. To outperform the competition, we have to provide the best value to our customers. Value is driven by pricing and our ability to meet our commitments, perform in a professional manner, represent our customers to the general public, provide a quality product and complete the work without any injuries or damaged property. Thank you to everyone for your efforts in helping us demonstrate that we take "Pride in everything we do."!

John Bass Senior Vice President / Construction

QUICK NOTES

PHOTO CONTEST



OVERALL WINNER:

Bill Sorenson, DCC-PA, Foreman Gas main installation in Philadelphia, PA



RUNNER UP:

Ed Easley, DCC-CT, General Manager Steel gas main crossing of the Housatonic River, CT

Want to see your photos in the next issue of Danella Pride?

Send your high-quality photos, featuring our logo and work, to **news@danella.com** and have a chance to win! The overall winner is given a \$100 gift card and the runner-up a \$50 gift card.

Have an update or note? Send it to news@danella.com.

- > Danella's **Benefits Open Enrollment** period for nonunion full-time employees will be available soon. Open enrollment is held once per year and allows employees to enroll or to make changes to their health, dental, flexible spending, and AFLAC benefits. Changes made during the open enrollment period will go into effect April 1, 2017, and remain current for a year unless a qualifying event occurs. Keep an eye out for your open enrollment packets.
- > Recently the second annual **Weight Loss Challenge** finished with a total of 534.5 lbs lost. That is an average of 7.38 lbs or 3.28% of body weight. Overall, DCC-FL/AL was the divisional winner with the greatest percent of body weight lost. The top three individual winners are:
 - Mary Jane Werner, Pensacola, FL (DCC-FL (North))
 - Rae DeAntonio, Plymouth Meeting, PA (DCC-PA)
 - Joel Rice, Madison, AL (DCC-AL)
- > Join Danella Rental Systems, Inc. at the annual **Danella**Auction on April 22, 2017. More information will be available at danella.com as the date approaches.
- > Safety Tip: Remember to test the atmosphere's air quality when required, it can save your life! Without proper atmospheric testing, fires, explosions, and toxic fumes entering your air/blood stream could have life-threatening consequences.
- > IT Reminder: Danella has implemented a new spam filter named Barracuda. Please be aware that all company-level white/black lists have been migrated, however, personal lists have not. Emails can be added or blocked by clicking the whitelist/blacklist link at the bottom of your Spam report email. Any issues contact Omega at helpdesk@omegapa.com.

IN MEMORIAM

Benjamin Reeder, a Danella Line Services foreman (Delaware) passed away suddenly on November 2, 2016, at his home in Cecilton, MD. A laborer and installer for over 48 years, DLSI was fortunate to call him one of our own for 8 years. Ben enjoyed his job, and in his free



time was a volunteer firefighter, avid CB radio handler, and collector of firetrucks. He is survived by his wife of 45 years, Cornelia, three children, and family.



DANELLA STORM RESTORATION HERE TO HELP 24/7

Located out of Danella's Corporate Headquarters in Plymouth Meeting, PA, the Storm Restoration Team (Danella Power Services) is an important part of helping the community when extreme weather events happen. Danella provides 24 hour a day, 365 days a year availability for storm mobilization. We can do so thanks to the dedication of our Operation Managers Frank Renner and Eric Moody who are always available to respond to a dispatch request.

Such was the case this past October when Hurricane Matthew (Category 5) made landfall, slamming the Southern US Coast. Called to assist in power restoration of the Daytona, FL region, the Storm Restoration crew helped to restore power to over 1 million households in all of Florida. The storm, which continued up into Georgia, South Carolina, and North Carolina, impacted close to one million additional households.

Danella crews worked through the night for almost a week to help the people of Florida regain power. However, the damage wasn't as bad as previous hurricanes like Andrew (1992) and Wilma (2005). Frank Renner explained that "As a hurricane, Matthew was pretty minor, although our crews did encounter some hard-hit areas, the mass devastation was just not there as previous hurricanes."

It is important to note, though, that the Danella Storm Restoration Team does not just go to sunny Florida, but also into the cold temperatures of the Northeast and beyond. Our equipment and our qualified teams are trained and prepared to safely respond to any condition, no matter how harsh, that could result in a loss of power. The Danella team takes pride in being a contractor of choice for all utilities in their time of need.



THANK YOU, STORM CREWS!

"Thank you, Danella! I live in Edgewater, FL and you all worked so hard in our area to get our power back on. Greatly appreciated!"

- Catherine F.

"Up here in Maine, Danella is a household name. We continue to be thankful and appreciative of your company for coming to Maine a few Christmases ago to restore power after a blizzard that left most households powerless for several days... Danella was doing work on my road and power was restored at 2AM on Christmas Day, making our holiday a safe and happy one!"

- Tricia R.

With the capability to dispatch 50 distribution crews of IBEW Journeymen Lineman, the Danella Storm Restoration Team is able to help customers without power, quickly and safely. The large fleet of equipment, comprised of bucket trucks, digger trucks, and rear property machines, is ready to deploy at a moment's notice.

Want to learn more about the storm crew? Check out our newest YouTube video outlining their trip to Florida at bit.ly/2iWV6WQ.

Source: The Weather Channel, weather.com



Jacksonville, FL: Our Work with AT&T

Since 1991, Danella Construction of Florida has worked with AT&T to complete a master contract for overall maintenance of communication line and fiber optics in Northeast Florida.

With area manager Clint Dodson leading almost 20 crews at the peak of construction, Danella is working to support the overall maintenance of AT&T lines, splice pits, emergency restoration, telephone pole installations, trenching, boring, duct proofing, and hand hole installations.

"The work we are providing—the laborers and equipment—is helping to build the future of communication systems for families and businesses," Dodson comments. "Often we are converting these locations over to fiber which is capable of handling entertainment and video."

Along with the master contract, in 2016, Danella added a contract to support AT&T "Fiber to the Home" (FTTH) for Northeast Florida, with coverage area from south of Daytona to the Florida-Georgia line. FTTH is meant to build out and support higher internet speeds for AT&T customers, over a 100% fiber optic network. This work often means replacing and upgrading existing fiber networks in places that are only capable of audio to fiber optic for visual/video. The upgrade process also includes "Light Speed," a subproject replacing copper lines, installing future ducts and fiber for AT&T customers.

In 2016 alone, Dodson's crews installed over 7 million feet of FTTH in the contract area. 2017 is expected to be a busier year for installation. Congratulations are in order to the crews for this great accomplishment!



Determination and perseverance are two qualities that describe Danella as a company, but also describe many of our employees. One employee is Leonel Matos, a Fiber Optics Supervisor for Danella Construction Florida, who has been with the company for 10 years. Leonel's co-workers often comment on his determination, perseverance, and knowledge. He describes these traits best in recapping a difficult project in Port Canaveral, FL: "Determination and perseverance play a huge role in satisfying our customers' needs and proving that Danella can be counted on even when the odds are against us."

Coming from Cuba with a degree in architecture, Leonel was determined to find a career that utilized his analytical mind while also working with cutting-edge technology. His passion for continued learning drew him to the communication infrastructure field, most notably fiber optics, because of the discipline and precision it takes to complete a job. Danella encourages Leonel to continue training to stay current within the field, by sending him to industry leading training seminars.

Before coming to Danella, Leonel worked within the communications field for the cable company Bright House Networks. There, he got his start in fiber optics as an installer and service tech, quickly becoming a supervisor; he also met his wife of 16 years. When his family relocated to Melbourne, FL, Leonel was looking to stay in the same field and Danella was the perfect fit.

Every day Leonel has something different to look forward to, whether it be supervising sub-contractors or Danella construction crews, to working on the placement of communications lines that he himself splices and tests. With his job often dictating night work and long hours, he enjoys those moments when he can survey locations for future jobs, help assist customers in effective solutions, or just have time to read or watch a movie in his spare time.

One job is never the same, so precise notes and information on locations are invaluable when troubleshooting problems. As Leonel explains, "If you do not follow the exact procedures, it can cost you and the customer hours of revenue." These precise notes have come in handy many times, especially when Port Canaveral lost all communications because of a pylon severing their main feed underwater. Leonel stated that "The Port Authorities had given up hope of a quick restoration of the service, due to the nature of the damage. New lines would have to be laid underwater, taking weeks to accomplish. I took a chance and troubleshot all lines that had been abandoned, finding enough fiber to restore their service."

Leonel's work, like many of our employees, is essential to keeping the US infrastructure up and running. When asked what he wished others knew about Danella, Leonel spoke of how we, as a company, work together to accomplish the goal of providing our customers with the best service possible. Additionally, he noted how we help each other locally, as well as across the nation. By helping each other as a company, Danella continues to grow, and we hope employees like Leonel continue to expand their knowledge about their chosen fields.

Nominate one of your co-workers! Email news@danella.com with why they should be interviewed.

Our Role: Offshore Wind Power

A staple of energy production in Europe, offshore wind power generation has helped reduce the environmental impact of other energy sources (e.g. diesel and coal generators). Interest in offshore wind power has picked up speed within the last several years in the United States, with technology finally making its way to the US in 2016 through the Block Island Wind Farm project (Block Island, RI).

As a contractor for National Grid and Deep Water Wind (Providence, RI), Danella Power Services completed work on the island and mainland to connect the turbines to Block Island. The five turbines not only power the island, but produce additional power to be used in New England homes. The wind turbines remove Block Island's reliance on often-problematic diesel engines that have powered the island for the past 100



years. This helps reduce carbon dioxide emissions by about 40,000 tons per year compared to other energy sources (*The NY Times*, Dec. 2016, America's First Offshore Wind Farm Spins to Life).

Continued Page 8: The Block Island Wind Project

SAFETY

STAYING SAFE OFF THE CLOCK



Barry UrbanDivision Safety Manager
Danella Line Services, Inc.

Most of us look at home as our "safe place," a place where we can relax and not have to worry about getting injured or killed. But did you know that in

2014, more than 136,000 Americans, died from unintentional injuries that took place in the home? Unintentional injuries, no matter what magnitude, result in an average of 21 million medical visits each year at a cost of \$220 billion dollars.

The leading cause of home injury deaths is poisoning (e.g. prescription drug overdoses, radon gas, carbon monoxide, lead poisoning), leading to nearly 47,000 fatalities every year. A great way to reduce this number is by keeping all cleaning supplies and medications locked up and out of the reach of children. Working toxic gas detectors and smoke alarms can also help to detect unsafe conditions in the home.

Falls are another leading cause of home injuries and deaths; especially for the elderly. In 2013, it was the number one killer for those over 71 years of age, claiming more than 29,000 lives. Aging can be a contributing factor to falls but they are most often caused by clutter and slippery surfaces. You can help reduce these types of home accidents by clearing clutter, safe-proofing stairs, installing grab bars and non-slip surfaces in bathrooms, eliminating slippery throw rugs, and removing trip hazards.

Like the elderly, children also have a high risk for at-home injuries and accidents. More than 3.4 million children are hurt and 2,300 killed per year from preventable home injuries and accidents. Drowning was the leading cause of death in 2015 for children between the ages of 1 and 2, and second for ages 3 to 6. Children can drown in as little as 2 inches of water and should be supervised when near water or even bathing.

Another major cause of childhood deaths is choking. Young children will put almost anything in their mouths which can quickly lead to blocked airways. Small toys and hard candies top the list of choking hazards for children. Learning how to do abdominal thrusts, (Heimlich maneuver), can be a life saver for children and adults alike.

There are many more safety hazards that could be lurking in our homes. If we eliminate them one at a time, we can truly make home a "safe place."

Source: National Safety Council, nsc.org



HEALTH & WELLNESS

February: Heart Health Awareness

Robin Bender

Benefits Administrator & Wellness Coordinator

In the United States, heart disease is the leading cause of deaths for both men and women. Every year, 1 in 4 deaths are caused by heart disease (*US Department of Health and Human Services*). These numbers

are so significant that in 1964, President Lyndon Johnson proclaimed February as American Heart Month. At that time Johnson stated in the proclamation:

...diseases of the heart and the circulatory system are responsible for over one-half the deaths occurring annually... [and] it is essential to the health and well-being of our nation that our citizens be made aware of the medical, social, and economic aspects of the problem of cardiovascular diseases, and the measures being taken to combat them.

President Johnson ended the proclamation by urging citizens to support programs trying to bring a solution to the nationwide problem of heart disease.

Since President Johnson's proclamation, February has been the time to bring awareness to the American people of the seriousness of heart disease. Many of us know someone who has been afflicted with heart disease and may have personally been affected. I am one, I lost my dad when I was twelve years old and he was only 44. Times have changed, with better

research and medications available today. However, you still need to take charge of your heart and your risk factors to prevent death.

Some risk factors cannot be controlled or changed like age and heredity—a child of a parent with heart disease and African Americans are more likely to develop heart disease—but don't use that as an excuse. There are many factors that can be controlled:

- Smoking & reducing exposure to second-hand smoke
- High cholesterol
- High blood pressure
- Getting plenty of exercise
- Maintaining a healthy weight
- Controlling blood sugar



Danella participates in American

Hearth Month by sending information sheets to all employees in their paycheck envelope, holding seminars, and participating

in their paycheck envelope, holding seminars, and participating in National Wear Red Day[®], which is the first Friday of February. On National Wear Red Day[®] we encourage all employees to wear red as a symbol of their support for heart health. See more at danella.com/news.

We urge all our employees to take their heart heath seriously and to take control. There are many sources available including the American Heart Association (www.heart.org), BHSOnline, and Heath Advocate.

CONTINUED PG. 7: THE BLOCK ISLAND WIND PROJECT

From April till the end of November 2016, Danella crews worked on this project, laying on land, underground cables, aerial cables, and switches. The project included the laying of over 3.5 miles of 1000 mcm three-phase cable on the mainland, including over 87 splices, while also laying an additional 1.5 miles of 1000 mcm three-phase cable on Block Island. Crews also worked to improve overhead distribution, running 800 feet of dual circuit 477 overhead line.

"It was a challenge working out on the island," Frank Renner, Operations Manager recapped. "The task of mobilizing and demobilizing with the use of the ferry often resulted in some challenges. But overall it was a positive experience of working on this historic project. We helped provide a much-needed upgrade to the 21st century for a town that hasn't seen many electrical or technical upgrades in the last 70 years."

In terms of wind generators, the Atlantic coastline is perfect for US wind turbines to be placed. Increased government support in recent years, for offshore wind power generation and funding, could lead to more wind farms being commonplace in the next decade.

WELLNESS SUPPORT

Danella's Employee Assistance Program (EAP) provider, Health Advocate, is available 24/7 to assist employees and their families with medical, claims, mental health, and financial questions. This free benefit is available to all employees. Call (866)799-2728 for support today. In addition, Danella's wellness partner can also be reached at (877)935-5262 or coach@bhsonline.com.

TECHNOLOGY

WEB SECURITY: PHISHING... DON'T BITE!



Pamela Townsend Chief Information Officer

No doubt you have heard in the news about major cybersecurity breaches at big companies like Target, Home Depot, and Yahoo. Many of these cybersecurity

breaches can be traced back to an email phishing attack.

As a method employed by individuals, groups, or even countries to obtain confidential or proprietary information, phishing is meant to gain information such as credit card and social security numbers. Once obtained, this information is used for fraudulent activity against an individual or company.

Phishing emails often contain malware (malicious software) that is downloaded onto your computer or network when you click on an attachment or link. One breach and this malware increases the risk of attack to the whole company, even though it may not be detected for an extended period of time.

The Federal Trade Commission (FTC) website highlights several common examples of phishing Email Messages:

- "We suspect an unauthorized transaction on your account.

 To ensure that your account is not compromised, please click the link below and confirm your identity."
- "During our regular verification of accounts, we couldn't verify your information. Please click here to update and verify your information."
- "Our records indicate that your account was overcharged. You must call us within 7 days to receive your refund."

You may have received a similar message. Hopefully, you immediately recognized it as phishing and deleted it without responding or clicking on any link or attachment.



Spear phishing, another type of phishing email attack, is often harder to recognize. This email targets a specific individual and appears to come from a reliable source, containing enough information to make it believable. However, if you look closer you may see that the sender's email address is misspelled or @ gmail.com.

Be mindful, if anything seems out of the ordinary, stop and investigate further before clicking on a link or attachment. Ask yourself, "Is it from someone I know? Do I recognize the sender's email address? Is this an unusual request from this person?" If you sense anything that doesn't seem right, DO NOT click on a link or attachment. Either delete the message or contact Omega to investigate further. It is better to be cautious and have Omega look at a possible phishing email than assume it is legitimate, only to find out it infected the network with malware.

Phishing is a continual threat that is not going away in our personal and professional lives. When it comes to the security of the company network, the old adage, "a chain is only as strong as its weakest link," is true. IT deploys various software tools and policies to block, detect, and reduce this risk, but an important component of security is the vigilance of each employee.

UP-AND-COMING EXECUTIVES MEETING

Up-and-coming future Danella executives from Danella Construction of New York and Connecticut met in October of 2016, at Corporate Headquarters to discuss their growth potential within the company. Round table discussions with Jim Danella (CEO), Dennis Daly (President), and John Bass (Senior VP of Construction), highlighted the work that the company is currently doing and how these up-



and-coming executives will help shape the company in the future. Pictured left to right are: Tim Leff (Chief Engineer, DCC-NY), Peter V. Mazzari (Project Manager, DCC-CT), Sean Muirhead (Project Engineer, DCC-NY), Jim Danella, Peter A. Mazzari (VP, DCC-NY/DCC-CT), David Lopes (Business Administrator, DCC-NY), and Chris Lambrinakos (Project Engineer, DCC-CT).

DIVISION UPDATES

Get caught up on our divisions and the work they do to support our nation's infrastructure.

Danella Construction, Inc. (DCI)

- > Continuing to work on expanding America's infrastructure, DCI is currently installing fiber optic network from Richmond, VA to Washington, DC for CenturyLink. The project which started in 2015, runs along CSX tracks and is expected to be complete in April 2017.
- > DCI is also finishing up a 3-mile fiber optic buildout in Kernersville, North Carolina for AT&T.

Danella Construction of Alabama, Inc. (DCC-AL)

> DCC-AL welcomes Greg Thomas to the team as a manager for the AT&T contract. Working out of the Madison, AL office, Greg has 24+ years experience in the construction field, specifically communications underground wiring.

Danella Construction of CT, Inc. (DCC-CT)

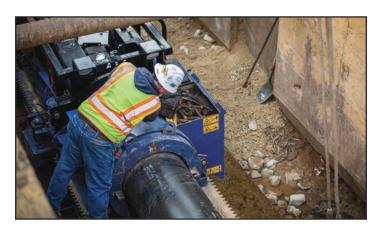
- > Together with Danella Construction of NY, DCC-CT hosted their annual Christmas party. See more under NY.
- > For the first several weeks of the new year, DCC-CT has been focusing on certifications, qualifications, and updating crew members to new construction standards.
- > The construction 2017 season began with crews working on several Eversource Projects and starting to pre-plan for a 13,000 feet installation of a 6" plastic main in Norwalk, CT. With many projects slated for this year, DCC-CT is hoping to expand with the intention of adding crews by June.

Danella Construction Corp. of FL, Inc. (DCC-FL)

- > Ground has been broken and construction started on the new 7000 sq. ft. FL Headquarters in Melbourne. Completion is set for early summer 2017, with the building serving as a central location for operations and accounting.
- > DCC-FL was recently awarded and signed a contract with Putnam County, effective January 2017, to design and build a fiber optic network connecting various county buildings. The project is expected to run throughout 2017.

Danella Construction of NY (DCC-NY)

> On December 10th, Vice-President Peter Mazzari, hosted an annual Christmas party for employees and their families at the Portuguese-American Cultural Center in Tarrytown, NY. Over 550 individuals experienced a festive night of live music and an appearance by Santa Claus. Peter places great importance on family. His continued support of Danella employees and their families, plays a major role in team building, which is key to making "Pride in Everything We Do®" a success.



Danella Construction Corp. of PA (DCC-PA)

- > The DCCPA team recently completed two large diameter jack and bores under three (3) potentially unstable and corroded 60" water mains that supply 30% of the city of Philadelphia's water. This task was met with many obstacles that through complex safety reviews, site management, and hard work, the team was able to successfully complete without incident.
- > DCC-PA was a sponsor of Cradles to Crayon's Annual Gear Up for Winter Un-Gala and wrapping session. The event was a great time, celebrating Cradles to Crayons' work in the Philadelphia area supporting 10,000 local children this winter with warm clothing.
- > The PA team welcomes Kate Overcash, billing specialist.

Danella Line Services Company, Inc. (DLSI)

> DLSI has recently won several contracts throughout the Northeast including work for AT&T, Verizon, and Zayo. Jobs are primarily located in the Newark, DE, Philadelphia, PA, and Syracuse, NY areas.

Danella Power Services (DPS)

> In the last several months, the Storm Restoration Team has been deployed to several severe weather events, most notably Hurricane Matthew in Florida. See the recap and learn more about the Storm Team on page 4.

DIVISION UPDATES

Danella Rail Services Corp (DRSC)

- > DRSC continues several contracts, including a three-year surfacing contract for Florida East Coast Railroad (FEC) and a five-year car shifting and track repair contract with Ashland Chemical in Houston, TX.
- > A rail maintenance contract was reached with Brightline for the new "All Aboard Florida" passage train service in West Palm Beach, FL.
- > DRSC worked with Danella Rental Systems to win an annual equipment rental and operator contract with Miami-Dade County, FL. The team was also successful in obtaining a master service agreement with Archer Western on the "All Aboard Florida" rail project for rental of surfacing equipment and rail products. When our divisions work together for the benefit of the Company, the whole really is greater than the sum of its parts.
- > DRSC is in the process of relocating from Houston, TX to Beaumont, TX to better serve their current customers and aggressively target the growing opportunities in Louisiana.

Danella Rental Systems, Inc. (DRSI)

- > With the recent completion of the Alan Wood Road facility in Conshohocken, PA, demolition and leveling has started at the Conshohocken Road facility. The site will still be used as Danella's auction site.
- > Join DRSI at the annual Danella Auction on April 22, 2017, to purchase high-quality used equipment. More information will be available at danella.com as the date approaches.



Danella Utility Construction, Inc. (DUCI)

- > DUCI joined in on the holiday giving, gifting new toys to 21 children at the Downtown Miami Charter School, as part of a toy drive organized by the Miami-Dade Police Department (photo above).
- > The overhead to underground project for the Town of Palm Beach is successfully underway with hopes that DUCI's expertise and efficiency will lead to a ten-year project.

> DUCI would like to welcome Emmitt Liggins, III as a foreman. Emmitt has over 18 years of underground construction experience.

J. Daniel & Company, Inc. (J. Daniel)

> J. Daniel is proud to introduce the newest graduating classes of our in-house OSHA 10 and OSHA 30 training courses (pictures below). As a continued effort to improve safety, Safety Manager, John Tuerck, an authorized OSHA Outreach Trainer, has worked with J. Daniel crews. Tuerck's work gives J. Daniel an advantage over several area competitors. His work continues to reflect "Pride in Everything We Do®".



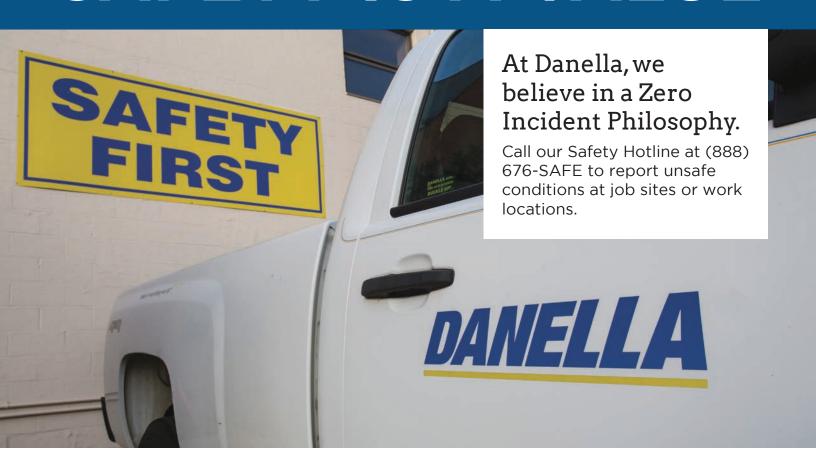


CORPORATE UPDATE

- > Over the last several months two new employees— Sean Duffy (DLSI Controller) and Jennifer Smugeresky (Executive Assistant to James D. Danella) — have joined our team at corporate in Plymouth Meeting, PA.
- > Thank you to all those that helped make the twelfth year of The Danella Christmas Project a success. The project which helped bring smiles to 600 children of Philadelphia, would not be possible without donations from Danella employees, supporters, friends, and vendors. As a company, a big thank you goes out to Cheryl Guffey and Robin Bender, who head the project's committee. Check out danella.com/news for more info.



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www.danella.com

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