



# **DANELLA<sup>®</sup>** **PRIDE**

Vol. 1.0 | Fall 2016

## **OUR NEW FACILITY**

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**EMPLOYEE  
SPOTLIGHT:  
Chris Straubel  
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## 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.



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# A MESSAGE FROM OUR CHAIRMAN/CEO

Welcome to the first issue of our new newsletter, appropriately titled “Danella Pride.” I am so excited to introduce this first issue to you, and I’m looking forward to watching it grow and improve over time. We have a lot of great ideas for future issues, and welcome any and all ideas you have as well.



We want all of our employees involved in making this newsletter something special. Something exciting, fun, and informative. Something that will broaden your horizons and make you feel like you’re part of something bigger than just yourself or your crew or your division. We want you to feel like you’re part of a big family with lots of exciting stories to tell.

I would like to thank the division managers for providing the information that was asked of you for this issue. I know each of you have a lot of work to do, but you invested the time and made this a priority because you know it’s important to me. Thank you! Going forward, we’re going to be asking for input from not just the division managers, but from everyone.

I’ve been quoted as saying that a construction company is “made up of a bunch of used equipment and its people. And it’s the people who make it all work.” I really do believe that.

The difference between us and our competition is our people – our productivity, professionalism and pride. With those things, and our dedication to safety, our opportunities are endless. We have the infrastructure in place to take advantage of every opportunity out there. The key to being better than our competition in today’s market – and thereby ensuring our success – is hiring and retaining the right people. Equally important to having the right people is ensuring quality control, productivity and profitability. Remember, “productivity is the only difference between you working or the competition taking your place.” That really says it all.

The work is out there and available to us. By pulling together, we can continue to be the company that our customers turn to when they need to get the job done in a safe, quality and efficient manner. I would like to take this opportunity to thank each and every one of you – the laborers, foremen, superintendents, warehouse personnel, mechanics, operators, project managers, office staff, and anyone else I didn’t mention – for being part of the Danella family and for being an integral part of its success.

I hope you enjoy this first issue of “Danella Pride.”

James D. Danella

# OUR EMPLOYEES

## Quick Notes

- > We are celebrating and rewarding those employees and spouses who have made the Danella Wellness Program a success. Wellness participants who were compliant for the 2015-2016 program year are receiving **Danella windbreakers**. If you were compliant and ordered your windbreaker and have not yet received it, you will receive it shortly. Thank you again for playing an important part in your wellness.
- > We are halfway through the Wellness Program Year. If you have not completed any one of the requirements (i.e., biometric screening, health risk assessment, coaching, wellness point), you will be contacted by BHS reminding you of the requirements and the deadlines. There is time to complete these **wellness requirements**, but please do not wait until the end of the program year, as there may not be enough time to complete some of the requirements.
- > From now until January 9, many of our employees are entered in a **weight loose challenge**, so support and encourage them as they work towards a healthier lifestyle!
- > Join us in our six-week challenge, **Health for the Holidays**. Register by November 4 by visiting the website [danella.healthfortheholidays.com](http://danella.healthfortheholidays.com) and earn 50 points towards the Wellness Program by logging your exercise and healthy eating habits.
- > As the end of the year approaches, we are gearing up for the annual **Danella Christmas Project**, giving gifts to students at two Philadelphia area schools. Find out more on page 9.
- > Help save a life! Donate on November 30 from 10 am to 3pm at the Corporate Headquarters **Blood Drive**. Not in the area? Find your local donation center by visiting: [redcrossblood.org](http://redcrossblood.org).

## PHOTOS WANTED

Take high quality photos of your Danella crew at work and enter them in a drawing for a \$100 gift card. Email your photos to [news@danella.com](mailto:news@danella.com) and be featured in the next issue of *Danella Pride*.

Have an update or note? Send it to [news@danella.com](mailto:news@danella.com).

## — Congratulations! —

**Joe Spause**, Vice President of DCC-PA, and wife, Tracey, welcomed to their family on July 19, a baby girl, Greta James Spause, 8lbs 10oz and 19.5 inches. Greta's middle name is in honor of her grandfather, James D. Danella.



On August 8, **Matt Capozzi**, Project Manager for DCC-PA and wife, Denna, welcomed baby girl Kinsley Lyla Capozzi, 7lbs 5oz, and 20 inches.

We welcome to the Danella family, Thadeus Grey Krezel! Son to **Andrew Krezel**, DRSI Automotive Technician and wife, Christy, Thadeus was born on July 28, 6.1lbs and 20.5 inches long.



Congratulations to **Ken Knight**, Manager of DCI, and wife, Andrea who welcomed on May 2, baby girl Olivia Ruth Knight, 8lbs 9oz and 20.25 inches.

**Tim Kukoda**, Project Manager of DCC-PA and Brittany Hadfield were married on October 1 in Philadelphia. We wish the happy couple many years!



## IN MEMORIAM

We remember long time employee **Jim Koch** for his dedication and the energy he shared with us everyday at Danella. Jim sadly passed away in August after a tremendous battle against cancer.





# OUR NEWEST FACILITY ALAN WOOD ROAD

At Danella, we are excited to introduce our newest facility, now open for business on Alan Wood Road, in Plymouth Meeting, PA. Following the Danella tradition, the new 16-acre facility promotes our values of safety, quality, and operational excellence, allowing our employees to provide world-class service to our customers. The journey to completing the facility has been a long, intense process that has resulted in one of the most efficient and safe working environments for our employees.

## The Beginning

The path to completing this space was not easy and came to fruition when eminent domain claimed a portion of the Conshohocken Road facility in early 2011. Previously 16 acres, the land which served as Danella's auction yard, Danella Rentals Systems' (DRSI) heavy-equipment service facility, and a storage location for several Danella Pennsylvania-based divisions was significantly decreased. In addition to numerous other issues with the land, including topography, an older/inadequate DRSI garage, and safety concerns, the company began searching for a new parcel of land in 2011.

In locating a property, it needed to be big enough to store all "yellow iron", (i.e. heavy equipment) for our Pennsylvania-based divisions and house a larger garage for DRSI. Jim Danella, Chairman/CEO of Danella explains, "It took a while

to find a property, so when we became aware of a property on Alan Wood Road in Plymouth Meeting, we decided to buy." In December 2012, the land was purchased, spanning 16 acres with 10 usable acres for development.

## Development & Buildings

Developed in two parts, the facility provides outside storage space and building areas for the Danella companies to utilize the land appropriately. Designed by the architectural firm, Environetics, the impressive structures offer functionality for the maintenance of construction and other equipment, while also being stylish. While no one task stands out as being difficult or complicated, it was a challenge to satisfy the needs and concerns of everyone involved.



## Quick Statistics:

- 15,000 sq. ft.
- Five Bays, Two-Drive Through Bays
- Outside Covered Storage
- Drive-Through Wash Bay

Part one of the build included the creation of the two main buildings, a drive-through equipment wash bay and the DRSI garage. Over 15,000 square feet, the DRSI garage and sheltered outside storage offer mechanics five bays to service equipment, including two that are drive-through. A state-of-the-art facility, the garage will help employees service rental yellow iron equipment with plenty of room in a safe environment. Detached from the DRSI maintenance garage is a wash bay that will be used to clean trucks and heavy equipment for DRSI and the Pennsylvania Divisions. A

## “Functionality for the maintenance of construction and other equipment...”

drive-through facility, the wash bay enables employees to wash down equipment quickly and efficiently with a water recycling system in place.

The second part of the property development included the construction of a private roadway to accommodate the previous property owner.

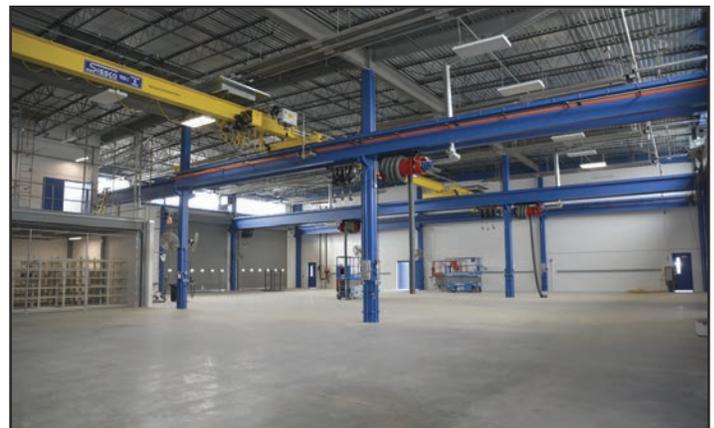
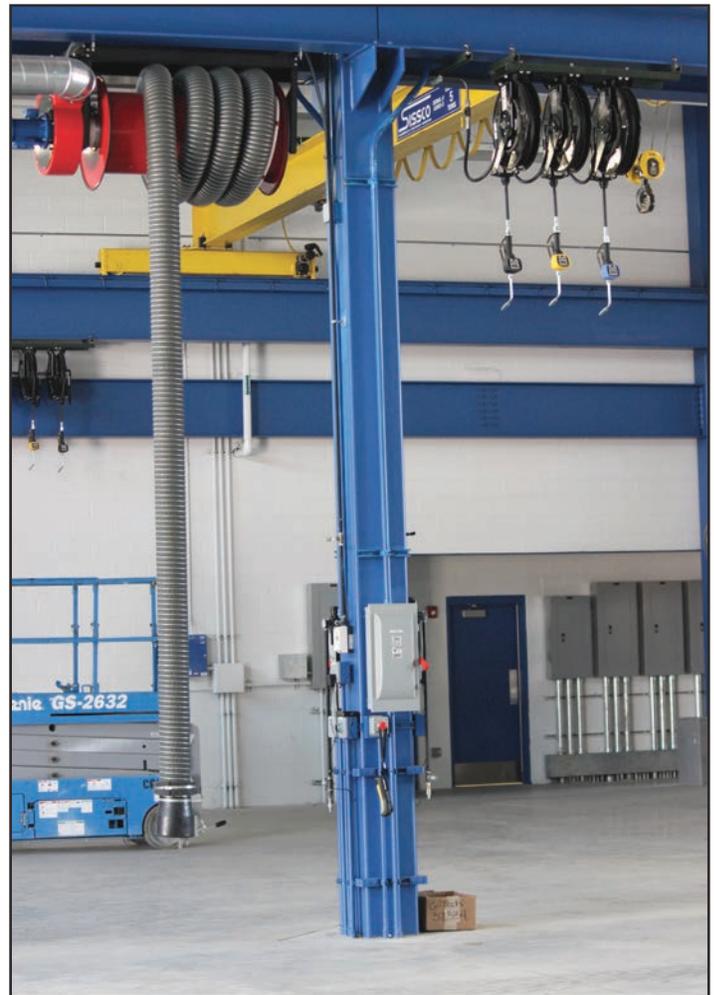
Throughout the development of the property, cooperation from all parties involved was essential, while ensuring that every part, no matter how small, came together in a timely manner.

## Solving Issues

In developing Alan Wood Road, two factors played a large part: efficiency and safety. The facilities on Alan Wood Road solve several issues for Danella in regard to the lack of space, but also offers a safer, more consolidated facility. When servicing equipment, topography issues at Conshohocken Road often forced DRSI mechanics to lose valuable time as the equipment storage area was a distance from the facility. The previous garage, which was too small, was also quite old and had limited space for servicing equipment.

The facility at Alan Wood Road condenses the work flow by providing a roomier, more practical space with ample storage. This will create, as Paul Barents, Vice President of Danella Rental Systems states, a “new way of working for DRSI mechanics.”

Our team looks forward to seeing how the facility will impact safety and efficiency in the long run. With this facility, we continue to expand the services we offer, while also ensuring our employees’ safety.





# THE PEOPLE OF DANELLA

# CHRIS STRAUBEL

To understand the story of Danella Companies, Inc. one must start at the beginning, which includes the story of Chris Straubel, supervisor for Danella Line Services, Inc. (DLSI). Chris has been with the company since 1970, before Danella even existed. As a laborer for T.W. Faulkner, before Mr. Danella bought the company in 1972, Chris' tenure is currently the longest in the company. Chris shows his commitment not only to his customers and vendors, but also to Danella by offering quality service and, yes, interesting conversation. Taking pride in everything he does, Chris exemplifies many of the qualities which helped build Danella into the corporation it is today.

As most of Chris' coworkers will tell you, he is quite a character. He is always happy and smiling, with the unique ability to bring a sense of calmness to sometimes tense situations. He is able and willing to help customers in any way possible, going above and beyond to make sure they are satisfied with Danella's work.

In addition to being a loving father and husband, Chris is an avid sportsman. He enjoys fishing and all of his Philadelphia sports teams. A fish at heart, Chris has always loved being around the water and hopes to volunteer with an ocean conservation group after he retires.

In 1970, Chris began his career in the construction industry purely by accident. A brief conversation with a stranger led him to an interview at T.W. Faulkner the very next day, and a long career in the construction industry was born. Chris recalls, "The guy asked me if I was interested in a job and I said yes, sure. He asked if I minded construction work and I said no, not at all. At the time I was working a couple different jobs.

I went to what was then T.W. Faulkner, before Mr. Danella bought the company, I interviewed and basically went to work the next day."

Chris liked what he was doing and enjoyed the physical work. After starting out as a laborer, Chris progressed through the ranks of Danella Construction Corp of PA (DCC-PA), learning new things, such as paving, finishing concrete, blacktop, etc. As he showed interest in more work and displayed a positive work ethic, he gained more responsibility and was quickly promoted from a general laborer to a conduit crew member.

With the help of Joe Dugan, a longtime Danella employee until he passed away in 2010, Chris was able to grow as a leader within the company. Having a large impact on Chris' career, Dugan helped him gain the confidence he needed to lead a group of laborers and was promoted to the position of foreman. Dugan showed Chris what it meant to be a leader and what a job was supposed to look like every day. Chris stated: "You have to take pride in how you leave your job. Basically, Joe said, 'Leave the job every night like you are working in front of your grandmother's house.' That's one of the things the older guys learned as foreman: at the end of the day, you walk the job... coffee cup there, coupling there, you make sure everything is neat when you leave. It develops pride in what you do, it's my job, it's Danella's job."

Always looking for another challenge, Chris often took on two or three crews. When DLSI won a contract with Verizon, Chris and several other key employees including Joe Dugan, moved from DCC-PA to DLSI. From there Chris took a supervisor

position which he still holds today, managing various contracts for DLSI.

Handling many of the supervisory tasks for DLSI, Chris has worked for numerous types of utilities and prides himself on being able to nurture the relationship between Danella and his customers, gaining their confidence and looking for new opportunities to expand Danella's support of those customers. Enjoying face-to-face conversations – which is when Chris's personality really shines – is how he is able to build such good working relationships with his customers.

Chris has many great memories of his career with Danella thus far. One specific occasion sticks out in his mind. He recalls with a smile, "We were working around the clock during a very

busy weekend after several damaging storms hit the area. We gave it everything we had, repairing communication lines, and when it was all over, we received several letters from Verizon stating what a great job our crews had done. That was a very proud moment for me."

As the longest tenured employee, Chris was asked what he would like our customers to know about Danella. Without hesitation, Chris replied, "When Danella is called to a job, we're going to do it right and we're going to do it safely. We won't stop, nothing will keep us from performing. We have plenty of resources and we can always grab from other areas to solve any problems or issues. No job is too small or too large. Danella is willing to accept any challenge. Certainly we've seen quite a few challenges." Now that's Danella pride!

# SAFETY

## FALL DOESN'T MEAN FALLING



**Dave Pancoast**  
*Corporate Safety Director*

Most of us have heard the familiar cry of the elderly lady in the TV commercial who says, "Help! I've fallen and I can't get up." While there is some humor in that commercial, it isn't funny when someone is injured or debilitated. The older we get, the more serious the consequence could be.

Falling is common at any age; it's not limited to our construction sites but at the office, home, and during non-working hours. People slip, trip, and fall for a variety of reasons: wet surfaces, uneven surfaces, smooth-bottom shoes, high heels, not paying attention, poor housekeeping, etc. But as we head into this time of year, the fall hazards increase. Is it a coincidence that during autumn (a.k.a. the fall season) there are more slip/trip/fall risks from just walking?

During this time of year, early morning dew creates a slippery surface, especially if it's frosty. This weather condition could mean the step leading into the truck cab or equipment, trailer decking, a road plate or any smooth service, including a grassy area could result in injury. Over the years, some energetic folks have taken a running start to leap onto the step of a truck or equipment, slipped on dew



or frost, fell, and smashed their face or shin into the truck or machine ... ouch!

With shorter daylight hours, or overcast skies, it may be dark, or foggy which leads to poor visibility. Awareness of these conditions is a good start. For visibility, make sure that your windshield wipers are in good condition and the windshield washer reservoir is full. But you must also be aware of other driving conditions that can compromise your commute, such as slick road surfaces, especially at overpasses and underpasses. To avoid issues, double check that your tire treads are adequate for the surfaces on which you drive.

Of course, there are other types of slippery surfaces we need to be aware of, for example wet leaves and muddy areas. Often fallen leaves cover depressions or low spots, roots, rocks, curbs, grates, etc. that otherwise would be visible and less of a hazard at other times of the year. Walking into a building that has smooth floors can be slick, especially if the soles of your shoes are wet or moist. Just like tires, knowing the condition of your boot or shoe's tread is important. A smooth tread has no chance against a slick surface.

Just because the calendar says "Fall," doesn't mean you have to.

# HEALTH & WELLNESS

## The Success of Our Wellness Program



**Robin Bender**  
*Benefits Administrator and Wellness  
Coordinator*

Mr. Danella believes that a healthy lifestyle is an important factor in keeping employees and their families happy and productive. He also understands that sometimes we need some motivation and assistance to take care of ourselves. That is why Danella began a Wellness Program long before it was common place to have a program. Celebrating over 5 years of success, Danella's Wellness Program has helped improve the overall health and wellbeing of Danella employees and their families.

The number of claims, both medical and prescription, and tobacco use (which drive premium pricing) has been reduced. Due to the participation and commitment of those involved in the Wellness Program, we have received favorable renewals for the last five years, compared to healthcare industry trends. As a result, employees have not seen an annual increase in their cost to participate in the medical plan. We believe there is a direct correlation between our favorable medical plan rates and our employees and spouses taking control of their own wellness with the encouragement of the Danella Wellness Program.

The Wellness Program is a robust plan with a variety of ways for employees and spouses to keep their personal wellness in the forefront. The program requirements call for participants to have an active relationship with their primary physician and earn Wellness Points by engaging in physical activities, attending educational seminars/webinar, completing on-line learning solutions or receiving preventive screenings. On a monthly basis we promote wellness topics, such as Diabetes Awareness and Strategies for a Stronger Immune System. We encourage all employees to participate in the wellness program; our monthly webinars and seminars are always open to all employees even if they are not enrolled in the Danella medical plan. In addition, we were informed by our wellness carrier that high blood pressures is a major risk factor for Danella employees and spouses based on information provided. Therefore, on a regular basis, informational flyers regarding high blood pressure, known as the silent killer, are included in paychecks to continue to bring awareness to all employees about this important health risk factor.

If you would like additional information about this topic or any other wellness topic, feel free to reach out to Robin Bender, Benefits Administrator and Wellness Coordinator at [rbender@danella.com](mailto:rbender@danella.com) or 610-397-1247.

## FACTS ABOUT THE SEASONAL FLU VACCINE

**Robin Bender**  
*Benefits Administrator and Wellness Coordinator*

You are probably thinking to yourself "I'm healthy. I never get sick. I don't need the flu shot." The flu or influenza is a serious disease that can lead to hospitalization and sometimes even death. Even healthy people can become infected and spread it to others. The single best way to protect against the flu is to get vaccinated each year.

**Can the Flu Vaccine Give me the Flu?** Many believe this, but the CDC has disproved this myth, stating that the vaccine cannot cause the flu. The flu vaccine causes antibodies to develop in the body. Antibodies are formed from the injection of inactive virus strands in the vaccine, which occur about two weeks after vaccination, providing protection against infection.

**Who Should Receive the Flu Shot?** The CDC suggests that everyone 6 months of age and older should get a flu vaccine every season. However, people who have a severe, life-threatening allergies to the flu vaccine or any ingredient in the vaccine in addition to children under the age of 6

month, should not get the vaccine. To find out if you are at risk receiving the flu shot, go to the CDC website.

**Why Should I Get a Flu Shot?** There are many reasons. Not getting sick or getting a milder case is a very good reason, but it is also important to protect others around you who may be more vulnerable to serious flu illness and are at greater risk of getting seriously ill from the flu. Specifically older adults, people with chronic health conditions and young children (especially infants younger than 6 months old who are too young to get vaccinated).

Getting the flu vaccine is not just something that can benefit you, but those around you. If you have not gotten your vaccine yet--do it today.



# DIVISION UPDATES

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

## Danella Construction, Inc. (DCI)

- > With the help of Danella Line Services' bridge crew, DCI has just completed a 29-mile fiber build for AT&T that began in the Leesburg, VA area and ran north across the Potomac river bridge to Brownsville, MD. The project started in March of 2015, as an 18-mile build and grew to 29 miles, as a result the capabilities of these crews working together to provide a quality product in a timely manner. This teamwork is a great example of how two divisions within the Danella umbrella can successfully work together to complete a project.
- > DCI has also just signed a three-year extension on the CenturyLink National Contracts for zone 2 (Maryland, Virginia, West Virginia, Washington DC) and zone 4 (Florida, Georgia) which will take the company through December 2019.

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

- > We are proud to be servicing AT&T with the Northern Alabama Master Contract, serving all of AT&T's territory from just north of Birmingham, AL to the Alabama border with Tennessee. We welcome the new employees in Alabama as we continue to expand our business.

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

- > Currently starting the second year of a five-year gas main and services contract for Eversource Energy, DCC-CT currently has 12 gas crews and will be building up to 15

crews within the coming weeks. With effective teamwork, the crews of DCC-CT have received accolades for their work and has led to Eversource starting discussions to expand Danella's work into multiple Connecticut regions.

## Danella Construction Corp. of New Jersey, Inc. (DCC-NJ)

- > DCC-NJ has recently opened a new office location in South Plainfield, NJ. As the division has been steadily growing with new clients and contracts, it has given Danella the opportunity to put together a stronger workforce and make the division a more diversified company, working on multiple contracts such as gas, water, electric and fiber.
- > Additionally, DCC-NJ has expanded work for New Jersey American Water into the northern districts of the state, and continues to serve the central divisions as well. They also rely on DCC-NJ for emergencies, such as water main breaks and leaking or damaged services.
- > DCC-NJ also received a new one year contract with PSE&G Gas, replacing aged gas services to the residents in the Mercer County district, while also working on multiple gas main and service replacement projects throughout the state for PSE&G.

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

- > A new Florida headquarters is taking shape in Melbourne, FL for DCC-FL, with groundbreaking in late 2016 for the 7,000 sq. ft. building. Built on the existing property on

## JOIN US: THE DANELLA CHRISTMAS PROJECT

Since 2004, the Danella Christmas Project has supported students of two local Philadelphia schools during the holidays and even throughout the school year (e.g. school supplies). In the past Danella has been able to provide, through generous financial support, backpacks, scarfs, gloves, reading materials, winter coats, uniforms, and/or a small toy to over 150 children. Often these gifts from Danella are the only gifts they receive during this celebratory time.

As we once again begin preparing for the holiday season, we are hoping to continue this endeavor and are in need of support either through a donation of time or monetary donation. If you are interested in getting involved in this worthwhile endeavor, please contact [rbender@danella.com](mailto:rbender@danella.com).

From Jim Danella and the Danella "elves" we would like to thank those who have supported in the past, and who once again contribute this year to the project.



# DIVISION UPDATES

Washburn Road, the building will include a focal point of a stone veneer entrance and curved canopy, while housing multiple meeting areas, offices, and a storage garage (pictured to the right).



- > DCC-FL along with Danella Rail Services, has recently rented a yard on Phillips Highway in Jacksonville, FL. The yard will be used to provide repair and maintenance services to the Florida East Coast (FEC) Railroad and CSX Transportation. A FEC Railroad spur into the yard will be used for on-track delivery of items in need of service.
- > DCC-FL was selected by the City of Cocoa to design and construct a fiber optic network expansion to connect Cocoa's City Hall building to the Cocoa Police Department. Construction is to begin this fall.
- > In addition, the City of Palm Coast has awarded DCC-FL a project to connect traffic control systems at multiple intersections throughout the city to the existing fiber optic network. Danella has worked with the City of Palm Coast since 2008, when the city created its "fibernet."

## Danella Construction of NY (DCC-NY)

- > Since September 2014, DCC-NY has been working on a 36" Gas Transmission Project in Westchester County for Consolidated Edison (Con Ed). Currently, DCC-NY is preparing for the final tie-in of the fourth phase of the installation.
- > In addition, the three-year gas mains and services contract for Con Ed is well underway in Manhattan with 15 gas crews. While the steam main maintenance and repair contract remains strong and steady as it enters its 12<sup>th</sup> year.
- > Part of the Danella gas team was able to enjoy a day of **fishing** in August 2016. They each caught not only a bass, but also took home some fluke, sea bass, and porgies. It was a great team building opportunity for the guys! Pictured below in order left to right: Jose Ayla, Gustavo Valdovinos (kneeling), Tony Goncalves, Regelio Valencia, Manny Moreno, and Nelson Moreano.



## Danella Construction Corp. of PA (DCC-PA)

- > DCC-PA was recently awarded several contracts in the Philadelphia, PA area, including work for Philadelphia Gas Works (PGW) and AQUA. The contracts include installation of plastic, steel, and DIP pipe of various sizes in the busy Philadelphia streets, replacing old or worn pipelines.
- > On September 24, 2016 the division held its 2<sup>nd</sup> Annual Clay Shooting Outing at the Lehigh Valley Sporting Clays in Coplay, PA. The event was well attended and a great team building opportunity for the DCC-PA crew, pictured below.
- > The DCC-PA division welcomes new Project Manager, Matt Capozzi to the team.



## Danella Line Services Company, Inc. (DLSI)

- > Awarded a new contract in Eastern New York, DLSI started working for Verizon in August. In addition, DLSI started aerial and underground work in Long Island, NY for Cablevision.
- > DLSI has recently won jobs for Lightower Fiber networks in Philadelphia, PA and AT&T Long Lines in Reading, PA.
- > Danella Atlantic Corporation, also run by Bob Brust, continues an ongoing relationship and contract with Washington Gas and Dynamic Concepts (Verizon) in Washington, DC.

# DIVISION UPDATES

## Danella Rail Services Corp (DRSC)

- > DRSC headquartered in both Jacksonville, FL and Houston, TX was successful in bidding a contract with Florida East Coast Railroad (FEC) to take over its production track surfacing work. This three-year extendable contract included the purchasing of some surfacing equipment and supplying two full crews to perform all levels of surfacing for FEC on an annual basis.
- > DRSC was also successful in negotiating a five-year contract with Ashland Chemical to perform car shifting at its Houston chemical plant. Included in this contract is a monthly track inspection and track repairs.
- > The division is also in the process of negotiating a contract with Archer Western Corp., the primary contractor for the All Aboard Florida project, which is a new passenger rail line that will eventually extend from Miami to Orlando. We are currently performing work for Archer Western at their new Palm Beach maintenance facility.

## Danella Rental Systems, Inc. (DRSI)

- > DRSI welcomes two new employees: Matt Harbison and Andrew Krezel.
  - Matt joined DRSI this September as the Western Territory Manager, eventually working out of the Aurora, CO office. Matt has over 13 years of sales experience in the railroad industry and reports to Steve Bolte, Vice President of Business Development North America.
  - Andrew began working in the Plymouth Meeting, PA facility in June as an automotive technician. Andrew has over 13 years of automotive and truck maintenance experience after graduating from Lincoln Technical Institute with an automotive technology degree.

## Danella Storm Restoration

- > In the last several months the Danella Storm Restoration team has responded to several storm calls in New England and New Jersey. Currently, the team is gearing up for the winter season, while also attending several trade shows, including the EUCI - 2016 Storm/Emergency Restoration Logistics Conference in St. Louis, MO and the NAMAG fall Vendor Fair in Flushing, NY.



## Danella Utility Construction, Inc. (DUCI)

- > As a result of the resurgence of new commercial and home construction in South Florida, DUCI's primary client, Florida Power and Light, has an abundance of projects, several of which have been awarded to Danella.
- > DUCI was also recently awarded a bid to convert overhead utilities to underground for the Town of Palm Beach. This is the first project with this municipality.

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

- > In April, J. Daniel was awarded a new contract from AT&T Light Gig for the area around Indianapolis, IN and New Albany, IN. The first project began August 1, and is expected to last July 2018. The work in Indiana may be expanding as Cincinnati Bell is reaching into Indianapolis and sending to bid their Fiber Services to area businesses. The J. Daniel team are very excited to add more work in Indiana.

## CORPORATE UPDATE

- > Over the last several months we have welcomed several new employees, including:
  - Andrea Wentzell, Marketing Coordinator
  - David Dolenti, Director of Contract Performance
  - Renuka Loganathan, Staff Accountant
  - Pam Townsend, Chief Information Officer
- > On August 13, Danella families were invited to a day of fun at Hersheypark (Hershey, PA). Families enjoyed full access to the park and a buffet lunch.

Despite the hot temperatures, everyone had a great time and were grateful for the opportunity to get together to relax and have a good time.



# OUR STORM RESTORATION TEAM

## 24/7 Storm Response

With the redesign of our Storm Restoration team's mobile command center, the team is ready more now than ever to provide support when extreme weather disrupts our country's electrical infrastructure.



[www.danella.com](http://www.danella.com)

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**DANELLA®**