

The

**BONLAND**

**Bulletin**

**Winter 2017**

### MESSAGE FROM THE PRESIDENT

While we hold different opinions on who should have won the Presidential Election, it's my perception that we are all happy that the election is now over. Since our new President is a builder, I believe his term in the White House will be good for those of us who build for a living. I'm happy to say that the people in the industry, that I have spoken to, agree that we should have a far better market than we have had over the last eight years.

As I reported in my last message, the quality and quantity of the projects we are bidding continue to improve. Due to the decisions and tough choices we have made over the last eight years, we are extremely well positioned to take advantage of the opportunities being presented. I believe our best days are ahead of us and I'm confident in the Bonland team's ability to complete even the most challenging projects.

I'm thrilled to report that, due to the hard work of the Bonland team, we are currently successful and this success has enabled Bill and me to share in that success. We were very happy to be able to declare two Bonland holidays this year; something that we have been unable to do for a long time. If we continue, as a team, to work smart, we will continue to enjoy the fruits of our labor.

As I mentioned in my last message, we identified leadership training as the most important issue to address from the Peer Group's feedback. I've received input from all of our Peer Group members about their leadership training and Matt Mitchell, PA Senior Sales Representative, has taken responsibility for leading the development of our Leadership Training Program. Another important issue identified is our sales strategy and we expect to have training this spring to address this issue.

I'm very happy that we are taking advantage of new technology. We are using a laser scanner that measures everything it sees. This means that this technology allows us to know exactly where everything is on a project including all mechanical systems and all architectural details. Not only do we have far more information on the projects that we are completing, we also bring these scans into our drawings and do collision checks. This has already led to higher quality drawings, less field ordered ductwork and less time field measuring. Another technology we are using is field foreman workstations with large monitors. These workstations make field coordination much easier. Instead of multiple trades looking at an Ipad size screen, these large monitors allow multiple trades to view and understand the project model and, therefore, how to build the project.

Each year, at the SMACNA convention, there are contractors larger than Bonland reporting zero accidents. This is an indicator that our zero accidents goal can be accomplished. The industry uses incident rate as a measure of safety performance and the incident rate is accidents per 100 employees per year. Unfortunately, South Jersey has risen dramatically from 2.55 to 9.90 and had an accident in October 2016. Our Pennsylvania branch has had the best improvement going from an incident rate of 18.73 to 4.78 and hasn't had an accident since April 2016. North Jersey has also improved going from a rate of 6.53 down to 2.92 and hasn't had an accident since January 2016. As a company, our incident rate has gone from 5.16 last year, at this time, to 4.36. This means that, as a company, our safety experience is going in the right direction. While these numbers let us know how we are doing, ultimately every accident is a person getting hurt and impacts the people that care about them. Our goal is zero accidents and working together, as a team, we can reach the goal.

The construction market is improving, we are enjoying more success and we are making progress on technology and safety. The Bonland team is on the right path and I appreciate your efforts.

**Andy Boniface, President**

### INSIDE THIS ISSUE

*Safety Corner/ Safety Acknowledgements* **2**

*Safety Acknowledgements Cont'd Inclement Weather* **3**

*Branch News Peer Group News* **4**

*New Items Vehicle Safety* **5**

*Anniversaries Promotions Birth Announcements* **6**

*Special Recognitions Just for Fun* **7**

*New Projects* **8**





## WINTER 2017

By: Chuck Diou

Bonland's commitment to Safety is the responsibility of all our employees. It requires a complete team effort to be able to reach our accident free goal. Each and every employee has equal power to contribute toward growing and sustaining the safety culture at Bonland. We rely on every member of our team to work safely and do everything possible to help encourage others to also work safely. We all have the power, and the responsibility, to make our workplace as safe as possible. Safety starts with YOU... we owe it to ourselves as well as our co-workers to put Safety First... Every Time.

So far, 2016 has shown a significant decrease in the number of accidents that we have experienced, compared to years past. This is a testament to our team's continual commitment to safety. Although we still have a little way to go to reach our goal of zero accidents, we are definitely headed in the right direction. All should be proud and inspired to keep moving forward. Great job to all!

I would also like to announce the addition of PA Field Foreman, Tom McCarthy, to the Safety Committee. Thank you to Tom and all others who showed interest. Please don't hesitate to contact any member of the safety committee with any suggestions, comments, questions or concerns that you may have. We rely on your input. Committee members are Chuck Diou, Chris Krumpfer, Lee Trombly and Tom McCarthy.

Continue to be aware and observant, and please do not hesitate to report any and all hazards to your supervisor immediately. You have the power to make a difference!

# SAVE TOMORROW THINK SAFETY TODAY

At the Bank of America project in North Jersey, another trade had overloaded a scaffold which caused it to eventually topple over. Luckily, no one was working in this area when it fell or it could have led to serious injury.

Just because WE are being safe and doing the right thing, doesn't mean that other trades are doing the same.

Keep your eyes open and constantly be aware of your surroundings.

Special thanks to Tyrone Seymore, NNJ Field Foreman for the submission. For this Tyrone will receive a Bonland T-Shirt as an Immediate Feedback Safety Award.



Peter Huss, NNJ Shop Journeyman, was recently awarded a safety t-shirt for recognizing, and pointing out, a defective fire extinguisher in the NNJ shop.



At the Merck Barrier Ops project in West Point, PA Mark Koppenhafer, PA Field Foreman, and his crew worked safely and were recognized by the GC and Merck. They conducted work using a 500 ton crane that required 265,000 lbs of counter weights that were brought in on 11 tractor trailers, and assembled with a second crane. The crane also had an 84 foot main boom with a 230 foot jib, capable of an 180 foot radius. The work took place over a three day weekend that required a full day just to set up the crane.



Ductwork and an air handling unit were loaded to the roof, and another air handling unit was dropped through a hatch in the roof and placed on the mezzanine.

T-shirts were awarded to PA Employees Mark Koppenhafer, John Johnston, Tom Tancredi and Bob McLaughlin for their safe work practices.



# SAFETY ACKNOWLEDGEMENTS



SNJ Field employees Joe Merker, Bill Paolo, Dan Muse, Dan Purcell, Roy Matthews, John McHugh, Chris Rooney, Kevin Mankow, Larry Ruck, Ray Linn, Ryan Dellane, Budd Weller, John Callahan, Lowel Mount, Mike Coleman,

Kevin Potpinka, Sam Hendrickson and Tony Viteritto were all recognized for an Immediate Feedback Safety Award while working on the Jersey Shore Medical Center-Hope Tower Project (56053).

These employees were spread out on many floors and areas of this 10 story project. The Bonland crew ran a successful Safety Muster Drill resulting in all employees gathering at the muster location in a safe and timely manner. All received a Bonland T-Shirt for this proactive effort.

In addition, Sam Hendrickson and Kevin Mankow were also recognized by L.F. Driscoll Co. with Wawa gift cards for their over and above efforts in securing planking to be used while working over an open shaft. *(See corresponding email on right from Joshua Bender, Site Safety Manager for L.F. Driscoll Co to Project Manager Lee Trombly.)*

Congratulations and a job well done to Lee Trombly, Joe Merker and crew for displaying the Safety Practices that we at Bonland are so proud of.

All,

Just wanted to send a quick email and let you know that these two employees are doing a great job over here at JSUMC. After reviewing a duct install plan with Joe Merker over an open shaft, they installed planking prior to removal of the guardrail that was in place. Kevin Mankow and Sam Hendrickson took it a step further and secured the planking in place using steel banding straps to prevent anyone from moving the planking. This is exactly the prior planning and extra safety precautions we at Driscoll value so much. They were both awarded WAWA cards for their efforts.



Joshua Bender  
Site Safety Manager  
L.F.Driscoll Co., LLC

SNJ Branch Employees Mike Andrejco, Kevin Mankow, Lowell Mount, Michael Coleman, Jeff Watt, Kevin Potpinka, Ryan Delanne and Don Engelhardt, at the Bristol Myers Squibb Princeton Pike Project (52127), were all recognized for an Immediate Feedback Safety Award.

All displayed safe work practices while assembling and working a large crane lift. Large pre-sectioned duct lines were lifted to the roof using a 300 Ton crane with 221' of main boom and a 72' jib along with a counter weight that came in on 3 flatbed trailers.

Due to the efforts of these employees the day went smoothly and safely.

These employees were awarded with Bonland T-shirts in recognition of their working safely.



On December 15, 2016 Rick Taylor, NNJ Field Foreman, was awarded a safety T-Shirt for informing PCL Construction that their traffic directors need to be more visible during non-daylight hours on the American Dream project. As a result, PCL will be outfitting their traffic directors with hardhat lights or traffic wands. Thank you Rick for being proactive with regard to everyone's safety.

## CLOSED DUE TO WEATHER

**In the event of inclement weather or other emergency, you can call 973-694-3211 extension 580 after 2:00 a.m. for information on whether any of our branches are closed. Please listen carefully to the recording to determine if and how you will be affected by an office closure. When Bonland remains open for business please use your judgment regarding road conditions in your immediate area. Tardiness and absences resulting from dangerous weather conditions will be excused. Please notify your supervisor if you will be late or absent. Messages cannot be recorded in mailbox 580.**

## SOUTH JERSEY BRANCH NEWS

By: Dan Parent

The South Jersey Branch has had a successful 2016 as we finish up our summer work and start up some new projects. As long as the weather cooperates, we should remain steady throughout the winter and spring. This is the first time in a few years that there are new buildings coming out of the ground in the winter so we have high expectations. The bidding activity remains strong with no shortage of intermediate sized projects that have been or will be bid so we are optimistic about the short and near term workload.

Our branch has seen some changes to the office staff. Matt Mitchell has transferred to the Pennsylvania Branch to head up the sales department and to run some projects. John Bansley has returned to South Jersey as the Assistant Branch Manager responsible for Drafting, Project Management, and The Field. Eric Valega has been promoted to Sales Representative taking over the sales responsibilities at the branch. These moves are being made to ensure the successful future of the branches.

In the field, we are developing new foremen to understand Bonland's systems of running successful projects.

In keeping up with technology, the company has recently purchased a laser scanner to accurately capture all of the field conditions and measurements when a draftsman is at a site field measuring. This will eliminate hitting existing items that occupy the space when we detail our new duct. We have also supplied tablets to the majority of our foremen and have outfitted some gang boxes with PCs and wide screen monitors to have real time 3D models of the duct along with the structural and mechanical components that affect our work. This is invaluable in congested areas like mechanical rooms or labs where it is difficult to read a drawing because of the complexity of the systems.

## PENNSYLVANIA BRANCH NEWS

By: John Hoffmann

As our current projects wind down, we are now starting the Bryn Mawr Hospital 2017 Infrastructure Upgrades, University of Pennsylvania Perleman Center, Merck Building 38, Camden Prep Renaissance School, Molina School, and the Tacony Library.

Even though the past summer and fall have not been busy for the PA branch, as compared to previous years, there is still no shortage of work to bid, so we are expecting a busy winter and spring.

Sean Brooks and Robert Hoffmann have recently joined the branch. Sean is the PA Sales Representative and Rob is our PM Assistant. We welcome both to the team and wish them all the best in their future with Bonland.

We say goodbye to John Bansley and hello to Matt Mitchell. John has rejoined the South Jersey Branch as the Assistant Branch Manager and Matt comes to PA as the Senior Sales Representative. I am confident that each will be successful in their new positions.

I would also like to congratulate the PA shop for going two years accident free. This is a terrific milestone and not easily accomplished without everyone's efforts and constant vigilance. Our goal of going accident free is attainable when safety is put at the forefront of every task.

## PEER GROUP NEWS

As most of you already know, Bonland is part of a Peer Group, which is comprised of seven companies throughout the country that are in the same business. These companies are located in California, Colorado, Georgia, Michigan, New Jersey, New Mexico, and Washington.

The Peer Group has been in existence for over twenty (20) years and includes many talented individuals and companies. We're pleased to congratulate and spotlight some of these individuals.



**Joseph Lansdell, President, of Poynter Sheet Metal in Greenwood, Indiana was recently named President of SMACNA.**



**Angela (Angie) Simon, President, of Western Allied Mechanical in Menlo Park, California was recently named SMACNA's Contractor of the Year.**



**Jack Knox, President, R.F. Knox Co., Inc. in Smyrna, Georgia was also named SMACNA's President-Elect.**

We are proud to be a part of the Peer Group and appreciate the relationship developed with these individuals.



**P230- Milwaukee 18v Battery**



**K101- 8" x 8" Stick On Access Door**



**M899- Purell Hand Sanitizer Wipes**

**M900- Burn Dressings**

**M901- Burn Gel**

**ITEMS  
ADDED TO  
FIRST AID  
KITS**



As an employee of Bonland, you are eligible to apply to New Jersey Manufacturers Insurance Company (NJM) for personal auto insurance. A few of the services, and savings, that NJM offers our employees include:

**Drivers save more than 20% on average**

**Complimentary Roadside Assistance**

**Dividends paid each year since 1918**

All applicants are subject to underwriting review and must meet NJM's acceptance criteria. Visit [www.NJM.com](http://www.NJM.com) or call 1-800-232-6600 for further information. When applying, you will need to inform NJM that you are a Bonland employee and supply them with our membership number, 23592.

## Prepare Your Car for Winter

You can avoid many dangerous winter travel problems by planning ahead. Have maintenance service on your vehicle as often as the manufacturer recommends.

In addition, before winter:

- Have the radiator system serviced or check the antifreeze level yourself. Add antifreeze.
- Replace windshield washer fluid with winter mix.
- Check tire air pressure and replace worn tires.

During winter, keep the gas tank near full to help avoid ice in the tank and fuel lines.



### Winter Survival Kit for Your Car

Equip your car with these items:

- \*Blankets
- \*First Aid Kit
- \*Waterproof Matches (to melt snow for water)
- \*Windshield Scraper
- \*Booster Cables
- \*Road Maps
- \*Mobile Phone & Charger
- \*Tool Kit
- \*Compass
- \*Paper Towels
- \*Bag of Sand/Cat Litter (for traction on ice or snow)
- \*Tow Rope
- \*Tire Chains (in areas with heavy snow)
- \*Collapsible Shovel
- \*Container of Water
- \*High Calorie Foods or Canned Foods
- \*Flashlight (with extra batteries)
- \*Tire Repair Kit (compressed air & sealant)
- \*Bright Colored Cloth

# HAPPY ANNIVERSARY

*Thank you for your service!*

*Congratulations*




**Bill Boniface - CEO**  
45 Years

**5 YEARS STRONG**

**James Dawkins - PA Field Foreman**  
**David Fredricksen - NNJ Field Foreman**  
**Donald LeBlanc - NNJ Field Journeyman**  
**Frank Caponetto Jr. - NNJ Field Foreman**  
**Thomas McCarthy - PA Field Foreman**  
**Raul Garcia - NNJ Draftsman**



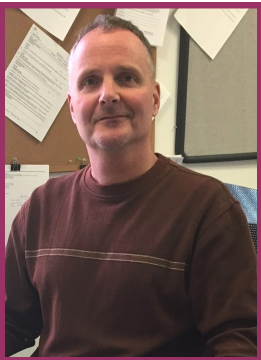
## PROMOTIONS



**John Bansley**  
Promoted to SNJ  
Asst Branch Manager



**Eric Valega**  
Promoted to SNJ  
Sales Representative



**Larry Donohr**  
Promoted to PA  
Project Manager



**Tyler Athoe**  
Promoted to NNJ  
Project Mgr in Training



**Joe Covello**  
Promoted to MS  
Junior Accountant




**Matthew Cameron Tertel**  
 Born: September 12, 2016  
 Weight: 8lbs, 2ozs  
 Proud Parents: Nick, PA  
 Draftsman, and Lori Tertel,  
 and big sister Kaelyn

**Kylie Rosaria Hecht**  
 Born: April 14, 2016 at 11:57am  
 Weight: 5lbs, 13ozs  
 Length: 18 inches  
 Proud Parents: Robert, NNJ  
 Field Journeyman, and Rachel  
 Hecht





Jonathan Viaud (MS Estimating) married Sarah Montemarano on Sunday, August 21, 2016. The ceremony was held at St. Paul's Episcopal Church in Montvale, followed by a reception at the Skylands Manor in Ringwood. The couple also enjoyed their honeymoon at the Coco Reef Resort & Spa in Tobago.



Congratulations to Sharon Ker-shaw, who has retired after working for Bonland for 20 years in our Accounting Department. At retirement, Sharon told us that she and her husband, Jamie, were looking forward to the "Autumn" of their lives. We wish Sharon good health and happiness in her retirement. She will be missed!



On a recent employee fishing trip, Dan Parent, SNJ Branch Manager, was credited with landing this monstrous man-eating shark. While it wasn't a record breaker, rumor has it that Dan was approached by the producers, for an upcoming sequel to Jaws, about including this ferocious fish in the film.



# Just for Fun

**Instructions:** Unscramble the letters to find the Winter words.

- paclirfee \_\_\_\_\_
- nenigup \_\_\_\_\_
- roadbnsow \_\_\_\_\_
- agntgboo \_\_\_\_\_
- eicslic \_\_\_\_\_
- bbdseslo \_\_\_\_\_

- imsettn \_\_\_\_\_
- terweas \_\_\_\_\_
- ujaryna \_\_\_\_\_
- yrbarfue \_\_\_\_\_
- rsscvae \_\_\_\_\_
- airlzdzb \_\_\_\_\_

Send your answers to [purchasing@bonlandhvac.com](mailto:purchasing@bonlandhvac.com) by January 31st, 2017 and include your name to be eligible for a Bonland gift pack. Winner will be chosen randomly from all correct entries.



**Bonland Industries, Inc.**  
**PO Box 200**  
**Wayne, NJ 07474**

**Send To:**



<b>NEW PROJECT</b>			
<b>BRANCH</b>	<b>PROJECT</b>	<b>LOCATION</b>	<b>CUSTOMER</b>
NORTH	NEWELL BRANDS	HOBOKEN, NJ	MIDWEST MECHANICAL
NORTH	CELGENE OFFICE & CONF.	SUMMIT, NJ	TURNER CONSTRUCTION
NORTH	EQUINIX NY2 AUGMENTATION	SECAUCUS, NJ	EQUINIX
NORTH	BLOOMBURG PHASE 2	ORANGEBURG, NY	F&G MECHANICAL
NORTH	BANK OF AMERICA 14th FLOOR	JERSEY CITY, NJ	F&G MECHANICAL
NORTH	NEWELL 12th FLOOR	HOBOKEN, NJ	SJP PROPERTIES
NORTH	SOUTH STREET ELEM. SCHOOL	NEWARK, NJ	BRIAN TREMATORE PLUMBING
NORTH	CHEESECAKE FACTORY	HACKENSACK, NJ	AIREMASTERS
PA	BRYN MAWR HOSPITAL AHU	BRYN MAWR, PA	WEST CHESTER MECH.
PA	SOUTH 11th STREET	PHILADELPHIA, PA	TRACEY MECHANICAL
PA	KENNEDY HEALTH	CHERRY HILL, NJ	FALASCA MECHANICAL
PA	MERCK B38 FACILITY UPGRADES	WEST POINT, PA	INTEGRATED PROJECT SOL.
PA	CAMDEN PREP RENAISSANCE	CAMDEN, NJ	MIDATLANTIC INSULATION
PA	LINCOLN FINANCIAL FIELD RENO	PHILADELPHIA, PA	TRACEY MECHANICAL
PA	MOLINA CHARTER SCHOOL	CAMDEN, NJ	FALASCA MECHANICAL
SOUTH	BMS BUILDING 21	PENNINGTON, NJ	MIDWEST MECHANICAL
SOUTH	BALTIC AVE PUMP STATION	ATLANTIC CITY, NJ	AC MECHANICAL
SOUTH	BMS CHILD DEVELOPMENT	LAWRENCEVILLE, NJ	ARMISTEAD MECHANICAL
SOUTH	RWJUH 8th FLOOR TOWER	NEW BRUNSWICK, NJ	HAMMOND CONTRACTING