



PRESIDENT'S MESSAGE

I hope that you and your families have remained safe and healthy and that you continue to be vigilant about your health and the health of others. Over the past several months, COVID-19 has resulted in unprecedented levels of uncertainty. We found ourselves implementing our Pandemic Preparedness Procedure, which we had developed with the hope that we would never need it.

I'd like to thank our Safety Committee, who shared information and resources to keep our team and families safe and put in place a return to work program that included temperature screening, social distancing, cleaning and disinfecting, and other guidelines to keep everyone safe upon returning to work. And, a special thank you to Tony Benanti, who obtained the required personal protective equipment no matter how difficult it was to find.

I'd also like to thank Sean Gitter, who diligently assisted our office staff with their technological needs in order to work from home. While our systems were tested to be used off site, we didn't expect our entire office staff to have a need at the same time. I was cautiously optimistic about how the transition would go and was very pleased with the positive feedback received from our team and the compliments that were received on behalf of Sean.

Our team has also upheld their responsibility to work safely and maintain safe practices for their co-workers. Everyone is cooperating with the safety requirements put in place by owners, general contractors, customers and our company.

In the June 2020 edition of Partners in Progress, SMWIA Local 25 President and Business Manager, Joe DeMark was recognized for his appointment to the New Jersey Restart and Recovery Advisory Council, which brings together leaders from industry groups and community organizations throughout New Jersey to advise state leadership on economic matters impacted by the pandemic. We're pleased to have Joe represent the sheet metal industry.

The pandemic has had a negative impact and we now need to focus on recovery. I'm confident that by working together, we can emerge an even stronger company. To accomplish this, we each need to evaluate how we can make a difference whether it's related to safety, productivity, customer relationships, use of technology, supply chain management, or leadership just to name a few areas.

In closing, I'd like to congratulate Matt Mitchell on his promotion to Assistant Branch Manager in our PA Branch. I'm confident that Matt will be successful in his new role. Congratulations also to the PA Shop for achieving one year accident free in March 2020 and the SJ Field who reached this milestone in June 2020.

Linda West, President

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NNJ Branch News

As we move through summer 2020, I am reminded of what a trek we all have taken. Plans were altered due to COVID taking a hold of our area in March. Projects were placed on hold, cancelled, or, in rare cases, modified to continue through the pandemic. Drafting and office positions were moved to employee's homes. I know I assumed life would go back to normal after a couple of weeks. Wow, was I wrong!

More than 16 weeks later and we are not yet back to normal. Summer 2020 sees us wearing face masks, maintaining social distance and sanitizing anything that is in reach. The amazing part is how our team adjusted and found a way to forge ahead in these challenging times. I want to thank everyone for working safely through these times. This couldn't have happened without the efforts of the Safety Committee and Purchasing chasing down PPE when nothing was easily found.

With the American Dream project winding down, we look forward to some new projects starting up. We have Stevens Institute Housing, Merck, Prudential, Nokia, Finra, Oracle and Celularity all starting this summer. The Hackensack Hospital will start in the field in early fall.

I am excited to note that one of the projects at Merck we will be working on is a new clean room for Daldrop, a clean room manufacturer from Germany. We are currently working with LendLease and Binsky Mechanical on the ductwork systems for this building. Daldrop has selected us to install their clean room system including walls, ceilings and doors. We have been working closely with Joe DeMark and Craig Hoffmann of Local 25 throughout this process, and I thank them for all of their assistance.

We will certainly have challenges ahead as the year progresses. I am certain our team can overcome these challenges and blaze a new trail as we progress. Please continue to work safely and look out for one another.

By: Ed Willigan, Vice President



SNJ Branch News

It has been a surreal Spring for all of us, as we have just recently emerged from a full-blown pandemic, which no one would have ever seen coming to this part of the world. I don't think I could have ever imagined our day-to-day lives changing so much in such a short period of time, but I hope that the worst is behind us. In South Jersey, the workload has remained steady but slow. We were fortunate that most of the projects we were working on were deemed essential — whether they were at schools or healthcare related. Because of this, we were able to continue working on these projects throughout the shutdown. Although we are starting to see a pause in most types of projects being awarded, excluding healthcare, we have a good amount of backlog on projects that will be starting later in the year. I anticipate that this year will be challenging due to many uncertainties in the economy, however, the Company has proven its resiliency in the past and I am confident in our ability to overcome any challenge that is put before us. This is all due to the team that we have, and the experience that comes with it. During these difficult times, there is a lot that is out of our control, but we can choose to have a great impact on the things that we can control, which will ultimately lead to our continued success. I hope everyone and their families are safe and healthy. Thanks to everyone for your continued efforts. Have a safe summer!

By: John Bansley SNJ Branch Manager



PA Branch News

The PA branch has secured a workload that should stay fairly consistent for the foreseeable future. Bidding activity is still very busy with many projects yet to be awarded. Dan Mullally has had his hands full trying to meet the demands of our customers. Dan just recently received the Human Relations Award in his Dale Carnegie course, congratulations Dan!

The shop had been running two shifts in order to meet the fabrication schedules and the social distancing requirements brought about by Covid -19. Bob Crossley and Renee Cahill have done a great job of keeping things organized and on track. As busy as the shop has been they continued to practice safety and go a year accident free. Congratulations to everyone who played a part in this terrific accomplishment.

In the field we have Mark Koppenhafer running Merck WP63, Tom McCarthy and Fred Hess at the Sora West Fit Out, Todd Anderson starting 2100 Hamilton, Tom Tancredi at Penn First, Russ Williams at Hamilton Apartments, James Dawkins at 300 Rouse and Joe Yerkes at the Independence Charter School.

In Project Management we welcome Alex Nikulin to the team. Alex is an Assistant PM/Estimator and will work with each of the PM's and assist with sales.

Matt Mitchell has been promoted to Assistant Branch Manager; Matt is now overseeing the Production Department in addition to his other duties, congratulations Matt!

Unfortunately, we have had another lost time accident when the material of another contractor was picked up during a wind storm and hit one of our employees. Many accidents occur due to the negligence of other trades on a project; we must stay vigilant and be aware of our surroundings.

By: John Hoffmann, PA Branch Manager



Military Recognition

Kiera Waite's (MS Controller) brother SSgt Shaun McLaughlin-Waite has been enlisted in the United States Air Force for 8 years. Shaun's greatest achievement was when he cross-trained from USAF Public Health at Seymour Johnson AFB, NC in 2018 to Loadmaster on the C-17 Cargo Aircraft (pictured below) Stationed in the 16th Airlift Squadron, JB Charleston, SC. Shaun was recently deployed to middle east from October 2019-February 2020. He has amassed over 600 hours of flight time and over 25 countries during the first year of flying. Shaun's most memorable moment was when he and his crew flew the U.S. Secretary of Defense to Afghanistan for the U.S. and Afghanistan Declaration Ceremony.



Estimating News:



There's simply no denying that 2020 has been an unprecedented year, due in large part to the COVID-19 pandemic, and the ensuing stay-at-home orders issued by states throughout the country. New Jersey and Pennsylvania were hit particularly hard by the virus, and Bonland was forced into an emergency, work-from-home protocol beginning in the middle of March.

Despite how quickly our world changed, the Estimating Department was able to make the transition seamlessly. Before heading home, members of the department drafted a protocol and procedure for how the department would continue to communicate. Each member of the team downloaded Slack, a communication application, and Free Conference Call, both of which were vital to keeping the team connected and communicating clearly.

Once home, the plan was put into place, and the department responded exceptionally well. The team held conference calls twice a week to discuss workload, as well as handle any issues encountered while working off of the VPN. New procedures were also developed as the team adapted to the work-from-home environment.

Ultimately, the Estimating Department was not slowed down by any of the obstacles or changes. All of the bidding deadlines were hit, and the team successfully bid the highest total direct cost for a month in 3 years.

When it came time to prepare for a return to the office, the team also began to plan for ways to handle the social distancing requirements in the office. Estimating transitioned to Microsoft Teams, a program that combined some of the key features of Slack and Free Conference Call, and has successfully utilized it for meetings, training, file sharing, and bid discussions.

Winston Churchill once said, "It's no use saying 'we're doing our best.' You have to succeed in doing what's necessary." The COVID-19 pandemic made it necessary for the Estimating Department to change how it operated for a period of time, and we achieved success doing what was necessary.

By: Jonathan Viaud, MS Estimator



HAPPY WORK ANNIVERSARY



Lee Trombly
SNJ Project
Manager



Anthony Benanti
Purchasing
Manager



5 years

Joe Covello - Renee Cahill - Russell Williams
Robert Hecht - Anthony Zerillo - Michael Thomas - Ed Willigan



Career Moves



On June 1, 2020, **Matt Mitchell** was promoted to Assistant Branch Manager in our Pennsylvania Branch. In addition to Matt's current responsibility for Sales, PM, Drafting, and the Field, Matt now has responsibility for the Production Department and assisting John Hoffmann with leading the PA Branch.





Helpful Tips



10
Minutes
of stretching is like walking the length of a football field

2.5
Hours
of walking every week for a year is like walking across the state of Wyoming

30
Minutes
of singles tennis is like walking a 5K

1
Hour
of dancing every week for a year is like walking from Chicago to Indianapolis

20
Minutes
of vacuuming is like walking one mile

30
Minutes
of grocery shopping every other week for a year is like walking a marathon

Solve the Sudoku puzzle and win a prize!

	3					1	6	
	6	7		3	5			4
6		8	1	2		9		
	9			8			3	
		2		7	9	8		6
8			6	9		3	5	
	2	6					9	

The rules: each of the nine blocks has to contain all the numbers 1-9 within its squares. Each number can only appear once in a row, column or box.

A winner will be chosen at random from all correct submissions. Send your answers to msolari@bonlandhvac.com by August 19, 2020. The winner will receive a Bonland Gift Package.

EXCLUSIVE OFFER



As an employee of Bonland Industries Inc., Verizon is able to offer valuable employee discounts!

- ♦ **22% discount on monthly access fee.** New 2-year activation on eligible calling plan \$34.99 or higher req'd. Line access fees and unlimited plans not eligible for discounting.
- ♦ **35% off eligible Verizon Wireless accessories.** Online only. 10% access discount on all other purchases.

How to sign up for your corporate discount:

1. Access the VZW Member Enrollment Site via the ABC Corporate website www.abc.org/verizon
2. Scroll to the bottom of the introduction welcome page and click on the “Enroll Now” button.
3. Click continue.
4. Enter authorized signer contact information.
5. Enter additional signal point of contact information (if necessary).
6. Click on “View Agreement”
(Note: The Member must check both the authorized contact box and agree to the terms & conditions for approval).
7. Once this is completed, the Member Agreement will display.



HERE'S
THE
SCOOP!



Personally Speaking



Ryleigh Samantha McManus

Born: May 10, 2020

Height: 20 ½"

Weight: 7lbs 3oz

Proud Parents: John McManus (PA Draftsman) and fiancé' Gina Ferrante



In May of 2020 **Lauren Coar** (pictured), daughter of **Carolyn Coar**, (NNJ Administrative Assistant) and **David Coar** graduated from University of Delaware. She received her Bachelor's Degree in Exercise Science and Minor in Strength and Conditioning. Lauren will pursue her Doctorate at Seton Hall Health and Medical Science for Physical Therapy. Congratulations Lauren and best of luck from your friends at Bonland!



Ernie Boniface, co-founder of Bonland and father of **Bill and Andy Boniface**, cele-

brated his 95th birthday wish by swimming ¼ mile in Kampfe Lake in Bloomingdale, NJ. Thumbs up to his son-in-law and Bonland retiree, **Bill Hecht**, for supplying the boat ride back to his starting point.



In Memoriam



Kenneth John Hauser

Kenneth John Hauser, 83, of Clifton passed away peacefully on May 7, 2020 in Morristown, New Jersey. He was nicknamed Kenny but was also fondly known as "Red." After graduating Clifton High School, Ken enlisted in the United States Army and was stationed throughout Europe during the Korean War. Ken started his career as an apprentice in the sheet metal trade and soon worked his way up as Vice President of Operations of Bonland Industries in Wayne where he was employed for 36 years. Ken was a special guy and to know him was to love him. He really was one in a million.

Our deepest sympathy to the Hauser family.



Bonland Industries, Inc.

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Send To:



NEW Projects

<u>BRANCH</u>	<u>PROJECT</u>	<u>LOCATION</u>	<u>CUSTOMER</u>
NORTH	CELULARITY FITOUT PHASE 2	FLORHAM PARK, NJ	TURNER CONTRUCTION
NORTH	PRUDENTIAL 2ND FL CAFE	NEWARK, NJ	STRUCTURE TONE
NORTH	PRUDENTIAL 14TH & 16TH FL	NEWARK, NJ	STRUCTURE TONE
NORTH	FINRA	JERSEY CITY, NJ	CAPITAL COOLING
NORTH	ORACLE 3RD FLOOR	BRIDGEWATER, NJ	SJP PROPERTIES
NORTH	HALSEY CENTRAL PLANT PH2	NEWARK, NJ	F & G MECHANICAL
NORTH	MERCK B32 AHU	RAHWAY, NJ	BINSKY MECHANICAL
PA	HAMILTON APARTMENTS PHASE 2	PHILADELPHIA, PA	TRACEY MECHANICAL
PA	3701 MARKET ST AHU REPLACEMENT	PHILADELPHIA, PA	TRACEY MECHANICAL
PA	WUXI PD LABS	KING OF PRUSSIA, PA	HERMAN GOLDNER, CO.
PA	CCH CV RELOCATION	WEST CHESTER, PA	TRACEY MECHANICAL
PA	FAST SIGNS	PHILADELPHIA, PA	FALASCA MECHANICAL
SOUTH	MCGUIRE AFB BLDG 1907	WRIGHTSTOWN, NJ	DJ'S MECHANICAL, INC.
SOUTH	RUTGERS ASB1	PISCATAWAY, NJ	BARHAM MECHANICAL
SOUTH	KC-4 6A MX HANGAR	MCGUIRE AFB, NJ	DJ'S MECHANICAL, INC.
SOUTH	PU MOFFETT VIVARIUM	PRINCETON, NJ	PIPE CRAFT, INC.
SOUTH	COMMUNITY MS	PLAINSBORO, NJ	JERSEY MECHANICAL