

The

BONLAND

Bulletin

Fall 2022

MESSAGE FROM THE PRESIDENT

Congratulations to our PA Shop for working three years accident free, PA field that is one year accident free and SJ Shop that is over one year accident free. These team members are proving that accidents can be prevented by removing unsafe conditions and acts. Safety requires a team effort; therefore, I'd like to also recognize the efforts of others that share in the responsibility of keeping our team safe. This includes our Safety Committee, who supplies resources for running a safe shop and jobsite, maintenance department that supplies safe tools, and project managers, who ensure that safety is our first priority just to name a few. Throughout this newsletter, you will read many more achievements related to safety and the efforts put toward maintaining a safe work environment by our team.

While the Northeast has been slow to pick up compared to other areas of the country, I'm happy to report that our backlog is at an all-time high. For those not familiar with the term backlog, it is work that we have booked that needs to be completed. This work positions us for a busy winter and beyond. We all know that the Bonland team excels when we are busy. Thank you to the efforts of our sales and estimating teams as well as everyone that proves to our customers that we are a leader in the industry and the right contractor for their jobs.

Not only do we have a strong backlog, we're a partner on many important projects ranging from pharmaceutical, biotech, healthcare, education, technology, and entertainment to name a few. We often measure our success based on safety, productivity, and customer satisfaction and I'd like us to also think about the importance that construction has on society. The projects that we are working on will greatly improve the health and quality of life for current and future generations. I'm sure that many of you are like me where you've been at a Bonland project, during or after construction, and were proud to be a part of it.

In August, Jeff Wells, Chuck Diou, and Anthony Benanti, Jr. attended a Peer Group CAD/CAM/EST Summit, which you will read about in this newsletter. I've often written about the value of the Peer Group and this summit didn't disappoint. Our team members had the opportunity to share Bonland systems and practices that members of the Peer Group may find valuable and gain information and knowledge from their peers. Technology was a strong focus during this summit and included Computer Aided Drafting, Manufacturing and Estimating, Revit, Bluebeam, Scheduling Systems and more. Thank you to Jeff, Chuck and Anthony for their active participation in this summit and for the information that they have shared upon their return to continue to move us forward. I look forward to our continued progress in these areas.

In closing, I'd like to acknowledge that no one knows how to get a job done better than the person doing it. I want to express my gratitude to everyone that makes suggestions on how to improve our Company and encourage you to continue to do so.

Linda West, President

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Bonland's Branch News

NNJ Branch News:

With Safety being at the top of our priorities, we certainly have a lot to be proud of. Our team was recognized and awarded the Safety Contractor of the Year award at Merck, Rahway. This is a team award. It is everyone pulling together and supporting our safety effort and looking out for each other. Congratulations and keep up the great work.

Our Estimating and Sales team have been busy building our list of future work. This work includes more pharmaceutical, hospital, office fit-outs and clean rooms. We are finding that technology is driving our projects to a higher level of coordination. This significantly reduces the coordination required in the field. Our Drafting department is accustomed to this type of coordination, we have been doing it for years. The other trades are getting onboard. Coordinated jobs are safer and more efficient to build. This is a great trend for our industry.

This year looks to be busy with projects of all types. Please continue to safely work as a team and help our customers solve their problems. This will undoubtedly lead to more future work. Thank you all for doing your part.

Please continue to work safely and look out for one another.

By: Ed Willigan-VP & NNJ Branch Manager

SNJ Branch News:

It's not too often that there is more than a handful of large projects going on in the South Jersey market, but we are fortunate that we are in the middle of one of our busiest periods that I have seen in my career. The projects we have been awarded do not come without its share of post-pandemic challenges, most of which we are all well aware of. I feel that one of the Company's strengths is its teamwork and our ability to get these difficult projects done. If we didn't think we could do it, we wouldn't take on the challenge, and we have proven in the past that we are capable of any type of project.

The projects that we have been awarded are highlighted by the long-awaited waterpark at Showboat in Atlantic City, which is finally out of the ground after we bid this project for the first time in 2020. In New Brunswick, the much talked about Rutgers Cancer Institute of NJ has also broken ground on its brand new 510,000 square foot, 12 story hospital tower, along with the Central Utility Plant in the adjacent parking garage. We are also continuing to do multiple projects at Princeton's new Lake Campus, which includes the Graduate Housing complex, the Racquetball Center, and two Central Utility Plants. These projects, along with the others we have been awarded, will keep us busy throughout 2023 and into 2024.

Earlier in the year, **fourth year apprentice Will Anderson** began training in our Drafting Department. Will has come a long way since he started his apprenticeship with Bonland, and we are all excited for this new opportunity that Will is taking on. I wish Will the best of luck in his journey and I have confidence that he will do well.

And for the second consecutive newsletter, I have the pleasure to congratulate another South Jersey department for going one year accident free. Last year it was the field, and this year the SJ Production team has also hit this milestone. Congratulations on the tremendous achievement. Congratulations also goes out to **Mike Abatemarco, Eric Purcell, and Joe Rodaligo**, who have all completed the five year Local 27 Apprenticeship program and are now Journeymen.

As we get busier, it is important to remember to keep safety first and foremost as part of your daily routine. Being busy is not an excuse to take a shortcut that can injure you or someone else. We have proven that any departments can go accident free, and I'm looking forward to celebrating more milestones in the future.

By: John Bansley, SNJ Branch Manager

PA Branch News:

One of my goals as branch manager is to eliminate the peaks and valleys of workflow the best I can. This can be challenging at times. In 2022 the PA branch's drafting department stayed busy throughout the year but the shop and field experienced a slow period during late spring and early summer. The good news is that second half of 2022 is busier in the shop and field as we see the work move through coordination and into fabrication and install.

Bidding levels remain strong and there are a large number of upcoming projects to budget and bid. My goal now is to keep our workflow steady. The challenges heading into 2023 remain the same as they were in 2022. Aggressive pricing levels, equipment price increases and extended lead times are still an issue for most projects. We are also seeing delayed awards that are leading to aggressive schedules due to the completion dates not getting extended. Working as a team, I am confident that we will be able to successfully handle any of these issues.

I'm happy to announce that **Bob Coates** has joined our drafting department. Bob made a smooth transition to our team because he came to Bonland with many years of sketching experience. Having an additional experienced sketcher in the PA drafting department will allow us to go after more work with aggressive schedules.

Congratulations to **Bob Crossley, Renee Cahill** and our entire PA Shop team for reaching the 3- year accident free milestone this year. This is a great accomplishment and it reflects the emphasis that they always put on safety. Some other news in the shop is that we recently purchased a new Whisper-Loc and Dual-Head Cornermatic machine. This new equipment is up and running and we are already seeing the productivity gains.

As mentioned earlier, we are seeing work transition from drafting into the field for many of the new projects we have been awarded. Risers are going in at our hi-rise residential projects at 12th and Sansom and UPENN Sansom East. Duct installation has started at Camden Prep and EEV which are both located in NJ. The design assist work is completed for both Merck B63A and Discovery B27 and we've been awarded the construction contracts for both projects. Tomorrow is the reward for working safely today.

By: Matt Mitchell, PA Branch Manager



Safety Corner



THE TEN COMMANDMENTS OF GOOD SAFETY HABITS

In most everything we do, we find a “trick” to make the process easier and faster. After we develop these tricks, they become work habits in our everyday activities. Developing everyday safety habits can keep you injury free through the year. Here are ten safety habits to live by:

1. **Set Your Own Standards.** Don't be influenced by others around you who are negative. If you fail to wear safety glasses because others don't, remember the blindness you may suffer will be yours alone to live with.
2. **Only Do Tasks You Are Qualified to Perform.** Your supervisor may not realize you have never done the job before. You have the responsibility to let your supervisor know, so the necessary training can be provided.
3. **Respect Machinery.** If you put something in a machine's way, it will crush it, pinch it or cut it. Make sure all guards are in place. Never hurry beyond your ability to think and act safely. Remember to de-energize the power first before placing your hands in a point of operation.
4. **Use Your Own Initiative for Safety Protection.** You are in the best position to see problems when they arise. Ask for the personal protective equipment or additional guidance you need.
5. **Ask Questions.** If you are uncertain, ask. Do not accept answers that contain, “I think, I assume, I guess.” Be sure.
6. **Use Care and Caution When Lifting.** Most muscle and spinal injuries are from overstrain. Know your limits. Do not attempt to exceed them. The few minutes it takes to get help will prevent weeks of being off work and in pain.
7. **Practice Good Housekeeping.** Disorganized work areas are the breeding grounds for accidents. You may not be the only victim. Don't be a cause.
8. **Wear Proper and Sensible Work Clothes.** Wear sturdy and appropriate footwear. These should enclose the foot fully. Avoid loose clothing, dangling jewelry, and be sure that long hair is tied back and cannot become entangled in the machinery.
9. **Practice Good Personal Cleanliness.** Avoid touching eyes, face, and mouth with gloves or hands that are dirty. Wash well and use barrier creams when necessary. Most industrial rashes are the result of poor hygiene practices.
10. **Be a Positive Part of the Safety Team.** Willingly accept and follow safety rules. Encourage others to do so. Your attitude can play a major role in the prevention of accidents and injuries.



Working safely may get old,
but so do those who
practice it.



Safety Recognitions

NNJ Field Foreman Tyrone Seymore along with his crew had the distinct pleasure of receiving the prestigious Merck Contractor Safety Award at our Merck Rahway Site!

Through their personal commitments in prioritizing safety, along with their firm safety values, Tyrone and his crew have done an outstanding job in establishing a strong safety climate on their project. We are extremely proud! Congratulations to All!



PA Field Foremen Brian Buchanan, Fred Hess, and Russ Williams with **PA Field Employees Ron Thompson and Drew Zimmerman** were recognized by **PM Larry Donoher** for their commitment to safety while working at UPenn Sansom East project in Philadelphia! The crew have been a great example of Bonland's safety culture by utilizing proper PPE, and working accident free! Congratulations to All!

SNJ Field Employees Tim Manning and Jake Marchesani were commended by CYMA (GC) during their site safety audit performed at the Renaissance Spray Lab Project. CYMA's safety team was extremely impressed with how Tim and Jake safely loaded ductwork onto the mezzanine level of the building using a telehandler. For their efforts, both Tim and Jake were awarded Bonland Safety Leader T-Shirts! Congratulations and Keep Up the Good Work!

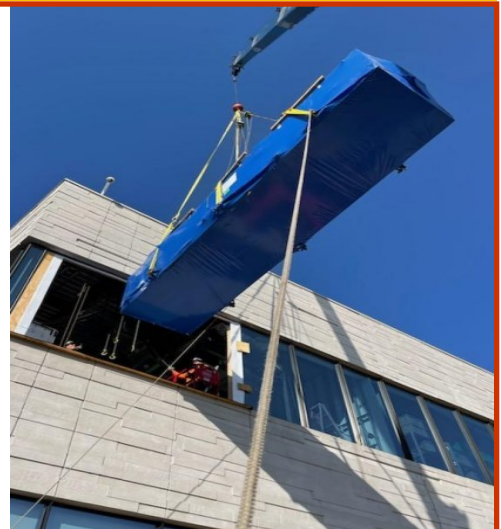


Congratulations to the **SNJ Production Department** for working **1 YEAR ACCIDENT FREE!** **SNJ Shop Foreman John McGrath, Production Supervisor Chuck Diou,** and their crew have done an excellent job with establishing a true "Safety First" culture in both the shop and material handling; where putting safety first is not just expected, it's "what we do".

Job well done and keep up the safe work! It takes as much effort to maintain a strong safety culture/climate in the workplace as it does to build one. Your efforts are greatly appreciated! Congratulations to All!



PA Field Foreman James Dawkins along with **Journeyman Sean Broadhurst** and **Apprentice Nick Harris** were recognized by Jacobs Engineering for their exemplary performance during a crane lift at Adaptimmune. They worked in tandem with Goldner's crew to lift 4 air handlers through a window into the building safely and efficiently. Utilizing safe practices and proper PPE, each member of the team understood their role and were a big reason for the days success. Great Job! Congratulations to All! The crew was rewarded with safety t-shirts in recognition of their efforts.



anniversary

				
Tyrone Seymore 25 Years NNJ Field Foreman	Larry Donoher 25 Years PA Project Manager	Joe Yerkes 10 Years PA Field Foreman	Tim Miller 10 Years PA Drafting/Project Leader	Tyler Athoe 10 Years NNJ Project Manager
				



Brian Werr, NNJ Apprentice
 Chris Graglia, NNJ Journeyman
 Ronald Thompson Jr, PA Journeyman
 Tyree Seymore, NNJ Apprentice
 Matthew Lucas, PA Journeyman
 Martin Yodice, NNJ Journeyman
 Charles Giambelluca, NNJ Foreman
 Trevor Wellet, SNJ Branch Esti./PM Assist.
 Joe Sauer III, NNJ Journeyman
 Chris Wess, NNJ Journeyman

Happy
 5th
 Anniversary



EMPLOYEE APPRECIATION Day



Bonland employees enjoyed cool treats on a hot August day as a thank you for all the hard work and effort they put in throughout the year. The cold ice cream was greatly appreciated by all on an extremely hot summer day.



Peer Group Summit

Three members of our Bonland family participated in a Peer Group Summit in Chicago, Illinois, from August 21st through August 24th. **Anthony Benanti Jr., Chuck Diou and Jeff Wells were in attendance.** Representatives from each of the seven Peer Group Companies also participated. This event was coordinated to have open deliberations, and to extend knowledge, regarding estimating, drafting and duct construction processes. Topics such as EstMep software work arounds, Autodesk improvements, and a variety of BIM procedures were presented. After two extensive days of meetings and discussions, the Peer Group took time out to relax and enjoy a rooftop experience outside Wrigley Field (pictured). Although the Cubs lost, all attendees had a great time and continued to establish valuable bonds with one another. The knowledge that is gained and shared in collaboration with the Peer Group companies, and their team members, continues to prove invaluable to all parties.



2022 Skanska Charity Challenge Golf Outing

From Left to Right: **Matt Mitchell (PA Branch Manager), Eric Valega (SNJ Sales Representative), and Jeff Miller (PA Project Manager)** attended the 2022 Skanska Charity Challenge Golf Outing at the 1912 Club in Plymouth Meeting, PA. Eric won the putting challenge, in which the prize of \$2,000 was donated to the Children's Hospital of Philadelphia in Bonland's name!



Ryan Hughes (son of **Laurie Hughes, NNJ Administrative Manager**) graduated from Coastal Carolina University in May with a Bachelor of Arts in Intelligence & National Security Studies, a minor in Political Science and a Geographic Information Systems certificate. He is currently working for Maxar Technologies as a Geospatial Analyst. Congratulations Ryan! We wish you all the best in your future endeavors!



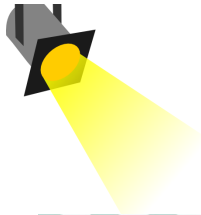
WORD PUZZLE GAME

T	D	Y	E	B	O	C	S	C	R	E
R	H	A	C	K	L	P	A	R	K	W
O	W	E	L	S	T	O	L	H	E	D
N	A	I	L	A	S	B	T	A	R	R
T	L	W	S	W	R	E	S	M	S	I
A	E	A	T	O	W	N	T	M	C	V
P	R	W	E	C	W	C	R	E	R	E
E	U	R	R	K	E	H	C	A	E	R
M	S	E	A	G	R	B	A	X	W	W
E	A	N	C	H	C	I	E	U	E	A
B	O	L	T	S	S	H	J	I	G	S

FAMILY GAME TIME!

Let's see who can find the most construction words in the puzzle. (Words are straight, diagonal, and on corners)! The winner will get a Bonland Prize!

Please email your answers to Rasheda at rgarciahr@bonlandhvac.com by December 23rd, 2022.



PERSONALLY SPEAKING



Jackson Athoe
Born: 4/13/22
Weight: 7lbs 6oz
Proud Parents:
Tyler Athoe (NNJ
Project Manager)
and Kiera Athoe
(MS Controller)



Eloise Rose Bulman-Nikulin
Born: 7/1/22
Weight : 7lbs 10oz
Proud Parents :
Alex Nikulin (PA
PM Assistant) and
wife Rachel



Congratulations to Kaylee McColgan, daughter of (SNJ **Field Foreman Kevin Mankow**) and her husband Matt who were married on October 1st in a beautiful ceremony in New Jersey!



Bonland Salutes (SNJ **Journeyman Don Brandenburg's**) daughter USMC Private First Class Julia Brandenburg for her service! Julia graduated April 22, 2022 from Marine Corps Recruit Depot, Parris Island South Carolina and is currently stationed in Pensacola, FL training for her next assignment! Julia has made her family very proud!



George Snell, (former NNJ Journeyman) peacefully passed away on October 14, 2022 surrounded by family and loved ones. The Bonland family offers our deepest condolences to George's family and friends.



Bonland Salutes **Shawn Samuel, (NNJ PM Assistant)** as he served in the US Army for 10 years! His greatest achievement was being promoted to Sergeant during the war "Operation Iraqi Freedom" and making it Home Alive!





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Projects

<u>BRANCH</u>	<u>PROJECT</u>	<u>LOCATION</u>	<u>CUSTOMER</u>
NORTH	FISERV 3RD & 4TH FLOOR FITOUT	BERKELEY HEIGHTS, NJ	F&G MECHANICAL
NORTH	PEARSON 4TH FLOOR	HOBOKEN, NJ	SJP PROPERTIES
NORTH	INDUSTRIOUS 3RD FLOOR	JERSEY CITY, NJ	F&G MECHANICAL
NORTH	MERCK BIOLOGICS	RAHWAY, NJ	DPR CONSTRUCTION
NORTH	CSG FITOUT	ROSELAND, NJ	SJP PROPERTIES
NORTH	MERCK 80R TASK 3	RAHWAY, NJ	LENDLEASE CONSTRUCTION
NORTH	MERCK 80BX 3RD & 4TH FLOORS	RAHWAY, NJ	LENDLEASE CONSTRUCTION
NORTH	PCTI BIOTECH	WAYNE, NJ	ADVANCED MECHANICAL
NORTH	PRUDENTIAL ELEVATOR LOBBIES	NEWARK, NJ	SJP PROPERTIES
NORTH	SMG MOB FITOUT	BRIDGEWATER, NJ	WILLIAM BLANCHARD CO
NORTH	MERCK 80B TASK 3	RAHWAY, NJ	LENDLEASE CONSTRUCTION
NORTH	GILEAD PROJECT UNITED	PARSIPPANY, NJ	TURNER CONSTRUCTION
NORTH	MERCK BIOLOGICS DALDROP	RAHWAY, NJ	DALDROP SBB
NORTH	MERCK 80RY DUCT MODS	RAHWAY, NJ	SODEXO
PA	EEW MONOPILE PAINT BLAST	PAULSBORO, PA	FALASCA MECHANICAL
PA	PECO	BERWYN, PA	TRUSKEY INC.
PA	ROWAN CHAMBERLAIN EXPANSION	GLASBORO, NJ	EAGLE MECHANICAL
PA	UNION LEAGE ROOFTOP	PHILADELPHIA, PA	TRACEY MECHANICAL
PA	MERCK B63 SYRINGE FILLING	WEST POINT, PA	INTEGRATED PROJECT SERV.
PA	IOVANCE 3RD FLOOR	PHILADELPHIA, PA	RB USA
SOUTH	SCOTIA BANK FITOUT	ISELIN, NJ	SJP PROPERTIES
SOUTH	RUTGERS CANCER INSTITUTE OF NJ	NEW BRUNSWICK, NJ	BINSKY & SNYDER
SOUTH	SHOWBOAT WATERPARK	ATLANTIC CITY, NJ	AC MECHANICAL
SOUTH	RUTGERS CANCER INSTITUTE CUP	NEW BRUNSWICK, NJ	RIGGS DISTLER
SOUTH	RENDINA 1ST FLOOR FITOUT	TOMS RIVER, NJ	STRUCTURE TONE
SOUTH	BEIGENE ADMIN & OFF LAB	HOPEWELL TWP., NJ	BURNS MECHANICAL