

Message From The President

I hope this message finds you well. I'm happy to share that in April 2023, we completed our fiscal year at a record-breaking volume of work. Our ability to complete this work is an indicator of our teamwork and unwavering commitment to success. Our commitment to delivering an exceptional project and ensuring customer satisfaction has been instrumental in retaining and growing our customer base. I want to express my gratitude to the Bonland team for your contributions and dedication. Our success is a collective achievement and it reinforces our position as a leader in our industry. Let's continue to work as a team, support one another, and, together, drive Bonland to new heights.

While this may be disappointing to hear, I'm concerned that we are trending in the wrong direction with safety. I implore everyone to be aware of your surroundings and watch out for your co-workers, especially new hires and those that are less experienced. Safety awareness is essential in our daily work. Whether it's proper equipment usage, following safety protocols or promptly reporting safety concerns, we must all be vigilant and proactive. Open and transparent communication about safety concerns is vital. If you witness unsafe practices, hazards or have ideas for improvement, don't hesitate to report them to your manager or foreman. Our Safety Committee is also available to address and resolve any issues. We must hold ourselves accountable for our safety performance and each take ownership of our role in maintaining a safe workplace. Together, we can ensure that our team remains safe.

I recently had the opportunity to attend Field Foreman's meetings at each of our facilities. During these meetings, I was personally in awe of the talent in the room. I've often thought about what it takes to run a construction project and the similarities it has to running a small business. They both require strong leadership, effective management, the ability to adapt to changing circumstance and industry expertise. There's no doubt that our field foremen are the backbone to our construction projects and their importance can't be overstated. If you're interested in running work, speak with your foreman or Project Manager about our Foreman in Training Program.

I recently attended the Sheet Metal and Air Conditioning Contractors National Association (SMACNA) convention. The convention is a great opportunity to join other SMACNA members, including our Peer Group, to attend educational programs, a trade show, and networking events. Congratulations to Carol Duncan of General Sheet Metal in Oregon on becoming the SMACNA President and Michael Coleman, who became SMART General President in June 2023. During the convention Carol and Mike talked about how they seek to further the labor/management relationship over the coming year between SMACNA and SMART, along with building a workplace where all employees, no matter their background can feel like they can make a difference.

Linda West, President

FALL 2023

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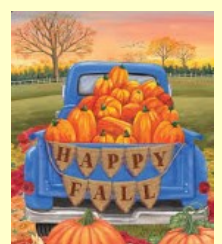
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BRANCH NEWS



North Jersey News – by Ed Willigan, Vice President & NNJ Branch Manager

With winter quickly approaching, the North New Jersey branch has completed some impressive work over the last few months. From complex hospitals and pharmaceutical jobs to office buildings with aggressive schedules, the Bonland team has performed well. Along with all this great activity, we have people taking on new roles. Mike Rowan has been promoted to a Senior Project Manager, taking responsibility for the Field and Project Management. Chris Graglia has been promoted to Shop Foreman. Both are well deserved promotions. Also, we have added to our staff. We have Victor Torsiello, as our Material Handling Supervisor and Zak Scola as a Project Manager. We welcome them and wish them the best of luck in their new roles.

The North Jersey branch has also recently purchased a spiral duct machine to produce our own spiral duct. We are excited to gain the capacity and control to fabricate our own spiral. As we set-up the machine, we are looking at the ability to number and label pieces and cut them to length. This will enable us to ship groups to the field complete with rectangular and round all together.

There are still numerous large projects on the horizon that will bid out soon. A large number will hit the field this spring / summer. We have a few projects that will carry us over until then.

I do ask that everyone stay engaged in our safety program. Approach everyday with a renewed focus on safety; your health and welfare and that of your teammates depends on it.

Thank you all for doing your part and working safely.

South Jersey News - by John Bansley, SNJ Branch Manager

The past few months have been very exciting at the South Jersey Branch! We have seen some of our busiest times in recent history, where we peaked at 120 Sheet Metal Workers in our Drafting, Shop, and Field departments. Despite Local 27 being at full employment, we went on to employ travelers from the surrounding areas of NY, NJ, and PA. We have been fortunate to secure some interesting projects that we are currently in the latter stages of completion. Through these busy times, the teamwork has been evident, and this is why we continue to be successful. All of the supporting departments and other branches that backed us through these challenging times have made this heavy workload more manageable. Several projects have required us to work long days and weekends due to their aggressive schedules. The SJ shop, who have faced many challenges maintaining aggressive schedules, have kept duct flowing to the field in steady waves. Charles Diou, Production Supervisor, and John McGrath, Shop Foreman, have guided the crew in the shop through countless long days and sacrificed every weekend for months on end to maintain these schedules. A special thanks goes out to all for their hard work and dedication. What we are currently seeing in the market is a steady flow of building, especially in the Healthcare and University sector, and this trend looks to continue over the next few years. Just recently, we were awarded the first phase out of three of the New Jersey Health and Life Science Exchange (HELIX), dubbed as H-1. It is a 573,000 square foot multipurpose facility that will hold research labs for Rutgers and Princeton, as well as the Innovation Hub, which will be a space for startup businesses. This project is scheduled to be completed in the Summer of 2026, and will contain over 1.2 million pounds of ductwork. Estimating and Sales are hard at work to ensure our long-term success, and are optimistic about procuring our share of these projects. While its always great to be busy, safety must always continue to be a top priority.

Pennsylvania News - by Matt Mitchell, PA Branch Manager

I'm happy to report that bidding activity remains strong and that the work outlook looks positive in our marketplace. We started the year extremely busy and have now settled into a steadier workflow. In addition to the many projects, we currently have running in the field, we've also been awarded multiple life science projects in University City, along with a new Design Assist project in the Navy Yard. We're also in the drafting stage of a new Center City office building which should start in the spring of 2024. PA Production Supervisor Bob Crossley retired in May after many dedicated years. He was an important part of the Bonland PA team and is missed. I'm happy to announce that Renee Cahill has been promoted from Shop Foreperson to replace Bob as the PA Production Supervisor. Her transition into this new position has been seamless and she is doing an excellent job. I am also happy to announce that Rob Mawson was promoted to PA Shop Foreman. Rob has been doing a great job in the first few months in his new position. We wish both Renee and Rob the best of luck and much success in their new positions. We also had a new addition to the team in May. Patricia Cawley joined the PA branch as our new Administrative Assistant. Tricia has picked up quickly on her new role and responsibilities. I'd like to thank the NNJ and SNJ administrative staffs for the time they've spent training Tricia. This is a key position in our branch and I'm confident that Tricia will be successful at her new job.

I wish everyone a happy, safe and productive fall season.

Project Management News

Bonland was awarded both the Merck Biologics Project and the Daldrop Cleanroom in Rahway NJ back in June of 2022. We were up against a very aggressive construction schedule, which required us to start drafting right away. The amount of man hours allocated to this project should have taken 2.5 years to complete, and we were aiming for 12 months. We were also asked to start gearing up to install our duct in Vertical Multi-Trade Riser cages at Ram Rigging, prior to any steel being installed on the project site. Once steel got set, the Vertical Multi-trade Racks got installed by composite crews for all trades who had their materials in the racks.

Under the leadership of our NNJ Foreman on the base building scope: Joe Liberta, Steve Kinney, Chuck Giambelluca, Jeff Stajeck, and Ronnie Brooks, Bonland installed over half a million pounds of ductwork, with some of the heaviest pieces weighing just over 2,000 lbs PER PIECE! The cleanroom leadership came from Tyrone Seymore, Greg Lang, & Rich Parma. This cleanroom installation included everything from ceiling hangers, ceiling and wall panels, glass walls, doors, and miles of caulking.

Below is a letter of appreciation we received from Sal Gugliotta from Jacobs Engineering. Sal was the mechanical engineer who we worked with very closely to deliver the design intent of the Merck Biologics building. It has been a pleasure working with the various teams on this project, and we look forward to more work in the future.

By Mike Rowan, NNJ Sr. Project Manager



Jacobs + DPR + Bonland = Merck Bldg 870

When you get something wrong, there are a million people out there that want to tell you about it and when you get something right, nobody wants to tell you anything!! My name is Salvatore Gugliotta and I am an HVAC designer with Jacobs Philadelphia. I started in this business in 1978 with Vincent Kling in Philadelphia which eventually turned into Jacobs Philadelphia. My colleague Rick Cheetham and I have been working with Bonland sheet metal since the mid 1990's with the likes of Paul Kleissler, with whom I'm sure you may know. Kling/Jacobs and Bonland have been working together on the Merck Rahway campus for the past 27 years, which is quite the history lesson! In the spring of 2021 Jacobs & DPR teamed up to design an approximate 205,000 square foot facility with a mechanical penthouse on the roof which would become the Biologics Development Center (Building 870) on the Merck Rahway campus. Through Scott Zelazny & Daniel Menno of DPR, Bonland was awarded the contract for all of the sheet metal in bldg. 870, with one of the most aggressive construction schedules that I have ever seen.

The Jacobs HVAC design was coordinated in the BIM model by Manas Tewani of DPR and Oscar Hernandez of Bonland. There was much collaboration required and Oscar was a joy to work with as he had to jump thru many hoops to make things serviceable and accessible throughout the ceiling plenums and interstitial areas above the GMP/non-GMP area. Bonland and Oscar were instrumental in executing the Jacobs design thru the shop drawing phase and engineer approvals required to deliver a quality project. Once we got to the field, there were many hurdles to overcome from the construction of the double wall plenums in the penthouse to the air handling unit connections and duct support systems etc. We had the pleasure of working with Joe Liberta and his team in the field. Joe and his team were extremely professional and always offered solutions to overcome the different issues that came up. I can honestly say that they are the true definition of a "Trade Partner", an integral part of the team.

Everyone involved in this project should understand the accomplishment and be proud to be part of a very dynamic team. To see that building standing there today in the final phases of construction is a testament to this entire team and what was pulled off in record time. So, guess what? No matter what anybody says, we "GOT IT RIGHT"!

By Sal Gugliotta, Jacobs Sr. Mechanical Designer



SAFETY CORNER



With the increase of cars on the road, who hasn't experienced stress while driving back and forth to work? Sometimes this stress can turn into anger and anger turn into RAGE. Everyone has experienced some sort of Road Rage while driving. The trick is not to let it escalate.

You hope you can get where you're going without incident; however, that is not always the case. If someone cuts you off and causes you to swerve or slam on the brakes, you may want to yell at them or lean on your horn, maybe even use a rude gesture. While it may be what you want to do, you should just let it go and get on with your drive. According to AAA, Road Rage episodes result in about 30 deaths and 1,800 injuries per year.

Managing Road Rage is all about personal responsibility and restraint. It's entirely up to you to prevent it. One way can be as easy as taking a deep breath and counting to 10. Use any method that is right for you to calm yourself down. The key is to stay calm and do not escalate the situation.

If you experience Road Rage from someone, keep your distance from the angered driver. Do not resort to rude gestures, flashing your high beams, etc. try to ignore them. Do not make eye contact and let them pass. Road Rage drivers are usually in a hurry, so get out of their way without engaging.

There will always be hazards on the road and drivers we need to stay clear of. Bottom line, it's up to us to keep a clear head and not let other drivers affect our driving; just breathe and make sure you get to your destination safely.

- Sue Strauss, SJ Branch Administrative Assistant and Member of the Safety Committee



Safety Recognitions



PA Field Foreman Greg Ngee was recognized for his consistent commitment to safety and promoting an ideal example of Bonland's safety culture. Greg has been commended by CRB's senior project manager for working safely and properly utilizing PPE in a high traffic area on the jobsite. This is not the first time that Greg has been praised for his attention to jobsite safety. Greg was given a safety t-shirt in recognition of his ongoing effort. Thank you, Greg!

It is my pleasure to share a letter from our customer (IPS) at Merck B-63A - Project #63-075. Foreman Mark Koppenhafer and the team are doing a fantastic job communicating and establishing a great safety culture onsite. Deservingly, they have been recognized a second time as the "Contractor of the Month"!

We are proud of this accomplishment and would like to thank our team for displaying a positive safety culture. Sending everyone home in the same shape they came to work in is the #1 goal.

PA Field Foreman Mark Koppenhafer along with Journeyman Ron Thompson, John McKenna and Blake Sabourin were awarded with a Bonland safety shirt.

- Rob Hoffmann, PA Project Manager



The Beigene Office/Admin team project scored 100% on the DPR safety inspection and has also been recognized as being one of the safest trades onsite. They observed 13 areas of safety and Bonland scored positive on all 13; outstanding job! SNJ Field Foreman Mike Shedlock and the rest of the team was awarded Bonland t-shirts.



Employee Anniversaries



Linda West
President
45 Years



Chris Krumpfer
Maintenance Supervisor-NNJ
45 Years



Glen Smith
Maintenance Mechanic-NNJ
40 Years



Romeo Gaela
Tool Repair Mechanic-NNJ
25 Years



Ed Blewett
SNJ Foreman
20 Years



Laurie Hughes
Admin. Manager
NNJ - 15 Years



Christopher Taylor
Estimating Manager
Mgmt. Services
15 Years



Tom Wisse
Sales Representative
NNJ
15 Years



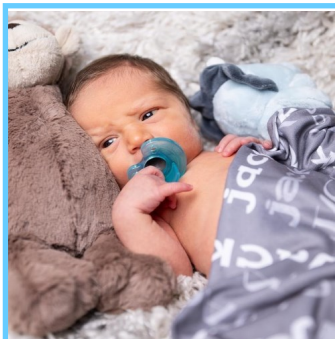
- Jason Jimenez- Sheet Metal Worker - NNJ
- Ted Stiehler-Foreman - NNJ
- William Anderson- Apprentice - SNJ
- Ronald Diorio- Foreman - SNJ
- Dan Mullally- Sales Representative - PA



ANNOUNCEMENTS



Justin (SNJ Apprentice) and Danielle Borejko are the proud new parents of this picture-perfect bundle of joy. Guiliana entered this world, and everyone's hearts, on March 15, 2023. Take a look at this adorable face, but be warned, you will surely fall in love!



Tom (NNJ Sales Representative) and Lauren Wisse wish to proudly present the newest member of the Bonland family, Jack Thomas Wisse, born on August 13, 2023, weighing 7lbs 2oz!



We are overjoyed to announce the arrival of Miranda Checo! Faunny Ramirez (MS Staff Accountant) and Juan Checo welcomed their little angel on August 30, 2023. Little Miranda weighed in at a healthy 5lbs 14oz of pure cuteness. Bonland welcomes our new little princess!



Wedding Bells



Maria and Michael Benanti (NNJ Sales Representative) were married on April 21st in a beautiful ceremony, and reception, at David's Country Inn in Hackettstown, NJ. The happy couple later spent 2 weeks honeymooning throughout Italy. We wish the newlyweds many years of love, happiness and good fortune. Congratulations to you both and best wishes for a long and happy future together!





PROMOTIONS

CONGRATULATIONS



Chris Graglia

Promoted from NNJ
Journeyman to NNJ
Shop Foreman



Mike Rowan

Promoted from NNJ
Project Manager to NNJ
Sr. Project Manager



Renee Cahill

Promoted from PA Shop
Foreperson to PA Production
Supervisor



Rob Mawson

Promoted from PA
Journeyman to PA
Shop Foreman

Foreman's Meeting



All of Bonland branches recently hosted their General Foreman's Meetings. Opening remarks were made regarding the current workload at each Branch, the importance of safety and the pivotal role of the Foreman at Bonland. They encouraged the foremen to engage with their crews and to continue implementing all safety protocols. Presentations were then given by Ryan Ellicott, and other Hilti representatives, regarding some of Hilti's new tools and products. Additional presentations were given including PreTask Planning and the importance of recognizing potential hazards at the start of each work day, as well as other safety related topics. Some other presentations included demonstrations on the utilization of the Total Station system to set up and lay out hanger points as well as the proper operation of the RetroTec Leak Test Kit. Open discussions were held regarding the need for Foreman to recommend candidates for the Foreman in Training program; the importance of communication with PM's regarding new stock items; the requirement and importance of keeping daily job logs; how using scrolling timesheets can save time for Foreman with a lot of team members; and The Tap in Program that workers use at Merck to report good and bad safety behavior. Bill Hecht, FAC Chairperson, is requesting Foreman to send in their suggestions to the FAC which will be reviewed and discussed. In closing, these meetings were extremely productive and everyone was thanked for their contributions and appreciation for their attendance at these meetings.



NEW PROJECTS

<u>BRANCH</u>	<u>PROJECT</u>	<u>LOCATION</u>	<u>CUSTOMER</u>
NORTH	NESTLE INTERIOR FITOUT	HOBOKEN, NJ	SJP PROPERTIES
NORTH	ESSEX COUNTY FAMILY COURTS	NEWARK, NJ	DOBCO, INC.
NORTH	LORD ABBETT FLOORS 36-41	JERSEY CITY, NJ	F&G MECHANICAL
NORTH	NBI CHP	NEWARK, NJ	AZ CORP
NORTH	SANOFI CHC	MORRISTOWN, NJ	SJP PROPERTIES
PA	2000 ARCH	PHILADELPHIA, PA	TRACEY MECHANICAL
PA	PROJECT HOME - KATE'S PLACE	PHILADELPHIA, PA	ARIMAS
PA	ONE UCITY UPENN 10TH FLOOR	PHILADELPHIA, PA	TURNER CONSTRUCTION CO.
PA	CHEESECAKE FACTORY	WHITEHALL, PA	SHAWMUT DESIGN & CONSTR.
PA	ONE UCITY UPENN 2ND FLOOR	PHILADELPHIA, PA	TURNER CONSTRUCTION CO.
SOUTH	VIRIDESCENT	VINELAND, NJ	FALASCA MECHANICAL
SOUTH	PLUM II MOB FITOUT	NEW BRUNSWICK, NJ	TORCON, INC
SOUTH	MEDICAL DIAGNOSTIC IMAGING	TOMS RIVER, NJ	EMPIRE GENERAL CONTR.
SOUTH	BEIGENE DSDP	HOPEWELL TWP, NJ	SOUTHLAND INSUSTRIES
SOUTH	FAA BUILDING 28	ATLANTIC CITY	DJ'S MECHANICAL, INC
SOUTH	HELIX PHASE I	NEW BRUNSWICK, NJ	THE BARHAM GROUP

Bonland Industries, Inc. Soon to Complete Second High-Rise in Center City

(Article Featured in SMCA Newsletter)

Center City will be the home of a new residential apartment complex in the Market East section of Philadelphia. The 21-story high-rise at 123 South 12th Street will house 412 units for tenants who love to be downtown near the arts and restaurant businesses. Bonland Industries, Inc. was awarded the contract to complete the install and fabrication of sheet metal. Bonland is no stranger to being involved in Philadelphia high-rise buildings, as they also completed the fabrication and install of the 47-story Arthaus Condominiums on 311 South Broad Street. Lead Foreman, James Dawkins, was part of the Arthaus project as well as the massive King of Prussia addition. The 26-year veteran sheet metal worker, and 11-year Bonland employee, has had a great crew since the project began around mid-July, 2022. Crew size has ranged from 2-3 workers up to 8-13 workers over the last year. With projects this size, there are always interesting takeaways for our readers to know.



When I walked with James around the 3rd, 4th and 15th floors, to view the various heat pumps they installed for efficiency purposes, he mentioned that Bonland is always looking for ways to be competitive in the market. One of those ways is the increased use of EZ Corners and EZ Connector Bolts which have made their job easier and cut back man hours from using the screws that worked in the past but would take much longer. These changes are what General Contractors like Clemens Construction, who is the GC of this project, and DWD Mechanical are pleased to hear.

Bonland continues to be one of the busiest firms, not just at their Bensalem, PA branch, who are on this project and Arthaus, but also at their two New Jersey branches located in Wayne and Lakewood.



Lead-Foreman, James Dawkins reviewing CAD drawings.



Heat pump system on 3rd floor.



Heat pump system in the 15th floor apartment unit.



Special coated ductwork supplied by Conquest Firespray.

