

# **DANELLA<sup>®</sup>** **PRIDE**

Vol. 1.2 | Spring 2017



**45**  
*Years*  
1972-2017

**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*<sup>®</sup> is the Danella guiding principle.



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*Danella Pride strives for fair representation and accuracy, publishing all information received, and reserving the right to edit for space or style. Send any corrections or news to news@danella.com to be included in upcoming issues.*

# A MESSAGE FROM OUR CHAIRMAN/CEO

It is astounding to me that I am writing an introduction to the Danella Pride Newsletter commemorating our 45th anniversary! That means that we have been in business more than twice as long as I was old when Danella Companies was started. We started with just two contracts from our local utilities, Bell Telephone of PA and Philadelphia Electric Company, that accounted to a little over six-hundred-thousand per year in business. Today we have dozens of contracts throughout 15 divisions in the United States that total hundreds of millions in work per year. I have been fortunate to have thousands of outstanding individuals working for the success of the company.



Over the years, we have developed our core values that have led to our continued growth and success. Integrity, professionalism and commitment create an environment where people want to work for us and customers want to do business with us. We value our people and are committed to their growth and development. We care about the safety and wellness of all of our employees and their families. We hold ourselves accountable to produce quality work. We leverage technology to achieve optimum productivity and operational excellence. We embrace change to stay ahead of the curve on innovation and our competition. We have a passion for winning to drive continued success in the future!

In this issue you will find recognition for many of the people that have had an impact on the success of the Danella Companies. I want to thank each of you for your loyalty and devotion to the company. As I have always said, a construction company is a bunch of used equipment and its people. It is our good people that have made us successful in the past and will help us grow into the future. I am as committed today as I was 45 years ago to make Danella Companies a success and to continue our growth into the future.

*James D. Danella*

James D. Danella



*One of several Danella projects in 1973 out in Exton, PA.*

# QUICK NOTES

## PHOTO CONTEST



### OVERALL WINNER:

Vince Kabana, DCC-PA, Foreman

*Night Gas Main Installation on 30th Street in Philadelphia*



### RUNNER UP:

Rob Borzillo, DCC-PA, Foreman

*Water Main Installation in the Philadelphia, PA Area*

Want to see your photos in the next issue of Danella Pride?

Send your high-quality photos, featuring our logo and work, to [news@danella.com](mailto:news@danella.com) and have a chance to win! The overall winner is given a \$100 gift card and the runner-up, a \$50 gift card.

> **Safety Tip:** It is important to verify that any hazards related to energy sources have been isolated before beginning work. Remember to wear the proper personal protective equipment (PPE).

> **Wellness Reminder:** May is **National Stroke Awareness Month**. In the United States, stroke is the fifth leading cause of death. Of those who survive a stroke not all, but many experience permanent serious disability.

Strokes can be prevented and treated, if discovered quickly and medical assistance is received immediately. If you think someone may be having a stroke, act F.A.S.T. and do the following simple test:

- F — Face: Ask the person to smile. Does one side of the face droop?
- A — Arms: Ask the person to raise both arms. Does one arm drift downward?
- S — Speech: Ask the person to repeat a simple phrase. Is the speech slurred or strange?
- T — Time: If you see any of these signs, call 9-1-1 right away to receive fast treatment.

Getting treated quickly is important in preventing death and disability from stroke. Learn more at [cdc.gov/stroke](http://cdc.gov/stroke).

For more information on what a stroke is, how to prevent it and what happens when one occurs, go to any of the following websites: Our wellness provider [bhs™](http://bhs.com), [BHSONline.com](http://BHSONline.com) (sign in DANELLA); our health advocacy provider, [HealthAdvocate™](http://HealthAdvocate.com), [www.HealthAdvocate.com/danella](http://www.HealthAdvocate.com/danella); or [www.cdc.gov/stroke](http://www.cdc.gov/stroke).

> Follow Danella Companies on **Facebook, Twitter, and LinkedIn** for more information on the work we do to build our nation's infrastructure!

- Facebook - [fb.com/danellaco](http://fb.com/danellaco)
- Twitter - [twitter.com/danellaco](http://twitter.com/danellaco)
- LinkedIn - [linkedin.com/company/danella-companies](http://linkedin.com/company/danella-companies)

> **Wellness:** May is National Physical Fitness and Sports Month. It's fun and motivational to workout with others. Team sports are not only good for your physical health, but also your mental health. There are many ways to enjoy physical activity together as a family and with your coworkers. Encourage each other to come up with fun ways to get up and moving away from screens. Try training for a charity walk or run, celebrate special occasions by going bowling, playing baseball or dodgeball.

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



# OUR PAST AND FUTURE: THE HISTORY OF DANELLA

At the age of twenty-three, Jim Danella, with a business degree from Villanova University, had a dream of running his own company. On Friday, May 5, 1972, with help from his father, Carmen, that dream was realized. Jim Danella purchased Thomas W. Faulkner, Jr., Inc., a construction company based in Norristown, PA.

## A Rough Start

The transition was not smooth. Most of the management team from Faulkner left within an hour of the announcement. The few that stayed would bring lasting impact to Danella, including Price Jackson, a foreman who would later become the Vice President of J. Daniel and Company (Ohio); and Gina Pierce, a secretary who would remain by Jim's side for 30 years. Many laborers stayed and continued to work for the company for decades, including Chris Straubel and Paul Rossi, both currently celebrating over 45 years of service.

Building Danella Companies would not have been possible without the help of many laborers, operators, drivers, supervisors, foreman, superintendents, and office personnel over the last 45 years. Among them, Jim's Uncle, Renato Mariani, who ran the warehouse and equipment yard, while giving his nephew the encouragement he needed to make Danella what it is today.

When Jim purchased Faulkner, two contracts were already in place—Bell Telephone of PA (now Verizon) and the Philadelphia Electric Company (PECO). Three months after

purchasing Faulkner, Danella won a successful rebid of the Bell Telephone of PA contract. That contract would be key in Danella's success for the next 45 years. With the help of Jackson, Pierce, Uncle Renato, Joe Hemple (who would later become Division President of Florida), and many others, the company was poised to become one of the leaders in the utility construction business.



*Price Jackson & Gina Pierce at the 10<sup>th</sup> Anniversary Celebration.*



*Our first office in East Norriton, PA off of Evergreen Road. In 1974, Danella would move to our current location at 2290 Butler Pike.*



*Joe Hemple, left, VP of Florida, and Tim Schilling, Division Manager of Danella Rental Systems West in the early 1980s.*

## Building Danella

Through calculated steps, Danella was able to grow, expanding the company outside of Faulkner's original territory of Montgomery County, PA into neighboring Delaware, Chester, and Bucks counties. In 1974, operations were moved to an office and garage space in Plymouth Meeting, PA at 2290 Butler Pike, where the corporate headquarters is still located. A major accomplishment came in 1977 when contracts were secured with Bell for Bucks and Chester counties.

The business grew steadily in and around Philadelphia. With growth and expansion, it was time for a name change. On March 1, 1978, Thomas W. Faulkner Jr. Inc officially became Danella Construction Corporation.

Over the next ten years, more than ten different divisions were started, including J. Daniel and Company, Danella Construction Corp of FL, and Danella Rentals. Offices were opened in New Jersey, New York, Colorado, Florida, and Maryland—all based on the construction contracts needs for utility and communications work. These offices were led by several men, which Jim dubbed the "traveling warriors," including Pete Marone, Mike Matozzo and Rick Duich—who would later lead Danella Atlantic until his retirement in 2013.

In the 1980's, Danella's philosophy was, "go where the work is". This created a foundation for expansion. The success of these types of "go where the work is" contracts was the main stream of revenue and the platform upon which a multi-million-dollar company was built. In 1983, Danella acquired Counties Construction and Engineering Company, and several of Counties employees joined the Danella team, including Bernie Bonner, Jack Gorman, and Nick Tenaglia, who became key players in Danella's growth.

With success, came growing pains. Offices such as Danella Construction Corporation of Colorado, Inc. had successful runs but were closed after contracts were completed. Risks were often taken to open new businesses with new technology innovations. Nevertheless, not all these ventures were winners. Despite the growing pains, Danella continued to build and soon the mantra of "Pride in Everything We Do.®" was formed.

Within the last five years, divisions in Connecticut and Alabama have been added, along with Rail Services and the Storm Restoration Team. The addition of these divisions have yielded great expansion for the company into different branches of utility work and the ability to help our customers when they need us most.



*First project with the On Track Cable Plow, Middletown, Ohio in 1989.*

## Our People

As we look ahead, we must also recognize those individuals who were a big part of the journey, making the future of Danella possible. A special thank you to those who helped shape several of Danella's divisions including Price Jackson, Joe Hemple, Rick Duich, Tom Brady, Bill Shifflet, Stan Steinberg, John Carfagno, and Dave Seiler—all who have retired from Danella in recent years.

We also want to remember and honor those who have passed. Their perseverance and hard work in building a solid foundation for Danella has helped make us what we are today: Uncle Renato Mariani, Gina Pierce, Bernie Bonner, Jim Koch, Joe Dugan, Pete DelPizzo, Jay Eastburn, Hank Ferrizzi, and Mike Meader.

To our current leadership, and employees, both veteran and new, we thank you for your commitment, dedication and hard work that make Danella a leader in the utility construction industry. A debt of gratitude goes to Paul Barents, Dennis Daly, Baldev Gurm, John Bass, and Cheryl Guffey who's leadership continues to help in guiding the company.

A final thank you must be paid to Chairman/CEO, Jim Danella. It is your vision, drive, inspiration, and leadership that has shaped this company into what it is today. We are forty-five years strong and growing stronger each year.



*Paul Barents, Vice President of Danella Rentals Systems and Jim Danella at a rentals tradeshow in 1996.*

## The Future

The people, times, and technology have changed, but throughout it all, Danella remains a strong, stable force in the utility construction industry.

Here's to the future, growth, and expansion of Danella by continuing to take "Pride in Everything We Do.®"

**DANELLA**<sup>®</sup>  
**45**  
*Years*  
1972-2017

 **45+** 

**James Danella**  
**Paul Rossi**  
**Christopher Straubel**

## 30+

Paul Barents  
Robert Brust  
Anthony Caranci  
Duane Carr  
Federick Clohecy  
Dennis Daly  
Cheryl Guffey  
Robert Guldin  
Paul Knight

James Lunden  
Michael Matozzo  
Darryl Saylor  
Thomas Schinske  
Wilhelm Schmidt  
Jesse Serbocco  
David Spivey  
John Staffi  
Michael Straney

Michele Straney  
Nicholas Tenaglia  
James Tucker  
Thomas Walsh  
Greg Williams  
Scott Witherell  
Billy Young

## 20+

Thomas Brewer  
Paul Carey  
David Chase  
James Collins  
Neil Cox  
Thomas Dickerson  
David Dietzel  
Nancy Fryer

Baldev Gurm  
Ted Hawkins  
Sharon Hewitt  
Vicki Iler  
Dwayne Johnson  
Alfonso Martin  
Garry Maynes  
Frank McKay

David Pancoast  
Patrick Post  
Gonzalo Rodriguez  
Richard Rose  
William Sorenson  
Jason Storer  
Tim Sykes

# Years of Service

 **40+** 

David Aversano  
John Graham

**35+**

Doug Boden  
Martin DeSante  
Albert VanHouten

**25+**

Robert Borzillo  
Anthony Constable  
Gary Dalton  
Rae DeAntonio  
Victor Dellicurti, Jr.  
Daniel Derenski  
Gael Devore  
Clinton Dodson

Earl Freund  
Ulysses Grove  
Richard Huebner  
Paul Jacques  
Hoyt Jeffers  
Deane Lambert  
Edward Lockhoff  
Michael McGourney

Mark Moskola  
Robert Pletcher  
Michael Spicer  
Peter St John  
Charles Tornetta  
Andrea Winick  
Melinda Young

**15+**

Charles Agro  
Michael Beaumont  
Natasia Bernstiel  
Fredie Brady  
John Carpenter  
Edward Carr  
James Carr  
Robert Carroll

Sandra Clinton  
Joseph D'Alessandro  
Antonio Dias  
Joao Dias  
Patrick Donahue  
Patrick Doyle  
Diamantino Esteves  
Whitney Frizell

Antonio Goncalves  
Vincent Kabana  
Peter Kehs  
Roger Kent  
Carlos Lopes  
Mario Luna  
Wendy Mancini  
Rodney Maurer

# Years of Service

## 15+

John Mazzari  
Peter A. Mazzari  
Robert Morinelli  
Kevin Nelson  
Ann Oden  
Tony Padilla  
Allen Putman

Noel Ramirez  
Christopher Roberts  
Jeffrey Robinson  
Mark Rogers  
Robert Saunders  
Scott Saylor  
Paul Soares

Joao Teixeira  
Dave Woeste  
Dennis Wool  
Rogelio Valencia  
Matthew Wyche  
Thomas Yacavino

## 10+

Julian Acosta  
Carlos Afonso  
Salvatore Agro  
Elizabeth Barnes  
John Bass  
Terry Becker  
Jane Behil  
Raymond Benson  
Kenneth Bless  
Rory Booth  
Herman Brandstutter  
Terrell Bridges  
Stephen Caccavale  
Michael Cannon  
Anthony Caranci, Jr.  
Salvador Ceja  
Silvio Diaz  
Dawn Clohecy  
Douglas Coleman  
Alexander Colon  
Joao Cruz  
Carmen Danella  
Jeffrey Decarlo  
Nicholas DiValentino  
Edson Doprado  
Paul Douger  
Manuel Ferreira  
Edrissa Fofana  
Neil Ford  
Kristopher Fowler

Domenico Giordano  
Domingos Goncalves  
Raul Goncalves  
William Green  
Johnny Greene  
Ryan Gunnett  
Jason Haase  
Phillip Hickman  
Daniel Howick  
Antonio Isidoro  
Timonhy Kille  
Kenneth Knight  
Mark Kyles  
Curt Landry  
Timothy Leff  
Grady Lewis  
Artur Lopes  
Miguel Marmolejos  
Sergio Marquez  
Leonel Matos  
Peter V. Mazzari  
Charles McConnell  
Esteban Medina  
Robert Miller  
Terrence Mitchell  
Ron Moeck  
Debra Mohl  
Beth Morris  
Marc Munz  
Ronald Myers

Josue Ocasio  
David Paradise  
Anthony Percacciolo  
Manuel Pereira  
Richard Post  
Stephen Praul  
Jose Ramirez  
Juan Ramirez  
Robert Rebman  
Tommy Riddick  
Michael Ridge  
James Robinson  
Antonio Rodrigues  
Robert Rohde  
Jose Rogel  
Lino Salvador  
Charles Schmidt  
Robert Sohl  
Luigi Tarantino  
Leslie Tipton  
Paula Torosian  
Martin Torres  
Miguel Ventura  
Michael Vicidomini  
John Villante  
Keith Villanueva  
Leonard Ward  
Teri Yurkovic



# THE PEOPLE OF DANELLA

# EDWARD EASLEY

At Danella, we are passionate about our people, and many of our people are passionate about the work they do. Edward (Ed) Easley is one of those people, with a passion that is expressed in every way when speaking about Danella. As a key player in the development of the Danella Construction Corp of Connecticut division (DCC-CT), Ed as the General Manager has brought with him many years of experience in the construction and pipeline industry, along with a confident vision of growth.

Born into a pipeline family, Ed was raised around the work, moving from job-to-job until the 7th grade when his family settled in Illinois. Living around construction equipment piqued Ed's interest at a young age, and at 13, Ed began working on the pipeline in Gaylord, Michigan. He worked in Michigan every summer until 1975 when he left his pre-med college track at Western Illinois University for a 9-week stint on the Trans-Alaskan Pipeline and he never looked back.

Married for 42 years to his high school sweetheart, Elizabeth, a registered nurse, Ed works every day to make the communities in CT a little better by the nature of his work with Danella, and his involvement in numerous civic and athletic organizations. Ed began his 40-year career in the construction industry as a welder and then moved up to become a supervisor and superintendent for different organizations. Five years ago, he made the move to Danella, believing that the company would challenge his intellect, and provide professional and personal growth.

Every day, Ed's roots (Osage Indian) and faith play a part in his work. His days start early. He is on the road by 4:30 AM for his hour and a half commute into the Norwalk yard. Once there he makes sure to thank each employee and to say "Good Morning." Ed works to promote and instill the Danella culture of safety, wellness, ethics, and community service within his crews. "I am only a piece of the puzzle, and the rest of the pieces will not fall in place if I do not lead by example and exhibit daily all the beliefs that are inherent with the Danella culture." He also adds: "Our success in CT is due to the employees and their efforts to deliver every day [to our customers]." Ed is there for his crews, 24/7 and they know he is available to discuss both personal and professional matters.

Hard work and dedication are qualities passed onto Ed through his father and grandfather, both original members of Pipeliner's Local 798 union. Ed and his two sons are also members. Qualities of hard work, dedication, and daily commitment to Danella's customers are part of Ed's work in building the DCC-CT team. Ed tries to instill these qualities in his two sons, both of whom work for Danella, as well as to the workforce, by thanking them for their continued contributions to making Danella a success.

"I am entering the "sunset" of my career and to have been given this opportunity to give back what was given to me for over 40 years of my life is immeasurable. Every day I go to

*Continued on Page 11: Employee - Ed Easley*

# DIVISION UPDATES

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



## Danella Construction, Inc. (DCI)

- > DCI continues work on the several CenturyLink contracts in multiple states, including VA, MD, WV, KY, and OH.
- > Members of the DCI team went back to school to visit the preschool class of Carson Knight, son of Kenny Knight, at Stokesdale Elementary School in Stokesdale, NC. The school was celebrating Construction Week! Photo above.

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

- > DCC-CT celebrated Employee Appreciation Day on March 3, 2017, along with many of the Danella Companies divisions. DCC-CT employees were treated to a “food truck” breakfast during their morning meeting.



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

- > Keeping the Danella goal of growth in mind, Florida has been working hard, adding opportunities for employees, services for clients, and growing capabilities by adding some of the latest technologies and equipment to the fleet. Recently, a new fiber optic splicing van was added, to better pair this state of the art equipment with employees who are industry leading in the fiber optics business.
- > Construction is well underway for the new FL Headquarters in Melbourne, with recent installation of interior framing, windows and interior utilities, photo above. Completion is scheduled for this summer.

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

- > DCC-NJ has been steadily growing and was recently awarded a three year statewide gas contract with PSE&G, which will require additional crews. Growth in the water industry also continues with maintenance and emergency programs for NJAW. The growth has led to additional yards being added and DCC-NJ is in the process of opening a corporate DCC-NJ office in Central NJ.
- > Congratulations to the dedicated DCC-NJ workforce, on completing a full year without any OSHA recordable injuries.

## Danella Construction of NY (DCC-NY)

- > Recently, DCC-NY acquired, with the help of Danella Rentals, five new Mack Tri-Axle Dump Trucks to be used throughout operations in NYC area, photo below.



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

- > DCC-PA welcomes Bill Croff, Senior Project Manager to the team. Bill has managed construction work for the past 20 years, and is excited to be joining the team to help continue building DCC-PA.
- > DCC-PA recently completed a 1,200 feet, 12 inch plastic gas main install on Market Street in Philadelphia, photo below.



# DIVISION UPDATES

## Danella Power Services (DPS)

- > The Storm Restoration Team recently deployed on several restorations, including to Detroit, MI to help restore over 800,000 customers affected by wind storms.

## Danella Rental Systems, Inc. (DRSI)

- > Thank you to all who attended the 29th Annual Danella Auction. Special thank you to the Danella Rentals Systems employees who's hard work made the day a success.

## Danella Utility Construction, Inc. (DUCI)

- > Continuing to work on the overhead to underground project for the Town of Palm Beach, DUCI anticipates a successful finish within the next several months. Several jobs are also in progress for Florida Power and Light in the Miami and Ft Lauderdale area, with more to begin in the near future.
- > DUCI welcomes several new additions to their division:

- Joe Gogno, a past employee, has rejoined as the new Safety Manager, splitting his time between DUCI and DRSC.
- Nick Altadonna has joined as an Accounting and Administrative Assistant. Coming to DUCI with a BS in Business Admin/Accounting from Florida Atlantic U.
- Mike Palisin, also a previous employee, has returned as a Superintendent in charge of the Town of Palm Beach.

## CORPORATE UPDATE

- > On March 3, 2017, Corporate celebrated Employee Appreciation Day with a continental breakfast of pastries, fruit, and coffee for all staff.
- > We welcome Karen McCarter to the team as a Staff Accountant and Corporate Payroll Specialist. Karen has over 25 years of accounting experience.

## CONTINUED PAGE 9: EMPLOYEE - ED EASLEY

work knowing that my actions not only affects our employees but also their families and others they love. This is a direct result of Jim Danella, Dennis Daly, John Bass and Peter A. Mazzari speaking daily of our responsibilities to each other and our employees. All of us, unfortunately have had days at work when reflected on we wish had gone better, and the balancing of professional life versus personal life is sometimes very challenging but you will never hear regrets of my career to date at Danella. I am truly blessed.”

When asked if anyone, in particular, has affected his career most at Danella, Ed said, his employees. The passion his crews exhibit and their commitment to the customer, safety, compliance, and productivity, impacts the way Ed leads his crews. The crews’ dedication to these values have created an environment where each knows that they are not just a number.

Ed is committed to the work he does every day, his employees, and to growing DCC-CT team: “I am very passionate about the DCC-CT safety culture and growth/expansion foundation that we are committed to building; if we are successful, this ensures Danella’s presence in the New England area for years to come and career opportunities for our employees.”

In telling the story of how the DCC-CT division was started, Ed explained how the crews, were what would lay the foundation and blaze the trail towards success. In 2014, the DCC-CT division was just beginning and was contacted by

Yankee Gas to discuss potential capabilities of completing a 12,000-foot gas main and 325 service replacement project in Torrington, CT. Issues with previous utility construction companies meant that Danella had the potential to be launched from unknown to a leader in safety, compliance, productivity, and being a good neighbor. DCC-CT’s future was tied to this contract, and with bare minimum profits, the crews accomplished production at maximum efficiency that had not been previously seen.

During the start of DCC-CT, protocols were established that would secure DCC-CT’s reputation as a quality contractor. Things such as going door-to-door, delivering letters to meet and greet residents and business owners, helped to turn a bad impression of Yankee Gas contractors into a positive one. Ensuring that crews are safe, not risking safety or quality for a production number, is a cornerstone of how DCC-CT works. Ed’s hand in all of these protocols is evident through his work, not only with the crews, but also his caring nature and commitment to the community.

A sincere, generous man, Ed has one piece of advice for Danella’s entire workforce, “As the Zen Buddhist saying goes, how you do anything is how you do everything.” Ed’s commitment to safety, ethics, Danella customers, and community service, speaks to his humble, faithful, and passionate personality. Danella strives to foster this type of commitment and passion in all of its people.



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To all Danella Employees,  
past and present thank you  
for making the last 45 years a  
success, here's to the future!

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