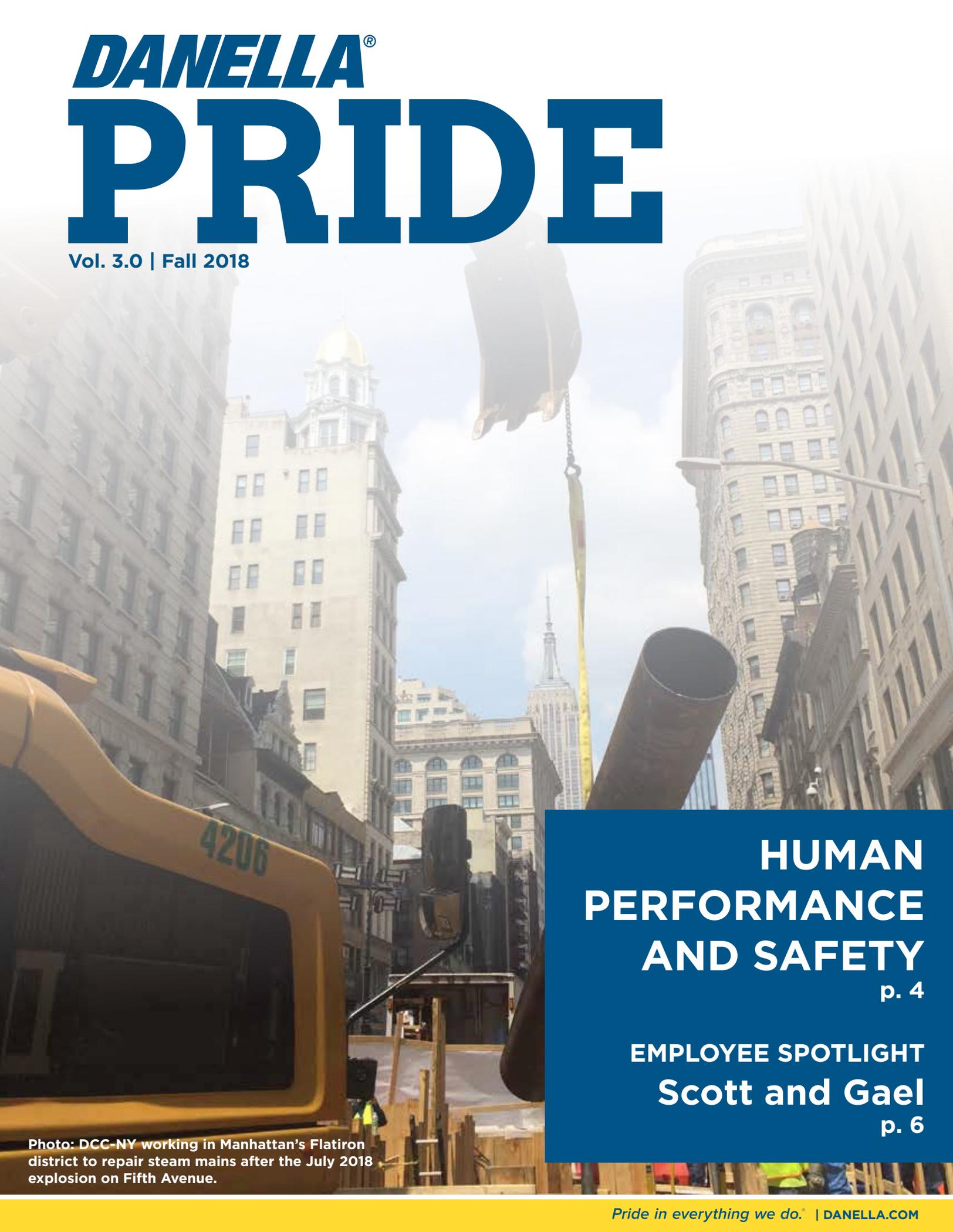


DANELLA[®] **PRIDE**

Vol. 3.0 | Fall 2018



HUMAN PERFORMANCE AND SAFETY

p. 4

EMPLOYEE SPOTLIGHT Scott and Gael

p. 6

Photo: DCC-NY working in Manhattan's Flatiron district to repair steam mains after the July 2018 explosion on Fifth Avenue.

A MESSAGE FROM OUR CHAIRMAN AND CEO

Reflecting on 2018, Danella Companies has steadily been growing as more opportunities become available. We have added new contracts, renewed old lines of work, and ventured into new services. Our operations continue to grow with the addition of overhead electrical contracts, vegetation management services, tree trimming services, transit authority rental agreements, and on-track rail equipment. Through diversification, we continue to solidify our presence within our service areas old and new, especially in New Jersey, the Rails industry, and the Electrical industry.

Over the last year, we have made improvements to many of our fields of service, but especially, concentrating on a key part of our everyday operations: safety. This past year, we implemented the Near Miss Program and Stop Work Authority initiatives to ensure every employee makes it home safe to their families and loved ones. We started out this year talking about safety through on-going employee training, new programs, technological upgraded reporting, and Safety edition of Danella Pride. But, we must continue these conversations into 2019 and beyond, and that is only possible if each of you are steadfast in reporting Near Misses, use your Stop Work Authority, and notify your management team of any unsafe working conditions. Safety is a cornerstone to the work we do as an organization. It is key to our success within every industry venture.

I would like to congratulate several employees on their retirement: David Aversano (Danella Lines Services, Superintendent, 45 years), Deane Lambert (Danella Rental Systems, Division Manager, 29 years), Tony Padilla (Danella Rental Systems, Technician, 19 years), and Vic Ruffin (Danella Construction of FL, Area Manager, 8 years). All have dedicated many years to making our organization a success and have impacted our daily operations through making the most of what Danella has to offer. Dave, Deane, Tony, and Vic we wish you a happy and healthy retirement.

Our future as a company is what we, as an organization make it, and it will be better together. I want to thank each employee for their constant efforts to make Danella successful. Best wishes to all in the New Year.



James D. Danella



CONTACT

-  www.danella.com
-  fb.com/danellaco
-  twitter.com/danellaco
-  linkedin.com/company/danella-companies
-  bit.ly/2iWV6WQ
-  news@danella.com
-  610-828-6200

Scholarship

- > Full-time employees with a child accepted to Villanova University for the Class of 2019 are eligible to submit an application form to be considered for The James D. and Carmen A. Danella Endowed Scholarship. This scholarship supports a full-time student over the course of four years at Villanova. Contact Shauna Zitron, szitron@danella.com for additional information.

Important Info

- > **PHARMACY VACCINATION:** Pharmacies are more convenient than going to your doctor and paying a co-pay to get the vaccine for the flu, pneumonia or shingles. However, when going to the pharmacy, please be aware you may be told that the shot is not covered under the insurance. In most cases it is, but it is covered under medical, not prescription and you will need to pay upfront and get reimbursed. Most insurance companies will reimburse \$25 for the flu shot. For the pneumonia shot, you may want to get it at your doctor's office, because the pharmacy may be considered an out-of-network facility and the insurance company will only cover a portion of the cost.

Recently a new immunization for shingles was released. These shots may be covered at 100% by insurance, but are only within the age requirement - 50 years of age for Shingrix and 60 years of for Zostavax. If you need clarification on the difference between the vaccines, or need assistance with getting reimbursement, reach out to your insurance provider or Health Advocate at 866-799-2728.

Congratulations



We congratulate, **Dereck Workman, DLSI-NY**, and fiancé Jennifer Ackerman on the birth of Emma Elizabeth on September 10, 2018. Emma weighed 6lbs. 6oz. and was 19.5 inches long. Welcome to the Danella family Emma!



Welcome Lyla Wiedersum! Lyla is the daughter of Shannon and **Kevin Weidersum**. Kevin works for Danella Rental Systems as an Accountant. Lyla was born on October 5, 2018 weighing 8lbs. 5oz. and 20 inches long.



Danella Rental Systems Controller, Sean Duffy and wife, Becky welcomed their fourth child, Bridget Mary Duffy on October 8, 2018. Bridget weighed 7lbs. 3oz. and was 20 inches long. She is a much welcomed addition to the ever growing DRSI family. Congratulations!

Congratulations to **Andrea Wentzell, Marketing Coordinator**, on her recent engagement to Jason Wasserman. A ceremony is planned for April 2020.

PHOTO CONTEST

Want to see your photos in the next issue?

Send your high-quality photos, featuring our logo and work, to news@danella.com, and have a chance to win a gift card.



RUNNER-UP WINNER:
Lilly Daly,
Granddaughter of
Dennis Daly, President

Lilly, a student at the Fashion Institute of Technology, captured this photo of DCC-NY working at Fifth Avenue and West 21st Street, while exploring New York City.



OVERALL WINNER:
Bill Sorenson, Foreman, DCC-PA
Installation of a 30-inch Gas Main in Kensington, Philadelphia.



HUMAN PERFORMANCE'S AFFECT ON CONSTRUCTION SAFETY

Safety on a construction work site is the number one concern when completing a job on time and ensuring every employee can go home safe. Eighty-percent of the time human error is cited as the main cause for unsafe working conditions. When addressing these errors, you must think about the physical hazards which could harm, including: slips, trips, line-of-fire, electrocution, and many more incidents. While there is an emphasis on physical hazards related to human error, there are human performance factors that play a part in incidents.

What is human performance? It is the accomplishment of a task by agreed-upon standards of accuracy, completeness, and efficiency. Many parts factor into human performance, including:

- **Stress** – Stress, whether good or bad, can affect us every day. Demands from work or home can cause stress, health issues, family problems, or just a combination of high expectations (e.g, productivity, working with limited resources). Handling stress, no matter the type is important for an individual to function. Exercising, enjoying hobbies, or just relaxing are good ways to relieve stress. When you recognize stress on the job ,remember to take a pause and refocus.
- **Time** – There are deadlines that need to be met. Time is a huge pressure at work, too little time can cause issues and additional stress. It is important to speak up if you are overwhelmed with your time expectations.
- **Distractions** – Dozens of distractions affect the work site every day, passing cars, the public, cellphones, situations at home, non-work related conversations with coworkers, etc. Recognizing distractions and removing them is important, as a small distraction can lead to a potential incident or fatality.

- **Proper Knowledge** – We all have strengths and weaknesses. In the construction industry it is important that we are given jobs that we are prepared to do. If you lack proper knowledge or training to complete a job safely, stop and speak to a manager.
- **Unclear Instructions** – Lacking direction, supervision, or communication can lead to unsafe working conditions. If you do not know what is expected, utilize Stop Work Authority and gain clear instructions to avoid an injury or mistake.

Human performance factors into job site incidents and physical hazards. It is important to recognize how much the factors listed can play into our day to day on a job site. Factors can interfere with employees' ability to work safely and address issues properly. Eliminating hazard is the main factor in making sure each employee gets home safely.

An organization though is only the sum of its parts. Creating a team centered around safety performance is the only way for human performance to be properly addressed. Interacting, relating, and reliance are components that form the company organization needed for safety to work. At Danella, we work to provide these three components through our safety initiatives, including: daily Job Hazard Analysis (JHAs), the Near Miss Program, and Stop Work Authority initiatives. All initiatives work to address human performance through noticing patterns in human errors; creating interactive, relatable, and reliable content—which is all utilized in developing future safety program educational content.

So, remember to use your Stop Work Authority and to report Near Misses to your Safety Managers.

Sources: North American Electric Reliability Corporation, Utilityproducts.com, SafetyTalkIdeas.com

Four Dedicated Employees Celebrate Retirement

Over the last several months, four of Danella's long-time employees have said goodbye and are celebrating retirement. We are extremely grateful for each of these individuals as they were key to the success that their divisions experienced and continue to experience. As an organization, we are sincerely grateful for their unwavering commitment, compassion, leadership and dedication to building Danella. Thank you, David Aversano, Deane Lambert, Tony Padilla, and Vic Ruffin, for your service.

David Aversano, Superintendent, 45 years

David joined Danella in 1973 as a laborer, when the company was still known as Thomas W. Faulkner Construction. He worked his entire adult life with Danella and moved up the ranks, joining Danella Line Services as a Superintendent in 1990. Dave also managed the Delaware operation until 2016 when he went part-time.



Retiring in October, Dave is a colorful character, making the most mundane occurrences hilarious. He remembers when backhoes were a rarity for crews to have and takes pride in everything he does. Dave was quoted in our 40th Anniversary Book: Building a Dream as saying: "I tell the crews, 'People, your hard hat, your vest, your safety glasses—that's your uniform. You step out of that Danella truck in a neighborhood, they know who you are. You should look the part.'"

Dave was a key advocate for taking pride in the work he did, and will be sorely missed.

Deane Lambert, Division Manager, 29 years

In 1989, Deane joined Danella originally with our Construction operation in Colorado. After the closure of DCC-CO, Deane moved over to Danella Rental Systems assisting Tim Schilling with managing maintenance of the western fleet. A key part of his job was ensuring that all equipment was thoroughly serviced, and rigorous safety checks were also completed. When Tim retired in 2015, Deane took over as Division Manager for the western operation, becoming more involved with the sales aspect of the operation.

Deane is officially retiring at the end of this year (2018) after being with Danella for 29 years. We thank Deane for being a valued employee, a reliable manager for Colorado, and someone our customers could turn to when they needed safe and quality equipment.



Tony Padilla, Technician, 19 years

Tony joined Danella Rental Systems in 1999, as a Technician for our western operation in Colorado. He was a diligent technician that ensured all the equipment he worked on, no matter the shape, size, or conditions, was safe for our customers. His work was completed with pride. Tony retired at the end of November and will be missed. We hope he enjoys his retirement with family and friends.



Vic Ruffin, Area Manager, 8 years

In 2010, Vic Ruffin joined Danella Construction of Florida as the Area Manager for Macon, Georgia. Even though Vic only worked for Danella for 8 years, he was in the infrastructure construction industry for over fifty-years until his retirement in October. Vic's knowledge of infrastructure assisted in growing the Georgia operations over the last eight years.

Have you Checked out our NEW Safety Training Videos?

Visit Danella's YouTube channel to learn about topics such as "Line of Fire," "Excavation Conditions," "Rules to Dig By," and more. **See the playlist by searching Danella Compaies at <https://youtube.com>.**





DANELLA CONSTRUCTION, INC.'S SCOTT AND GAEL

Each Danella division is like a family, but one division, in particular, is a family through and through. Danella Construction, Inc. (DCI), also known as Long Lines, is a tight-knit group consisting of our “Traveling Warriors,” that has been together for decades. Throughout the year’s many warriors have come and gone, but many stayed; working long hours, leaving home for weeks on end, and missing important birthdays and anniversaries. But together, the employees of DCI are a family. Two people that have made up that family for several decades are Gael DeVore and Scott Witherell.

Great friends, Scott and Gael, have respectively worked for DCI for over 31 and 28 years. Both started with Danella through referrals from friends that already worked for the company. In the past, both men worked at oil rigs, and at the time were looking for a different type of job. Scott mentioned, “Growing up, I always had an interest in running heavy equipment.” Danella provided him that opportunity, and along with Gael, a better paying and a long-term career. Gael commented, “I would have never expected this to turn into the career that it did.”

Both men spend a lot of time, often seven days a week, on the job sites and at the hotels that the crews use as lodgings. So how do both men get along so well? Both hail from Western Pennsylvania from small towns, are close to the same age, and have similar upbringings. As Scott explains, “It is nice to work with someone from the same area. We know a lot of the same people and the area around home.” Their friendship is also a support, especially when leaving home for a long period can be difficult. For Gael, Scott has always been someone positive, who has helped to teach him the long line work. “[Scott] has

“I have worked with both Gael and Scott since starting at Danella. Both have taught me, as they continue to do for our new employees, the Danella way of doing things. Their knowledge and dedication is not something that can be taught, and I hope the next generation is watching.”

Ken Knight, Project Manager, DCI

always continued to help when I come into situations when I need advice,” explained Gael.

Both are influential in teaching the next generation of long line employees. As Ken Knight, Project Manager, explained, “I have worked with both Gael and Scott since starting at Danella. Both have taught me, as they continue to do for our new employees, the Danella Way of doing things. Their knowledge and dedication is not something that can be taught, and I hope the next generation is watching.”

The day-to-day operation for Danella Construction, Inc. may be considered similar to others, but includes waking up in a hotel, rather than at home. They leave for the job, perform the work for the day, and then return to sleep and do it over again the next day. At times the crews can be out for months without seeing their families. Scott, also

Continued on Page 9

HOLIDAY SAFETY: DON'T SHOOT YOUR EYE OUT



Dave Pancoast
Corporate Safety Manager

Well, it's the holiday season again. Along with the cheer and goodwill comes Old Man Winter. For many folks, it's a welcome time of year, with Thanksgiving, Christmas, other religious observances, and a new year. While some of us look forward to the winter season and snow, others can't wait for it to leave. Whatever your feelings about winter, you should exercise extra care during this season for some obvious, as well as not-so-obvious reasons.

For example, did you know that more accidents, not just vehicular, occur during this time than any other? And, like most accidents, these holiday accidents can be prevented.

Let's look at house fires for instance. The most common cause is heating equipment. The culprit is usually a faulty furnace, fireplace, wood stove that needs cleaning and maintenance, and even candles poorly placed or unsupervised. Portable heaters placed near flammable material have claimed many victims, too.

Other factors to consider are electrical hazards. Before you string up the lights, check for frayed or broken wires. Are there any broken bulbs? What about the electrical outlets? Are they overloaded?

You should even select the Christmas tree and other decorations with safety in mind. A real cut tree can be dangerous if you allow it to dry out, and an artificial tree should be flame-resistant. According to the National Fire Protection Association (NFPA):

- Between 2011-2015, U.S. fire departments responded to an average of 200 home fires annually that started with Christmas trees. These fires caused an average of 6 deaths, 16 injuries, and \$14.8 million in direct property damage annually.
- On average, one of every 32 reported home fires that began with a Christmas tree resulted in a death.
- Electrical distribution or lighting equipment was involved in two of every five (40%) home Christmas tree fires.
- One-quarter of Christmas tree fires and in 80% of the deaths, some type of heat source, such as a candle or equipment, was too close to the tree.

If fire breaks out, will you be prepared? Smoke detectors are very effective in reducing deaths, but only if properly functioning. A multipurpose fire extinguisher also comes in handy. If all else fails, an escape plan is especially important.

Carbon monoxide (CO) poisoning is a silent killer and is from fumes produced by motor vehicles, generators, stoves, lanterns,

SAFETY TIP

When ice and snow are hazards make sure to walk like a penguin to prevent falling, here's how:

- Bend slightly and walk flat footed
- Point your feet out slightly like a penguin
- Keep your center of gravity over your feet as much as possible
- Watch where you are stepping
- Take shorter, shuffle-like steps
- Keep your arms at your sides (not in your pockets!)
- Concentrate on keeping your balance
- Go S-L-O-W-L-Y



grills, fireplaces, gas ranges, heaters, or furnaces. According to the CDC in 2017, there were more than 400 fatalities, 20,000 emergency visits, and 4,000 hospital admissions from CO poisoning. CO symptoms are similar to flu-like symptoms, but come quickly and can be deadly if not detected properly. One way to prevent becoming a victim is to install a battery-powered CO detector.

Even Santa Claus can use a friendly reminder in selecting toys that are both safe for a child and appropriate for age. You should avoid toys with sharp edges, small parts that could be swallowed, or perhaps even Ralphie's Red Ryder BB Gun that could shoot your eye out.

Do yourself a favor. This winter catch more than a cold. Catch the safety spirit.

REMINDER: If you see an unsafe working condition at a job site or work location, report it immediately to your supervisor or call the Safety Hotline at (888) 676-SAFE.

Antibiotic Resistance: Cold or Flu? No Antibiotics for You



Robin Bender

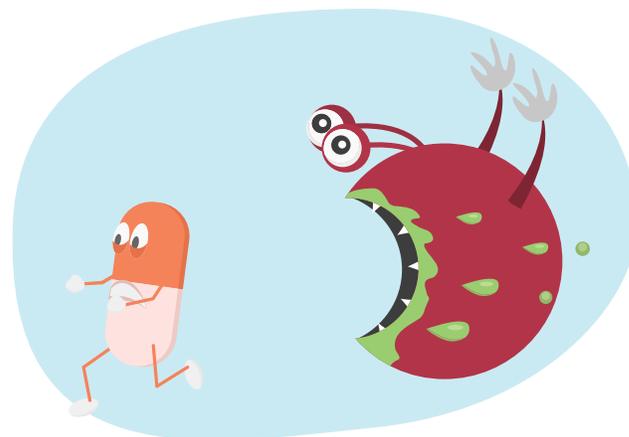
Benefits Administrator and Wellness Coordinator

Did you know that according to the CDC, antibiotic resistance is one of the biggest public health challenges of our time? At least 2 million people in the U.S. each year get an antibiotic-resistant infection, and at least 23,000 people die.

Antibiotics (Antimicrobial drugs) are given when the body needs help getting rid of a bacterial infection because it is too dangerous for the body to do it on its own. Antibiotic resistance happens when germs like bacteria and fungi develop the ability to defeat the drugs designed to kill them. That means the germs are not killed and continue to grow. Antibiotic resistance does not mean the body is becoming resistant to antibiotics; it is that bacteria have become resistant to the antibiotics designed to kill them. No one can completely avoid the risk of resistant infections, but people with chronic illnesses are at greater risk than others. If antibiotics lose their effectiveness, then the body loses the ability to treat infections.

To help prevent antibiotic resistance, the CDC states:

- **Not to use antibiotics for viruses like colds or flu; antibiotics do not work on viruses**
- Not to pressure your doctor to prescribe an antibiotic.
- When taking antibiotics, follow the directions carefully. Finish the medicine even if you feel better. If treatment is stopped too soon, some bacteria may survive and re-infect you.
- Not to save antibiotics for later or use someone else's prescription.



Overusing antibiotics can result in the development of more difficult to treat infections. Other complications include diarrhea and infections of the bowel. These types of complications occur most of the time when powerful intravenous antibiotics are delivered in the hospital.

Many medical advances are dependent on the ability to fight infections using antibiotics, including joint replacements, organ transplants, cancer therapy, and treatment of chronic diseases like diabetes, asthma, and rheumatoid arthritis. Therefore it is important to be aware that if your body becomes antibiotic resistant, it may be hard or impossible for your body to deal with these conditions or procedures.

Remember, overusing or misusing antibiotics can make resistance develop even faster. Antibiotics should only be used when there is a bacterial infection and taken in the proper way.

Reminder: SwiftMD

SwiftMD, a Telemedicine service, is just one part of the health benefits provided to you and your family by Danella. You are automatically enrolled in this benefit if you enroll in Danella's medical/RX plan. SwiftMD's certified doctors can assist with common medical conditions such as allergies, rashes, pains, fever, and flu. For more information or to utilize the benefit, contact SwiftMD any time 24/7 by calling 833-794-3863 or going online at mySwiftMD.com.

WELLNESS PROGRAM:

If you opted into the Wellness Program for the 2019 plan year during Benefits Open Enrollment, please be aware that information regarding the program requirements and forms will be mailed in January 2019 to your home. You can always access this information online at <http://portal.BHSONline.com> or SharePoint if additional copies of any forms are needed. Webinars will also be taking place in January 2019 to explain program changes.

ENVISIONING YOUR FUTURE RETIREMENT PLANS

There's a tool that can help you project your future retirement income, the PNC Retirement Road Map. This tool can be found online at <https://www.retirementdirections.com>

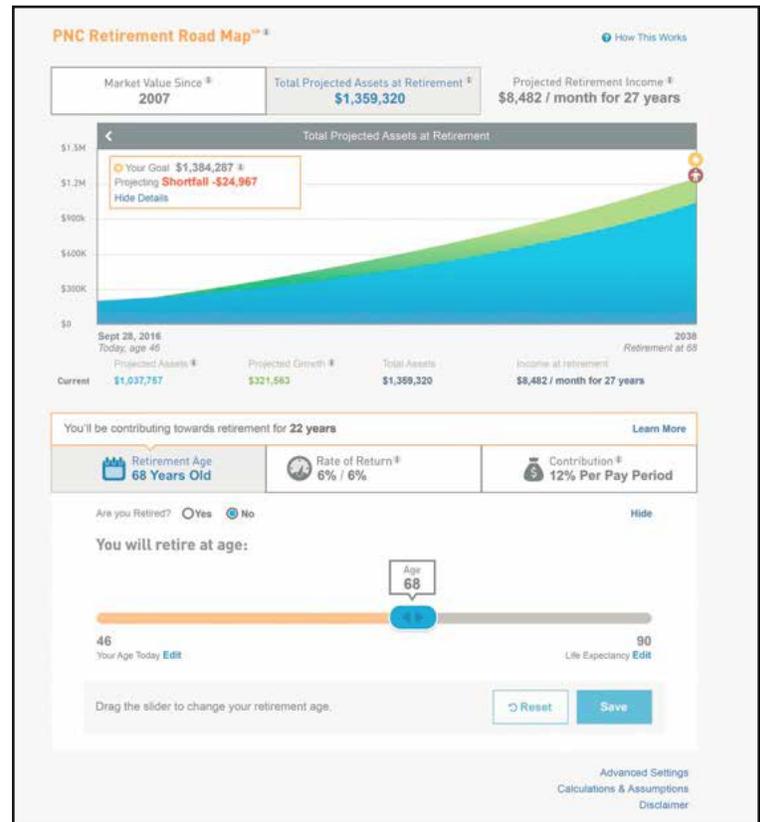
The tool can help you project future retirement income using factors such as different retirement ages, rates of return or contribution levels. This tool lets you project how prepared you are for retirement. Retirement Roadmap is a safe place to play, educate yourself and see opportunities to make sure you are on the right path.

In addition to the Retirement Road Map, you can also use the Retirement Calculator that can be found in the Resource Center. You provide information on the number of years to retirement, percentage of income replacement you are looking to build, add in future monthly pension benefits as well as other retirement assets and IRAs, and you can get an estimate of the total dollars you will need in retirement. The calculator will also suggest the deferral percentage you should be saving now to meet your goals.

Keep in mind, saving early, contributing as much as you can afford, making sure you are taking full advantage of the company match and making sure your investments are properly diversified are all winning strategies to meeting your retirement goals.

Get in contact with a PNC Retirement Solutions expert:

- Login to [retirementdirections.com](https://www.retirementdirections.com)
- Chat live with a representative Weekdays, 9AM to 5PM, ET.
- Call Weekdays from 8 AM to 10 PM ET at 800-374-4631.



The PNC Financial Services Group, Inc. ("PNC") uses the marketing names PNC Retirement Solutions® and Vested Interest® for defined contribution plan services and investment options provided through its subsidiary, PNC Bank, National Association ("PNC Bank"), which is a Member FDIC. PNC Bank also provides custody, escrow, and directed trustee services; FDIC-insured banking products and services; and lending of funds. PNC does not provide legal, tax, or accounting advice unless, with respect to tax advice, PNC Bank has entered into a written tax services agreement. PNC does not provide services in any jurisdiction in which it is not authorized to conduct business. "Vested Interest" and "PNC Retirement Solutions" are registered service marks of The PNC Financial Services Group, Inc. Investments: Not FDIC Insured. No Bank Guarantee. May Lose Value. ©2018 The PNC Financial Services Group, Inc. All rights reserved.

CONTINUED PEOPLE OF DANELLA: SCOTT AND GAEL

Continued from Page 6

in addition to working with the crews, manages customer relationships, sub-contractors, and local municipalities for the organization. He is the first one on the job, and often the last one to leave.

This work schedule and work ethic isn't anything new and can be observed throughout the years of DCI, especially in two men that impacted both Scott and Gael: Rick Duich (retired, Division Manager) and Mike Matozzo (Project Manager / Supervisor). Both men inspired, mentored, and showed Scott and Gael how to lead. They devoted their lives to the job, their work family, and their families. Both lead by example, are taught and showed Scott and Gael what it meant to be a Danella employee.

Asked about which traits define them, both stated very similar descriptions. Gael believes he is loyal, trustworthy, and honest. While Scott states he is never late, a man of his word, and his job is always number one. Their description has for the last three years described

many of the men and women we featured in Danella Pride and is a key to Danella's success as an organization, along with our family dynamics and taking pride in the work we do. According to Gael, "Pride in Everything We Do" is not just a sticker on the truck." The saying is a way of describing both Danella's work, Scott, Gael, and our people.

When asked about what is special to their jobs compared to others and as "Traveling Warriors" within Danella, it's the family dynamic. Gael spoke to this point: "We are not just 'co-workers.' From management to the field, we have a family atmosphere because of how much time we have spent together. We truly care for one another personally and at work. This is from Mike Straney and Ken Knight to the field."

"We work together and live together, sometimes for extended periods of time," Scott added. "We are a tight-knit group, the employees that have been here longer sometimes refer to each other as family, and that's what we are."

WELCOME



In August, **Thomas Tacconelli** joined team Danella as the Vice President of Electric. With almost 20 years of electrical construction experience, Tom oversaw and managed large distribution and transmission

projects throughout the Northeast. Tom is a great addition to the team and is located at the corporate office.



In October, **Mark Smith** joined Danella as the Corporate Safety Director. Mark has an extensive knowledge of safety and construction. He has worked in the field for over forty years, having moved from England in

the early-1990s. He is located at the corporate office.

DRSI Colorado welcomes **Joshua Torgerson** to the team as a management trainee. Josh is from the Denver, CO area and has a background in education, is a hard worker, and has great customer service skills.



Kevin Jobes, also recently joined the DRSI Colorado team as a Technician. Kevin has over 16 years of experience in the automotive field and is a great addition to the DRSI team.

J. Daniel welcomes **Brett Rose** to the family. Brett is taking on the responsibilities as Safety Manager. He has over 25 years of experience in the fire service, and after retiring wanted to pursue a career in worker safety. Brett is eager to continue to learn about construction safety, and is a great addition to the J. Daniel Family.



Danella Line Services of New York welcomed **Michael Pavone** in August, as Safety Manager. With over 14 years of experience, Mike has extensive knowledge of safety coordination and logistic management. He is located in East Syracuse, NY.

Danella Construction Corp. of CT (DCC-CT)



- > DCC-CT has completed the installation of 1,000 ft of 6" and 12" steel gas distribution main across the Pleasantville Road bridge over NYSDOT Highway 9A in Briarcliff Manor, NY. The project required intricate welding and fitting with tight tolerances across the bridges and through newly fabricated and installed structural steel diaphragms.

Danella Construction Corp. of NJ, Inc. (DCC-NJ)

- > DCC-NJ is proud to announce a new pilot project with South Jersey Industries (SJI). The project is located in Gloucester Township, NJ and includes 3,300 ft of 2" gas main, and over fifty renewal of services and meter relocations. We would like to congratulate Monika Stewart, Senior Project Manager on her hard work in making this project and work possible for Danella.

Danella Construction Corp. of NY (DCC-NY)

- > DCC-NY Gas Operations has completed the first mile of a 36" diameter gas transmission main project worth \$14.2 million 7 weeks ahead of schedule and was awarded the second mile which will commence in January 2019.
- > DCC-NY Steam operations has received commendation from Consolidated Edison Company of New York (Con Ed) for their emergency response to the massive steam explosion in New York City back in July. Danella crews worked around the clock in an "impressively efficient and safe manner" according to a Con Ed spokesperson. The project continued for 8 weeks.

Danella Construction Corp. of PA (DCC-PA)

- > The DCC-PA group has been working with Zayo Group to complete the installation of conduit for fiber optic cable in the Philadelphia area. Currently, nine projects have been completed, ranging from 40' to 300' in conduit, with more projects in line to complete.

Danella Line Services (DLSI)

- > DLSI has been awarded several new contracts in the past few months, that continues to open new doors for the division.
 - Four fiber splicing projects were awarded to DLSI for Frontier Communications in New York.
 - New work has started for MTC Telephone in New York.
 - AT&T projects were awarded in Philadelphia, Allentown, Bethlehem and Wilkes Barre, Pennsylvania. Additional, AT&T projects were also awarded in New York, Connecticut, New Hampshire, and Massachusetts.
 - Zayo Group also awarded multiple duct and fiber projects in Philadelphia.

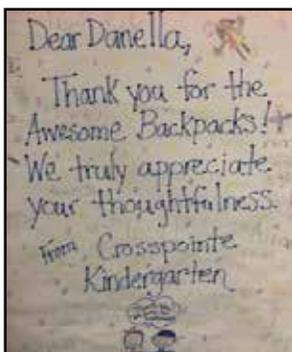
- DLSI was also awarded a multi-year contract for construction and maintenance with Windstream for the Mid-Atlantic region.

Danella Rail Services Corp. (DRSC)

- > With the addition of our vegetation management program, DRSC has recently completed chemical spray applications for US Sugar and VTMI/Tri-Rail. These properties combined attribute to over 400 miles of rail road track sprayed to date. Additionally, we were recently licensed by the California Department of Pesticide Regulations, in pursuit of multiple vegetation opportunities.
- > DRSC was contracted to replace and install approximately 50,000 ties in south Florida for VTMI/Tri-Rail. The team has also started performing fire protection in support of rail grinding operations in south Florida, for VTMI/Tri-Rail.
- > The division has recently hired an additional 40 qualified men and women for various roles in our Florida operation. We are pleased to welcome everyone to the team!

Danella Utility Construction, Inc. (DUCI)

- > We continue our work with FPL in the Miami area with several new jobs starting in the near future.
- > In August, DUCI participated in a Back-To-School program for Cross Pointe Elementary School. One-hundred and twenty-five backpacks were packed by Danella employees and handed out to Kindergarten and Pre-K classes.
- > DUCI at Thanksgiving helped the Miami community by assisting the Church Guerrerros De Cristo with their annual turkey drive.
- > DUCI continues to support their local community throughout the holiday season with donations to Toys for Tots, and working with the Miami-Dade Police Department to support the Downtown Miami Charter School.



J. Daniel & Company

- > J. Daniel has been working on a new fiber truck over the last few months. The truck is setup to run along with the Rodding and Winch Trucks that are currently in use. A crew can setup the truck near a manhole and use the trucks for pulling fiber, innerduct, or as a winch line for larger cabling, but also to provide ventilation. The truck is being built by Jim Collins and Doug Boden. Photos of the truck are below.



CORPORATE NEWS

- > At the beginning of November, Team Danella participated in the Brad Fox Memorial 5K Run in Plymouth Meeting, PA. We would like to congratulate both Mary Jo Danella (1st) and Cheryl Guffey (2nd) for placing in their respective age groups.
- > The corporate office has had the opportunity over the last several months to volunteer with Cradles to Crayons Philadelphia, helping to sort gently used clothing and making “kid packs” with clothing, shoes, reading materials, and other things for kids in need. On October 11, the team was able to sort Halloween costumes during a day of service. Recently, on November 17 during the annual UnGala Family Day, employees were able to assist C2C with sorting winter clothing and each attendee was able to make a “kid pack.”



Near Miss Highlight

A welder from Danella Construction of New York, Ronald Dayton Jr., reported a Near Miss when the synthetic sling that was used to move a 36” steel elbow into position to be welded failed. The elbow fell and could have potentially struck someone if anyone was in “The Line of Fire”.

Lesson Learned: Inspect all rigging equipment before use. Remove from service if damaged or if an ID tag is illegible or missing.

DO YOU NEED WELL-BEING SUPPORT?

Health Advocate, Danella’s Employee Assistance Program (EAP) provider is available 24/7 to assist employees and their families with medical, claims, mental health, and financial questions. This free benefit is available to all employees. Call (866) 799-2728 for support today. In addition, Danella’s wellness partner can also be reached at (877) 935-5262 or coach@bhsonline.com.

Wishing you

a peaceful and happy

Holiday Season.

DANELLA®



www.danella.com

2290 Butler Pike
Plymouth Meeting, PA 19462

DANELLA®