

LATESTDIRT

A Quarterly Publication of Bencardino Excavating, Inc • Spring 2004

DIRT ON THE WEB

We're pleased to announce the launch of our new website, www.bencardino.com. The site highlights the company's services, as well as background and safety information. It also includes success stories and testimonials from satisfied customers. In the future, the company newsletter will be archived and accessible from the website.

"We've already gotten feedback from the website and we haven't even promoted it yet," says Lou Bencardino.

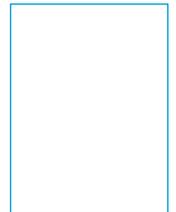
"People who are interested in working for us have found us online, and prospective clients have been impressed by the jobs we've done." Keep checking back to see how the site is evolving. We envision it being a great source of information about our firm.



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1423 Wells Drive
Bensalem, PA 19020



Bencardino's



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www.bencardino.com

PRESIDENT'S WELCOME

Dear Bencardino employees,

This in-house newsletter will keep you up-to-date on everything from employee news to job site progress. I hope you'll enjoy receiving this publication every quarter and please feel free to submit suggestions and feedback by email to info@bencardino.com. I appreciate all your hard work and look forward to a prosperous year with you.

Sincerely,

Lou

Louis A. Bencardino III
President/CEO

WELCOME NEW EMPLOYEES!

Here's a welcome to four new members of the Bencardino team. We appreciate the hard work and commitment they bring to this company.

LOU BISKUP [FOREMAN]

Lou is currently overseeing the Lutheran Seminary sitework.

LOU DILONARDO [FOREMAN]

Lou is working on the Montgomery County Geriatrics job.

JOE IANUZZI [FOREMAN]

Joe recently finished up the Commerce Harleysville job and will now be overseeing the Drexel project.

SILVIO IANUZZI [ESTIMATOR/PROJECT MANAGER]

Silvio is heading up our new paving division.



THESE JUST IN...

BIRTHDAYS

The following people have birthdays this quarter. Please wish them well!

| | |
|----------------|----------|
| Fred Lloyd | April 8 |
| Elmer Mahon | April 14 |
| Richard Miehle | April 18 |
| Joe Hathaway | April 20 |
| Mike Staffieri | April 22 |
| Mike Brennan | April 28 |
| Teddy Walker | May 8 |
| Vincent Stout | May 17 |
| Joe Ianuzzi | June 9 |
| John Johnson | June 11 |
| David McIlwain | June 15 |
| Lou Dilonardo | June 16 |
| Bruce Jenigen | June 23 |
| Silvio Ianuzzi | June 27 |

Drexel

Client: Drexel University

Foreman: Joe Ianuzzi / Project manager: Dave Fink

This is a storm/sanitary relocation and a new roadway installation between 32nd and 33rd Streets at Drexel.

Haverford College

Client: Alvin H. Butz, Inc.

Foreman: John Johnson / Project manager: Dave Fink

We'll be doing a complete sitework package including a major utilities relocation for new storm, sanitary and water, and a bulk cut for the building. The job also requires underground detention basins as well as new curbing and paving.

Merck 75B

Client: Bovis Lend Lease (sitework)

A.T. Chadwick (utilities)

Foremen: Mike Pape/George Hislop

Project manager: Steve Borusiewicz

This is a two-part job including utilities, all storm, sanitary, water, excavation and backfill, and final sitework, including all grading, curbs and paving.

Montgomery County Geriatrics

Client: Center Point Contracting

Foreman: Lou Dilonardo / Project manager: Steve Borusiewicz

This job involves a bulk cut of approximately 1500 yards, as well as installation of storm, water and a new roadway to a new wing on the Geriatrics Center.

Packer Marine Terminal

Client: Carr & Duff, Inc.

Foreman: TBD / Project manager: Lou Bencardino

We'll be developing new duct banks to service new refrigerator outlets.

St. Mary's Medical Center

Client: Florkowski Builders

Foreman: TBD / Project manager: Dave Fink

For the new MRI wing at the medical center we'll be doing bulk cuts, and putting in new storm and sanitation with retaining walls.

Underwood Hospital

Client: Bovis Lend Lease

Foreman: Ron Krajewski / Project manager: Steve Borusiewicz

This is a sitework package including a major utilities relocation for development of a new wing for the hospital. The job includes a bulk cut for a new basement and shoring retention system, plus all new storm, sanitary, and water, as well as curbing and blacktop. We'll also be doing an electrical package involving new duct banks for Willard Electric.



DONE AND NEARING COMPLETION

100%

Joe Ianuzzi, Steve Borusiewicz and their team completed the *Commerce Harleysville* project under difficult weather conditions and brought the job in on time.

Chuck Woelk, Lou Bencardino and team completed the *Doylestown Electrical* project on time, under budget, with no complications.

SEPTA was completed on time, on schedule, with no complications, thanks to **Randy Fluck, Dave Fink and team**.

95%

George Hislop and Dave Fink are doing a nice job at *Merck 10*.

John Johnson, Dave Fink and team are also close to completing *Enclave Sitework*, a large-scale, underground utility and sanitation/stormwater project.

85%

Ron Krajewski, Steve Borusiewicz and their team are finishing up *Monument Mews*. Ron was complimented by J.J. Deluca and the owner's rep on the quality and professionalism of the job.

Joe Hathaway, Lou Bencardino and team are proceeding on the *Phillies Electrical Underground* project. Under challenging circumstances and with minimum crew-on a job that's running behind-they're staying ahead of schedule.

75%

The *Lankeneau Hospital* job is coming along nicely under **Joe DiGirolamo, Dave Fink and team**. They've been complimented by the owner for doing a good job in challenging, tight circumstances.

50%

Lou Biskup is overseeing the *Lutheran Seminary* sitework package. The project manager is **Dave Fink**. Overseeing the electrical work is **Mike Pape**, foreman, and **Lou Bencardino**, project manager.

HOME DIRT

People

We wish foreman Mike Slowe the best in pursuit of his motorcycle racing career. We're glad to still have him working part-time.

A hearty congratulations also goes to foreman Mike Pape for making the Philadelphia Wings professional lacrosse team. We'll be rooting for you this year!

Processes

We've raised the bar on safety at Bencardino. We now require all new employees to attend CPR as well as OSHA trenching and shoring classes. In addition, all drivers must attend driver safety class.

Progress

Bencardino is pleased to announce its new paving division, headed up by Silvio Ianuzzi. We invested in a new paver and asphalt rollers, and anticipate that our new division will allow us to bid more competitively.

Silvio also headed up the expansion of our yard. We've now converted our existing detention basins into underground detention basins, which will free up another 1.3 acres of laydown storage and parking for the company.

OVERHEARD

What our clients are saying about us

"Bencardino does what they've been engaged to do, tenaciously, aggressively, cooperatively. If something happens in the middle, if there are changes or additions, they're supportive from both the office side as well as the field side. They're insightful, and they know and perceive potential problems that an untrained eye is liable to overlook."

— John Cassidy, Estimator
SHOEMAKER CONSTRUCTION

