

The Quarterly Magazine of the Associated Builders & Contractors New Hampshire/Vermont Chapter

# CONSTRUCTION RESOURCE

Volume 28, Issue 4



2019  
**EIC AWARDS**  
EXCELLENCE IN CONSTRUCTION WINNERS



**COMMERCIAL  
INDUSTRIAL  
SERVICE  
REPAIR**

**All Types Of  
Fire Protection**

Sales • Design  
Installation  
Inspections  
Fire Sprinklers  
Fire Alarms • Foam  
Fire Extinguishers



8 No. Wentworth Ave.  
Londonderry, NH 03053  
603-432-8221  
603-434-3194 (f)

55 Harvey Road  
Londonderry, NH 03053  
603-432-8221  
603-434-8128 (f)

1 Commercial Drive  
W. Lebanon, NH 03784  
603-448-5461  
603-448-7334 (f)

277 Old Homestead Hwy  
Swansey, NH 03446  
603-358-6736  
603-358-6832 (f)



When it comes to  
fire protection,  
go with the largest  
in New Hampshire



**Hampshire**

**FIRE PROTECTION**

**Co., LLC**

[www.hampshirefire.com](http://www.hampshirefire.com)

# 2019 ABC NH/VT Excellence in Construction Awards Program

The New Hampshire and Vermont Chapter of Associated Builders and Contractors had another great Excellence in Construction Awards Program. We celebrated excellence in a wide array of categories featuring the best of the best work performed by ABC contractors from our chapter. Each project was impressive and earned their place of recognition among their peers.

The event this year saw one of the larger crowds in recent memory come together to see the impressive builds done by our contractors. We want to thank the judges for the work they did to tackle the difficult job of judging and awarding the projects. We also want to say that we truly appreciate the countless hours put in by the event volunteers and the Excellence Committee to make this year's event exceptional. Their hard work ensured that the crowd was treated to an awards show that featured a fresh new look in a bigger venue with a next-level presentation. The improved production value was noticed by everyone and raised the bar for next year.

We are proud of all our members and their accomplishments. I encourage you to review the winners featured in this magazine. New this year, you can now also relive the night of the awards and watch the videos on our website. All the 2019 winning project videos can be found by visiting [https://www.abcnhvt.org/excellence\\_in\\_construction.php](https://www.abcnhvt.org/excellence_in_construction.php).

Joshua Reap  
President & CEO



## Contents

- 3 From the President & CEO
- 5 From the Chair
- 7 The Excellence in Construction Awards
- 14 2019 EIC... Winners All!
- 17 Member News
- 21 New Members
- 25 Professional Resources
- 31 Economy: 2020 Construction Economic Forecast

## Editor's Correction

The last edition of Construction Resource incorrectly reported Leighton A. White, Inc. as third place winner in SIC 15 category 50,000 – 1000,000 Personnel-Hours. They won Third Place Award in **SIC 16 50,000 – 1000,000 Personnel-Hours**.

Associated Builders and Contractors, Inc. is a national non-profit organization whose mission is to represent the construction industry as a cohesive group of professionals, to serve as their vision and voice, and to pursue quality, common goals, and solutions to industry issues. Construction Resource is published quarterly by the NH/VT Chapter of Associated Builders and Contractors. Subscription rate is \$20 per year.

© 2019 Associated Builders and Contractors of New Hampshire & Vermont

The NH/VT chapter is located at:  
58 Chenell Drive, Concord, NH  
603-226-4789 | [info@abcnhvt.org](mailto:info@abcnhvt.org)







# ELECTRICAL CONTRACTORS

*"For large or small projects, our quality and expertise are unmatched."*

- Experts at Design-Build
- Fire Alarm Installations
- Fast Track Projects
- Emergency Generators
- Control Wiring
- Computer Aided Design



700 Harvey Road, Manchester, NH 03103 • 603-625-5954

[www.longchampsselectric.com](http://www.longchampsselectric.com)

## TURNER GROUP

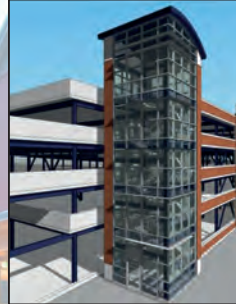
advancing the technology, art, and science of the built environment



Holderness School Ice Rink



Methuen Construction Headquarters



Durgin Block Parking Garage



Concord City Wide Community Center

### ARCHITECTURE

BUILDING DESIGN  
FEASIBILITY ASSESSMENT  
CAPITAL IMPROVEMENT  
PLANS  
MASTER PLANNING

### ENGINEERING

STRUCTURAL  
CIVIL  
DAMS & HYDRO  
MECHANICAL / HVAC

### BUILDING SCIENCE

INDOOR AIR QUALITY  
COMMISSIONING  
BUILDING SYSTEM  
PERFORMANCE/EVALUATION

27 LOCKE ROAD | CONCORD, NH | 603/228-1122 | [HLTURNER.COM](http://HLTURNER.COM)



# Granite State Plumbing & Heating, LLC

A division of



Toll Free (866) 540-1542  
Phone (603) 529-3322  
Service (603) 529-3331

[www.gsphinc.com](http://www.gsphinc.com)

## Mechanical Contractors

- Commercial
- Industrial
- Institutional
- Multi-Family
- Design/Build



## Service Department

- Refrigeration
- Heating/AC
- Medical Gas
- Plumbing
- 24-Hour Service
- PM Contracts



Voted  
Best of Business  
EIGHT YEARS in a row!

## Recent & Current Projects

- Great Glen Hotel ♦ Greens Grant, NH
- WMUR-TV Renovations ♦ Manchester, NH
- Coastal Specialty Forest Products ♦ Bow, NH
- Plymouth State University PE Center ♦ Plymouth, NH
- Catholic Medical Center Phase 1 & 2 ♦ Manchester, NH
- Plymouth State University Geneva Smith Hall ♦ Plymouth, NH

Proudly  
Serving the  
New Hampshire  
Construction  
Community  
Since 1983



# From the Chair

## A Final Reflection

2019 was a banner year for the New Hampshire & Vermont Chapter of Associated Builders & Contractors. The economy is strong, and more contractors than ever used the benefits of ABC membership and services to remain competitive in today's market.

As we look back at 2019, our chapter did well to respond to the needs of the industry. Early on our board set some aggressive goals to address workforce shortages, increase member participation and legislative action. An active board helped provide the guidance and a high performing staff carried out our vision. As a result, our association experienced tremendous growth in membership, greater participation in our education and training offerings and bigger programming and events.

We end 2019 with 31 more members, which is record growth for our chapter. The tremendous work of our staff and the deployment of our New Member Ambassadors program worked well to engage new members to ensure they reap the value of membership from day one.

This year we saw the Young Professionals Group thrive and help empower and connect young professionals in our industry. It is great to see young leaders run educational workshops, volunteer at ABC events and work to enhance their professional development and business success within our

industry. We are especially proud of our YPG for filling an entire truck with gifts and raising over \$11,000 for the US Marine Corps Toys for Tots; all while providing a fun networking event at their annual charity bowling night.

We are just coming off the heels of a wonderful Excellence in Construction event that featured a score of great projects. If you attended the event, then you noticed a significant upgrade in the presentation and venue. I encourage you to take the time to review the individual projects, all of which are featured in this edition of Construction Resource.

With my tenure as chairman ending, I look forward to what will lay ahead for our industry and our association. As we head into 2020, we enter a new decade under the guidance of incoming Chairman Will Long. I feel good with what we accomplished in 2019 and how it has laid the foundation for what the chapter will take on in the new year. I hope that you will join me and others as we induct next year's board of directors on January 31<sup>st</sup> at the ABC Annual Meeting. I look forward to seeing you there.

Sincerely,  
Joseph Campbell  
2019 Chair, ABC NH/VT



### CHAIR

Joe Campbell,  
North Branch Construction, Inc.

### 1ST VICE CHAIR

Will Long,  
Interstate Electrical Services Corp.

### 2ND VICE CHAIR

Matt Johnson,  
Devine, Millimet & Branch

### TREASURER

Rusty Mosca,  
Nathan Wechsler & Co., CPA

### DIRECTORS

Greg Balram, Longchamps Electric, Inc.  
Tim Barton, DECCO, Inc  
Sarah Crane, Andrews Construction  
Bill Hickey, The H L Turner Group  
Eric Horner, The Rowley Agency  
Doug Knott, Knott's Land Care, LLC  
Jeff Luter, Fulcrum Associates, Inc.  
Dan Smith, H.P. Cummings  
Construction Company  
Matthew Wheaton,  
DEW Construction

### PAST CHAIR

Wayne Symonds,  
Methuen Construction Co., Inc.

### NATIONAL DIRECTORS

Mike Dion, Metro Walls, Inc.  
Mark Hodsdon, Palmer & Sicard, Inc.

### EX OFFICIO:

Jennifer Monkiewicz, USI Insurance,  
ABC Group Trust Administrator  
Jeff Comeau, Specialty Services of  
New England, LLC, ABC Young  
Professionals Group (YPG), Chair

### PRESIDENT & CEO

Joshua P. Reap, ABC NH/VT  
josh@abcnhvt.org

### DIRECTOR OF EDUCATION & WORKFORCE DEVELOPMENT

Jennifer Landon, ABC NH/VT  
jennifer@abcnhvt.org

### DIRECTOR OF OPERATIONS & EVENTS

Paulette Melanson, ABC NH/VT  
paulette@abcnhvt.org

### MEMBERSHIP DIRECTOR

Shari Durazzano, ABC NH/VT  
shari@abcnhvt.org

### DESIGN/PRODUCTION

Susan G. Englert  
Bradstreet Englert Creative  
www.bcreativesc.com



# WE'RE YOUR FIRST CHOICE IN DISASTER RESTORATION

**Mold Remediation**  
**Asbestos Removal**  
**Oil Tank Removal**  
**Site Remediation**  
**Crime Scene Cleanup**  
**Fire and Smoke  
Mitigation**  
**Water Mitigation**

Innovative Environmental Solutions for  
Homeowners and Commercial Property  
Managers Across New Hampshire,  
Massachusetts and Maine

*From one of our customers:*

"I was concerned because I had an insurance claim for water damage to my home and I was dissatisfied with the quality of work the mitigation company the Insurance company sent. I suspected mold was present and you were able to confirm that and address the real problem. You did an excellent job, very thorough and comprehensive. In addition to remediating my mold issue and water damage, you were very helpful in assisting with navigating the insurance company and red tape involved in their process. I was very satisfied and would absolutely recommend you."

24/7 Hot Line:  
**877.708.6196**

**PENIEL ENVIRONMENTAL**

778 Elm Street, Suite C  
Milford, NH 03055

**PenielEnv.com**





# 2019 ★★ EIC AWARDS ★★ EXCELLENCE IN CONSTRUCTION



## CHAIRMAN'S AWARD



### CIANBRO CORPORATION

*Sarah Mildred Long Bridge Replacement  
Infrastructure—Over \$10 million*

#### EXCELLENCE

Cianbro Corporation was chosen to be the Construction Manager/General Contractor for replacement of the Sarah Mildred Long Bridge. This vital crossing carries Route 1A over the Piscataqua River connecting Portsmouth, New Hampshire with Kittery, Maine. It was long overdue for replacement. In fact, the existing bridge was 6 weeks away from the scheduled closure when a mechanical failure left the lift span inoperable. The team got to work right away.

After much planning and design, Cianbro Corporation would spend three years building its technically innovative design that would blend form and function to create an iconic landmark with improved traffic flow. That design would include a 300-ft long movable lift span supported by four 194-ft tall concrete lift towers. The new bridge design incorporated railbed and vehicle surface into a single level span. That meant a higher vertical clearance for marine traffic, resulting in nearly 70% less drawbridge openings.

Limited space on both sides of the river, fast tidal currents and an accelerated schedule presented a challenging build. The creative use of precast structure was one of many answers to the engineering challenge of building over the Piscataqua River. As a bridge with tens of thousands of yards of concrete, Cianbro impressively ensured the final product was defect free.

While visually impressive, safety was the biggest and most important task the team took on for this project. All the sub-contractors, vendors and municipal authorities like the Portsmouth Harbor worked to accomplish over 600,000 safe work hours and zero lost time injuries on this project. This team showed they were up to the task and committed to working safely.

Piece of by piece the towers would rise into the air and become the landmark bridge it is today.





## MERIT



## ECKMAN CONSTRUCTION COMPANY

*Land Rover Bedford*

*Commercial – \$5 to \$10 million*

### MERIT

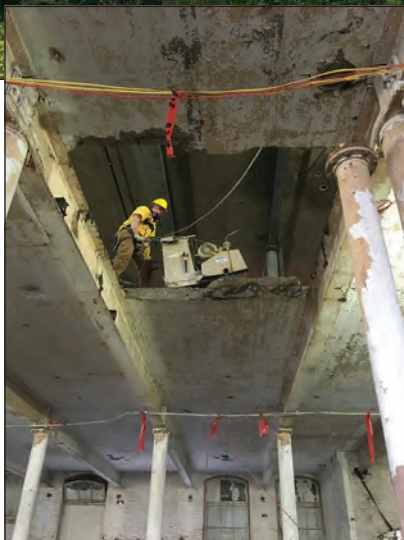
In 2017, Jaguar Land Rover Corporation began the roll-out of a new global brand standard among its North American dealers. The Goodwin Land Rover Bedford was one of the first dealerships to undergo this rebranding. Goodwin Motor Group entrusted Eckman Construction to represent their interests in the project and lead the design-build team that would be responsible for making this transformation happen.

Building a distinctly European facility in the United States would require meticulous attention to detail during implementation. Eckman anticipated and worked through challenges such as designs done in metric units of measurement, globally sourced finishes and fixtures that subcontractors were not accustomed to, and design guidelines that conflicted with town building requirements. Great care was taken during construction to adhere to the strict design standards and minimize risk on the project. The Eckman team carefully coordinated with the town of Bedford and the corporate team to ensure the new dealership would honor the brand vision while adhering to local building codes.

An impressive feature of the building is the unique 61 foot long glass opening. Eckman faced technical challenges of adapting this design to work in the New England climate, where the first snowstorm of the year could cause flexing of the roof support and shatter all glass in the dealership. Eckman's solution was a robust truss system which today supports a seamless glass opening into the showroom and aluminum composite paneling to present an eye-catching first impression.

Through coordination, communication, and problem solving, Eckman was able to successfully and safely deliver one of the first stand-alone Land Rover dealerships under the ARCH Design Concept in North America.

## EXCELLENCE



## ENVIROVANTAGE

*Van Brodie Mill Workforce Housing Project*

*Environmental Remediation*

### EXCELLENCE

The abandoned Van Brodie Mill, located in the Arlington Mill District in Lawrence, Massachusetts was chosen to become new affordable housing, thus breathing life into an old structure and addressing the community's needs. The mill served several roles throughout its history, like manufacturing yarn for wool & flannel and later producing breakfast cereals and military rations.

In order to make that transformation, EnviroVantage developed a strategic plan to mentor Lawrence-based ESS Contracting to complete the task of gutting interior walls, floors, windows and hazardous materials equating to over 1,202 tons of material. With a tight 28-week schedule to complete the scope with multiple contractors working simultaneously, that strategic plan was key to success.

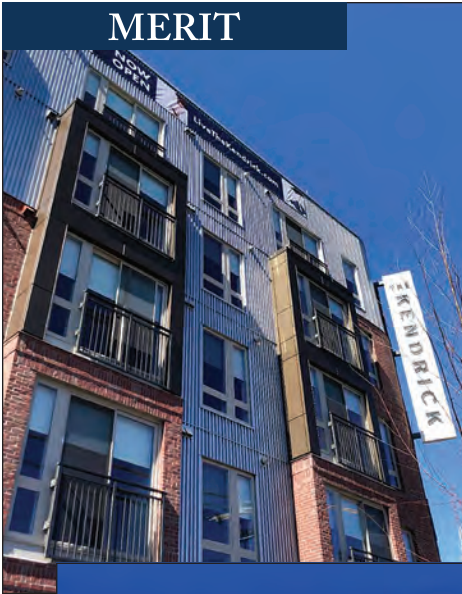
The historic mill repurposing brought a myriad of challenges. Through the mill's 100 plus year history, undocumented changes were made within and to the structure, meaning unknown variables and hazards would await the demolition team. Building additions lacking structural integrity, tanks containing unknown substances and unidentified hazardous building materials were all present in this project. Additionally, functionally obsolete equipment, like two 6,000 pound elevator motors were removed with precision and creativity. This was truly a unique mentoring opportunity and EnviroVantage systemically guided ESS Contracting through the entire process.

Factored into this project was the challenge of limited building access and additional trades on site with equally tight schedules. The mill has a waterway along the entire back, buildings on both ends and limited front building access due to a neighboring mill. Combine that with six trades onsite simultaneously working and the key to success becomes communication and coordination. For EnviroVantage, teaching the team at ESS Contracting how to form these relationships to insure a cohesive working relationship was important.

Today the Van Brodie Mill is reborn as affordable mixed-income riverfront housing. The 134,000 square foot facility provides 102 mixed-income units while preserving the history of the site.



## MERIT



## EXTERIOR DESIGNS

*The Kendrick, Needham, Mass  
Commercial Over \$10 million*

### MERIT

The Kendrick is the latest addition to the up-and-coming N2 Innovative District of Needham, Massachusetts. Billed as a community that houses some of the nation's most forward-thinking companies, the Kendrick housing project adds a massive 390 unit apartment community for the innovators and creatives of tomorrow.

Exterior Designs was chosen by Dellbrook/JKS Construction Management for their reliability and ability to provide uncompromising quality of work and products at a competitively fair price. The design that Exterior would help bring to life included specialty artisan collection by James Hardy and a planned a full-on curved exterior for the front of the building. In addition to the eye-popping structure, the design called for a varied color pallet, variety of materials and high-end claddings on rain-screen systems.

Early in the project schedule, the Town of Needham imposed restrictions, meaning the entire exterior façade had to be completed before the town would grant occupancy for Phase 1. This meant an entire building of over 200,000 square feet of specialty claddings had to be complete on a significantly accelerated schedule. To be able to accommodate this schedule that was reduced by nearly 6 months, Exterior Designs tripled their labor and equipment needs for this project.

Specialty design, additional training, harsh weather and demanding deadline combined to make a challenging build. The Exterior Designs team accomplished the task efficiently and safely, with thousands of personnel hours worked and no lost workdays from injury. Great skill and talent brought to life the exterior of the building and today The Kendrick stands as landmark in the Needham community.

## MERIT



## PROCON

*Pro Star Aviation  
Design/Build*

### MERIT

Significant growth in the private aviation industry presented the perfect time for Pro Star Aviation to build a new facility that would improve the client experience and bring their entire operation under one roof for the first time. To achieve their vision, they collaborated with PROCON to design and build an upscale energy efficient 45,000 square foot facility at Manchester-Boston Regional Airport.

Clients are greeted in a stunning two-story lobby featuring contemporary design elements and floor-to-ceiling glass. On the second floor, staff enjoy beautiful offices, an employee cafeteria, conference rooms and more. The 30,000 square foot aircraft hangar has an efficient *SmartSense* controls system, mezzanine, radiant floor heating and a translucent *Megadoor* designed to harvest natural light.

Construction took place at New England's third busiest cargo airport, so an FAA permit was required.

The new facility was on the site of the former Grenier Airfield, which required extensive excavation before the foundation could be laid. An old but active sewer line within the footprint complicated things. The team adapted the schedule and devised a creative way to build the foundation *around* the pipe as they waited modifications approval.

Because all work would take place along an active flight line, the PROCON team was in daily communication with the control tower. This rapport would be important when it came to the installation of the 180 foot clear span truss. Weighing 110 tons, the truss arrived in pieces and was expertly assembled on site. Several weeks of extensive planning with the FAA, airport authority and others would ensure a smooth installation. It required two hydraulic cranes a full day to safely lift and place the massive truss that supports the Megadoor, and two more days to make all the connections.

A unique requirement of this build was the fire suppression foam generator test. Because this is costly, it can only be performed once. On testing day, the generators were activated and within minutes the entire hangar filled with foam as designed. The build was complete.



## MERIT



## ECKMAN CONSTRUCTION COMPANY

*The Roger & Francine Jean Student Center Complex*  
Institutional—Over \$10 million

### MERIT

Saint Anselm College decided that it was time to transform its Cardinal Cushing Student Center into campus hub for student life, academic support, student organizations, campus services, and faculty. To bring the vision to life, Saint A's selected Eckman Construction through an RFP process based on experience of the team, approach and fee proposal.

This would be Eckman's 15<sup>th</sup> project for the college and the firm conscientiously worked to make that dream a reality in a way that would incorporate portions of the existing structure to maintain the history of the former building.

Half of the structure was completely taken down to the foundation and expanded to accommodate the additional footprint size needed to support the new design. New structural steel would be brought in to rebuild the frame of the new student center, partially on existing foundations, partially on new foundations.

Along the way, it was revealed that a basement IT utility closet thought to service just the student center was in fact a mission-critical campus IT network hub so it could not be relocated or powered down. Creative work was done to shelter the data hub from demolition, construction and the elements so it could continue to operate as construction continued around it. Early in the project, high retaining wall foundations were being placed when a manufacturing defect in form ties was discovered. Despite this setback, Eckman was quick to move forward and ultimately was able to make up the lost time.

Over 17 months, Eckman overcame obstacles, delivered on the design and created a modern facility from the bones of the former structure that strengthened the Benedictine living-learning community. Today the center provides a dynamic hub of student life with many features that promote an active fluid space, designed to reflect the heritage and tradition of the college while serving as a beacon to the future.

## NORTHPOINT CONSTRUCTION MANAGEMENT

*"The Barn"*

*Private Residence, over \$1 million*

### EXCELLENCE



The Barn is an impressive private residence in Dunstable, Massachusetts designed and built by NorthPoint Construction Management. This new construction has a historic feel and look to it, blending in naturally with the New England landscape.

The home features expansive gathering spaces, two bedrooms, a state-of-the-art gym, large four car garage and more. Artisan touches, such as hand-blown glass pendant lights with rope & pulley that adorn the custom spiral staircase, are found throughout the home.

The living room features an impressive fireplace made from natural stone, towering 32 feet in height and is double-sided, extending to the exterior of the building for outdoor use. The base of its hearth sits on a nearly 4 ton granite stone extracted from the woods in Milford, NH which had to be set in place by crane before the roof could be installed.

The rustic looking silo is another impressive feature of the build. The dome was CNC fabricated in Maryland while NorthPoint simultaneously framed the cylindrical structure on site and put in place using a crane. The stair stringers were constructed off-site by expert carpenters using steam-bending and glue-lam technology to exact specifications. The stairs were then disassembled, shipped to the site and reassembled within the silo. Once all parts were together, precision design and communication guaranteed that, as planned, the stairs never touch the inside face of the silo and the dome fit perfectly.

A hybrid of construction styles was used. Post and beam were stained with a weathering solution to accelerate the natural aging process and recycled barn board are found throughout the interior and custom sliding barn doors. The impressive structural support for the second-floor balcony and the roof is provided by four 28-foot tall red cedar trunks hand-peeled and specially selected for this project from an Oregon forest.

As a unique project, the scope of work incorporated every possible trade which demanded heavy coordination and multiple trades working simultaneously. The resulting efforts produced an impressive level of detail and incomparable level of quality that NorthPoint stepped up to deliver for the client.



## EXCELLENCE



## PROCON

*Rand-Whitney  
Industrial/Manufacturing*

## EXCELLENCE

Rand-Whitney is a leader in the packaging industry. Rising packaging demands and other changes in the business prompted the company to update all their Northeast facilities. The latest project would be a redevelopment of the company's Worcester headquarters. To accomplish this, they turned to PROCON, which they successfully partnered with on two previous projects.

Built in 1965, the Worcester operation needed more manufacturing lines to increase production, enhanced shipping operations, and more. Also, the corporate offices would receive a much-needed upgrade for the first time.

This build was logistically challenging and required extensive planning because the company had to remain fully operational. Nearly 120 tractor trailers accessed the site daily, 100 manufacturing employees working two 10-hour shifts daily, 50 office employees, and maneuvering manpower and construction equipment around all the work.

The company was able to shift 80% of transportation needs onto an existing rail line, though they would still need some truck access. The plan involved building three temporary loading docks as the team reconfigured the warehouse. The work expanded the building's footprint by 45,000 square feet, added high capacity loading areas and nearly doubled the number of docks to 29.

A reconfigured storm water management system prevented overflow water from causing future damage. The installation of a new waste cardboard processing system inside the building improved operations and reduced noise experienced by neighbors.

The office facelift included renovations to lobby and stairwell, a conference room and workspaces. The company moved staff from one section of the office to another as the work was done. Midway through the project, the company asked for improvements to the building's façade. The team responded with renovated windows, LED lighting, new exterior paneling and entrance stairway. But even those small improves made a significant difference.

The stair upgrade was nearly derailed when the chosen subcontractor canceled five weeks before the project's completion. Fortunately, another contractor was able to provide a higher quality product than the original and was more cost effective.

## MERIT



## NORTH BRANCH CONSTRUCTION

*State of New Hampshire Portsmouth Liquor Store #38  
Commercial \$5 million to \$10 million*

## MERIT

The Portsmouth liquor retail outlet is one of the highest grossing stores in New Hampshire and located at one of the busiest intersections in the state. In 2017, the NH Liquor Authority decided to replace the aging store with a larger one that would also reflect a new branding look.

North Branch Construction won this high profile project in November and began work right away. They were to build a new 23,000 square foot store and warehouse, as well as demolish the existing facility, on a small footprint, and the old store was to remain active during construction.

Foundation work was completed over the winter and steel erection began in March 2018 with the store's signature glue lam columns and beam installed in April. Since the beams were pre-finished, the challenge was to keep them wrapped and protected during assembly and throughout the build.

It was a challenge to keep an existing store operational on an active construction. The initial construction plan showed space between the existing and new building structures, but in reality, there was an overlap of several inches.

Further complications, like design changes to the epoxy flooring and unanticipated product delivery with little notice, would halt construction or threaten delays. Even the demolition of the old store presented challenges, such as discovery of asbestos which halted all work until the hazardous material could be removed.

To the shopper, there was no disruption in service as operations seamlessly moved from one building to the other. This transition was due thanks to North Branch's commitment to communication and collaboration among all parties to ensure everyone crossed the goal line at the end.



## EXCELLENCE



## NORTHPOINT CONSTRUCTION MANAGEMENT

*Main Street United Methodist Church*

*Institutional/Public Under \$2 Million*

### EXCELLENCE

The Main Street United Methodist Church is a downtown Nashua landmark. This house of worship is a hub of activity as it is one of the area's largest foodbanks and provides shelter for those in need, in addition to weekly services. When the church had to modernize and make improvements, they turned to NorthPoint Construction.

The plan was to honor the church sanctuary and Wesley Building and join the structures with a minimalist approach to new construction. The new connector would be a separate building of 2,200 square foot that joined together the brick exteriors of the existing 150-year historic buildings. The result is a beautiful new entrance, second floor gathering area and precious new green space on Main Street. It was designed in a way that honors church's historic structures and provided improvements in accessibility for the sanctuary and new comfort features like air conditioning and an upgraded A/V system.

The work did have its challenges. The build took place in an urban area with tight "right of way" public access for businesses on each side. Public access to the food pantry and the church always had to be maintained for the church to fulfill its mission of helping those in need. Furthermore, the team had to empty and remove a 10,000 pound oil tank that was discovered under the sanctuary lawn. All this was accomplished by NorthPoint through extra care in daily planning and operations.

Within the church, utmost care was given to the restoration of intricate stained-glass windows that were moved when a new passageway was constructed. NorthPoint carpenters crafted new molding to perfectly mimic the original woodwork and incorporated displaced windows in the new exterior design.

The most notable challenge was the impressive staging required to support the balcony and work on the high ceiling of the sanctuary. Staging measured 72 feet by 70 wide and towered up to the ceiling 50 feet above the floor. This would be the biggest staging system the firm had ever experienced.

Any one challenge by itself was difficult. The planning, skill and communication from the NorthPoint team handled every challenge with professionalism and quality. The result was the restoration of a historic property that will continue to be a part of an ever-evolving community.

## EXCELLENCE



## PROCON

*Assembly Row – Mixed-Used Development*

*Design/Build*

### EXCELLENCE

Named for Ford Motor's assembly plant that occupied the site from 1926 to 1958, Assembly Row is the resurgence of a long-blighted area into an incremental masterplan for a 21<sup>st</sup> Century live/work/play neighborhood just outside of Boston.

PROCON's reputation as the largest vertically-integrated team of developers, designers and builders in the Northeast is what led developer Federal Realty Investment Trust to choose them for the job.

PROCON took up the challenge to build a complex site located in an active neighborhood. Throughout the process, the firm helped ensure continual public access to the Assembly MBTA Orange Line, safeguarded patrons of nearby outlet stores, restaurants, a movie theater and LEGOLAND. The team also had the challenge of a project surrounded on three sides by active city streets and proximity concerns with an adjacent project running simultaneously, and within same phases of work.

The pressure was on to complete the project as condos were presold, so the choice was made to use a 4-foot-thick mat slab instead of conventional piers and footings. Poured over five weeks in five sections, the entire slab used an impressive 6,500 cubic yards of concrete and shaved a month off the project schedule. Design changes to some of the condos also required quick adaptation to balcony spaces and being so close to another active jobsite necessitated coordination of tower cranes between sites.

The result was a 13-story 315,000 square foot building featuring a 158 room hotel in the first five floors, luxury condominiums above as well as an underground parking garage and 22,000 square feet of ground floor retail space. PROCON successfully handled each challenge and tied together the design's six major elements –each with unique requirements, to the satisfaction of a diverse group of owners.

This project was to see PROCON achieve a series of "firsts" in the firm's 84 year history, such as its largest design-build project ever; largest single project-to-date; most complex job on record; first 4-foot deep mat slab placement and first job with so many corporate interests to satisfy.





## REILLY ELECTRICAL CONTRACTORS, INC. – RELCO

*Pfizer's Clinical Manufacturing Facility*

*Electrical*

### EXCELLENCE

In December 2016, RELCO was awarded the electrical and telecommunications subcontract for Pfizer's \$200 million Andover Clinical Manufacturing Facility. This massive project included over \$12 million in electrical, telecommunications and data construction work to be completed in a tight construction window. The new facility was slated to be online and fully functional within a 36-month construction schedule.

Building Information Modeling would play a big role in this project. BIM kiosks were deployed throughout the building for constant trade coordination and project updates allowing instant communication to foremen. Real-time in the field information sharing significantly improved productivity. This was particularly helpful on the interstitial utility floors.

The RELCO Fast-Track team prefabricated many of the materials used, which reduced waste and exposure in the field. That was especially useful working in pharmaceutical clean spaces which required extremely tight coordination between all contractors. The compressed work areas and just in time installations were a challenge RELCO mitigated through pre-task planning.

Immense on-site collaboration produced innovative results, too. For instance, RELCO prefabricated and installed a 4-story rise of 32 4" pipes inside an open shaft to accommodate electrical requirements and other trades as well.

The lack of on-site storage led to the creative use of mobile storage cages that tradespeople rolled to daily working areas. That limited material on the ground, reduced waste and meant supplies were securely stored at night.

Work had to accommodate occupied spaces and ensure Pfizer could maintain day-to-day operations. As material arrived, often unannounced, RELCO would communicate with Pfizer's team in the occupied spaces and then complete safety log-out tag-out procedures to tie-in and energize the new equipment. Together with the phased deliveries and commissioning start-ups, RELCO completed over 75 lock-out tag-outs without interruption to daily operations.

RELCO also installed a robust wireless network that seamlessly tied together existing and new systems, which resulted in uninterrupted service for the construction and on-site end user Pfizer teams.

Coordination of major utility shutdowns required significant pre-planning for each 13-hour day over three Saturdays and involved numerous manhours to seamlessly tie in the new building to the normal switch gear, emergency power and the life safety unit substation. 700 foot runs were installed using a series of manholes.

The project was completed on time with nearly 90,000 man-hours of work and zero safety violations. RELCO's team exceeded the electrical and telecommunications requirements for this large-scale pharmaceutical manufacturing project that was delivered to the owner within budget and schedule.

## The Excellence in Construction Celebration





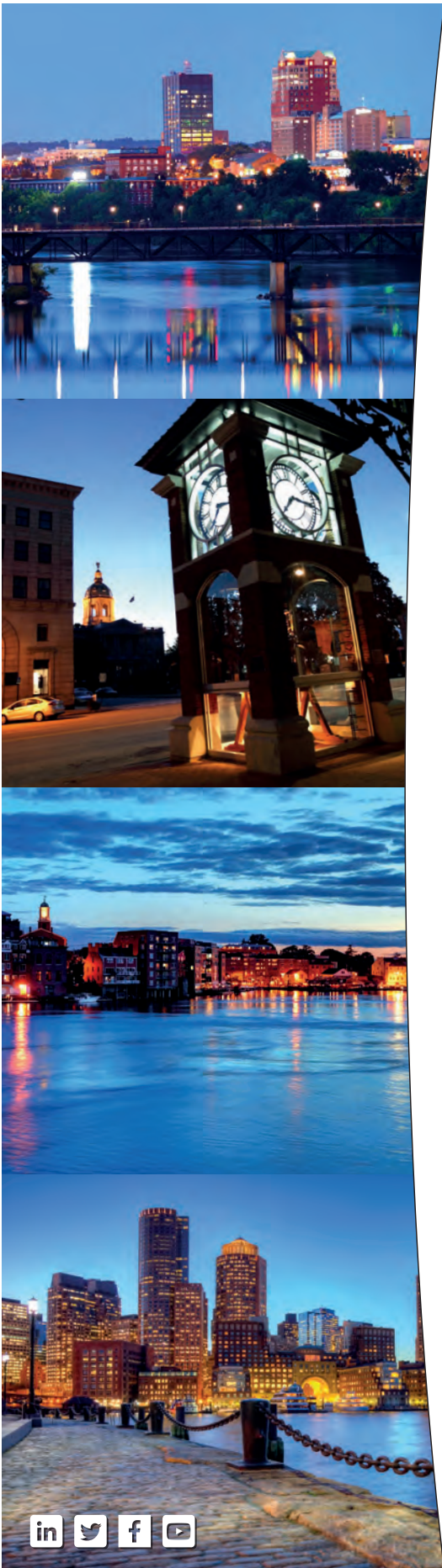
# 2019 EIC... Winners All!











Devine Millimet's Construction Team has the technical training and industry experience necessary to represent clients on complex projects throughout New England and beyond.

*How can we help you?*

DEVINE  
MILLIMET

ATTORNEYS AT LAW

MANCHESTER  
CONCORD  
PORTSMOUTH  
BOSTON  
603-669-1000  
DevineMillimet.com

[DevineMillimet.com/Construction](http://DevineMillimet.com/Construction)



## PROCON

On September 26, 2019, PROCON welcomed guests to their new 26,000 SF building in Hooksett, NH for a ribbon cutting celebration. Dignitaries, partners, community leaders, and employees all arrived to celebrate the official opening of the 2-story Class A office building

Governor Chris Sununu, Mayor Joyce Craig of Manchester, and Hooksett Town Administrator Andre Garron, who all spoke at the event.

The expansion is the result of workforce growth at the Hooksett campus, coupled with a masterplan to upgrade the entire headquarters (purchased nearly



that houses the company's construction management team. PROCON Owners Mark and Sally Stebbins were joined by NH

40 years ago), in phases over several years.

The building features a dramatic glass entrance that

segues into a spacious lobby. Glass-encased offices with high ceilings and adjustable standing desks lead into hallways with collaborative spaces and wrap-around offices. An innovative training room allows for continuous workforce development, and the stylish cafeteria offers high-end amenities for employees to enjoy. As the Company continues to grow, the building's second story is available for future expansion.

"It makes us much more of a design entity than we were before, and we are really trying to grow that part of our business. We do not see any signs of a slowdown in the near future. The goal is to just continue to grow steadily," Mark Stebbins.

PROCON began construction on the 88,000 SF dual-brand TownePlace Suites/Fairfield Hotel by Marriott located at 85 Station Landing in Medford, MA. PROCON is the designer and construction manager, and longtime development partner XSS Hotels of Manchester, is the owner. The 9-story hotel will be steps away from the Wellington MBTA stop, and under 10-minutes' drive from Boston Logan International Airport, downtown Boston, and one of the nation's leading higher education institutions – Tufts University.

In total, 156 intelligently-designed and well-appointed guestrooms will be divided between the two brands aimed at business and leisure travelers. TownePlace Suites will offer 84 extended-stay king and double-queen suites targeting longer-staying guests. Each suite will provide fully-equipped kitchens with standard-sized appliances, such as a cooktop, microwave, dishwasher, and refrigerator. Short-term travelers will have their choice of 72 comfortable and affordable guestrooms offered by the Fairfield.

This is the second hotel

collaboration by PROCON and XSS Hotels in the City of Medford. In 2016, the adjacent Spanish-inspired AC Hotel Boston North opened at 95 Station Landing, and it was the first newly-built AC in the U.S. When designing the dual-brand hotel, PROCON's architects created a modern building to blend with the bordering AC Hotel while distinguishing its own identity. This was achieved by selecting 2-story-high prefabricated brick and metal exterior panels in similar color tones.

Overall, it is an exciting time to add a hotel to Medford's booming landscape. According to a 2017 report by Medford and the Rogue Valley tourist publication, the City has experienced record-breaking growth in their travel, tourism, and hospitality industries. And, when TownePlace Suites/Fairfield at Station Landing opens in late 2020, those visitors will have additional accommodation options.

## METRO WALLS

Metro Walls is excited to announce that they expanded operations to the South Shore of Massachusetts. The new location will serve the shore of Massachusetts, Cape Cod, and Rhode Island, providing commercial framing, drywall and acoustical ceilings.

Heading the charge for this new branch will be General Manager Jay Rocha, who comes to Metro with over a decade of commercial drywall expertise. Rocha, former project manager for Superior Drywall can't wait to lead this South Shore team! He is a native of Fall River, MA, and he knows this region well.

"Having the opportunity to expand our operations to cover more of New England has been a goal of ours since we opened our doors. We are thrilled to

CONTINUED ON PAGE 19

### WORKERS' COMP

*Your workers' comp is a highly controllable cost, you just have to expend the effort to control it!*

**We manage self-insured companies and self-insurance groups that include over 350 NH employers!**

Our service model is based on:

- Preventing claims from happening
- Denying claims that are not legitimate
- Managing claims to get people back to work



Cheryl Coletti-Lawson



Scott Lawson



**The LAWSON GROUP**  
Thinking. Without the Box.

Learn more today! Contact us at **800.645.7674** or visit [thelawsongroup.com](http://thelawsongroup.com)

**PAGE STREET**  
*Storage*  
LEASING LLC

**On-Site Storage Solutions  
Prompt & Professional  
Service To Your Job Site.**



**10' • 20' • 40'**  
**Storage Containers**



**27'-53' Trailers  
& 45'-48' Flatbeds**



**Ground-Level Offices  
Now Available**

**Rent or Purchase • Short-Term & Long-Term**  
**Serving NH • MA • ME • VT For Over 30 Years**



**603-622-1673**

[www.pagest.com](http://www.pagest.com)

**SPECIALISTS IN:**

- Computer Rooms
- Air Make-up Systems
- Industrial Humidification
- Steam and Hot Water Boiler Systems
- Plumbing
- Precision Temperature Control Systems
- Chilled Water Process Systems Engineering
- Energy Management Systems
- Maintenance Programs

[www.jlawrencehall.com](http://www.jlawrencehall.com)

17 Progress Ave., Nashua, NH 03062  
Phone: (603) 882-2021 • Fax: (603) 882-1287





CONTINUED FROM PAGE 17

have Jay Rocha on board. I can tell he loves what he does and he has the energy to keep up in this business”, says Mike Dion, President of Metro Walls

With locations already in Manchester, NH and Portland Maine, Metro Walls is looking forward to building new relationships in the South Shore, Cape Cod & Rhode Island.

**TFMORAN**

TFMoran has donated \$5,000 to NeighborWorks® Southern New Hampshire in support of West Side RENEW, an initiative to redevelop and preserve properties in significant decline or in need of capital improvements on Manchester’s West Side.

West Side RENEW complements NeighborWorks® Southern New Hampshire’s overarching community



Robert Tourigny (Executive Director-NWSNH), Robert Duval (President-TFMoran), Dylan Cruess (COO-TFMoran), Jennifer Vadney (Neighborhood Development Director-NWSNH)



TFMoran Principals Jeff Kevan, Paul Sbacchi, Dylan Cruess and Robert Duval

building mission in this area of Manchester, which began in 2006 with the West Granite Revitalization Initiative that resulted in more than \$5 million in investment over nine years to increase the home ownership rate, expand the number of owner occupied multi-family properties, and reduce neighborhood density.

The current effort continues NeighborWorks® Southern New Hampshire’s focus on eliminating or redeveloping dilapidated or problem properties in the area and increasing the number of affordable rental units. TFMoran’s contribution will support the redevelopment of 459 Granite Street to create 4 new affordable rental apartments in a currently uninhabitable building.

TFMoran’s Chief Operating Officer, Dylan Cruess was

CONTINUED ON PAGE 27

# We Have On-Site Storage & Office Space Solutions For Your Next Project



Pac-Van has been providing portable storage and office space for over 25 years. With locations nationwide, including New Hampshire & Vermont, we can be your single source for on-site container and temporary office solutions. Contact us today at 603.729.3208 or visit us online at [www.pacvan.com](http://www.pacvan.com)



Think of us as your own  
personal Swiss accounting knife.

Nathan Wechsler & Company.  
Because only the financially prepared survive.



70 Commercial Street, 4th Floor, Concord, NH 03301 603.224.5357

44 School Street, Lebanon, NH 03766 603.448.2650

[www.nathanwechsler.com](http://www.nathanwechsler.com)



**Customer  
Satisfaction**

**Quality  
Installations**

**Reliability**



Serving New Hampshire, Maine & Massachusetts

**603.742.0677**

**[martineauelectric.com](http://martineauelectric.com)**

INDUSTRIAL • OFFICE • HOTEL • COMMERCIAL

## New Members

### **ENE Systems of NH, Inc.**

Paul O'Brien, (603) 856-0330  
pobrien@eneofnh.com  
155 River Road #10, Bow, NH 03304  
<https://www.enesystems.com/>

ENE Systems, Inc. is the largest independent HVAC controls contractor in New England with offices in Canton, MA, Providence RI and Bow, NH. But Building Automation isn't the only thing we do.

### **Slingsby Group, Inc.**

Richard Slingsby, (603) 540-1608  
ras@slingsbygroup.com  
497 Hooksett Road Suite 262, Manchester, NH 03104  
[www.slingsbygroup.com](http://www.slingsbygroup.com)

The Slingsby Group provides construction consulting, owners representative services and project management for municipal, commercial and residential projects.

### **Kaloutas Painting**

James Kaloutas, (978) 532-1414  
jkaloutas@kaloutas.com  
11 Railroad Ave, Peabody, MA 01960-4311  
[www.kaloutas.com](http://www.kaloutas.com)

Kaloutas Painting is a Commercial Painting, Industrial Flooring and Fireproofing company servicing the New England area for over 30 years. They are known for quality, reliability and the ability to satisfy their customers' needs. The to satisfy their customers' needs. The company has seen steady growth.

**Construction Resource  
Magazine is**

**Changing!**

**ADVERTISERS:**

**Get your new ad in now!**

**DEADLINE FOR NEW AD COPY: MARCH 1, 2020.**

**New Look, New Ad Sizes, Same Pricing since 2014!**

*Soft roll out of our new look will be in ISSUE 4 - 2019*

### **New Ad Sizes**

Quarter Page .....	3.68" x 4.88"
Half Page Horizontal .....	7.5" x 4.88"
Half Page Vertical .....	3.68" x 9.88"
Full Page .....	7.5" x 9.88"
Full w/Bleed.....	8.5" x 11" plus 1/4" all sides <i>(full bleed only available on inside covers and back cover)</i>

If you need assistance with your NEW ad copy, please be in touch with us now at **603-226-4789**. Or contact our preferred graphic designer at **[susan@becreativesc.com](mailto:susan@becreativesc.com)**

## Building Solutions to Manage Risk



For over 25 years your local USI office has been providing the risk management solutions and services that companies count on to protect their businesses and employees.

We would like to do the same for you.

USI Insurance Services  
3 Executive Park Drive  
Bedford, NH 03110  
855.874.0123 | [www.usi.com](http://www.usi.com)



Equipment | General Liability | Auto | Workers' Compensation | Surety  
Contract Review | Claims/Loss Control

Copyright ©2019 USI Insurance Services. All Rights Reserved.



## Excellence in practice.

Construction law attorneys **Rick and Kelly Gagliuso** have brought their expertise to our Manchester, New Hampshire office.

They specialize in advising contractors and business participants in all aspects of the construction process, from negotiation and contracts to mediation.

**BERN  
STEIN  
SHUR**

[bernsteinshur.com/manchester](http://bernsteinshur.com/manchester)



## SKILLED TRADES

603-223-9721

[www.peopleready.com](http://www.peopleready.com)



## Complete your project on time and on budget.

Rely on PeopleReady for all of your journeyman tradespeople, including: carpenters, electricians, welders, plumbers, solar installers, and more.

PeopleReady efforts are tailored to your needs and designed to help you control costs, save time, and reduce risk. That means more opportunities for you to grow your business.





[MethuenConstruction.com/CAREERS](http://MethuenConstruction.com/CAREERS)



**BEST** 2018  
COMPANIES  
TO WORK FOR  
BUSINESSNH

**Build Your  
Career With Us**

144 Main Street PO Box 980 Plaistow, NH 03865

## GENERAL CONTRACTORS

Bancroft Contracting Corporation  
23 Phillips Road  
South Paris, ME 04281  
www.bancroftcontracting.com

Bonnette, Page & Stone Corp.  
91 Bisson Avenue  
Laconia, NH 03246  
www.bpsnh.com

C.I.D. Construction, Inc.  
PO Box 441  
Chester, NH 03036  
www.cidconstructioninc.com

Carrigg Commercial Builders LLC  
454 Sheffield Rd  
Manchester, NH 03103  
www.carrigg.com

Charters Brothers Construction, LLC  
27 Main Street  
Danville, NH 03819-3214  
www.chartersbrothers.com

CIANBRO  
PO Box 1000  
Pittsfield, ME 04967  
www.cianbro.com

CMGC Building Corp.  
360 Harvey Road  
Manchester, NH 03103  
www.cmgcbuildingcorp.com

Cobb Hill Construction, Inc.  
206 North State Street  
Concord, NH 03301  
www.cobhill.com

Construx, Inc.  
630 Daniel Webster Highway #1  
Plymouth, NH 03264  
www.construxinc.com

Cormack Construction Management  
46 East Madison Road  
Madison, NH 03849-5830  
www.CormackConstructionManagement.com

Craig Hervey Housewright Constr., Inc.  
5365 Main Street S.  
Newbury, VT 05051  
www.housewright.net

D. L. King & Associates, Inc.  
27 Tanglewood Drive  
Nashua, NH 03062  
www.dkingnh.com

DEW Construction  
17 Elm Street  
Keene, NH 03431  
dewconstruction.com

Eckman Construction Co., Inc.  
84 Palomino Lane  
Bedford, NH 03110  
eckmanconstruction.com

Fulcrum Associates, Inc.  
5 Tech Circle  
Amherst, NH 03031  
www.fulcrum-nh.com

Green Mountain Pipeline Services, Inc.  
768 South Main St. # 1  
Bethel, VT 05032  
www.greenmountainpipe.com

H.P. Cummings Construction Company  
PO Box 269  
Woodsville, NH 03785  
www.hpcummings.com

JBR Associates, LLC  
120 Northern Blvd. #16  
Amherst, NH 03031  
www.jbrnh.com

Kindler Development Group, LLC  
440 Hanover Street  
Manchester, NH 03104  
www.elmgrovecompanies.com

LaMontagne Builders Inc.  
317 South River Road  
Bedford, NH 03110  
www.lamontagnebuilders.com

Landry/French Construction  
1950 Lafayette Road  
Portsmouth, NH 03801  
landryfrenchconstruction.com

Lawton Company  
PO Box 843  
Franconia, NH 03580-0843  
www.thelawtoncompany.com

Lewis Builders Development, Inc.  
54 Sawyer Ave.  
Atkinson, NH 03811  
www.lewisbuilders.com

M&M American Builders of NH, LLC  
PO Box 5410  
Manchester, NH 03108-5410  
www.americanbuildersnh.com

Mark Carrier Construction, Inc.  
175 Lincoln Street # 101  
Manchester, NH 03103-5031  
www.mcci-nh.com

Meridian Construction Corporation  
32 Artisan Court # 4  
Gilford, NH 03249  
www.meridiannh.com

Methuen Construction Co., Inc.  
144 Main Street PO Box 980  
Plaistow, NH 03865  
www.methuenconstruction.com

Morin Contracting Services, Inc.  
711 Rivewood Drive  
Pembroke, NH 03275  
www.morincontractingservices.com

North Branch Construction  
76 Old Turnpike Road  
Concord, NH 03301  
www.northbranch.net

NorthPoint Construction Management, LLC  
22 Hampshire Drive  
Hudson, NH 03051-4922  
www.northpointcm.com

PROCON  
PO Box 4430 1359 Hooksett Rd.  
Manchester, NH 03106  
www.proconinc.com

R.M. Piper, Inc.  
PO Box 490  
Plymouth, NH 03264  
www.rmpiper.com

Riess Construction LLC  
11 Lovejoy Road  
Plymouth, NH 03264  
www.riessconstruction.com

Schroeder Construction Management, Inc.  
2 Townsend West, Unit 3  
Nashua, NH 03063  
www.schroedercmi.com

Structural Associates, Inc.  
5903 Fisher Road  
East Syracuse, NY 13057  
www.structuralassociates.com

Sullivan Construction, Inc.  
258 South River Road  
Bedford, NH 03110  
www.sullivanconstruction.com

TCD Construction, Inc.  
91 Hancock Road  
Peterborough, NH 03458  
tcdbuild.com

Trumbull-Nelson Construction Co., Inc.  
19 Plaza Heights Road  
West Lebanon, NH 03784-4404  
www.T-N.com

Turnstone Corporation  
479 Nashua Street  
Milford, NH 03055  
www.turnstonecorp.com

W.M. Schultz Construction  
PO Box 2620 831 Rte 67, Curtis Ind.  
Park #28A  
Ballston Spa, NY 12020  
www.wmschultz.com

Wickson Construction Corporation  
0 East Road  
Hampton Falls, NH 03844  
www.wicksonconstruction.com

## SPECIALTY CONTRACTORS

AA & D Masonry LLC  
908 Hanover St. # 5  
Manchester, NH 03104-5418

Accessibility Systems, Inc.  
425 Washington St. - Ste. 108  
Claremont, NH 03743  
www.accessibilitysystems.com

Accurate Air, Inc.  
140 Bouchard Street # 1  
Manchester, NH 03103-3358  
www.accurateairinc.com

Advanced Power and Controls, LLC  
5 East Point Drive #3  
Hooksett, NH 03106  
advancedpowercontrols.com

Airadigm Solutions  
40 King Street - Unit 1  
Auburn, NH 03032-3973  
www.USAbalancing.com

Al Terry Plumbing & Heating, Inc.  
1776 Hooksett Rd.  
Hooksett, NH 03106-1689  
www.alterryplumbing.com

All-Bright Systems, LLC  
5 Brook Hollow Drive  
Salem, NH 03079-1867  
www.all-brightsystems.com

Alliance Group, Inc.  
PO Box 666  
Essex Junction, VT 05453  
www.amivt.com

All-Ways Accessible, Inc.  
128 Hall Street # F  
Concord, NH 03301  
www.AWALifts.com

Alpine Environmental, Inc.  
275 Billerica Rd., Suite 2B  
Chelmsford, MA 01824  
www.alpine-environmental.com

Amari Company, Inc.  
11 Caldwell Drive #1  
Amherst, NH 03031  
www.amaricompany.com

American Steel & Precast Erectors  
328 Sawmill Road PO Box 185  
Greenfield, NH 03047  
www.aspe-nh.com

Amherst Insulation & Firestop Service, Inc.  
100 Carl Drive  
Manchester, NH 03101

Anderson Welding LLC  
269 1st NH Turnpike Unit 1  
Northwood, NH 03261  
www.andersonweldingllc.com

Andrews Construction Co., Inc.  
PO Box 720  
Campton, NH 03223  
www.andrewsconst.com

ARC Mechanical Contractors  
PO Box 724  
Bradford, VT 05033  
www.arcmech.com

Armand E. Lemire Co. Inc.  
PO Box 16454  
Hooksett, NH 03106  
http://armandlemire.wpengine.com/

Associated Concrete Coatings, LLC  
476 Valley Street  
Manchester, NH 03103  
www.concoat.com

Atlantic Prefab, Inc.  
19 Stoney Brook Drive  
Wilton, NH 03086  
www.atlanticprefab.com

Bancroft Contracting Corporation  
23 Phillips Road  
South Paris, ME 04281  
www.bancroftcontracting.com

Blaktop, Inc.  
PO Box 5243  
West Lebanon, NH 03784  
www.blaktop.com

Bode Equipment Company  
23 Londonderry Road # 12  
Londonderry, NH 03053-3314  
www.bodeequipment.com

Bonnette, Page & Stone Corp.  
91 Bisson Avenue  
Laconia, NH 03246  
www.bpsnh.com

Bouchard Steel Erectors LLC  
PO Box 760  
North Bennington, VT 05257

Bow Plumbing & Heating Corp.  
3 Bow Bog Road  
Bow, NH 03304  
www.bowph.com

Capital Tile & Marble Co, Inc.  
278 River Road  
Bow, NH 03304  
www.capitaltilenh.com

Caprioli Painting, Inc  
20 Beech Street Extension # 3  
Newmarket, NH 03857  
www.capriolipainting.com

Chestnut & Cape, Inc.  
30 North River Lake Road  
Northwood, NH 03261  
chestnutandcape.com

CIANBRO  
PO Box 1000  
Pittsfield, ME 04967  
www.cianbro.com

Cole Electric, Inc.  
205 Church Lane  
East Theford, VT 05043  
www.coleelectric.com

Colonial Insulation and Fireproofing  
1032 NH Route 119 # 6  
Rindge, NH 03461-6008  
colonialinsulation.com

Construx, Inc.  
630 Daniel Webster Highway #1  
Plymouth, NH 03264  
www.construxinc.com

Control Technologies  
111 Zachary Rd.  
Manchester, NH 03109-5609  
www.controltechinc.com

Covenant Fire Protection, Inc.  
62 West Brook Street  
Manchester, NH 03101  
www.covenantfirepro.com

Damon Insulation Co., Inc.  
5 Tallwood Drive # C  
Bow, NH 03304  
www.damoninsulation.com

Daniels Electric Corporation  
PO Box 7412  
Gilford, NH 03247  
danielselectriccorp.com

DECCO, Inc.  
31 Route 13  
Brookline, NH 03033  
www.decco.com

Denron Plumbing & HVAC, LLC  
605 Front Street  
Manchester, NH 03102  
www.denronph.com

Dependable Controls Services LLC  
PO Box 307  
Seabrook, NH 03874  
www.dependablecontrolsservices.com

Deventry Construction/ Siding Specialists  
716 Clough Mill Road  
Pembroke, NH 03275  
www.deventryconstruction.com

Door Control, Inc.  
8 Delta Drive # D  
Londonderry, NH 03053-2349  
www.doorcontrolne.com

Dowling Corporation  
112 Heritage Ave.  
Portsmouth, NH 03801  
www.dowlingcorp.com

Eastern Vent Systems, Inc.  
4 Dick Tracy Drive  
Pelham, NH 03076  
www.easternvent.com

Eckhardt & Johnson, Inc.  
6 Eastpoint Drive  
Hooksett, NH 03106  
www.eckhardtjohnson.com

EMCOR Services New England Mechanical  
649 East Industrial Park Dr. # 11  
Manchester, NH 03109  
www.nemsi.com

ENE Systems of NH, Inc.  
155 River Road #10  
Bow, NH 3304  
https://www.enesystems.com/

EnviroVantage, Inc.  
629 Calef Highway  
Epping, NH 03042  
www.envirovantage.com

Ewing Electrical Co., Inc.  
PO Box 370  
Deerfield, NH 03037

Executive Building Systems, Inc.  
19 Star Drive Unit C  
Merrimack, NH 03054  
www.executivebuildingsystems.us

Exterior Designs, LLC  
184 Rockingham Road  
Londonderry, NH 03053  
www.exteriordesigns.com

F.A. Gray, Inc.  
300 West Rd. # 4  
Portsmouth, NH 03801  
fagray.com

F.H. Hamblet, LLC  
29 Victoria St.  
Keene, NH 03431  
www.hambletelelectric.com

Gate City Electric, LLC  
PO Box 3554  
Nashua, NH 03061  
www.gatecityelectric.com

George W. Pynn Masonry  
29 Newton Rd. - Rte. 108  
Plaistow, NH 03865  
www.pynnmaryson.com

Godin Associates, Inc.  
1721 Carl Broggi Highway  
Lebanon, ME 04027

Gorman-Thomas, Inc.  
60 Buckley Circle  
Manchester, NH 03109  
www.gormanthomas.com

Granite State Glass  
4 Aviation Drive  
Gilford, NH 03249-6600  
www.granitestateglass.com

Granite State Plumbing & Heating, LLC  
17 Oil Mill Road  
Weare, NH 03281  
www.gsphinc.com

Hampshire Fire Protection Co. LLC  
8 North Wentworth Ave.  
Londonderry, NH 03053  
www.hampshirefire.com

Harry-O Electrical Corporation  
PO Box 7812  
Loudon, NH 03301  
www.harryoelectrical.com

Interstate Electrical Services Corporation  
15 Cote Lane  
Bedford, NH 03110  
www.iesc1.com

Irish Electric Corp.  
659 Currier Road  
Hopkinton, NH 03229  
www.irishelectric.net

J. Lawrence Hall Co., Inc.  
17 Progress Ave.  
Nashua, NH 03062  
www.jlawrencehall.com

Jamco Excavators, LLC  
84 Exeter Road  
South Hampton, NH 03827  
www.jamcoexcavators.com

Jasmor Properties LLC  
721 Loudon Ridge Rd.  
Loudon, NH 03307-1711  
jasmorprop.com

Johnson & Jordan, Inc.  
22AB Gauthier Drive  
Epsom, NH 03234  
www.johnsonandjordan.net

Kaloutas Painting  
11 Railroad Ave  
Peabody, MA 1960  
www.kaloutas.com

Keeley Painting Co., Inc.  
256 True Road  
Pittsfield, NH 03263-3516  
www.keeleypainting.com

Knott's Land Care LLC  
6 Manhattan Drive  
Amherst, NH 03031  
knottslandcare.com

Laconia Refrigeration  
11 Walker St.  
Laconia, NH 03246-2819  
www.laconiaerfrigeration.com

Lawrence & Lober Electric, Inc.  
15 Barker Street  
Bellows Falls, VT 05101  
www.llelectricservices.com

Legacy Wall Systems, Inc.  
94 River Road  
Hudson, NH 03051-5241  
www.legacywall.net

Leighton A. White, Inc.  
138 Elm Street  
Milford, NH 03055  
www.leightonawhite.com

Life Safety Fire Protection Inc.  
97 Lower Jeffrey Road  
Dublin, NH 03444  
www.lifesafetyfire.com

Longchamps Electric, Inc.  
PO Box 4328, 700 Harvey Rd  
Manchester, NH 03108-4328  
www.LongchampsElectric.com

M&M American Builders of NH, LLC  
PO Box 5410  
Manchester, NH 03108-5410  
www.americanbuildersnh.com

Martineau Electric, Inc.  
165 Industrial Park Drive  
Dover, NH 03280  
www.martineauelectric.com

Mas-Con Corporation  
29 Center Street  
Laconia, NH 03246  
www.mas-concorp.com

McEntee Masonry Contractors, Inc.  
PO Box 294  
Wilton, NH 03086  
mcenteemasonry.com

McGuinness Crane Service  
21 Bedford Street  
Nashua, NH 03063  
www.mcguinnesscrane.com

Merrimack Drywall, Inc./Merrimack Estimators, Inc.  
24 Putney Road  
Dunbarton, NH 03046  
www.merrimackdrywall.com

Metro Walls, LLC  
49 Hancock Street  
Manchester, NH 03101  
www.metrowalls.net

Multi-Weld Services, Inc.  
153 Riverside Drive  
Contoocook, NH 03229  
www.multi-weld.com

New England Mechanical Overlay Inc.  
100 Barnstead Road  
Pittsfield, NH 03263  
nemoinc.net

Noonan Brothers Painting, LLC  
140 Bouchard St. # 1B  
Manchester, NH 03103  
www.noonanbrotherspainting.com

Norman E. Day, Inc.  
116 Perimeter Rd. # E  
Nashua, NH 03063  
www.normaneday.com

North & South Construction Services  
55 Calef Hwy. # 2  
Barrington, NH 03825  
www.northsouthnh.com

North Point Outdoors  
PO Box 925  
Derry, NH 03038  
www.northpointoutdoors.com

Northeast Safe-T Solutions, LLC  
3 Commercial Lane Unit A  
Londonderry, NH 03053  
www.safetyfloors.com

Oliver Mechanical, Inc.  
991 Candia Road Unit 1-3  
Manchester, NH 03109-5209  
www.olivermechanicalinc.com

Opline Enterprises, LLC  
157 Main Dunstable Road  
Nashua, NH 03060  
www.opline.co

Overhead Door Company  
210 West Road- Unit 4  
Portsmouth, NH 03801-5639  
www.overheaddoorcompany.com

Palmer & Sicard, Inc.  
140 Epping Rd. # 102  
Exeter, NH 03833-4555  
www.palmerandsicard.com

Peter DeSalvo Contracting, LLC  
15 Central Street  
Hudson, NH 03051  
desalvocontracting.com

Powers Generator Service LLC  
PO Box 10005  
Swanzy, NH 03446  
www.powersgenerator.com



Premier Concrete Construction LLC  
614 Gibbons Highway  
Wilton, NH 03086  
www.premierconcretellc.com

Raynor Door Authority of New England, Inc.  
444 E Industrial Park #1  
Manchester, NH 03109  
www.raynordoorauthority.com

Reliance Steel, Inc.  
94 South Oak Circle  
Colchester, VT 05446  
reliancesteelofvt.com

Richard Electric, Inc.  
PO Box 999  
Wilder, VT 05088  
www.richardelectric.com

Riess Construction LLC  
11 Lovejoy Road  
Plymouth, NH 03264  
www.riessconstruction.com

Rose Steel Inc.  
250 Ocean Road  
Greenland, NH 03840  
www.rosesteelinc.com

S.D.Szetela Masonry  
PO Box 222  
Glen, NH 03838  
www.sdszetela.com

Sam Mechanical Services, LLC  
1181 Hooksett Rd, 2nd Floor  
Hooksett, NH 03106  
www.sammmechanical.com

Seacoast Scaffold & Equipment Corp.  
243 Sheep Davis Rd.  
Concord, NH 03301-8517  
www.seacoastscaffold.com

Secondwind Water Systems, Inc.  
735 East Industrial Park Dr.  
Manchester, NH 03109  
www.secondwindwater.com

Signarama of Concord  
249 Sheep Davis Road  
Concord, NH 03301  
www.signarama-concord.com

Simpson's Painting, Inc.  
Box 976  
Derry, NH 03038

SL Chasse Steel  
8 Christine Drive  
Hudson, NH 03051  
www.slchassesteelfab.com

Solid Earth Technologies  
3 Howe Drive, # 3  
Amherst, NH 03031  
www.solidearthtech.com

SSW Erectors, LLC  
4808 Randolph Road  
Morrisville, VT 05661  
www.sswerectors.com

St. Pierre, Inc.  
59 Jeffrey Road  
Charlestown, NH 03603  
www.stpierreincsandandgravel.com

Stanley Elevator Company, Inc  
PO Box 843  
Nashua, NH 03061  
www.stanleyelevator.com

Superior Fire Protection, Inc.  
230 Londonderry Turnpike  
Hooksett, NH 03106-1960  
www.superiorfire.net

The RELCO Companies  
14 Norfolk Ave  
South Easton, MA 02375  
www.gorelco.com

Tocco Building Systems  
29 Cook Street  
BillERICA, MA 01821  
www.toccoCorp.com

V. R. Concrete, Inc.  
PO Box 247  
Colebrook, NH 03576  
www.vrconcrete.com

Viking Roofing  
10 Clinton Drive  
Hollis, NH 03049  
www.vikingroofingnh.com

W.M. Schultz Construction  
PO Box 2620 831 Rte 67, Curtis Ind.  
Park #28A  
Ballston Spa, NY 12020  
www.wmschultz.com

White Diamond Painting, LLC  
PO Box 594  
Barrington, NH 03825  
whitediamondpainting.com

Zampell  
5 Stanley Tucker Drive  
Newburyport, MA 01950  
www.zampell.com

## SUPPLIERS

American Aerial Equipment  
45 Alice Agnew Drive  
No. Attleboro Falls, MA 02763  
www.americanarialequipment.com

American Steel & Precast Erectors  
328 Sawmill Road PO Box 185  
Greenfield, NH 03047  
www.aspe-nh.com

AW Hastings - Representing Marvin  
2 Pearson Way  
Enfield, CT 06082  
awhastings.com/commercial-solutions/

B.K. Systems, Inc.  
27 Sheep Davis Road  
Pembroke, NH 03275-3705  
www.bkssysteminc.com

Bode Equipment Company  
23 Londonderry Road # 12  
Londonderry, NH 03053-3314  
www.bodeequipment.com

Carroll Concrete Co. Inc.  
PO Box 1000  
Newport, NH 03773  
www.carrollconcrete.com

Casella Resource Solutions, Inc  
53 Pelham Road  
Salem, NH 03079

Charron, Inc.  
PO Box 4550  
Manchester, NH 03108  
www.charroninc.com

Chasse Crane Services, LLC  
8 Christine Drive  
Hudson, NH 03051  
www.slchassesteelfab.com

Cohen Steel Supply Inc.  
10 Basin St  
Concord, NH 03301  
www.cohensteel.com

Consolidated Electrical Distributors, Inc.  
79 Carl Drive  
Manchester, NH 03103  
www.cedmanchester.com

Construx, Inc.  
630 Daniel Webster Highway #1  
Plymouth, NH 03264  
www.construxinc.com

Control Technologies  
111 Zachary Rd.  
Manchester, NH 03109-5609  
www.controltechinc.com

Door Control, Inc.  
8 Delta Drive # D  
Londonderry, NH 03053-2349  
www.doorcontrolne.com

Eastern Propane & Oil  
PO Box 1800  
Rochester, NH 03866-1800  
www.eastern.com

E. J. Prescott  
PO Box 600  
Gardiner, ME 04345  
www.ejprescott.com

F. A. Gray, Inc.  
300 West Rd. # 4  
Portsmouth, NH 03801  
fagray.com

Hampshire Fire Protection Co. LLC  
8 North Wentworth Ave.  
Londonderry, NH 03053  
www.hampshirefire.com

Harvey Building Products  
30 Jacks Bridge Road  
Attn: Lyndon B Johnson  
Londonderry, NH 03053  
www.harveybp.com

HD Supply - White Cap Construction & Industrial  
232 Frontage Road  
Manchester, NH 03103  
www.whitecap.com

Hilti, Inc.  
New Boston Street- Unit G  
Woburn, MA 01821  
www.us.hilti.com

Independent Electric Supply  
177 Gay Street  
Manchester, NH 03103  
www.iesbuy.com

LaValley Building Supply, Inc.  
Guild Road PO Box 267  
Newport, NH 03773  
www.lavalleys.com

Merrimack Building Supply, Inc.  
PO Box 865  
Merrimack, NH 03054  
www.merrimackbuildingsupply.com

New England Scaffolding & Services, LLC  
85 Mill Street  
Brockton, MA 02301  
www.nescscaffold.com

NorthEast Electrical Distributors  
560 Oak St.  
Brockton, MA 02301-1346  
www.needco.com

Northern Design Precast, Inc.  
PO Box 7305  
Gilford, NH 03247-7305  
www.ndprecast.com

Novel Iron Works, Inc.  
250 Ocean Road PO Box 221  
Greenland, NH 03840-2444  
www.noveliron.com

Pac-Van, Inc.  
505 West Main Street  
Tilton, NH 03276  
www.pacvan.com

Page Street Leasing, LLC  
PO Box 129  
Candia, NH 03034  
www.pagest.com

Patriot Building Systems, LLC  
184 Rockingham Road  
Londonderry, NH 03053  
https://www.patriotbuildingsystems.com/

Pella Boston Windows & Doors  
45 Fondi Road  
Haverhill, MA 01832  
www.boston.pella.com

Powers Generator Service LLC  
PO Box 10005  
Swanzey, NH 03446  
www.powersgenerator.com

ProQuip Rentals & Sales, Inc.  
509 Main Street  
Gorham, NH 03581  
www.proquipnh.com

RediMix Companies, Inc.  
1 Sundial Avenue # 310  
Manchester, NH 03103  
www.redimixcompanies.com

Riess Construction LLC  
11 Lovejoy Road  
Plymouth, NH 03264  
www.riessconstruction.com

Russell Supply Corp.  
PO Box 2221  
South Burlington, VT 05403  
www.russellsupply.com

Seacoast Scaffold & Equipment Corp.  
243 Sheep Davis Rd.  
Concord, NH 03301-8517  
www.seacoastscaffold.com

Signarama of Concord  
249 Sheep Davis Road  
Concord, NH 03301  
www.signarama-concord.com

SL Chasse Steel  
8 Christine Drive  
Hudson, NH 03051  
www.slchassesteelfab.com

St. Pierre, Inc.  
59 Jeffrey Road  
Charlestown, NH 03603  
www.stpierreincsandandgravel.com

Stoneman, Chandler & Miller, LLP  
99 High Street #1610  
Boston, MA 02110  
www.scmllp.com

Superior Sheet Metal  
14 Flagstone Drive  
Hudson, NH 03051  
www.superiorsm.com

Tarm USA  
PO Box 322  
Orford, NH 03777  
www.woodboardrentals.com

The Granite Group  
6 Storrs Street  
Concord, NH 03301  
www.thegranitigroup.com

United Rentals, Inc.  
2 Sutton Circle  
Hooksett, NH 03106-2039  
www.unitedrentals.com

W. D. Matthews Machinery Company  
309 Sheep Davis Road  
Concord, NH 03301  
www.wdmatthews.com

Wallboard Supply, Inc.  
PO Box 184  
Londonderry, NH 03053  
www.wallboardsupplyco.com

Williams Scotsman, Inc.  
48 Dick Tracy Drive  
Pelham, NH 03076  
www.willscot.com

Zampell  
5 Stanley Tucker Drive  
Newburyport, MA 01950  
www.zampell.com

## ASSOCIATES

Albin, Randall & Bennett  
PO Box 445  
Portland, ME 04112-0445  
www.arbcpa.com

Bernstein, Shur, Sawyer & Nelson  
670 North Commercial Street # 108  
Manchester, NH 03101  
bernsteinsnur.com

BerryDunn  
PO Box 1100  
Portland, ME 04101  
www.berrydunn.com

Bruce Ronayne Hamilton Architects Inc.  
PO Box 104  
New Ipswich, NH 03071-0104  
www.brharch.com

CGI Business Solutions  
171 Londonderry Tpke  
Hooksett, NH 03106  
cgibusinesssolutions.com

Cline Design, LLC  
42 Shaw Hill Road  
Andover, NH 03216-4043  
www.clinedesign.com

Contractors Risk Management, Inc.  
46 S. Main Street Unit 1  
Concord, NH 03301  
www.crmusa.com

ConvenientMD Urgent Care Head-quarters  
111 NH Ave, Suite 2  
Portsmouth, NH 03801  
www.convenientmd.com

Cross Insurance Agency  
1100 Elm Street  
Manchester, NH 03101  
www.crossagency.com

Cultural Chemistry, LLC  
36 Maplewood Ave.  
Portsmouth, NH 03801  
www.culturalchemistry.com

Devine, Millimet & Branch PA  
111 Amherst Street  
Manchester, NH 03101  
www.devinemillimet.com

Enterprise Fleet Management  
10 2nd Avenue  
Burlington, MA 01803-4408  
www.enterprise.com/fleets

Granite Financial Partners  
388 Nashua St  
Milford, NH 03055  
gfpnh.com

Grappone Ford  
PO Box 1200  
Concord, NH 03302  
www.grappone.com

GZA GeoEnvironmental, Inc.  
5 Commerce Park North #201  
Bedford, NH 03110-6984  
www.gza.com

Hinckley Allen  
650 Elm Street # 500  
Manchester, NH 03101-2551  
www.haslaw.com

J. P. Pest Services  
101 Emerson Rd.  
Milford, NH 03055  
www.jppestservices.com

John Turner Consulting, Inc.  
PO Box 953  
North Hampton, NH 03862  
www.consultjtjc.com

Melanson Heath  
121 River Front Drive  
Manchester, NH 03102  
melansonheath.com

Nathan Wechsler & Co., CPA  
70 Commercial Street #401  
Concord, NH 03301-5031  
www.nathanwechsler.com

Nobis Group  
18 Chenell Dr.  
Concord, NH 03301  
www.nobis-group.com

Old Republic Contractors Insurance Group  
101 Federal St. Suite 1900  
Boston, MA 02110  
www.orcig.com

Peniel Environmental Solutions, Inc.  
778 Elm St # C  
Milford, NH 03055  
www.Penielenv.com

PeopleReady Skilled Trades  
783 Route 3-A  
Bow, NH 03304-3206  
www.cjp.com

People's United Bank  
325 State Street  
Portsmouth, NH 03038  
www.peoples.com

Preti Flaherty LLC  
PO Box 1318  
Concord, NH 03301  
www.preti.com

Quirk Auto Dealerships  
PO Box 5220  
Manchester, NH 03108  
www.quirkcommercial.com

Resource Options, Inc.  
1 Verani Way # 1C  
Londonderry, NH 03053  
www.resourceoptions.com

RPF Environmental, Inc.  
320 First NH Turnpike  
Northwood, NH 03261  
www.airfp.com

Service Credit Union  
14 Colby Court  
Bedford, NH 03110  
www.servicecu.org

Signarama of Concord  
249 Sheep Davis Road  
Concord, NH 03301  
www.signarama-concord.com

Slingsby Group, Inc.  
497 Hooksett Road Suite 262  
Manchester, NH 3104  
www.slingsbygroup.com

Stoneman, Chandler & Miller, LLP  
99 High Street #1610  
Boston, MA 02110  
www.scmllp.com

Strang, Scott, Giroux & Young, LLP  
6 Beacon Street - Suite 305  
Boston, MA 02108  
www.strangscott.com

Team Engineering  
82 Palomino Lane Suite 503  
Bedford, NH 03110  
www.myteameengineering.com

Terracon  
77 Sundial Ave. # 401W  
Manchester, NH 03103  
www.terracon.com

TFMoran, Inc.  
48 Constitution Drive #2  
Bedford, NH 03110  
www.tfmoran.com

The Blue Book  
159 Wadleigh Falls Rd  
Lee, NH 03861  
thebluebook.com

The H. L. Turner Group, Inc.  
27 Locke Road  
Concord, NH 03301  
www.hltturner.com

The Lawson Group  
PO Box 3304  
Concord, NH 03302  
thelawsongroup.com

The Rowley Agency, Inc.  
PO Box 511  
Concord, NH 03302-0511  
www.rowleyagency.com

Tradesmen International  
169 So. River Rd #5  
Bedford, NH 03110-6934  
www.tradesmeninternational.com

TradeSource, Inc  
190A Londonderry Turnpike  
Manchester, NH 03104  
www.tradesource.com

Travelers  
500 Southborough Dr #105  
South Portland, ME 04106-6960  
www.travelers.com

USI Insurance Services  
3 Executive Park Dr. # 300  
Bedford, NH 03110-6990  
www.usi.biz

USI Insurance Services  
(ABC Group Trust)  
3 Executive Park Dr. #300  
Bedford, NH 03110  
www.usi.biz

Warrenstreet Architects, Inc.  
27 Warren Street  
Concord, NH 03301  
www.warrenstreetarchitects.com

Westvale Consulting  
288 Main St. Suite 1  
Acton, MA 01720  
http://www.wvconsult.com/



**New England's Leader in Drywall & Metal Framing**  
We have the manpower and the experience for any size project

Hillside Village, Keene, NH  
GC - DEW Construction Corp.



Manchester, NH 603-668-2648  
Portland, ME 207-887-9065

**MetroWalls.net**





Contact us today!  
1-888-229-3667

- Residential Garage Doors
- Commercial Garage Doors
- Specialty Products



Serving:  
New Hampshire  
Northeastern MA  
Southern ME

[www.raynordoorauthority.com](http://www.raynordoorauthority.com)

444 East Industrial Park Dr. Unit # 1 | Manchester, NH 03109

CONTINUED FROM PAGE 19

selected as one of New Hampshire's 200 Most Influential Business Leaders by New Hampshire Business Review. The "New Hampshire 200" Inaugural Reception was held on October 30, 2019 at the DoubleTree by Hilton Manchester to recognize the prominent business leaders.

Mr. Cruess was honored to be named one of the 200 chosen by New Hampshire Business Review's editors after a year-long research initiative was conducted for the state's most influential business leaders in the private sector across major industries. In choosing the individuals, the editors collected suggestions and nominations from industry contacts throughout the state to determine the individuals who have had the greatest impact on New Hampshire's economy, business climate and quality of life. The business leaders selected have a real influence within their professions, industries and communities, along with making an important and lasting imprint where they live and work.

Mr. Cruess joined TFMoran, Inc. in 2001 after graduating from Bates College earning a degree in Economics. In 2013

he became an owner and Chief Operating Officer of TFMoran when the company was transferred to four senior employees. Mr. Cruess is very involved in the local community and is currently on the board of directors for numerous organizations including the Greater Manchester Chamber, March of Dimes and Business Committee for the Arts.

**ATLANTIC PREFAB**

Atlantic Prefab (API) of Wilton, NH was proud to host their first Commercial Prefab Summit in October 2019. API, a leader in commercial prefab, metal trusses and specialty panels created this event as an opportunity to educate potential clients on the benefits of prefab and tour their facility.

Over sixty attendees participated in the event. These industry professionals included architects, engineers and general contractors, some from as far as Arizona.

Presenters included Tim Salerno from Sto Panel, Andrew Hudson from Jersey Panel and Mark Jarvinen from Simpson String Tie. These presentations

CONTINUED ON PAGE 39



At Atlantic Prefab's Commercial Prefab Summit, President Mark Beroney led tours of API's facility. Here, attendees were able to get an inside look at the commercial prefab process.



To the Associated Builders & Contractors NH/VT Chapter Membership:

The **ABC Young Professionals Group (YPG)** has had a tremendous year in 2018. We set lofty goals for the group and, in the end, we exceeded all of our own expectations. Our twelve-member Steering Committee stepped up and gave it their all to make this one of the most successful and productive years since the ABC YPG's inception in 2012. I have been blessed to have such an energetic, determined, committed, and resourceful group.

Here are some highlights and milestones from 2018:

- Hosted 5 networking events, including our Party in the Park, co-sponsored by Concord YPN, which garnered over 150 people in attendance;
- Introduced, developed, and executed two of our very first educational seminars;
- Started the YPG Scholarship Fund (funded by 100% of educational seminar proceeds);
- Raised \$1,500 for the Parkside Middle School Pilot Program;
- Raised \$4,500 in cash and \$500 worth of donations for Families in Transition-New Horizons at our annual Charity Bowling Tournament;
- Developed the framework for, and presented, our First Annual Young Professional of the Year Award (awarded to Cody Barnes from Methuen Construction);
- Developed the YPG Ambassador Program for implementation in 2019.



The ABC NH/VT staff have been an invaluable resource. Thank you so much to Josh, Paulette, Jennifer and Shari for their continuing support. In 2018, we had seven ABC companies support and underwrite the YPG as annual Platinum Sponsors. Without their support, we would not have been able to be as effective as we were. We are very lucky to have a supportive membership. If your company would like to sponsor the ABC YPG for 2019, or if you have any questions about sponsorship details, please email [chairman@abcypg.org](mailto:chairman@abcypg.org).

Thank you once again to the ABC YPG, the ABC NH/VT staff, our Platinum Sponsors, and to all of the ABC companies and their employees who have attended and sponsored our events. 2018 has been amazing and I cannot wait to see what we achieve in 2019.

  
 Jeff Comeau, Chair  
 ABC YPG Board of Directors

[www.abcypg.org](http://www.abcypg.org)

 THANK YOU TO OUR  
 2018 PLATINUM SPONSORS







Main Street United Methodist Church



# NORTHPOINT

CONSTRUCTION MANAGEMENT

**BUSINESSNH**  
**FAST FIVE**  
 #2 STATE OF NH - 2018

We are NorthPoint Construction Management - a premier design-build construction company located in Hudson, NH. Buildings are not just structures to us, but lasting legacies designed to serve for generations.



EIC AWARDS  
 Celebrating Excellence in Construction



Private Residence



Nashua Country Club



The Crown Tavern

22 Hampshire Drive, Hudson, New Hampshire 03051  
 www.northpointcm.com | T: 603-546-2000 | F: 603-546-2002

# NB North Branch Construction

Construction Manager • Design-Builder • General Contractor

## 2018 ABC NH/VT GOLD SPONSOR



**2018 ABC NH/VT Excellence in Construction Awards Merit Award**  
Dartmouth College  
Morton Hall Fire Reconstruction

Concord, New Hampshire • (603) 224-3233 • [www.northbranch.net](http://www.northbranch.net)





# 2020 Construction Economic Forecast

BY ANIRBAN BASU - CHAIRMAN  
AND CEO, SAGE POLICY GROUP

*Visit here to find the entire article with exhibits and charts: <https://constructionexec.com/article/2020-construction-economic-forecast>*

What could go wrong? By September of this year, America's unemployment had dipped to 3.5%, the lowest observable rate since December 1969. Despite a weakening global economy, the specter of negative interest rates in much of the advanced world, enormous indebtedness among households, corporations and governments around the world, simmering trade disputes, geopolitical tensions from Hong Kong to the Turkish/Syrian border, Brexit and a host of other vulnerabilities, U.S. equity and bond markets have continued to perform brilliantly.

Buoyed by a strong job market, U.S. consumers continue to punch above their lofty weight, and a long-predicted U.S. corporate earnings recession has failed to materialize.

As 2019 exits and gives way to 2020, contractors continue to report difficulty finding workers and lengthy backlogs—according to ABC's Construction Backlog Indicator (CBI), the average backlog stood at nine months in August 2019. All of this seems consistent with the notion that America's economic expansion, now in its 11th year, is not on the verge of ending anytime soon.

Former Federal Reserve Chairwoman Janet Yellen and many other economists have said that economic expansions don't die of old age. Indeed, the fact alone that this is the lengthiest expansion in American history does not imply an impending stoppage. After all, Australia, another advanced economy, hasn't suffered a recession in

nearly 30 years.

Despite the availability of research indicating that expansions don't simply reach an expiration date, many economists seem to believe that they really do. The Wall Street Journal polled 73 economists at the beginning of 2019, asking them what they expected of the economy for the coming year. The results of the survey indicated that a quarter of the respondents predicted a

---

**Without question, the biggest surprise of 2019 doesn't relate to impeachment, immigration policy or other matters of deep interest to the inside-the-Beltway crowd. Rather, the biggest surprise has been the lack of inflation generated by the U.S. economy.**

---

recession at some point during the current year. This was the highest reading since October 2018. Moreover, in 2017, only 13% of respondents predicted a recession.

There are several reasons for this. According to Bernard Baumohl, chief global economist at the Economic Outlook Group, "A further deterioration in the trade dispute with China, combined with a deeply divided U.S. government and a conclusion to [Former Special Counsel Robert] Mueller's investigation could sap all the energy out of the economy." Additionally, at the start of last year, many had expected the Federal Reserve to continue raising rates, thereby lifting borrowing costs and impeding both consumer spending as well as private investment in new construction, equipment, etc.

These fears proved to be unfounded. The Mueller investigation essentially fizzled as an economic factor. In light of persistently low inflation, the Federal Reserve didn't raise rates further in 2019, but instead has

cut rates three times as of press time.

But new risks have emerged in the interim. Despite a partial trade agreement reached in mid-October, trade disputes continue to roil markets and add to the levels of uncertainty facing them. The president finds himself embroiled in fresh controversy, this time involving Ukraine. Through it all, U.S. equity markets have largely responded with shrugs and yawns, with

each significant reversal in stock prices invariably followed by a subsequent rally.

## LACK OF INFLATION

Without question, the biggest surprise of 2019 doesn't relate to impeachment, immigration policy or other matters of deep interest to the inside-the-Beltway crowd. Rather, the biggest surprise has been the lack of inflation generated by the U.S. economy.

To understand just how shocking this is, one has to take a few steps back. In December 2015, the Federal Reserve began ramping short-term rates higher in an effort to normalize monetary policy and to combat presumed inflationary pressures. Between December 2015 and December 2018, the Federal Reserve would raise rates no fewer than nine times, lifting the Fed Funds rate from essentially zero to just above 2%.

Coming into 2019, the presumption was that the Fed would continue to tighten monetary policy. After all, America is a nation that cut

taxes dramatically in late-2017 when the economy was already approaching full employment. In 2018, U.S. economic growth accelerated meaningfully from 2017, when the U.S. economy expanded 2.2%, to just short of 3%, and given already low unemployment, the thinking at the time was that problematic inflation was sure to follow. As of September 2019, the nation had continued to add jobs for 108 consecutive months. The number of job openings per unemployed worker has hovered around 1.2 in recent months, which is extraordinarily inflationary given that construction firms, distributors and others are continuously striving to identify new talent and cling to the human capital that they have already amassed.

But rather than accelerating, inflation has remained benign—hovering at least at or slightly below the Federal Reserve's stated 2% target. There are many conceivable explanations for this, including a weakening global economy, which reduces demand for goods and services, thereby keeping prices low; a strong U.S. dollar; the Amazon effect (ever improving supply chains and transparent pricing); and worker productivity growth.

One key ramification is that rather than raising rates, the Federal Reserve chose to cut rates in July, September, and again at the end of October. In other words, despite guiding monetary policy in a nation at full employment, the Federal Reserve has decided to further support growth rather than to fixate on inflation. Few, if any, economists had predicted that stance coming into the year—a year that was supposed to be associated with both emerging inflationary pressures and rising rates.

CONTINUED ON PAGE 33

No dream is  
**too big.**  
No idea is  
**too small.**

**Service Credit Union is the  
perfect fit for your business.**

We offer long-term, fixed-rate commercial real estate and construction loan options. By getting to know your business we can provide a package of services just right for your needs.

We offer the peace of mind of working with an organization built on a long history of responsibility, honor and member focus.

**Speak with a dedicated  
Business Services Representative  
today at 603.422.8439.**



FEDERALLY INSURED BY NCUA | Must be a member of Service Credit Union or eligible for membership.



It is not the case, however, that the Federal Reserve has flipped to slashing short-term rates merely due to a lack of problematic inflation. The U.S. economy has been slowing, led by a manufacturing sector that is arguably already in recession.

## MANIFESTATIONS OF A SLOWDOWN

Last year, the U.S. economy expanded 2.9%. During the first quarter of the current year, the U.S. economy expanded 3.1% on an annualized basis. Then came the second quarter—a quarter associated with 2% growth on an annualized basis. Many economists predict that the latter half of 2019 will be associated with sub-2% growth, in part due to a faltering industrial sector. It is likely a source of disappointment to some that the U.S. economy has already slipped to a rate of growth observed prior

to the passage of the Tax Cuts and Jobs Act of 2017.

Manifestations of this slowdown are abundant. In September, U.S. factory activity contracted for a second consecutive month. The Institute for Supply Management reported in early October that its measure of factory activity reached a ten-year low. As indicated by writer Harriet Torry, new orders for durable goods, products designed to last at least three years such as computers and machinery, have been down more than 4% from a year ago.

This weakness is beginning to permeate throughout the broader economy. Job growth is slowing. Over the past six months for which there is available data, job growth in America has averaged 154,000 jobs/month. During the prior six months, the monthly average stood at 204,000. As an example, in September, the nation added 136,000 net new jobs, according

to the initial estimate from the Bureau of Labor Statistics, continuing a trend of softening employment growth.

It would be possible to argue that slowing job growth is hardly an indication of broadening economic weakness. After all, in a nation offering more job openings than available workers, one would expect that job growth would trend lower as the task of securing new workers becomes more challenging with the passage of each and every month.

With consumer spending representing approximately 70% of aggregate demand for goods and services, a strong labor market would tend to produce a healthy consumer sector, which, in turn, would tend to keep GDP growing. All of this is fodder for those predicting that the U.S. recovery will continue to persist through 2020 and beyond. But this is a debate, with each point that is made by those who

predict ongoing expansion likely to be countered by an equally plausible point emerging from doomsayers. For instance, while the number of job openings remains elevated, the absolute number has been in decline in recent months.

What's more, wages are not growing as rapidly as they had been, which compromises the strength of the consumer spending hypothesis. While America's rate of unemployment had declined to a 50-year low in September, the labor market's resilience is no longer extending to wages. Hourly wages actually declined in September for the first time in two years; the one-cent-per-hour slip recorded in September to \$28.09/hour represented the first monthly decline registered since October 2017. Over a recent 12-month period, average hourly wages were up a mere 2.9%, the slowest

CONTINUED ON PAGE 35

DUCTWORK
PIPING
HVAC
PLUMBING






Thinking prevention.  
Delivering reliability.  
Being cost-effective.

*Since 1917.*

Eckhardt & Johnson

MECHANICAL CONTRACTORS



SINCE 1917

6 Eastpoint Drive, Hooksett, NH 03106  
603-622-7493  
[www.eckhardtjohnson.com](http://www.eckhardtjohnson.com)

**SERVICE**

- Plumbing
- HVAC
- Service Agreements
- Maintenance Contracts

**NEW CONSTRUCTION**

- Hospitals
- Schools
- Office Buildings
- Manufacturing & Industrial Facilities
- Housing Projects
- Hotels
- Correctional Institutions

**RENOVATION**

- Boiler Replacement & Repairs
- Cooling Towers & Chillers
- Air Conditioning & Heating Equipment
- Process Piping
- Tenant Fit Up
- Turnkey Mechanical Systems
- Certified Medical Gas Installers
- Make Up Air Units

**DESIGN / BUILD**

- Plumbing
- HVAC
- Sheet Metal
- Process Piping

## STEP CHANGE YOUR SAFETY PERSPECTIVE

What can we learn from more than a billion hours of work? How to achieve world-class safety. ABC analyzed the incident rates of members who participated in the 2017 Safety Training Evaluation Process and found that STEP can help the best-performing contractors achieve remarkable safety performance—more than six times safer than the industry average.\* That's what we call world-class safety.

Our members can speak to the power of STEP and its impact on creating a culture of safety that believes every incident is preventable.

LEARN MORE TODAY AT [ABC.ORG/STEP](https://abc.org/step).

*\*ABC 2018 Safety Performance Report, [abc.org/spr](https://abc.org/spr)*







**LIFE SAFETY**  
Fire Protection, Inc.

SPRINKLER SYSTEM DESIGN & INSTALLATION

**More than 30 years of  
protecting lives and property**

**24-HOUR EMERGENCY SERVICE**



- ✓ **Sprinkler System Installations**
- ✓ **Sprinkler System Designs**
- ✓ **Sprinkler System Inspections/Service**
- ✓ **Fire Pump Testing/Service**
- ✓ **Sprinkler and Domestic Backflow Testing**
- ✓ **Backflow Repairs**
- ✓ **Fire Extinguisher Inspections/Service**
- ✓ **Fire Extinguisher Sales**
- ✓ **Fire Suppression Inspections/Service**
- ✓ **Fire Suppression Installations**
- ✓ **Emergency Lighting Inspections/Service**

Servicing NH, VT, MA, ME

**Toll-Free 877-433-3300**

**MAIN OFFICE**  
97 Lower Jaffrey Road  
Dublin, NH 03444

**SEACOAST OFFICE**  
1001 Islington St., Unit C1  
Portsmouth, NH 03801

[www.lifesafetyfire.com](http://www.lifesafetyfire.com)

CONTINUED FROM PAGE 31

pace registered since July 2018. In the past, sharp declines in unemployment have frequently triggered commensurate increases in earnings. But not this time around. One reason speculated for that shift is fear. Rising worries about a potential recession over the next 12 to 18 months are rendering employers more risk averse, causing them to limit raises and other forms of wage increases.

### **NOW, A WORD FROM OUR LEADING INDICATORS**

One way to tilt toward one side of the debate relative to the other is by analyzing the trajectory of leading indicators, which are indicators shown to lead the trajectory of the broader economy. The Conference Board, a private organization in New York, represents an important source of leading indicators. Its Leading Economic Indicator (LEI) Index is comprised of 10 leading indicators in their own right, such as the number of building permits issued. In the past, the direction of the LEI Index has proven a useful way to predict the direction of the broader U.S. economy.

The LEI Index exhibit provides readings for the most current month as of press time (August 2019), as well as readings from six months prior (February 2019). As indicated, over the last six months, the index has edged higher, but several leading indicators are in retreat. Consumer sentiment has also softened. According to the University of Michigan's Consumer Sentiment Index, it dropped below 90 in August 2019 for the first time since October 2016. The latest reading has consumer sentiment rising to 92.3 in September.

### **CONSTRUCTION MOMENTUM PERSISTS**

While construction spending is generally viewed as a lagging

indicator of economic activity (among the last segments to be impacted by a downturn and among the last to begin to recover after one), the performance of the nation's construction industry remains robust. The construction industry added 7,000 net new jobs in September, the last month for which there is available data at press time. For the year, the industry added 110,000 jobs, an increase of 1.5%. The data indicates, however, that like a growing number of industries, monthly construction job growth has begun to soften.

Still, that represents an impressive year-to-date tally for a number of reasons. Ask any contractor about their circumstances, and they are likely to break out with laments regarding an inability to secure sufficient numbers of electricians, plumbers, glaziers, roofers, superintendents or estimators.

These shortages come at a time when contractors have elevated demand for new workers. According to the August 2019 reading of ABC's Construction Confidence Index (CCI), 59.3% of contractors intend to expand their staffing levels over the coming six-month period, while just 9.8% intend to decrease their staffing levels. Shortages aside, construction firms have managed to continue to find new people, though in many instances the newcomers require substantial training. Among experienced workers, wages continue to rise rapidly, helping to drive up the overall cost of delivering construction services, even in the context of generally well-behaved construction materials prices.

Construction spending in several private nonresidential categories has waned (see p. 30), perhaps because of rising concerns regarding overbuilding

CONTINUED ON PAGE 37





New Hampshire/  
Vermont Chapter

# 2019 PREMIER SPONSORS

## DIAMOND SPONSOR



## PLATINUM SPONSORS



## GOLD SPONSORS





SLCHASSESTEEL



STRUCTURAL STEEL  
MISCELLANEOUS METALS  
FABRICATION  
ERECTION



8 CHRISTINE DRIVE, HUDSON, NH 03051  
PH: (603) 886-3436 • FAX: (603) 881-9953

QUALITY WORKMANSHIP AND EXPERIENCE  
COMPETITIVE PRICE  
IN-HOUSE DETAILING STAFF  
UTILIZING SDS/2 SOFTWARE



WWW.SLCHASSESTEELFAB.COM  
EMAIL: INFO@SLCHASSESTEELFAB.COM

PROUD MEMBERS OF:



CONTINUED FROM PAGE 35

in certain segments. Among these segments are office and lodging, both of which have experienced chunky increases in spending over the last five years, recent weakness notwithstanding. This has resulted in private spending being down and public spending doing the heavy lifting. Indeed, one of the sources of strength for the U.S. economy over the last year has been a pickup in infrastructure spending. While the federal government has yet to fashion a full-fledged infrastructure plan for the nation and the Highway Trust Fund is set for insolvency by 2021 absent Congressional action, infrastructure-related outlays remain a good news story. So far, state and local governments have come to the rescue, supported by rising collections of income, sales and property taxes. Several key construction segments have benefitted as a result, including water/sewer, transportation and highway/street.

These outlays have pushed the infrastructure segment of ABC's CBI (see above) to 10.4 months of backlog as of August 2019, the highest of the three segments considered by the indicator. By contrast, backlog in the heavy industrial category slipped to 7.7 months in August, a decline of 12%. It appears that the slowdown in factory activity is now being reflected in construction spending data.

Growing contractual volume in the infrastructure category helped to push backlog among Middle States contractors up to 8.8 months, a 1.8-month gain. Overall, backlog continues to be lengthiest in the South and West.

**2020: FLASHING YELLOW**

Economists have been predicting the next economic recession for years now. The last year was especially difficult to forecast given the

enormous influence of uncertain policymaking. Tariffs announced as definitive one month would be postponed indefinitely during the next, only to return a few weeks later.

Though the Federal Reserve has cut rates twice in 2019, reducing borrowing costs likely won't solve the issues underlying the economy. American households and businesses face significant uncertainty heading into 2020, with individuals struggling to understand the impact of international trade disputes and the consequences of their own expanding indebtedness.

What is known is that there will be elections in the United States in less than one year, which will serve to further expand uncertainty. For businesses, this means an indefinite future in the coming months regarding taxes, health insurance, defense contracting, trade relations and, of course, regulation.

For households, this translates into uncertainty regarding federal taxes, state and local tax deductions, incentives to purchase electric vehicles, social assistance, payments to farmers, and more. Even state and local government policymakers face growing ambiguity regarding future federal spending on infrastructure and social programs such as Medicaid.

Ultimately, the heightened level of uncertainty could induce many economic actors to adopt a wait-and-see attitude, further reducing economic activity in the context of an already rapidly softening global economic environment. An inverted yield curve and other indications have been flashing yellow for months.

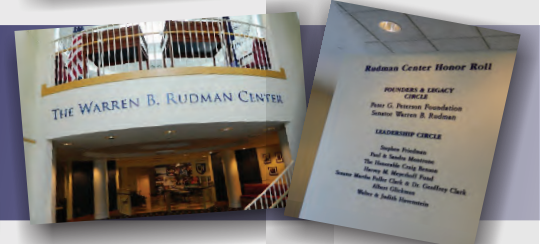
*Anirban Basu is chief economist of Associated Builders and Contractors.*

# SIGNARAMA

WHERE THE WORLD GOES FOR SIGNS

## DIMENSIONAL LETTERS / LOGOS

Using stock materials such as Acrylic, PVC and HDU we can produce dimensional letters and logos that will give your business a professional look. We can add letters to a flat sign for a "3D" appearance or LED lights to the back for a "halo" effect.



## CHANNEL LETTERS

We are a premier manufacturer of interior and exterior channel letters. Our streamlined and lean manufacturing processes allow us to produce projects of any size. From technical drawings to installation of 1 set or 500, we are the right source.



## CARVED SIGNS/BLANKS

Our CNC Router allows us to manufacture visually effective signs that will work hard and bring in more clients. We can supply with a painted finish or as blanks wholesale to the sign industry.



## SIGN CABINETS

We design and manufacture our cabinets with quality materials for applications ranging from monument style to roof mount. We offer custom shapes as well.



## CNC SERVICES

Our CNC 3 Axis Router allows us to service many industries outside the sign industry. If you have a need for competitive, high quality routed piece parts in Acrylic, PVC, Wood or Lighter Gauge Aluminum, we are the place to go.



## SERVICE/INSTALL

Our dedicated service and installation team is on the road and in the air everyday. We can ensure your lit and non lit signs look good and perform properly. Our service contracts reduce costs on parts and labor.



## LARGE FORMAT PRINTING

*Vinyl Applications:*

- |                         |                    |                     |
|-------------------------|--------------------|---------------------|
| Indoor Banners          | Lightbox Signs     | Trade Show Displays |
| Outdoor Banners         | Custom Wall Murals | Vehicle Graphics    |
| Window Displays         | Metal Signs        | Vehicle Magnets     |
| Poster and Photo Prints | Yard Signs         | Foam Boards         |



603-225-4081 • [signs@signarama-concord.com](mailto:signs@signarama-concord.com)



# METAL BUILDINGS

- **Designed**
- **Supplied**
- **Erected**

**30**  
Years of  
Service



New England's Award Winning  
Metal Building Expert since 1987

**CONSTRUX,  
INC.**  
[www.construxinc.com](http://www.construxinc.com)

CONTINUED FROM PAGE 27

offered AIA and General Education credits to attendees and also provided education on the benefits of prefab for commercial construction.

In addition to speakers, vendors set up tables at the event and offered product samples and some great giveaways! Vendors included, Dri-Design, EB Metal, Kamco, Simpson Strong Tie & Star Sales. These booths were available during lunch and helped make this gathering even more interactive.

API would like to give a special thanks to sponsor and long-time supplier EB Metal for sponsoring lunch for this summit!

"From labor cutting to precision to significant time saving, there are so many benefits to commercial prefab. This event made it possible for us to educate potential clients on these benefits and show off our facility. It was a great turn out and we are really happy with the outcome of our first summit", said Mark Beroney, President of Atlantic Prefab.



+ MOVE IN.  
START WORKING.  
**FOCUS ON YOUR GOALS.**

When the building is just right, productivity is all you see. When you order space solutions from Williams Scotsman, you get much more than just the space. You get the building configuration, the furniture, the fixings and even the coffee maker. This total solution approach delivers an ease of doing business none of our competitors can match. We do what we do best, so you can concentrate on doing what you do best - working your project, being productive, meeting your goals.

Contact your local sales representative at 800-782-1500 or visit us at [willscot.com](http://willscot.com)

**WILLIAMS  
SCOTSMAN**

# YOUR TEAM, YOUR CHOICE.

Whether your team is your family, your business, or your employees, you can depend on Cross Insurance to provide the best insurance coverage solutions.

Visit [www.crossagency.com](http://www.crossagency.com) today.



PERSONAL LINES

COMMERCIAL LINES

EMPLOYEE BENEFITS

SURETY

OFFICIAL INSURANCE BROKER



1100 Elm Street, Manchester | 603.669.3218

[www.crossagency.com](http://www.crossagency.com)



# Spotlight your project!

NH Business Review is giving contractors the opportunity to spotlight a recently completed project in a special two-page center spread called "From the Ground Up." This special feature gives visibility to the construction industry while showcasing some of the most interesting projects here in New Hampshire.

Each feature includes photos and article about the project, and advertising from the architects, engineers, and subcontractors who have been directly involved with the project.

For more information call 603-413-5154 or visit [nhbr.com](http://nhbr.com)



**Dacon Design-Build**  
 Build to Suit Solutions  
 Owner / Build Services  
 Project Cost: \$100M+ | Project: 18 Months  
 Construction Documents | Construction Services | Tenant Improvements

**DACON**  
 10000 Highway 101, Suite 100  
 Portsmouth, NH 03801  
 603.413.5154 | [www.dacon.com](http://www.dacon.com)

**FROM THE GROUND UP:  
 The Prologis project**  
 Dacon Corporation, TFMoran, others team up to create 614,000-square-foot distribution center near Manchester airport

**CONTINENTAL PAVING, INC.**  
 Londonderry • Litchfield  
 Concord • Pembroke  
 One Continental Drive  
 Londonderry, NH 03053  
 Tel: (603) 437-5383  
 Fax: (603) 527-5386  
[www.continentalpaving.com](http://www.continentalpaving.com)

**MIS Services**  
 Mechanical, Electrical, Plumbing, Fire, and Gas  
 10000 Highway 101, Suite 100  
 Portsmouth, NH 03801  
 603.413.5154 | [www.mis-services.com](http://www.mis-services.com)

**UPS Northeast Logistics Center**  
 - Londonderry, NH  
 100,000 sq. ft. building  
 614,000 sq. ft. distribution center  
 14,000 sq. ft. office building

- Civil/Site Design & Permitting
- Structural Engineering
- HVAC Engineering
- Stormwater Management
- Construction Inspection
- Land Surveying
- Landscape Architecture

**Professional Services... Exceptional Results!**

**TFM** **MISC**  
 10000 Highway 101, Suite 100  
 Portsmouth, NH 03801  
 603.413.5154 | [www.tfmoran.com](http://www.tfmoran.com)

**Granite State Plumbing & Heating, LLC**  
 10000 Highway 101, Suite 100  
 Portsmouth, NH 03801  
 603.413.5154 | [www.gshinc.com](http://www.gshinc.com)

**PROJECT DETAILS**  
 LOCATION: 52 PETERBOROUGH ROAD, LONDONDERRY, NH  
 DESIGNER: PROLOGIS - PROLOGIS.COM  
 DESIGNER: PROLOGIS - PROLOGIS.COM  
 CIVIL/STRUCTURAL AND TRAFFIC ENGINEERING: TFMORAN - TFMORAN.COM  
 DESIGN: CONTINENTAL PAVING - CONTINENTALPAVING.COM

**NH BUSINESS REVIEW** REAL ESTATE & CONSTRUCTION NEWS ROUNDUP MORE @ [NHBR.COM](http://NHBR.COM)

**4 million U.S. homeowners are still underwater**  
 While progress has been made, Zillow report finds stubborn problem remains

**New Smuttynose facility wins regional energy-efficiency award**  
 Hampton Building cited for 'outstanding innovation and commitment to sustainable energy practices'

**Foundation placed for Bedford Whole Foods**  
 40,000-square-foot store's shell expected to be completed by November

**LGBT couples favor homeownership, fear discrimination**  
 A powerful market with \$840 billion in buying power

**7 deadly sins for design pros**  
 Avoid legal complications by taking

**NHBR newsletters**  
 Subscribe to NHBR's News Review and more  
 Your Email Address: \_\_\_\_\_

**Stay connected with us**  
 Jeff Feingold  
 NHBR Editor  
[editor@nhbr.com](mailto:editor@nhbr.com)  
 (603) 413-2118

**No dream is too big. No idea is too small.**  
 Service Credits Union has the mortgage that is a perfect fit for your business.  
 Learn More **SERVICE CREDIT UNION**

**More industry news**  
 Homestead Woolen Mills sold for \$10k at Switzkey Auction - The Keene Sentinel  
 Price Rise plans to open its First Granite State Grocery Store - NH Union Leader

## Sign up for NH Business Review's free Real Estate & Construction e-Newsletter

- Free weekly e-newsletter focusing on NH's real estate & construction industry
- Weekly roundup of stories from NHBR.com and statewide publications
- Emailed to more than 6,200 subscribers
- Advertising opportunities to reach a targeted audience

For all advertising opportunities, contact Kimberly Lencki at 603-413-5154

*Who has the lowest workers' comp costs in  
New Hampshire?*

**MEMBERS OF THE  
ABC SELF-INSURED  
GROUP TRUST**  
for Workers' Compensation



Jennifer Monkiewicz, Vice President/Administrator  
ABC Self-Insured Group Trust

*We manage the risk...*

- Regulated by the Department of Labor
- Audited by an independent accountant firm
- Allow in only the best of the best
- A-Rated reinsurance carrier caps group's losses
- Focus on loss prevention and claims management
- Monitor members to ensure strong performance
- Strong management by member board of directors

*Take Control - Our Members Have...*

- .85 Average Experience Modification
- 30% Average Five Year Loss Ratio
- \$2.6 million in cash back to our members for good performance in the last 4 years alone.
- Every member receives free loss control hours plus resources to maintain safety
- Consistency and Stability
- Aggressive Claims Management leading to 20% savings in claims costs



For more information, call 603-226-4789 or email [info@abcnhvt.org](mailto:info@abcnhvt.org)



# WE BELIEVE

- **PEOPLE** come first.
- **ACCOUNTABILITY** binds us.
- **SAFETY** is a way of life.
- **COMMUNICATION** is critical.
- **PROCESS** guarantees predictable results.
- **PARTNERSHIPS** are built on trust.

Offering comprehensive construction services to conveniently serve clients throughout the northeast.



Williston, VT  
Keene, NH  
Manchester, NH

BUILDING WHAT MATTERS MOST | [DEWconstruction.com](http://DEWconstruction.com)

# NO JOB TOO BIG



...because we can cover them all.

**THE  
ROWLEY  
AGENCY**  
INC. 

INSURANCE • BONDS • BENEFITS

...an Assurex Global Partner

1-800-238-3840

[www.rowleyagency.com](http://www.rowleyagency.com)

Serving New England  
Since 1966

Concord, NH  
Portland, ME  
Bennington, VT



## ADVERTISER INDEX

ABC Chapter Ads .....	34	Meridian Construction Corp. ....	47
ABC Construction Resource is Changing .....	21	Methuen Construction Co., Inc. ....	23
ABC Group Trust / USI .....	42	Metro Walls, Inc. ....	26
ABC Premium Sponsors .....	36	Multi-Weld Services Inc. ....	45
ABC Young Professionals Group .....	28	Nathan Wechsler & Co. ....	20
AIA-NH .....	45	NH Business Review .....	41
A.W. Hastings– Marvin Windows .....	45	North Branch Construction, Inc. ....	30
Bernstein Shur .....	22	NorthPoint Construction Management, LLC .....	29
Construx, Inc. ....	39	Pac-Van .....	19
Cross Insurance .....	40	Page Street Leasing, LLC .....	18
Devine, Millimet & Branch PA .....	16	Peniel Environmental .....	6
DEW Construction .....	43	People Ready–Skilled Trades .....	22
Door Control, Inc. ....	46	Raynor Door Authority of New England .....	27
Eckhardt & Johnson .....	33	Service Credit Union .....	32
EnviroVantage .....	back cover	Sign A Rama of Concord .....	38
Granite State Plumbing & Heating .....	4	S.L. Chasse Steel .....	37
Hampshire Fire Protection Co., LLC .....	inside front	The H.L. Turner Group .....	4
J. Lawrence Hall Co., Inc. ....	18	The Lawson Group .....	17
Life Safety Fire Protection, Inc. ....	35	The Rowley Agency .....	44
Longchamps Electric, Inc. ....	4	USI - New England .....	22
Martineau Electric, Inc. ....	21	Williams Scotsman .....	39



YOUR VISION  
BECOMES A REALITY

We believe that exceptional buildings are the result of strong partnerships.

**MARVIN** 

Explore the window and door possibilities at [marvin.com](http://marvin.com)

commercial • industrial • institutional • design/build • residential

## STEEL FABRICATORS

Structural Steel, Metal Pan Stairs, Fire Escapes, Spiral Stairs, Interior & Exterior Railings in Steel, Aluminum, Stainless Steel, Bronze, or Specialty Cable Rails. We also custom fabricate a wide variety of miscellaneous steel components.

[www.multi-weld.com](http://www.multi-weld.com)

*The Strength of Steel. The Quality of Multi-Weld.  
Since 1986*

**MULTI-WELD**  
*MWS*  
**services**  
**INCORPORATED**



Contoocook, New Hampshire



Give us a call! 603.746.4604



**AIA**  
New Hampshire

## Protecting your relationships.

In the design and construction industry, there is no better way to protect your relationships than by using AIA Contract Documents. As the Industry Standard for over 120 years, our pre-drafted agreements and forms define the relationships and terms involved in your project, ensuring all parties are aware of expectations. Developed with input from key stakeholders, and recognized by courts across the country, AIA Contract Documents protect your project from start to finish.

Learn More at [www.aia.org/contractdocs](http://www.aia.org/contractdocs)

Paper documents are still available  
from AIANH, 606-357-2863, [www.aianh.org](http://www.aianh.org)

**AIA** Document C201™ – 2015  
Standard Form of Consultant's Services: Land Survey  
for the following PROJECT:  
(Name and location or address)



# Door Control, Inc.

## Automatic Pedestrian Doors

**Design Assistance • Installation • Service**

### Where Quality is Automatic

#### Pedestrian Automatic Door Systems

Sliding, Swinging, Bifolding, Revolving, Handicap  
Accessibility Door Operators, All Glass Automatic  
Door Systems, Automatic Sliding Fire Doors

#### Automatic/Manual Window Systems

High Security Drive-Up/Walk-Up  
Fast Food Drive-Up  
Pharmacy Drive-Up

#### Specialty Door Systems

Manual & Security Revolving Doors  
ICU/CCU Sliding Door Systems  
Industrial Door Systems  
Clean Room Door Systems  
Stainless Steel/Muntz Clad Doors  
Explosion Proof Door Systems  
Fire Rated Slide Doors

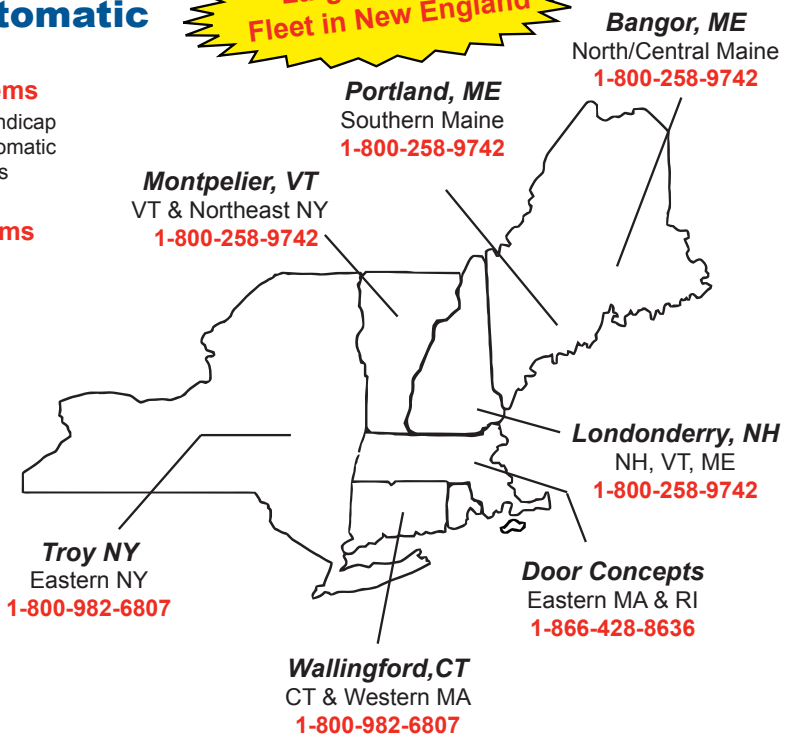
#### Maintenance Services

24x7 Service Response  
Call Service & Planned Maintenance  
Parts & Service -- All Manufacturers

#### Other Services

Motion Detectors & Photo Electrics  
Control Switches & Floor Mats  
Manual Door Closers & Exit Devices  
Electric Locking Devices  
Card Access Systems

**Largest Service  
Fleet in New England**



#### Specializing in:

- Hospital Entrances
- Handicap Doors
- Supermarkets
- Office Buildings
- Industrial Doors
- Shopping Malls



Full Compliance with  
The Americans with  
Disabilities Act

**AAADM**  
American Association of  
Automatic Door Manufacturers

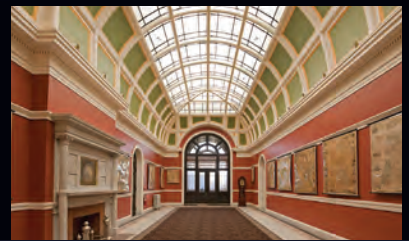
**OSHA**  
Certified Technicians

# www.doorcontrolne.com

**sales@doorcontrolne.com Tel: 1-800-258-9742 Fax: 1-800-594-8352**



“From that first big team meeting in Meridian’s conference room, we knew we were in the right hands. You led us through a challenging redesign phase that helped bring the plans we brought you back into budget... But what made the project even more rewarding was the profound honesty and integrity of each member of the crew.” *-Building Owner*



residential / commercial

## Construction Management, Design/Build and General Contracting

From the precision engineering of industrial-commercial buildings to the fine craftsmanship applied to architecturally distinctive homes, Meridian Construction builds stronger relationships with every day's work. Our clients engage with us as partners in assuring that their own vision of construction excellence is achieved.

Every project is deeply personal because honesty, goodwill and integrity are what matter most to our clients and us.

To inquire, please contact Tim Long, owner and president at (603) 527-0101.

[www.MeridianNH.com](http://www.MeridianNH.com)





**NH/VT Chapter**  
 58 Chenell Drive  
 Concord, NH 03301

PRESORT STD  
 U.S. POSTAGE  
**PAID**  
 CONCORD, NH  
 PERMIT #192



Delivering safe, innovative approaches to managing high-risk, technically complex projects

The EnviroVantage role is to perform the initial environmental cleanup with attention to the overall considerations of the project. Having successfully completed thousands of projects, we believe in a “team” philosophy. EV understands that by partnering with owners, general contractors, and consultants we ensure our customers receive the most efficient, cost effective, and safest projects possible.

