

CONSTRUCTION RESOURCE

Volume 29, Issue 1



Education is your best defense

INSIDE:

HEALTH & SAFETY:

Determining What Projects Can Proceed in Massachusetts in the COVID-19 Era

HUMAN RESOURCES:

In Uncertain Times, Pay Close Attention to the Employee Handbook

ECONOMY:

Searching for Consistency and Stability

MARKETING:

How to Market Your Construction Company During a Crisis

#COVID19

**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

ABC Members Donate \$44,000 to Food Banks of New Hampshire & Vermont

I am pleased to see that our industry has stepped up in a big way to help fight back against impact COVID19 has had on our community. Members have donated thousands of N95 masks to frontline healthcare workers and aided causes to ease the burden being felt by all.

During this coronavirus crisis, many families in our communities are faced with tough decisions but choosing to eat should not be one of them. That's why the chapter coordinated a fundraising drive that raised over \$34,000 in relief to help the food banks of New Hampshire and Vermont fight hunger in our communities. And surprisingly enough, one member made an additional \$10,000 direct donation to the NH Food Bank, bringing the total raised by our members to over \$44,000! We initially set a goal of \$15,000 and were humbled by the overwhelming



support displayed by the men and women who helped us *double* our goal.

We have such an amazing and compassionate construction community and they stepped up in a big way to help the food banks in their fight against hunger. It is this show of good will which gives me the confidence to believe we will all make it through this pandemic stronger. I could not be prouder of the people who work for the companies that belong to this association.

On behalf of the board of directors and the chapter staff, I truly thank you for your generosity and kindness which makes this the best construction association in New England.

Very Truly Yours,
Josh Reap
President & CEO

- 5 From the Chair: ABC NH/VT Benefits & New Group 401(k) Plan
- 7 Health & Safety: Determining What Projects Can Proceed in Massachusetts in the COVID-19 Era
- 9 Human Resources: In Uncertain Times, Pay Close Attention to the Employee Handbook
- 11 Economy: Searching for Consistency and Stability
- 15 Member News
- 21 New Members
- 26 Professional Resources
- 31 Marketing: How to Market Your Construction Company During a Crisis
- 37 Celebrate Our Members
- 46 Advertiser Index

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.

© 2020 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





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

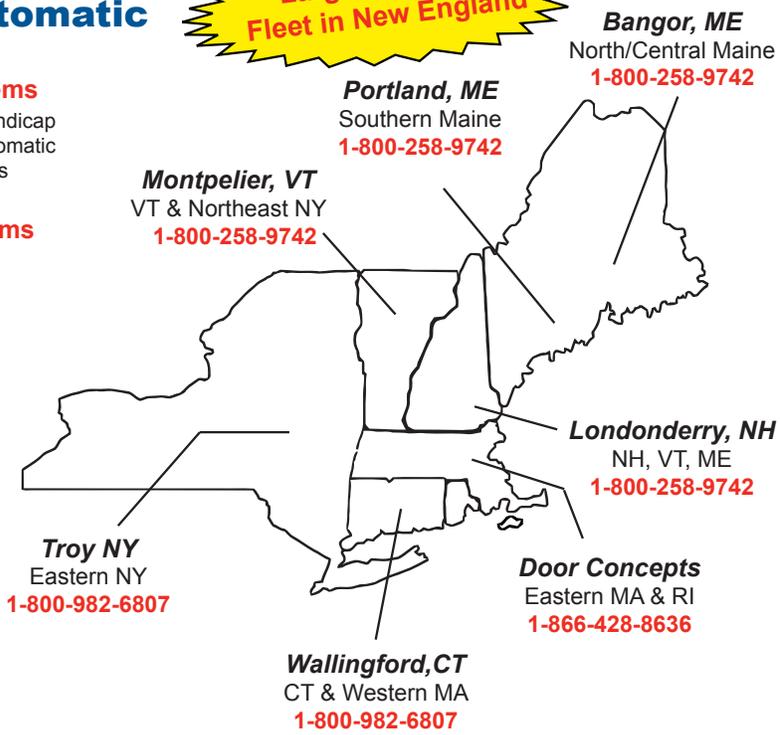
Maintenance Services

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 the Chair

ABC NH/VT Benefits & New Group 401(k) Plan

People join different groups, clubs, sports leagues or associations for different reasons.

Some enjoy the new friendships they may develop as a member. Others enjoy the spiritual and emotional lift that they may gain for themselves. Some feel reinvigorated by participating in something that may bring back memories from younger days. No matter what you may receive from your affiliation with these different interests...One could look upon these as real

by USACE and NAVFAC, First Aid, Workplace safety training, construction document education, contract language, etc. The education options are continually rotated and enhanced based upon the Chapter Members needs. One of my favorite education programs that I was able to attend was the Future Leaders in Construction



Our New Hampshire members have an opportunity to join the Chapter's self-insured group (SIG).... We receive deep discounts from a large array of participating Companies. Some are local, others are major corporations. These discounts may include Purchasing Cards, Apparel and Uniforms, Commercial Vehicles, Fleet Management, Auto Parts and Accessories, Fuel, Cell Phones, Materials, Tools, Office Supplies and Delivery Services.

personnel benefits.

In one form or another you or your company receive similar benefits as a member of the ABC NH/VT Chapter.

I would like to take a few minutes of your time and remind you of a few specific benefits that some may not take advantage of or may not realize that they exist. Also, I would also like to introduce a new and exciting benefit for our Chapter in 2020.

As a member you have access to highly beneficial education opportunities. These involve Superintendent Certifications, OSHA 10- & 30-hour outreach courses, Construction Quality Management classes required

(FLIC) class. This class helped me to expand my understanding of my work environment, the perspectives of others and myself. I highly recommend this personal game changer!

Our New Hampshire members have an opportunity to join the Chapter's self-insured group (SIG). Our participating members have safety on their minds every day. They are helped by the exceptional focus to safety training and awareness from the group trust plan facilitator and the Board of Directors.

We receive deep discounts from a large array of participating Companies. Some are local, others are major corporations.

These discounts may include Purchasing Cards, Apparel and Uniforms, Commercial Vehicles, Fleet Management, Auto Parts and Accessories, Fuel, Cell Phones, Materials, Tools, Office Supplies and Delivery Services.

The new exciting benefit that the ABC NH/VT Chapter can now offer to its members is a group 401(k) plan!

This group plan is available to all interested members in both New Hampshire and Vermont. This group plan will allow all member companies, no matter their size, the ability to join and offer their employees an opportunity to invest in their futures. The Chapter has partnered with Granite Solutions. This low-cost group 401(k) plan offers members a wide selection of investment opportunities managed by a nationally recognized company.

This is just a highlight of some of the benefits. All Chapter members should take a moment and refamiliarized themselves with what benefits their membership afford them. Please do not hesitate to reach out to the ABC NH/VT Chapter staff members for assistance with whatever you may need. Please take advantage of your chapters many resources.

Thank You!

Wilfred E.

Long

2020 Chairman



**New Hampshire
Vermont**

VOLUME 29, ISSUE 1

CHAIR

Will Long,
Interstate Electrical Services Corp.

1ST VICE CHAIR

Matt Johnson,
Devine, Millimet & Branch

2ND VICE CHAIR

Dan Smith, H.P.,
Cummings Construction Company

TREASURER

Rusty Mosca,
Nathan Wechsler & Co., CPA

DIRECTORS

Greg Bairam, Longchamps Electric, Inc.
Tim Barton, DECCO, Inc.
Ron Ciotti, Hinckley Allen
Bill Hickey, The H L Turner Group, Inc.
Eric Horner The Rowley Agency
Jeff Luter, Fulcrum Associates, Inc.
Doug Knott, Knott's Land Care LLC
Joel Pickering, Denron
Plumbing & HVAC, LLC
Matthew Wheaton, DEW Construction

PAST CHAIR

Joe Campbell,
North Branch Construction

NATIONAL DIRECTORS

Joe Campbell,
North Branch Construction
Mike Dion, Metro Walls, Inc.

EX OFFICIO:

Jennifer Monkiewicz,
USI Insurance Services, ABC Group
Trust Administrator
Katie Dillon, Nobis Group, 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

OPERATIONS & EVENTS SUPPORT SPECIALIST

Lisha Nelson, ABC NH/VT
lisha@abcnhvt.org

MEMBERSHIP DIRECTOR

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

DESIGN/PRODUCTION

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

*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

Determining What Projects Can Proceed in Massachusetts in the COVID-19 Era

BY KENNETH E. RUBINSTEIN
AND NATHAN R. FENNESSY

COVID-19 has impacted nearly all aspects of society, and has had a particularly profound impact on the construction industry. Different states have adopted different approaches, balancing the need for worker safety and the need for economic survival. While New Hampshire has generally allowed all construction to proceed, Massachusetts has adopted a much more restrictive approach, allowing some projects to progress, while others are shut down.

Massachusetts has effectively shut down all on-premises work other than work that is defined as Essential Services.

On March 23, 2020, Mas-

sachusetts Governor Charles Baker issued an executive order requiring that, "All business and other organizations that do not provide COVID-19 Essential Services shall close their physical workplaces and facilities ("brick-and-mortar premises") to workers, customers, and the public..." Governor Baker then extended that order on March 31, 2020 to continue through May 4, 2020, and recently extended this Order again to continue in force



Rubinstein



Fennessy

through May 18, 2020.

Massachusetts initially included all construction work among the designated Essential Services, but then rewrote its list to exclude most projects.

Governor Baker's March 23rd order broadly included construction among its "Essential Services," including "Construction Workers who support the construction, operation, inspection, and maintenance of construction sites and construction projects (including housing construction)" among the designated Essential Services.

Governor Baker, however, then issued a March 31st order sharply limiting the construction projects that qualify as Essential Services. The updated list of Essential Services limits construction to projects in certain specified sectors, including but not limited to defense, healthcare, housing, energy, and infrastructure (including computing and telecommunication) sectors, as well as support for COVID-19 relief efforts. Work may also proceed if it is needed for the operation of an existing building, is expressly permitted within the exemption for a specific essential industry, or involves the production of new housing units."

Construction in support of an Essential Service is not necessarily an Essential Service itself.

Even if a project would support an essential industry, the Orders do not include an express exemption that all construction in support of an Essential Services is itself deemed essential, and that can not just be assumed. For example, while restaurants and food service is considered an Essential Service, it is unlikely that the Governor

intended that the construction of a Chili's restaurant is the type of essential work that must continue during this period. This type of "bootstrapping" argument is permitted, however, where the construction at issue is related to essential products, services and supply chain in COVID-19 relief efforts.

When in doubt, request an Essential Services designation.

While prohibiting most construction, Massachusetts established a procedure that allows contractors who believe that their work or project should be deemed essential to apply for an Essential Business Designation, by submitting a form through its website. To date, however, very few, if any, contractors who have applied have received a response. If a contractor is unsure about whether it is considered "non-essential" it should carefully review the Order, the essential services list, and the posted FAQ to confirm that the issue is not addressed in some way. If "non-essential" status is still unclear, the contractor should make a good faith determination about whether it is "non-essential" based on the Order's purpose, which is to "minimize all unnecessary activities outside of the home during the state of emergency," and based on how similar businesses, organizations, and facilities are treated under the Order.

If the contractor is unclear how to proceed and decides to remain open, the contractor must seek more detailed legal advice and should strictly adhere to all applicable guidance from the Center for Disease Control and Massachusetts Department

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



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

Copyright ©2019 USI Insurance Services. All Rights Reserved.

PROJECTS, CONT. ON PAGE 8

PROJECTS, CONTINUED FROM PG. 7

of Public Health regarding social distancing and environmental cleaning and disinfection. The contractor would also be well advised to submit an application for an essential services designation to show its efforts to comply with the Commonwealth's requirements.

This difficult situation is also made more challenging by the fact that many owners have refused to accept these restrictions and have pushed contractors to continue working in violation of the Orders' requirements. This is complicated even further by the fact that many municipalities have been lax in enforcing the Order, leaving contractors and owners to self-police. While municipalities always have the right to add additional restrictions to a state requirement, they are not permitted to override the state requirements. Accordingly, the Governor's Orders remain in place, regardless of whether towns and cities choose to enforce them. Contractors working in Massachusetts are urged to comply the requirements, as they face significant risk, include potential shutdowns, OSHA fines and violations, and liabilities for proceeding in violation of the Orders.

Kenneth E. Rubinstein is a director and co-chair of the Preti Flaherty Construction Law Practice Group and can be reached at krubinstein@preti.com. Nathan R. Fennessy is a director in the Preti Flaherty Construction Law Practice Group and can be reached at nfennessy@preti.com



For more information: Marie Shelley, BD Manager
978.518.5839 | mshelley@consultjtc.com

SERVICES
Environmental Consulting
Geotechnical Engineering
Construction Engineering & Inspection
Special Inspections
Materials Testing

SECTORS
Education
Healthcare
Commercial
Industrial
Retail



www.consultjtc.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

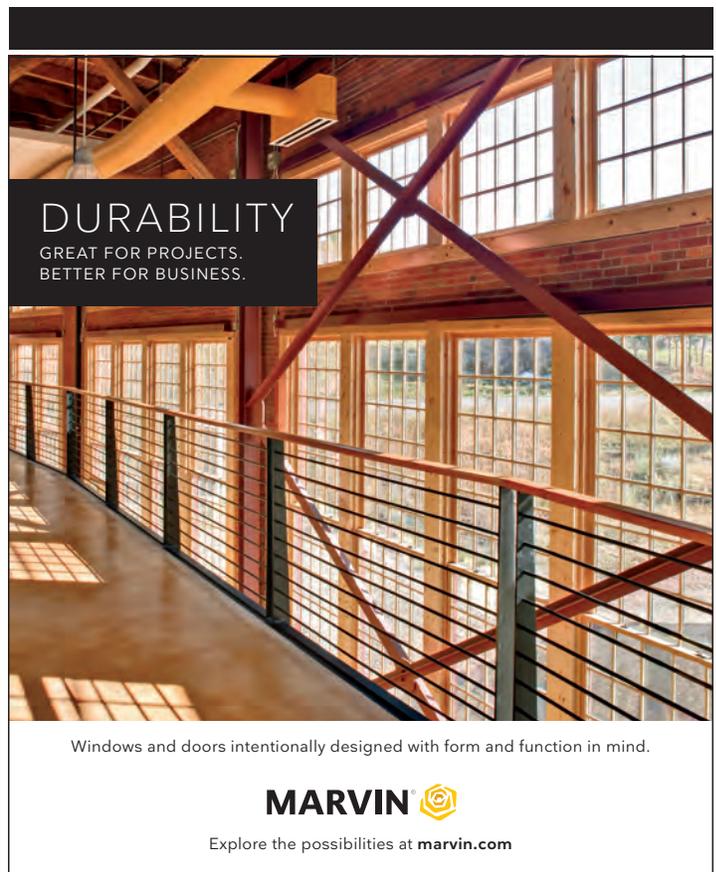
*The Strength of Steel. The Quality of Multi-Weld.
Since 1986*

MULTI-WELD
MW
services
INCORPORATED

Contoocook, New Hampshire



Give us a call! 603.746.4604



DURABILITY
GREAT FOR PROJECTS.
BETTER FOR BUSINESS.

Windows and doors intentionally designed with form and function in mind.

MARVIN 

Explore the possibilities at marvin.com

In Uncertain Times, Pay Close Attention to the Employee Handbook

BY RICK BLYSTONE

Employers have quite a bit to think about in relation to COVID-19. During these uncertain times, pay special attention to one specific point of control: the employee handbook.

Starting with the premise that an employee handbook is typically not considered a contract, the handbook and the provisions therein can generally be modified by the employer, at any time, as the employer deems appropriate. There are, however, exceptions, as well as certain provisions that employers should include because if they are not included, detrimental and often unintended effects could result.

EMPLOYMENT AT-WILL

Sample language could include: “This Employee Handbook is not a contract. It can be modified at any time by the Company, in the Company’s sole discretion. Neither this handbook nor any provisions contained herein shall establish any contract rights, in whole or in part, between the Company and any of its employees. All employees of the Company are employed at-will, and this Employee Handbook does not in any way alter the at-will employment relationship.

“This means that either the Company or the employee, or both, can terminate the employment relationship at any time, with or without notice, and for any reason. The at-will employment relationship between an employee and the Company may only be modified, in writing, signed by both the employee and the President, Chief Executive Officer, or Owner of the Company.”

FMLA

The Family and Medical Leave Act of 1993 (FMLA) generally provides eligible employees who work for covered employers with 12 weeks of job-protected leave in a defined 12-month period in relation to a serious health condition or as it pertains to childbirth, adoption or foster care. The employer may use any of the following methods to establish the 12-month period:

- the calendar year: 12-month period that runs from January 1 through December 31;
- any fixed 12 months: 12-month period such as a fiscal year (for example, October 1 through September 30), a year starting on an employee’s anniversary date (for example, September 22 through September 21) or a 12-month period required by state law;
- the 12-month period measured forward: 12-month period measured forward from the first date an employee takes FMLA leave; or
- a “rolling” 12-month period measured backward from the date an employee uses any FMLA leave.

Under the “rolling” 12-month period, each time an employee takes FMLA leave, the remaining leave entitlement would be the balance of the 12 weeks that has not been used during the immediately preceding 12 months. The problem here is that if the employer does not define how it counts the 12-month period, the employee gets to choose.

This means that if, for example, an employee takes leave during the final 12 weeks of 2020, and if the employer has not defined how it counts the

12-month period, the employee could then choose the “calendar year” method, and take 12 more weeks of FMLA leave

beginning on Jan. 1, 2021. Under those circumstances, the employee could conceivably take 24 straight weeks of protected leave. This might be a logistical nightmare for employers, which could be even

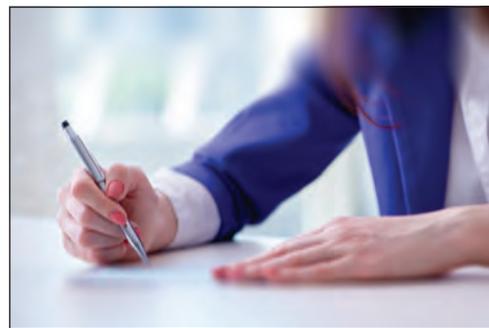
more pronounced given the other challenges employers are currently facing. Most employers prefer the “rolling” 12-month method because it avoids this dilemma.

Whichever method is chosen, it should be identified in the handbook, or the employee is left in control.

The employer should also state in the handbook whether any accrued paid leave runs concurrently with FMLA. If FMLA leave is not defined as running concurrently with other paid leave, then an employee could take 12 weeks of FMLA leave, and assert entitlement to his or her additional accrued leave following exhaustion of FMLA, just as they could in the situation described above. In a concurrent leave scenario, the employee would be on FMLA leave, and at the same time, exhaust his or her accrued leave. Once it runs out, the remainder of leave would be unpaid.

Note that this does not apply to recently enacted paid sick leave requirements under The Families First Coronavirus Response Act (FFCRA), which requires certain paid leave relating to COVID-19. Under FFCRA, the employer may not require an employee to use other paid

leave provided by the employer before the employee uses the paid sick leave. With this in mind, employers might specify



in their employee handbooks that accrued paid leave shall run concurrently with leave taken under the Family Medical Leave Act of 1993 (as it existed prior to any FFCRA amendment), but that employees are not required to use accrued paid leave before taking paid sick leave pursuant to the FFCRA.

Unless a particular state has an applicable law in place, or a collective bargaining or other enforceable contract applies, whether an employee of a private company is entitled to a payout of his or her accrued sick or vacation leave upon separation of employment is usually governed by an employer’s policies.

An employer that is facing reductions in force, layoffs, terminations, etc. in the wake of COVID-19 may not wish to make a payout of unused sick or vacation leave at the point of an employee’s separation (or have the funding to do it). If this is the case, the employer should state that “except or unless required by applicable law, all accrued vacation leave, accrued sick leave and accrued PTO, shall be forfeit upon an employee’s separation of employment, and the

HR, CONT. ON PAGE 10

employee shall not be entitled to any payout whatsoever for such accrued, unused leave.”

The employer might also choose to include a policy that states that “except or unless approved in writing by management, an employee may not take vacation, or utilize accrued vacation leave, during the final two weeks of employment.” This should help the employer avoid a scenario where an employee gives his or her two weeks’ notice, or where the employer notifies the employee that he or she will be separated in two weeks, and the employee subsequently attempts to take vacation during those two weeks.

Approval of sick leave following a two-week notice should be treated differently, particularly given the circumstances surrounding COVID-19.

AMERICANS WITH DISABILITIES ACT

Employers often have a discrimination and harassment policy in place that refers to the Americans With Disabilities Act. If an employee is a qualified individual with a disability, and the employer has 15 or more employees, the employee is protected under the ADA, and may be entitled to a reasonable accommodation in order to perform the essential functions of the job. The right to protection and/or an accommodation may be even more clear under state law (for instance, certain states and/or municipalities do not have the 15-employee mandate).

When an accommodation is requested, the employer is required to engage with the employee in an interactive process—that is, talk to the employee about their request(s), decide collectively about the accommodation needed and choose what accommodation can be offered that would not be unduly burdensome to the

employer. A direct threat analysis may also be appropriate.

These issues could well arise in relation to COVID-19, and so it makes sense to include an ADA/ reasonable accommodations policy in the employee handbook. At the very least, this will serve as a reminder to employees and employers as to the process to be followed.

FAIR LABOR STANDARDS ACT

Salary-exempt personnel are employees who, because they fall into an applicable exemption under the Fair Labor Standards Act (FLSA), need not be paid overtime by their employer. Employers can destroy the exempt status of their exempt employees if they make improper deductions from those employees’ paychecks.

Damages under the FLSA include lost wages, an amount equal to lost wages, known as liquidated damages, as well as attorney’s fees and costs. Collective actions also can be brought. Thus, destroying the exemption by wrongly, and perhaps inadvertently, deducting from an exempt employee’s pay can have dire consequences. As employers tighten their budgets during COVID-19, employers may be looking more carefully at the prospect of taking deductions from exempt employees pay. This could lead to errors.

There may be a way, however, to preserve the exempt status of an employee, even where impermissible deductions occur. The FLSA provides a “safe harbor,” which states that exempt status may be preserved if the employer:

- has a written policy prohibiting improper deductions and has “clearly communicated” that policy to its employees;
- has established a complaint mechanism for employees

- who believe their wages have been improperly deducted;
- reimburses employees for any improper deductions; and
- makes a good faith commitment to comply in the future.

Accordingly, employers should include a safe harbor policy in their handbooks. It should include a complaint mechanism and detail exactly what an employee should do when they believe improper deductions are taken, who, specifically, they should go to in order to raise a concern and what will happen when a concern is raised or a complaint made.

EMPLOYEE ACKNOWLEDGEMENT

Make sure to include an employee acknowledgment with the handbook, and again any time the handbook is amended. The acknowledgment should

at the very least state that the employee has fully reviewed and understands the handbook, or amended handbook, and every provision contained therein.

Employers often also take the opportunity in the acknowledgment to include a statement reiterating the at-will employment relationship. The acknowledgment should be signed and dated by the employee. A copy of any such signed acknowledgment(s) should be kept in the employee’s file.

Rick Blystone is Partner at Cotney Construction Law who is a Florida Bar Board Certified Attorney in Labor & Employment Law. Cotney Construction Law is an advocate for the construction industry and represents industry professionals in all facets of construction law. For more information, contact the author at 866.303.5868 or go to www.cotneycl.com | This article first appeared in Construction Executive Magazine April 2020.



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

Searching for Consistency and Stability

At the beginning of March, the typical ABC construction member's day was such that the work was non-stop, the bidding was plentiful, new business opportunities were actually being turned away for staffing reasons. Here we are, two weeks later, scrambling to salvage jobsites while implementing work-from-home practices, staring at backlogs and seeing a wall in front of us featuring "Corona Correction, Travelling at the Speed of Light". Fortunately, this is construction and ESSENTIAL but as you read this article today, this could already have changed.

When considering your operational needs, healthcare, wellness, safety, insurance, 401K program, the emails and resources can be overwhelming as all of these areas will be effected with not-yet-defined limitations and

exclusions.

Two things that will remain unchanged regardless of the economic environment are the efforts and services of the Associated Builders and Contractors and the ABC Workers Compensation Self-Insurance Group (ABC SIG). These two entities have consistently delivered service and stability for the construction industry through crisis like the 2008 Great Recession, the September 11th Attack and hurricanes.

Why do Members join and remain in the SIG?

Loss Control and Safety:

High-level, minimal-cost services provided by Contractors Risk Management. 1900 hours are spent on our 40 members annually, free of charge taking

our members to the elite status of safety.

Collaborative Claims Management:

The partnership of our members and our claims team results in better treatment and 20% fewer lost days. The claims team is at the direction of the Board of Directors. Performance: Loss ratio is currently 3% with single digits the last 4 years and under 20% prior. Average experience mod is .84. Dividends of over \$1 million have been distributed for over 4 years (over \$12 million since inception). That is 27% return in premium.

Stability: We retain 99% of our members year over year. "Being in the SIG for over 25 years, I have never wanted to shop my workers comp again" – Jerry Kingwill, Cobb Hill Construction

"The ABC SIG brought our company to a whole new level with regard to safety. We have almost tripled in size over the years and the SIG has grown right along with us, raising the bar that led to higher quality employees and jobsites."

—Mike Dion, owner MetroWalls/Exterior Designs

"The make-up of the SIG is a strong combination of FutureComp/USI and CRM where industry experts in every discipline of insurance, claims management, and on-site observations share resources to bring continuous awareness and learning opportunities to fellow members. It is where monthly meetings with peers, raise high the importance of accountability to each member and metrics focusing on benchmarks and results make a recipe for best practices and

ABC SIG, CONT. ON PAGE 17



ReArch is Growing!

We are looking for subcontractors in Vermont & New Hampshire
Contact us at (802) 863-8727 to get pre-qualified





Construction Management
Design/Build
General Contracting

EVERYTHING

we do is to

Gain your respect.

Earn your trust.

Develop a partnership.

Collaborative communication, inexhaustible attention to client services, and a dedication to accountability are the qualities that have established DEW as a trusted construction partner.



Williston, VT
Keene, NH
Manchester, NH

BUILDING WHAT MATTERS MOST | DEWconstruction.com

Think of us as your own personal Swiss accounting knife.

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



Nathan Wechsler
Accountants & Business Advisors

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

44 School Street, Lebanon, NH 03766 603.448.2650

www.nathanwechsler.com



Amazon - Wilmington, MA
100,000 SF Fulfillment Center



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.



TRI-K Industries - Derry, NH



Pressed Cafe - Newton, MA



NE Performance Cars - Hudson, NH

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

■ Matthew Wheaton was recently promoted to Vice President of Preconstruction at **DEW CONSTRUCTION**. Matt joined DEW in 2012 as a preconstruction manager and in 2015 transitioned to VP of DEW Properties. Over the past four years he was a VP of business development. Wheaton was recently promoted to vice president of preconstruction and is responsible for the management, coordination, and successful delivery of preconstruction services to our clients—from marketing and negotiating of the preconstruction agreement, through successful GMP and project turn-over to the construction team. His background in design, estimating, and project management provide him with the skills to be a valuable resource for our clients as well as the entire team



at DEW. Wheaton holds a Master of Architecture degree from Norwich University. He is a board member with Associated Builders & Contractors of NH/VT. DEW Construction announced that Taylor Woodward has been promoted to Executive Vice President. In his new role, Woodward will lead our efforts to integrate services and streamline processes. “This is an exciting opportunity for both DEW and Taylor. Taylor brings a wealth of experience, passion commitment and respectfulness to DEW leadership. His influence will have positive impact on DEW’s continued strong presence in the marketplace,” said Mike Smith, COO. In his position as project manager, Woodward was



responsible for and excelled at controlling the cost and quality of projects and meeting clients’ expectations. Woodward brings with him over 14 years’ experience in construction management, where he has held various positions in the field and internally. He holds a B.S. degree in Construction Management from Vermont Technical College.

■ In December, 2019, **PRO-CON**’s Architecture Team was recognized as a winner of the 2019 Argentum Senior Living by Design Award for Brightview Senior Living in Shelton, CT. The 168,000 SF design was featured in the December 2019 issue of Senior Living Executive Magazine. The Shelton community was selected from among national submissions for its



Brightview Senior Living

NEWS, CONT. ON PAGE 17



Granite State Plumbing & Heating, LLC

A division of



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

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



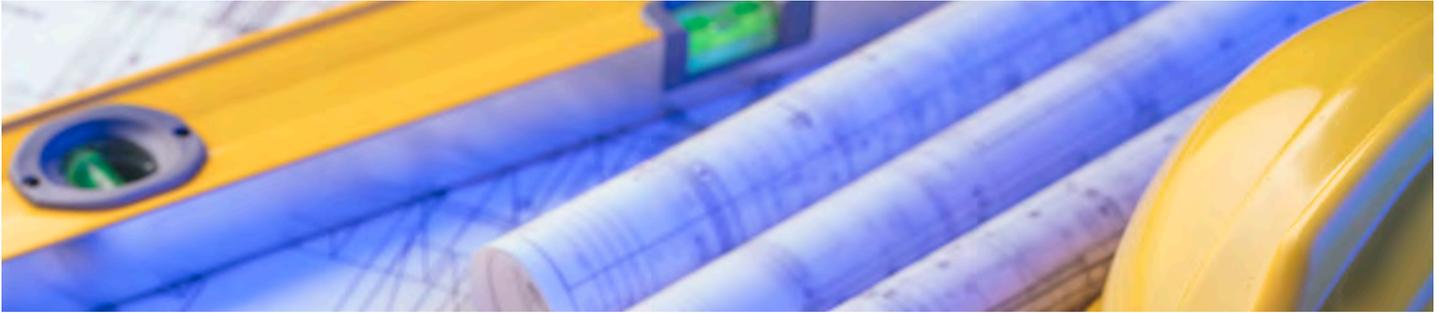
Voted
Best of Business
EIGHT YEARS in a row!

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

MANCHESTER | CONCORD | PORTSMOUTH



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

603-669-1000

DevineMillimet.com

Proudly serving our clients, colleagues and communities throughout New England since 1947.

embodiment of Argentum's 2019 theme "A Certain Sense of Place." Brightview Shelton is lodged in the Connecticut countryside adjacent to Wells Hollow Farm between New Haven and Bridgeport. The Manchester-based PROCON constructed the 4-story community as part of their award-winning design-build process.

In January 2020, The AC Hotel by Marriott located at 299 Vaughan Street in Portsmouth, opened its doors to guests. The upscale 152,000 SF hotel is adjacent to the 3S Artspace in the City's North End. PROCON designed and constructed the project in partnership with

XSS Hotels of Manchester, NH, and Cathartes of Boston, MA. Colwen Hotel Management of Portsmouth is providing comprehensive management services. The new hotel is a stone's throw from Portwalk Place and the city's thriving downtown area featuring smart eateries, shopping, and entertainment.

And, coming in February 2020, Rooftop at the Envio - a European inspired lounge and rooftop restaurant with an outdoor deck and panoramic views of the city's working waterfront. Guests will enjoy signature hand-crafted cocktails, local craft beers, and local seasonal eclectic cuisine. Two dedicated elevators will take guests straight from the ground floor to the restaurant.

Moreover, the Envio will be the only publicly-available rooftop space in the city.

Representatives from PROCON, the Amer-

(GPES) in Manchester performed by the AHA's Hip Hoppin' Hawks Demonstration team of Londonderry, NH. PROCON sponsored the event as part of an ongoing partnership with the AHA's "Growing Healthy Hearts" program that is running this school year at the GPES and the Manchester Boys & Girls Club.

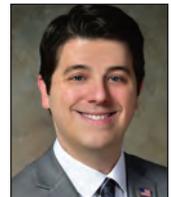
The American Heart Association's "Growing Healthy Hearts" program teaches students how to live healthier lifestyles. Focused monthly messages are distributed to the students and their families about valuable health topics, such as the importance of eating right, drinking water, the dangers of cigarettes and vaping, and the benefits of physical activity. January's jump rope demonstration sets up the program's February focus, which is about the benefits of exercise.

PROCON Owner Sally Stebbins attended the event along with family members. She remarked, "We hope to encourage children to live a healthy lifestyle, and with the help of their families, create a good foundation in their homes. I am happy to see kids learn and develop healthy habits that will

"Demonstrating fun and creative ways to stay active and eat well is essential in developing healthy habits at a young age," said Mayor Craig. "I want to thank the American Heart Association and PROCON for bringing the "Growing Healthy Hearts" program to our students and for setting our students up for a healthier future."

■ University Systems of New Hampshire (USNH) has awarded a 3-year term contract to **RPF ENVIRONMENTAL, INC.** for industrial hygiene assessments, environmental testing and consulting, hazardous materials, air quality testing, and laboratory analysis services for its campuses throughout the State. This includes Keene State College, Plymouth State College, Granite State College, and University of New Hampshire.

■ **TFMORAN** Senior Project Manager, Nicholas Golon, PE was recognized by the New Hampshire Union Leader as one of the state's standout young professionals on January 27th in a 2020 Class of 40 Under Forty special edition. Mr. Golon was featured as one of the 40 best and brightest young leaders in New Hampshire for his work as a civil engineer and for his community involvement. Mr. Golon joined TFMoran in 2006 and is a licensed Professional Engineer in the states of New Hampshire and Maine. His engineering background includes a diverse cross-section of projects ranging from the residential and the commercial market to industrial and energy applications. His history of successfully managing fast-paced multi-discipline projects provides a strategic benefit to any project team.



ABC SIG, CONT. FROM PAGE 11

continuous progress for safe working conditions while promoting good decision-making throughout our companies." —Larry Huot, President LaValley/Middleton Building Supply.

As many companies are seeking out better options, turn to the ABCSIG. Please look out for more information blasts regarding the SIG and visit the www.ABCNHVT.org website for more information and contacts. Jennifer Monkiewicz, SIG Administrator, FutureComp/USI, ABC Board Member



American Heart Association's Hip Hoppin' Hawks Demonstration team of Londonderry, NH

ican Heart Association (AHA), and Manchester Mayor Joyce Craig, attended an interactive jump rope demonstration at the Gossler Park Elementary School

last them a lifetime." The Gossler Park Elementary School also has special meaning to the Stebbins family because Blanchard Stebbins built it in 1956.



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

Mr. Golon also serves on the American Society of Civil Engineers-New Hampshire Section Board of Directors and has participated in the ASCE Legislative Fly-In program in Washington, DC. He recently helped ASCE-NH raise \$15,000 for the Scholarship Fund for current and prospective New Hampshire engineering students. Mr. Golon gives back to his community in many ways including volunteering on numerous non-profit organizations and mentoring New Hampshire students interested in science, engineering and construction.

Ezequiel Galvan has joined TFMoran as a Structural Engineer in the Bedford office. Mr. Galvan recently graduated from the University of New Hampshire at Durham with a Bachelor of Science degree in Civil Engineering. He has two years of experience as a Structural Design Intern, focusing on the design of concrete planks, crane layouts, and hoist plans, as well as concrete quality control testing.

TFMoran's Senior Project Engineer Jeremy Belanger, PE has been selected by a jury of his peers from New Hampshire's Joint Engineering Societies as the 2020 New Hampshire Young Engineer of the Year. This distinguished award was presented to Mr. Belanger on February 19th at the 69th Annual Engineers' Week Awards Banquet & Exhibition at the Grappone Conference Center in Concord, NH. The American Society of Civil Engineers – New Hampshire Section (ASCE-NH) submitted his nomination not only for his involvement in ASCE-NH, but for his outstanding work



ethic, his integrity as a young professional, his enthusiasm for the civil engineering profession, and his volunteerism in giving back to the community.

Thomas Burns, PE has recently been promoted to Senior Project Manager. He joined the TFMoran civil engineering team in 2014 and has over 19 years of relevant experience. Mr. Burns has a Bachelor of Science degree in Civil Engineering from the University of New Hampshire in 2000. He is a licensed professional engineer in the states of New Hampshire and Maine, and a licensed New Hampshire Subsurface Disposal System Designer. He is responsible for overall project management of private and municipal land development projects. Mr. Burns has extensive experience in site/civil design, design of commercial septic systems, and environmental permits of commercial, institutional, industrial, residential and municipal projects.

TFMoran announces the promotion of Jennifer Porter, PE to Senior Project Engineer/Traffic Engineer. Ms. Porter joined TFMoran's Civil Engineering department in 1998. She has a Bachelor of Science degree in Civil Engineering from Bucknell University. Ms. Porter's engineering experience includes traffic analysis, civil/site design, and environmental permitting of private and public sector projects, including municipal, commercial, industrial, residential and institutional projects. She has played a key role in many of TFMoran's largest projects over the past 20+ years and is a licensed professional engineer in the state of New



Hampshire.

Jeremy Belanger, a Senior Project Engineer for TFMoran, recently passed the Professional Engineer exam and is now a licensed civil engineer in the state of New Hampshire. Mr. Belanger joined TFMoran's civil engineering department in 2015. He has a Bachelor of Science degree in Civil Engineering and a Master of Science degree in Civil Engineering (Water Resources) from the University of New Hampshire. Mr. Belanger's work experience includes civil/site design and infrastructure design, as well as regulatory permitting and approvals for residential, commercial, industrial, municipal and energy projects.

TFMoran announces that Natalia Kulchitsky recently passed the Professional Engineer exam and is now a licensed structural engineer in the state of New Hampshire. Ms. Kulchitsky joined TFMoran's structural engineering team in 2016. She has a Master's degree in Civil/Structural Engineering from the University of Alaska Fairbanks, and a Master's degree in Applied Mathematics and Mechanics from Lomonosov State University in Moscow. Ms. Kulchitsky's structural design experience includes steel and timber commercial and industrial buildings, and concrete foundations.

■ Tony Giunta, Director of Project Development at **NOBIS GROUP** based in Concord, NH, was recently named Clean Energy Champion of the Year at the Clean Energy New Hampshire (CENH) Annual Awards.

CENH is a non-profit organization focused on promoting clean energy and technologies through education and advocacy for a stronger economic future. The organization's Champion

of the Year Award recognizes individuals who demonstrate leadership roles in the transition to a clean energy future. Giunta, who is currently serving his fourth term as Mayor of the City of Franklin, NH, was honored to accept the award.

Throughout his career, Giunta's major area of interest has been the renewable energy market. "As a young professional," Giunta recalls, "renewable energy was only a dream. Today, technology and science have merged to change civilization as we know it. I wake up every day excited to work on projects that only a short while ago were considered science fiction."

"We are proud to have Tony as part of the Nobis team and congratulate him on receiving this noteworthy award," Ken Koornneef, President and CEO of Nobis Group, stated. "Tony's dynamic and steadfast commitment to promoting clean energy is very much in line with our efforts at Nobis Group to remain a leading renewable energy firm in the region. We are thrilled Tony has received this well-deserved recognition for his work."

■ Amanda Savage, Business Development Manager at **NORTH BRANCH CONSTRUCTION** in Concord, NH, has been named to serve as Vice President on the Plan NH Board of Directors.

"I am very excited about this opportunity to be an integral member of such an important organization making a difference throughout New Hampshire," said Ms. Savage. "Working with so many talented professionals creating programs to support the planning, design, and development of healthy and vibrant New Hampshire



NB North Branch Construction

Construction Manager • Design-Builder • General Contractor



2020
GOLD SPONSOR

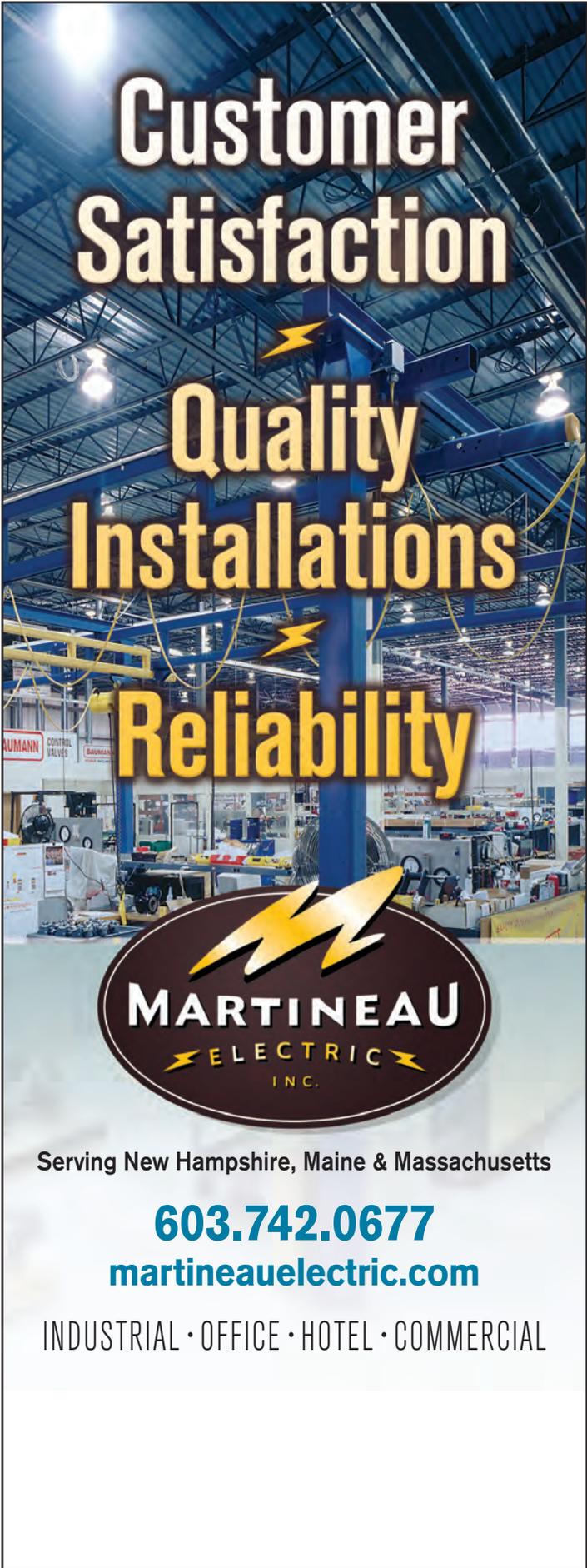


2019 ABC NH/VT Excellence in Construction Awards Merit Award
State of New Hampshire
Portsmouth Liquor Store, #38, Portsmouth, NH



Concord, New Hampshire • (603) 224-3233 • www.northbranch.net





**Customer
Satisfaction**

**Quality
Installations**

Reliability



Serving New Hampshire, Maine & Massachusetts

603.742.0677
martineauelectric.com

INDUSTRIAL • OFFICE • HOTEL • COMMERCIAL

New Members

B & B Drywall, Inc.

98 Franklin Street Ext. Unit #5, Derry, NH 03038
Alain Boutot, President (603) 432-9370

This company offers the installation of drywall in residential and commercial application of metal studs and tracks.

Dupuis Construction LLC

55 Marlboro Road, Suite 13, Brattleboro, VT 05301
Scott Dupuis (802) 246-7560
www.dupuisconstructionvt.com

Dupuis Construction LLC is a Construction Management Firm Located in Brattleboro, VT. We offer Construction Management, General Contracting, Carpentry, and Excavation

LHR Fire Protection

11 Lindahl Road, Bedford, NH 03110
Josh Wise (603) 309-2032
www.lhrfp.com

LHR Fire Protection installs, maintains, and inspection fire protection systems for commercial and residential.

NEFCO, Inc.

411 Burnham St., East Hartford, CT 06108
Richie Mason (800) 969-0285
www.gonefco.com

NEFCO is a supplier of fasteners, strut, threaded rod, pipe hangers, fasteners, tools, anchors, safety supplies, abrasives, and more.

ReArch Company Inc

88 Technology Park Way Suite 2, South Burlington, VT 05403
John G. Illick (802) 863-8727
www.rearchcompany.com

ReArch Company, one of Vermont's fastest growing companies and one of the Best Places to Work in Vermont, provides clients a comprehensive suite of services including development, construction, and property management.

Robert Bell Plumbing Heating LLC

P.O. 7388, Laconia, NH 03246
Robert Bell (603) 366-2168

Robert Bell Plumbing, Heating LLC specializing in residential and commercial heating, gas piping and more.

United Site Services

118 Flanders Road, Foxboro, MA 02035
Michael Byrne (617) 733-9982
www.unitedsiteservices.com/

United Site Services is the leading provider of porta potty rentals in the United States with 100+ locations serving over 115,000 customers from coast to coast.

Skyline Roofing Servies, LLC

861 Page Street, Manchester, NH 03109
Mike Lafond (603) 851-2237
www.skylineroofingnh.com

Skyline roofing services and installs commercial institutional, flat, metal, and slate roofing throughout New Hampshire, Northern Massachusetts, and Southern Maine.

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 today.



PERSONAL LINES

COMMERCIAL LINES

EMPLOYEE BENEFITS

SURETY

OFFICIAL INSURANCE BROKER



1100 Elm Street, Manchester | 603.669.3218

www.crossagency.com

communities is energizing. Addressing the needs of the people living in the many towns, cities, and villages that make up our great state, while maintaining and celebrating each community's unique sense of place and protecting and securing the environment is critical to building a healthy future for the people of New Hampshire."

Plan New Hampshire, The Foundation for Shaping the Built Environment (Plan NH), formed in 1989, with a mission to foster excellence in planning and design and development of New Hampshire's built environment to support a vision of healthy and vibrant communities in the Granite State. Membership in Plan NH includes architects, landscape architects, engineers, planners, building and real

estate professionals, lawyers, financial and insurance firms and others with an interest in promoting and supporting environmentally, economically and socially healthy communities. The diversity of membership brings a unique variety of views and perspectives to Plan NH's collective approach to shaping New Hampshire's built environment.

White Birch Armory held a ceremonial groundbreaking celebration on Friday, December 20th at the site of the new White Birch Armory Shooting Range and Retail Showroom to be completed by North Branch Construction of Concord. The new construction project located at 74 Industrial Park Road in Dover, New Hampshire includes 13,600 square feet dedicated to a shooting range with 16 firing lanes and warehouse space of insulated concrete form and structural steel, with a 8,144 square foot retail showroom of light gauge

metal frame construction. Scheduled to open in the summer of 2020, the facility will also include classrooms, a member lounge & administrative offices.

■ COBB HILL CONSTRUCTION is proud to announce that Bart Cangialose and Jake Owre have been added to their Project Management team. Both Bart and Jake have extensive construction experience and previously held Superintendent positions at Cobb Hill. Bart resides in Meredith with his wife and two children while Jake, his wife and family reside in Londonderry.

Bart most recently completed the historic Majestic Theatre renovations in Conway and Jake was one of the key Superintendents with CHC's Dental Construction team.

"As the company is growing, we are fortunate to have such experienced and dedicated staff



White Birch Armory ceremonial groundbreaking

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

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

GENERAL CONTRACTORS

Bancroft Contracting Corporation
23 Phillips Road
South Paris, ME
207-743-8946
www.bancroftcontracting.com

Bonnette, Page & Stone Corp.
91 Bisson Avenue
Laconia, NH
603-524-3411
www.bpsnh.com

Carrigg Commercial Builders LLC
454 Sheffield Rd
Manchester, NH
603-262-4343
www.carrigg.com

Charters Brothers Construction, LLC
27 Main Street
Danville, NH
603-382-0279
www.chartersbrothers.com

CIANBRO
PO Box 1000
Pittsfield, ME
207-679-7204
www.cianbro.com

CMGC Building Corp.
360 Harvey Road
Manchester, NH
603-629-9992
www.cmgcbuildingcorp.com

Cobb Hill Construction, Inc.
206 North State Street
Concord, NH
603-224-8373
www.cobhill.com

Construx, Inc.
630 Daniel Webster Highway #1
Plymouth, NH
603-536-3533
www.construxinc.com

Cormack Construction Management
46 East Madison Road
Madison, NH
603-367-8272
www.CormackConstructionManagement.com

D. L. King & Associates, Inc.
27 Tanglewood Drive
Nashua, NH
603-883-5880
www.dkingnh.com

DEW Construction
17 Elm Street
Keene, NH
603-352-3070
dewconstruction.com

Dupuis Construction LLC
55 Marlboro Road, Suite 13
Brattleboro, VT
802-246-7560
www.dupuisconstructionvt.com

Eckman Construction Co., Inc.
84 Palomino Lane
Bedford, NH
603-623-1713
eckmanconstruction.com

Fulcrum Associates, Inc.
5 Tech Circle
Amherst, NH
603-673-3200
www.fulcrum-nh.com

Green Mountain Pipeline Services, Inc.
768 South Main St. # 1
Bethel, VT
802-763-7022
www.greenmountainpipe.com

H.P. Cummings Construction Company
PO Box 269
Woodsville, NH
603-747-3303
www.hpcummings.com

JBR Associates, LLC
10 Northern Blvd. #16
Amherst, NH
603-579-9890
www.jbrnh.com

Kindler Development Group, LLC
440 Hanover Street
Manchester, NH
603-666-8534
www.elmgrovecompanies.com

LaMontagne Builders Inc.
317 South River Road
Bedford, NH
603-668-7933
www.lamontagnebuilders.com

Landry/French Construction
1950 Lafayette Road
Portsmouth, NH
603-294-4740
landryfrenchconstruction.com

Lawton Company
PO Box 843
Franconia, NH
603-444-0900
www.thelawtoncompany.com

Lewis Builders Development, Inc.
54 Sawyer Ave.
Atkinson, NH
603-362-5333
www.lewisbuilders.com

M&M American Builders of NH, LLC
PO Box 5410
Manchester, NH
603-854-3005
www.americanbuildersnh.com

Mark Carrier Construction, Inc.
175 Lincoln Street # 101
Manchester, NH
603-627-9506
www.mcci-nh.com

Meridian Construction Corporation
32 Artisan Court # 4
Gilford, NH
603-527-0101
www.meridiannh.com

Methuen Construction Co., Inc.
144 Main Street PO Box 980
Plaistow, NH
603-328-2222
www.methuenconstruction.com

Morin Contracting Services, Inc.
711 Riverwood Drive
Pembroke, NH
603-223-4127
www.morincontractingservices.com

North & South Construction Services
55 Calef Hwy. # 2
Barrington, NH
603-610-1784
www.northsouthnh.com

North Branch Construction
76 Old Turnpike Road
Concord, NH
603-224-3233
www.northbranch.net

NorthPoint Construction Management, LLC
22 Hampshire Drive
Hudson, NH
603-546-2000
www.northpointcm.com

PROCON
PO Box 4430 1359 Hooksett Rd.
Manchester, NH
603-623-8811
www.proconinc.com

R.M. Piper, Inc.
PO Box 490
Plymouth, NH
603-536-4154
www.rmpiper.com

ReArch Company Inc
88 Technology Park Way Suite 2
South Burlington, VT
802-863-8727
www.ReArchCompany.com

Schroeder Construction Management, Inc.
2 Townsend West, Unit 3
Nashua, NH
603-882-1822
www.schroedercmi.com

Structural Associates, Inc.
5903 Fisher Road
East Syracuse, NY
315-463-0001
www.structuralassociates.com

Sullivan Construction, Inc.
258 South River Road
Bedford, NH
603-647-1777
www.sullivanconstruction.com

TCD Construction, Inc.
91 Hancock Road
Peterborough, NH
603-924-3003
tcdbuild.com

Trumbull-Nelson Construction Co., Inc.
19 Plaza Heights Road
West Lebanon, NH
603-643-3658
www.T-N.com

Turnstone Corporation
479 Nashua Street
Milford, NH
603-249-9300
www.turnstonecorp.com

W.M. Schultz Construction
PO Box 2620 831 Rte 67, Curtis
Ind. Park #28A
Ballston Spa, NY
518-885-0060
www.wmschultz.com

CARPENTRY / FRAMING

Chestnut & Cape, Inc.
30 North River Lake Road
Northwood, NH
603-509-2877
chestnutandcape.com

M&M American Builders of NH, LLC
PO Box 5410
Manchester, NH
603-854-3005
www.americanbuildersnh.com

Patriot Building Systems, LLC
184 Rockingham Road
Londonderry, NH
603-660-4357
https://www.patriotbuildingsystems.com/

CONCRETE / MASONRY

Premier Concrete Construction LLC
614 Gibbons Highway
Wilton, NH
603-654-2471
www.premierconcretellc.com

V. R. Concrete, Inc.
PO Box 247
Colebrook, NH
603-237-5000
www.vrconcrete.com

AA & D Masonry LLC
908 Hanover St. # 5
Manchester, NH
603-669-0083

Associated Concrete Coatings, LLC
476 Valley Street
Manchester, NH
603-669-2780
www.concoat.com

George W. Pynn Masonry
29 Newton Rd. - Rte. 108
Plaistow, NH
603-382-8969
www.pynnasonry.com

Mas-Con Corporation
29 Center Street
Laconia, NH
603-528-4880
www.mas-concorp.com

McEntee Masonry Contractors, Inc.
PO Box 294
Wilton, NH
603-654-9243
mcenteeasonry.com

S.D.Szetela Masonry
PO Box 222
Glen, NH
603-383-9740
www.sdszetela.com

CONVEYING SYSTEMS / ELEVATORS

Accessibility Systems, Inc.
425 Washington St. - Ste. 108
Claremont, NH
802-434-3499
www.accessibilitysystems.com

All-Ways Accessible, Inc.
128 Hall Street # F
Concord, NH
603-224-9226
www.AWALifts.com

Stanley Elevator Company, Inc
PO Box 843
Nashua, NH
603-882-6918
www.stanleyelevator.com

Bode Equipment Company
23 Londonderry Road # 12
Londonderry, NH
603-537-0900
www.bodeequipment.com

CRANE SERVICES

McGuinness Crane Service
21 Bedford Street
Nashua, NH
603-880-6800
www.mcguinnesscrane.com

DOORS & WINDOWS

Door Control, Inc.
8 Delta Drive # D
Londonderry, NH
603-216-9222
www.doorcontrolne.com

Executive Building Systems, Inc.
19 Star Drive Unit C
Merrimack, NH
603-782-8930
www.executivebuildingsystems.us

Granite State Glass
4 Aviation Drive
Gilford, NH
603-528-4748
www.granitestateglass.com

Overhead Door Company
210 West Road- Unit 4
Portsmouth, NH
603-431-2474
www.overheaddoorcompany.com

Raynor Door Authority of New England, Inc.
444 E Industrial Park #1
Manchester, NH
603-628-3667
www.raynordoorauthority.com

ELECTRICAL

Advanced Power and Controls, LLC.
5 East Point Drive #3
Hooksett, NH
603-722-9242
advancedpowercontrols.com

Cole Electric, Inc.
205 Church Lane
East Theford, VT
802-785-4818
www.coleelectric.com

Control Technologies
111 Zachary Rd.
Manchester, NH
603-626-6070
www.controltechinc.com

Daniels Electric Corporation
PO Box 7412
Gilford, NH
603-293-4707
danielselectriccorp.com

Dependable Controls Services LLC
PO Box 307
Seabrook, NH
603-822-6149
www.dependablecontrolsservices.com

Ewing Electrical Co., Inc.
PO Box 370
Deerfield, NH
603-463-8852

F.H. Hamblet, LLC
29 Victoria St.
Keene, NH
603-352-2330
www.hambletelectric.com

Gate City Electric, LLC
PO Box 3554
Nashua, NH
603-886-0200
www.gatecityelectric.com

Harry-O Electrical Corporation
PO Box 7812
Loudon, NH
603-798-5599
www.harryoelectrical.com

Interstate Electrical Services Corporation
15 Cote Lane
Bedford, NH
855-500-4372
www.iesc1.com

Irish Electric Corp.
659 Currier Road
Hopkinton, NH
603-224-7474
www.irishelectric.net

Lawrence & Lober Electric, Inc.
15 Barker Street
Bellows Falls, VT
802-460-3479
www.llelectricservices.com

Longchamps Electric, LLC
PO Box 4328, 700 Harvey Rd
Manchester, NH
603-625-5954
www.LongchampsElectric.com

Martineau Electric, Inc.
165 Industrial Park Drive
Dover, NH
603-742-0677
www.martineauelectric.com

Norman E. Day, Inc.
116 Perimeter Rd. # E
Nashua, NH
603-880-4601
www.normaneday.com

Powers Generator Service LLC
PO Box 10005
Swanzey, NH
603-352-9334
www.powersgenerator.com

Richard Electric, Inc.
PO Box 999
Wilder, VT
802-295-3894
www.richardelectric.com

The RELCO Companies
14 Norfolk Ave
South Easton, MA
603-964-7700
www.gorelco.com

Tocco Building Systems
29 Cook Street
Billerica, MA
www.toccoinc.com

ENVIRONMENTAL

Alpine Environmental, Inc.
275 Billerica Rd., Suite 2B
Chelmsford, MA
877-527-4040
www.alpine-environmental.com

EnviroVantage, Inc.
629 Calef Highway
Epping, NH
603-679-9682
www.envirovantage.com

Peniel Environmental Solutions, Inc.
778 Elm St # C
Milford, NH
855-892-0503
www.Penielenvironmental.com

FINISHES

Capital Tile & Marble Co, Inc
278 River Road
Bow, NH
603-226-0233
www.capitaltilenh.com

All-Bright Systems, LLC
5 Brook Hollow Drive
Salem, NH
603-893-7989
www.all-brightsystems.com

Caprioli Painting, Inc
20 Beech Street Extension # 3
Newmarket, NH
603-659-2788
www.capriolipainting.com

F. A. Gray, Inc.
300 West Rd. # 4
Portsmouth, NH
603-436-0170
fagray.com

Gorman-Thomas, Inc.
60 Buckley Circle
Manchester, NH
603-641-6055
www.gormanthomas.com

Kaloutas Painting
11 Railroad Ave
Peabody, MA
978-532-1414
www.kaloutas.com

Keeley Painting Co., Inc.
256 True Road
Pittsfield, NH
603-435-7234
www.keeleypainting.com

Legacy Wall Systems, Inc.
94 River Road
Hudson, NH
603-883-6299
www.legacywall.net

Merrimack Drywall, Inc./Merrimack Estimators, Inc.
24 Putney Road
Dunbarton, NH
603-774-1320
www.merrimackdrywall.com

Metro Walls, LLC
49 Hancock Street
Manchester, NH
603-668-2648
www.metrowalls.net

Noonan Brothers Painting, LLC
140 Bouchard St. # 1B
Manchester, NH
603-621-9422
www.noonanbrotherspainting.com

Northeast Flooring Solutions, LLC
3 Commercial Lane Unit A
Londonderry, NH
603-434-7009
www.safetyfloors.com

Optiline Enterprises, LLC
157 Main Dunstable Road
Nashua, NH
603-402-1446
www.optiline.co

Simpson's Painting, Inc.
Box 976
Derry, NH
603-434-5514

White Diamond Painting, LLC
PO Box 594
Barrington, NH
603-905-9660
whitediamondpainting.com

METALS

Anderson Welding LLC
269 1st NH Turnpike Unit 1
Northwood, NH
603-828-5876
www.andersonweldingllc.com

American Steel & Precast Erectors
328 Sawmill Road PO Box 185
Greenfield, NH
603-547-6311
www.aspe-nh.com

Bouchard Steel Erectors LLC
PO Box 760
North Bennington, VT
802-753-7250

Multi-Weld Services, Inc.
153 Riverside Drive
Contoocook, NH
603-746-4604
www.multi-weld.com

Riess Construction LLC
11 Lovejoy Road
Plymouth, NH
603-536-7756
www.riessconstruction.com

Rose Steel Inc.
250 Ocean Road
Greenland, NH
603-436-7950
www.rosesteelinc.com

SL Chasse Steel
8 Christine Drive
Hudson, NH
603-886-3436
www.slchassesteelfab.com

SSW Erectors, LLC
4808 Randolph Road
Morrisville, VT
802-888-2422
www.sswerectors.com

PANELING ROOFING / SIDING

Atlantic Prefab, Inc.
19 Stoney Brook Drive
Wilton, NH
603-824-9690
www.atlanticprefab.com

Skyline Roofing Services, LLC
861 Page Street
Manchester, NH
603-669-0131
http://www.skylineroofinginc.com

Jasmor Properties LLC
721 Loudon Ridge Rd.
Loudon, NH
603-998-2774
jasmorprop.com

Exterior Designs, LLC
184 Rockingham Road
Londonderry, NH
603-668-4113
www.exteriordesigns.com

Peter DeSalvo Contracting, LLC
15 Central Street
Hudson, NH
603-521-7992
desalvocontracting.com

Viking Roofing
10 Clinton Drive
Hollis, NH
603-883-6642
www.vikingroofingnh.com

PLUMBING HVAC / MECHANICAL TRADES

Accurate Air, Inc.
140 Bouchard Street # 1
Manchester, NH
603-669-5159
www.accurateairinc.com

Airadigm Solutions
40 King Street - Unit 1
Auburn, NH
603-262-9292
www.USAbalancing.com

Al Terry Plumbing & Heating, Inc.
1776 Hooksett Rd.
Hooksett, NH
603-485-4205
www.alterryplumbing.com

Alliance Group, Inc.
PO Box 666
Essex Junction, VT
802-864-4000
www.amivt.com

Amari Company, Inc.
11 Caldwell Drive #1
Amherst, NH
603-882-4118
www.amaricompany.com

Amherst Insulation & Firestop Service, Inc.
100 Carl Drive
Manchester, NH
603-222-2001

ARC Mechanical Contractors
PO Box 724
Bradford, VT
802-222-9255
www.arcmech.com

Bow Plumbing & Heating Corp.
3 Bow Bog Road
Bow, NH
603-225-6929
www.bowph.com

Covenant Fire Protection, Inc.
62 West Brook Street
Manchester, NH
603-232-0504
www.covenantfirepro.com

DECCO, Inc.
31 Route 13
Brookline, NH
603-673-2200
www.decco.com

Denron Plumbing & HVAC, LLC
605 Front Street
Manchester, NH
603-627-4186
www.denronph.com

Dowling Corporation
112 Heritage Ave.
Portsmouth, NH
603-433-1311
www.dowlingcorp.com

Eastern Vent Systems, Inc.
4 Dick Tracy Drive
Pelham, NH
603-595-8559
www.easternvent.com

Eckhardt & Johnson, LLC
6 Eastpoint Drive
Hooksett, NH
603-622-7493
www.eckhardtjohnson.com

EMCOR Services New England Mechanical
649 East Industrial Park Dr. # 11
Manchester, NH
603-782-0676
www.nemsi.com

ENE Systems of NH, Inc.
155 River Road #10
Bow, NH
603-856-0330
http://www.enesystemsnh.com/

Granite State Plumbing & Heating, LLC
17 Oil Mill Road
Weare, NH
603-529-3322
www.gspinc.com

Hampshire Fire Protection Co. LLC
8 North Wentworth Ave.
Londonderry, NH
603-432-8221
www.hampshirefire.com

J. Lawrence Hall Co., Inc.
17 Progress Ave.
Nashua, NH
603-882-2021
www.jlawrencehall.com

Johnson & Jordan, Inc.
22AB Gauthier Drive
Epsom, NH
603-736-0175
www.johnsonandjordan.net

Laconia Refrigeration
11 Walker St.
Laconia, NH
603-524-2937
www.laconiarefrigeration.com

LHR Fire Protection
11 Lindahl Road
Bedford, NH
603-309-2032
lhrfp.com

Life Safety Fire Protection Inc.
97 Lower Jeffrey Road
Dublin, NH
603-563-7700
www.lifesafetyfire.com

New England Mechanical Overlay Inc.
100 Barnstead Road
Pittsfield, NH
603-435-9999
nemoinc.net

Oliver Mechanical, Inc.
991 Candia Road Unit 1-3
Manchester, NH
603-621-9063
www.olivermechanicalinc.com

Palmer & Sicard, Inc.
140 Epping Rd. # 102
Exeter, NH
603-778-1841
www.palmerandsicard.com

Robert Bell Plumbing Heating LLC
P.O. 7388
Laconia, NH
603-366-2168

Sam Mechanical Services, LLC
1181 Hooksett Rd, 2nd Floor
Hooksett, NH
603-623-2370
www.sammechanical.com

Superior Fire Protection, Inc.
230 Londonderry Turnpike
Hooksett, NH
603-644-4700
www.superiorfire.net

SITE CONSTRUCTION

Andrews Construction Co., Inc.
PO Box 720
Campton, NH
603-726-7623
www.andrewsconst.com

Blaktop, Inc.
PO Box 5243
West Lebanon, NH
603-298-8885
www.blaktop.com

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

Jamco Excavators, LLC
84 Exeter Road
South Hampton, NH
603-394-7664
www.jamcoexcavators.com

Knott's Land Care LLC
6 Manhattan Drive
Amherst, NH
603-521-7757
knottslandcare.com

Leighton A. White, Inc.
138 Elm Street
Milford, NH
603-673-2294
www.leightonawhite.com

North Point Outdoors
PO Box 925
Derry, NH
603-289-8000
www.northpointoutdoors.com

Solid Earth Technologies
3 Howe Drive, # 3
Amherst, NH
603-882-5319
www.solidearthtech.com

St. Pierre, Inc.
59 Jeffrey Road
Charlestown, NH
603-826-4121
www.stpierreincsandandgravel.com

THERMAL & MOISTURE PROTECTION

Damon Insulation Co., Inc.
5 Tallwood Drive # C
Bow, NH
603-224-7406
www.damoninsulation.com

WATER TREATMENT SYSTEMS

Secondwind Water Systems, Inc.
735 East Industrial Park Dr.
Manchester, NH
603-641-5767
www.secondwindwater.com

SUPPLIERS

American Aerial Equipment
45 Alice Agnew Drive
No. Attleboro Falls, MA
508-456-7300
www.americanarialequipment.com

AmeriGas Propane
93 B Cross Road
Rochester, NH
603-303-1049
https://www.amerigas.com/

B.K. Systems, Inc.
27 Sheep Davis Road
Pembroke, NH
603-647-8775
www.bksystemsinc.com

Carroll Concrete Co. Inc.
PO Box 1000
Newport, NH
603-863-1000
www.carrollconcrete.com

Casella Resource Solutions, Inc
53 Pelham Road
Salem, NH
800-445-1318

Charron, Inc.
PO Box 4550
Manchester, NH
603-624-4827
www.charroninc.com

Chasse Crane Services, LLC
8 Christine Drive
Hudson, NH
603-821-5465
www.slchassesteelfab.com

Cohen Steel Supply Inc.
10 Basin St
Concord, NH
603-225-2047
www.cohensteel.com

Consolidated Electrical Distributors, Inc.
79 Carl Drive
Manchester, NH
603-669-6427
cedmanchester.com

Eastern Propane & Oil
PO Box 1800
Rochester, NH
603-332-2080
www.eastern.com

Harvey Building Products
30 Jacks Bridge Road
Londonderry, NH
800-598-5400
www.harveybp.com

HD Supply - White Cap Construction & Industrial
232 Frontage Road
Manchester, NH
603-263-7337
www.whitecap.com

Hilti, Inc.
150 New Boston Street- Unit G
Woburn, MA
800-879-8000
www.us.hilti.com

Independent Electric Supply
177 Gay Street
Manchester, NH
603-627-2220
www.iesbuy.com

LaValley Building Supply, Inc.
Guild Road PO Box 267
Newport, NH
800-528-2553
www.lavalleys.com

Marvin Windows & Doors
2 Pearson Way
Enfield, CT
888-537-7828
www.marvin.com

Merrimack Building Supply, Inc.
PO Box 865
Merrimack, NH
603-424-7001
www.merrimackbuildingsupply.com

NEFCO, Inc.
411 Burnham St.
East Hartford, CT
-800-969-0285
https://gonefcoc.com/

New England Scaffolding & Services, LLC
85 Mill Street
Brockton, MA
508-580-1188
www.nescscaffold.com

NorthEast Electrical Distributors
560 Oak St.
Brockton, MA
781-401-8500
www.needco.com

Northern Design Precast, Inc.
PO Box 7305
Gilford, NH
603-783-8989
www.ndprecast.com

Novel Iron Works, Inc.
250 Ocean Road PO Box 221
Greenland, NH
603-436-7950
www.noveliron.com

Pac-Van, Inc.
505 West Main Street
Tilton, NH
603-729-3208
www.pacvan.com

Page Street Leasing, LLC
PO Box 129
Candia, NH
603-622-1673
www.pagest.com

Pella Boston Windows & Doors
45 Fondi Road
Haverhill, MA
603-568-9194
www.boston.pella.com

ProQuip Rentals & Sales, Inc.
509 Main Street
Gorham, NH
603-752-5588
www.proquipnh.com

RediMix Companies, Inc.
1 Sundial Avenue # 310
Manchester, NH
800-269-6500
www.redimixcompanies.com

Russell Supply Corp.
PO Box 2221
South Burlington, VT
802-863-1177
www.russellsupply.com

Signarama of Concord
249 Sheep Davis Road
Concord, NH
603-225-4081
www.signarama-concord.com

Superior Sheet Metal
14 Flagstone Drive
Hudson, NH
603-577-8620
www.superiorsm.com

Tarm USA
PO Box 322
Orford, NH
800-782-9927
www.woodboilers.com

The Granite Group
6 Stors Street
Concord, NH
603-224-1901
www.thegranitigroup.com

United Rentals, Inc.
2 Sutton Circle
Hooksett, NH
603-622-1555
www.unitedrentals.com

United Site Services
118 Flanders Road
Foxboro, MA
617-733-9982
https://www.unitedsiteservices.com/

W. D. Matthews Machinery Company
309 Sheep Davis Road
Concord, NH
603-225-1171
www.wdmatthews.com

Wallboard Supply, Inc.
PO Box 184
Londonderry, NH
603-434-4597
www.wallboardsupplyco.com

Williams Scotsman, Inc.
48 Dick Tracy Drive
Pelham, NH
603-882-2823
www.willscot.com

ASSOCIATES

Albin, Randall & Bennett
PO Box 445
Portland, ME
207-772-1981
www.arbcpa.com

Bernstein, Shur, Sawyer & Nelson
670 North Commercial Street
108
Manchester, NH
603-665-8829
bernsteinshur.com

BerryDunn
PO Box 1100
Portland, ME
207-541-2281
www.berrydunn.com

Bruce Ronayne Hamilton Architects
Inc.
PO Box 104
New Ipswich, NH
603-878-4823
www.brharch.com

CGI Business Solutions
171 Londonderry Tpke
Hooksett, NH
603-622-4600
cgibusinesssolutions.com

Cline Design, LLC
42 Shaw Hill Road
Andover, NH
603-648-2110
www.clinedesign.com

Contractors Risk Management, Inc.
46 S. Main Street Unit 1
Concord, NH
603-225-3335
www.crmusa.com

ConvenientMD Urgent Care
Headquarters
111 NH Ave, Suite 2
Portsmouth, NH
603-671-3600
www.convenientmd.com

Cross Insurance Agency
1100 Elm Street
Manchester, NH
603-263-8684
www.crossagency.com

Devine, Millimet & Branch PA
111 Amherst Street
Manchester, NH
603-669-1000
www.devinemillimet.com

Enterprise Fleet Management
10 2nd Avenue
Burlington, MA
508-530-1199
www.efleets.com

Granite Financial Partners
388 Nashua St
Milford, NH
603-554-8551
gfnh.com

Grappone Ford
PO Box 1200
Concord, NH
603-226-8016
www.grappone.com

GZA GeoEnvironmental, Inc.
5 Commerce Park North #201
Bedford, NH
603-623-3600
www.gza.com

Hinckley Allen
650 Elm Street # 500
Manchester, NH
603-225-4334
www.haslaw.com

J. P. Pest Services
101 Emerson Rd.
Milford, NH
603-673-2908
www.jppestservices.com

John Turner Consulting, Inc.
PO Box 953
North Hampton, NH
603-578-5839
www.consultjtc.com

Melanson Heath
121 River Front Drive
Manchester, NH
603-669-6130
melansonheath.com

Nathan Wechsler & Co., CPA
70 Commercial Street #401
Concord, NH
603-224-5357
www.nathanwechsler.com

Nobis Group
18 Chenell Dr.
Concord, NH
603-224-4182
www.nobis-group.com

Old Republic Contractors Insurance
Group
101 Federal St. Suite 1900
Boston, MA
866-684-6601
www.orcig.com

PeopleReady Skilled Trades
783 Route 3-A
Bow, NH
603-223-9721
www.clp.com

People's United Bank
325 State Street
Portsmouth, NH
603-386-1011
www.peoples.com

Preti Flaherty LLC
PO Box 1318
Concord, NH
603-410-1500
www.preti.com

Quirk Auto Dealerships
PO Box 5220
Manchester, NH
603-263-4939
www.quirkcommercial.com

Resource Options, Inc.
1 Verani Way # 1C
Londonderry, NH
603-552-9951
www.resourceoptions.com

RPF Environmental, Inc.
320 First NH Turnpike
Northwood, NH
603-942-5432
www.airpf.com

Service Credit Union
14 Colby Court
Bedford, NH
603-422-8439
www.servicecu.org

Slingsby Group, Inc.
497 Hooksett Road Suite 262
Manchester, NH
603-540-1608
www.slingsbygroup.com

Stoneman, Chandler & Miller, LLP
99 High Street #1610
Boston, MA
617-542-6789
www.scmllp.com

Strang, Scott, Giroux & Young, LLP
6 Beacon Street – Suite 305
Boston, MA
603-526-2120
www.strangscott.com

Team Engineering
82 Palomino Lane Suite 503
Bedford, NH
603-497-3137
www.myteamengineering.com

Terracon
77 Sundial Ave, # 401W
Manchester, NH
603-647-9700
www.terracon.com

TFMoran, Inc.
48 Constitution Drive #2
Bedford, NH
603-472-4488
www.tfmoran.com

The Blue Book
159 Wadleigh Falls Rd
Lee, NH
603-498-2504
thebluebook.com

The H. L. Turner Group, Inc.
27 Locke Road
Concord, NH
603-228-1122
www.hiturner.com

The Lawson Group
PO Box 3304
Concord, NH
603-228-3610
thelawsongroup.com

The Rowley Agency, Inc.
PO Box 511
Concord, NH
603-224-2562
www.rowleyagency.com

Tradesmen International
169 So. River Rd #5
Bedford, NH
603-890-3233
www.tradesmeninternational.com

TradeSource, Inc
190A Londonderry Turnpike
Manchester, NH
603-425-0070
www.tradesource.com

Travelers
500 Southborough Dr #105
South Portland, ME
207-857-2000
www.travelers.com

USI Insurance Services
3 Executive Park Dr. # 300
Bedford, NH
603-665-6149
www.usi.biz

USI Insurance Services (ABC
Group Trust)
3 Executive Park Dr. #300
Bedford, NH
855-874-0123
www.usi.biz

Warrenstreet Architects, Inc.
27 Warren Street
Concord, NH
603-225-0640
www.warrenstreetarchitects.com

Westvale Consulting
288 Main St. Suite 1
Acton, MA
978-808-9987
http://www.wvconsult.com/

Signarama of Concord
249 Sheep Davis Road
Concord, NH
603-225-4081
www.signarama-concord.com

NOONAN BROTHERS PAINTING

- Corporate Interiors
- Educational
- Facilities Maintenance & Industrial
- Healthcare & Assisted Living
- Hospitality
- Restaurants
- Retail
- New Construction
- Specialty (clean rooms, laboratories, magnetic paints, and more)



140 Bouchard Street, Suite 1B
Manchester, NH 03103
Ph: 603 621 9422
Fax: 603 621 9423
www.noonanbrotherspainting.net

Nothing Beats EXPERIENCE

The leading metal building expert in
Northern New England for over **30 years.**

METAL BUILDINGS

Designed | Supplied | Erected
and Composite Panels



CONSTRUX, INC. construxinc.com
603-536-3533

Longchamps *Electric*

COMMERICAL
INDUSTRIAL
MULTI-UNIT RESI
COMMUNICATIONS
FIRE ALARM
DESIGN-BUILD

SINCE
1974



700 Harvey Rd Manchester, NH - www.longchampselectric.com - 603.625.5954

 **ABC** | Associated
Builders and
Contractors
New Hampshire / Vermont

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

Serving New England
Since 1966

Concord, NH
Portland, ME
Bennington, VT



Complete HVAC and
Plumbing Solutions Including:

DESIGN-BUILD, VALUE ENGINEERING, INSTALLATION AND SERVICE



Oliver Mechanical was founded in 1990 and is a full-service mechanical contractor based in Manchester, NH and licensed to do business in New Hampshire and Massachusetts. We possess strong capabilities in HVAC installation & service and commercial plumbing installations. We serve both the plan & spec and design-build markets and have expertise in a wide range of technologies and applications.

MULTI-FAMILY • COMMERCIAL • RETAIL,
MEDICAL • HOSPITALITY

Celebrating 30 Years of Service Excellence



**OLIVER
MECHANICAL
INC**

OLIVERMECHANICALINC.COM • MANCHESTER, NH • 603-621-9063

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.

How to Market Your Construction Company During a Crisis

BY LORRAINE CLINE

In my 32-year career as a construction marketing specialist, I have never come across a more challenging time to market than right now. As the entire world is preoccupied with fear, social distancing, and sheltering-in-place, we still need to do everything we can to save our businesses, protect our employees' jobs, and preserve the work we have already secured.

I suppose the real challenge is that we've never had to deal with a catastrophe of this magnitude and complexity before. Add to that a situation that changes on a daily basis, and you can see how difficult it is to create a marketing strategy that won't be perceived as overly sales-oriented, self-serving, or downright insensitive.

So how do we market our businesses during such a fluid crisis? In the words of Rand Fishkin, SEO and digital marketing guru, "Read the room." Rand explains, "Imagine you've walked into a religious space. This room is sacred to the people inside it. When you speak, whatever you say will be viewed through the context of where you are. That's exactly what COVID-19's done to our planet."

So how do you appropriately "read the room?" You will need to know three things before you can successfully accomplish this:

1) Know your audience (you will likely have more than one;



most businesses have 5-to-6, based upon the number of industries served)

- 2) Know your audience's pain points (not just the usual concerns: budget; schedule; experience; quality; and minimizing disruption), but today's pain points (how to keep my business alive; how to retain my employees; how to preserve my cashflow; how to ramp up production for a needed medical device; how to take advantage of the CARES Act and SBA loan programs)
- 3) Know how and where to distribute your message that addresses your audience's pain points

If you want to remain top-of-mind to your clients, prospects,

and the community-at-large, I recommend you do the following:

- **DO NOT STOP MARKETING.** If you disappear from your audience's radar, they may assume your company is no longer in business. According to the Harvard Business Review, "On average, increases in marketing spending during a recession have boosted financial performance throughout the year following the recession." Stay out front and you will have an easier time recovering when the situation begins to turn around.

MARKET, CONT. ON PAGE 33

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

Pac-Van
Formerly Tilton Trailer Corp.



SKILLED TRADES

603-223-9721

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.

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

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



■ **COMMUNICATE WHAT IS NEEDED MOST NOW.**

One of our clients is putting together a virtual panel discussion with bankers and economic development experts to help local businesses learn about what programs are being offered through the recently-passed CARES Act. We will use social media, phone calls, emails, and paid media (Facebook ads) to alert local businesses about this webinar. Another client has put together a comprehensive list of stimulus programs and aid available through the federal government and state agencies. We published a blog and have sent an email out to his contact list of nearly 4,000 businesses with a link back to his website with that timely information. Another client is posting photos of his team's home workspaces on his company's social media channels. It's a lighter, yet appropriate, way of saying, "We are working from home and we care about our employees." These are the types of messages that will resonate with your audience right now.

■ **PROMOTE WAYS YOU ARE HELPING.** Have you donated masks to the local hospital? Put out a social media post with a message such as, "Our company's safety policy has always been to ensure our workers go home safely to their families. We're doing the same for our healthcare heroes. We are grateful to donate our N95 masks to [NAME OF HOSPITAL OR FACILITY] to help save lives."

■ **DO GOOD WITHOUT PROMOTING IT.** Do you have a restaurant client? Help that client out by ordering a sandwich platter to be sent to the local hospital, fire

department, or police station. Know a teacher? Volunteer to be a guest in a virtual classroom to talk about how a project is planned, designed, and constructed, or donate some construction-related classroom materials. That's

According to the Harvard Business Review, "On average, increases in marketing spending during a recession have boosted financial performance throughout the year following the recession."

all you need to do. Quite often, these groups post thank you messages on social media and will tag your company in the post. This is the best form of recognition, plus you helped out your client as well as those who are putting their lives on the line for all of us.

■ **TRY NOT TO PROMOTE FREE CONSULTATIONS,** or projects you are currently working on, unless you are doing truly essential work for manufacturers of healthcare facilities, medical devices, PPE or laboratories involved in finding a vaccine or other treatment for the coronavirus. Now is simply not the time to be perceived to be drumming up business. By all means, do reply to any leads that come in. Some businesses are in the unique situation of being able to plan expansions and new construction while they are not as busy.

■ **TAKE THIS TIME TO DUST OFF YOUR MARKETING MATERIALS.** Now is an excellent time to improve your existing marketing materials—statements of qualification, proposal covers, newsletters, core principles and mission statements, business cards, website copy and design, and social

media channels—even your branding. Give everything a refresh so you will be ready when this crisis comes to an end. Remember to focus on your audience and their pain points. Your content will resonate with them if

it addresses their specific needs.

■ **UPDATE YOUR CRM.** If you don't already use customer relationship management software (CRM), you should. At the very least, you should have an Excel spreadsheet with all your contact information. Ideally, this should include employees, existing clients, prospects, subcontractors, vendors, suppliers, CPAs, attorneys, economic development executives, real estate developers, Chamber members—anyone who is considered an influencer. Ask your project managers, superintendents, estimators, and other key employees to go through their contacts and add them to the list. Include first name, last name, title, company name, address, phone, and email. The easiest way to do this is to create a Google Sheet and share it with these individuals. Then everyone can see who has already been added to the list.

■ **TAKE ADVANTAGE OF YOUR TRADE ASSOCIATION MEMBERSHIPS.** They are worth their weight in gold. Why? Because this is the best place to go to talk to trusted businesses in your industry

to see how they handle jobsite safety protocols, retaining employees, COVID-19 policies, SBA loan applications, legal issues and marketing/business development strategies. ABC National has been hosting a series of webinars on coronavirus since the beginning of the outbreak. The information is timely and gives you an opportunity to hear from experts and ask the questions you need answered. Your local chapter's website offers education and safety training as well as current news and information about the effects the pandemic is having on your business and the construction industry, in general. Don't be shy about reaching out to your chapter's staff or other members to see how they are dealing with this. No need to recreate the wheel.

■ **KEEP IN REGULAR CONTACT WITH YOUR EMPLOYEES.** To those that are working from home, be sensitive to the fact that they are likely trying to take care of kids, cook, clean, homeschool, and work all at the same time. Provide them with resources to deal with boredom, creating an efficient workspace at home, and how to stay healthy. To those still on the job, understand that they are highly stressed individuals who need to go home healthy. Do everything you can to ensure their safety on the site. Implement and reinforce safe distancing, no-sharing of tools, proper hand washing, routine sanitizing, and reporting of any signs of illness onsite. The best way to retain your employees is to keep them healthy—both mentally and physically.

“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

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

MARKET, FROM PAGE 33

■ **AND LASTLY, BE MINDFUL TO “READ THE ROOM” FREQUENTLY.**

As we move through the stages of this pandemic and economic crisis, it is important to understand that perceptions and attitudes will change. Stay in touch with your best clients and ask them how they feel about their businesses, their economic outlook and their plans for future projects.

Please share with me the things you are doing to help

keep your company top-of-mind. And, as always, if you have any questions or comments, feel free to contact me at lorraine@clinedesign.com. Remember, a rising tide lifts all ships.

Lorraine Cline is President and Founder of Cline Design, LLC, a 32-year-old construction marketing and creative firm. Cline Design works exclusively with commercial and industrial contractors throughout the US and Canada to create effective marketing strategies, newsletters, website creation, industry-related content, proposals, statements of qualifications, social media and other marketing and graphic design services.



Associated Builders and Contractors



**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



Strategic Legal Counsel. Unmatched Industry Experience.



Contact Ronald D. Ciotti:

(603) 545-6142 | rciotti@hinckleyallen.com

Our Construction & Public Contracts practice is nationally ranked first-tier in Litigation-Construction by U.S. News & World Report. We add value for our clients through the strong relationships we maintain with key industry participants, awarding authorities, and government agencies.



We specialize in solving complex issues and provide a full range of construction law and dispute resolution expertise including Compliance, Crisis Response & Management, Dispute Resolution, Government & Internal Investigations, Procurement, Risk Management, Surety, and Transactions.



ALBANY | BOSTON | CHICAGO | HARTFORD | MANCHESTER | NEW YORK | PROVIDENCE

© 2020 Hinckley, Allen & Snyder LLP. All rights reserved. Attorney Advertising.

40 YEARS OR MORE

F.H. Hamblet, LLC
Bonnette, Page & Stone Corp.
J. Lawrence Hall Co., Inc.
Nathan Wechsler & Co., CPA

30 YEARS OR MORE

Stoneman, Chandler & Miller, LLP
Palmer & Sicard, Inc.
American Steel & Precast Erectors
Simpson's Painting, Inc.

25 YEARS OR MORE

Cole Electric, Inc.
Russell Supply Corp.
The H. L. Turner Group, Inc.
Cobb Hill Construction, Inc.
Merrimack Building Supply, Inc.
Mas-Con Corporation
Ewing Electrical Co., Inc.

20 YEARS OR MORE

Trumbull-Nelson Construction Co., Inc.
All-Bright Systems, LLC
Leighton A. White, Inc.
W. D. Matthews Machinery Company
Independent Electric Supply
TradeSource, Inc
North Branch Construction
EnviroVantage, Inc.
Keeley Painting Co., Inc.
Interstate Electrical Services Corporation

15 YEARS OR MORE

Door Control, Inc.
The Rowley Agency, Inc.
CMGC Building Corp.
Multi-Weld Services, Inc.
Bancroft Contracting Corporation
GZA GeoEnvironmental, Inc.
Casella Resource Solutions, Inc
Granite State Plumbing &
Heating, LLC
Superior Sheet Metal
Damon Insulation Co., Inc.
AA & D Masonry LLC
LaValley Building Supply, Inc.
TFMoran, Inc.
Mark Carrier Construction, Inc.
Richard Electric, Inc.
J. P. Pest Services

Celebrate Our Members

OCTOBER 2019 - MARCH 2020 ANNIVERSARIES

10 YEARS OR MORE

+

McEntee Masonry Contractors, Inc.
Devine, Millimet & Branch PA
Dowling Corporation
Viking Roofing
Metro Walls, LLC
Consolidated Electrical Distributors, Inc.
Eckhardt & Johnson, LLC
All-Ways Accessible, Inc.
Irish Electric Corp.
Terracon
Associated Concrete Coatings, LLC
NorthEast Electrical Distributors

Eastern Propane & Oil
JBR Associates, LLC
Charters Brothers Construction, LLC
Martineau Electric, Inc.
TCD Construction, Inc.
Schroeder Construction Management, Inc.
Blaktop, Inc.
Warrenstreet Architects, Inc.
Accessibility Systems, Inc.
Premier Concrete Construction LLC
Caprioli Painting, Inc
V. R. Concrete, Inc.

5 YEARS OR MORE

Harry-O Electrical Corporation
SSW Erectors, LLC
Laconia Refrigeration
North & South Construction Services
CIANBRO
Eckman Construction Co., Inc.
Daniels Electric Corporation
Resource Options, Inc.
Covenant Fire Protection, Inc.
Chestnut & Cape, Inc.
New England Scaffolding & Services, LLC
Granite Financial Partners

Preti Flaherty LLC
White Diamond Painting, LLC
Lawrence & Lober Electric, Inc.
Gorman-Thomas, Inc.
Amherst Insulation & Firestop Service, Inc.
Jasmor Properties LLC
H.P. Cummings Construction Company
Johnson & Jordan, Inc.
Executive Building Systems, Inc.
Team Engineering
CGI Business Solutions

4 YEARS OR LESS

Service Credit Union
Strang, Scott, Giroux & Young, LLP
Bode Equipment Company
D. L. King & Associates, Inc.
Page Street Leasing, LLC
Riess Construction LLC
EMCOR Services New England Mechanical
W.M. Schultz Construction

M&M American Builders of NH, LLC
Granite State Glass
Anderson Welding LLC
Bernstein, Shur, Sawyer & Nelson
North Point Outdoors
Peter DeSalvo Contracting, LLC
Capital Tile & Marble Co, Inc
Pella Boston Windows & Doors





ALPINE ENVIRONMENTAL

LEAD PAINT ABATEMENT

MOLD REMEDIATION

ASBESTOS ABATEMENT



Delivering creative solutions for the challenges of abatement projects

- *A breadth of resources to make every project go smoothly*
- *Nearly 30 years of building strong relationships based on performance and excellence*
- *Trusted abatement contractor for PBS TV show This Old House and Ask This Old House since 2009*



Alpine's mission is to deliver superior customer service and provide peace of mind, while creating safe, healthy environments for our clients. Whether you are a general contractor, public institution, property manager, or homeowner, when you choose Alpine your project will be handled with utmost care. From our experienced client service reps to our licensed and fully insured crew members, we're prepared to handle any project.

Our services include: lead paint abatement, mold remediation, asbestos abatement, period restoration, and painting.



275 Billerica Rd., Suite 2B
Chelmsford, MA 01824

877-527-4040
alpine@alpine-environmental.com

www.alpine-environmental.com

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

CONTINUED FROM PAGE 23

able to take on this integral advancement in our company. Both bring the tenacity, skills and knowledge that is critical to the CHC team.” - Jerry Kingwill, President of Cobb Hill Construction

■ **EXTERIOR DESIGNS** of Londonderry, NH was happy to make a donation of \$10,000 to the New Hampshire Food Bank this holiday season.

“Each year, the NH Food Bank provides hundreds of meals to our local community. We proudly support this organization and would like to thank them for all they do during the holidays and all year long”, said Nick Paquet, Executive VP of Exterior Designs.

These funds will help buy groceries for those in need and help educate the public on hunger in our state.

■ **METRO WALLS** was happy to donate \$10,000 to the NH Food



Bank this holiday season.

This annual donation is one that the company looks forward to making every year. Over the years Metro Walls has donated over \$100,000 to this local charity.

“We really enjoy helping the NH Food Bank every holiday season. The impact that this organization has on our community is tremendous and it feels

really good to be a part of it” says Mike Dion, President of Metro Walls.

With this money, approximately 20,000 meals will be served to those who need them. For more information on how you can make an impact for those in need, please visit www.nhfoodbank.org.

Metro Walls is excited to announce that Jeff Stupalski has taken on the role of estimator for their new South Shore office. Jeff will be working with General Manager Jay Rocha and their team is ready to take on any size job from the South Shore to Rhode Island.

Jeff started his career in the field and comes to Metro with over ten years of industry expertise. “I think my field experience made for an easy transition to the office. I know both sides and that’s key to understanding the business,” said Jeff on what makes him a good fit for this role.

As an estimator, Jeff is responsible for qualifying bids, pricing materials, and working with contractors. He prides himself on getting proposals out in a timely manner and on following up with his potential customers. He feels that these two practices are what makes an exceptional estimator.

Jeff’s goal for 2020 is to help Metro Walls become the “go to” drywall company of the South Shore. You can find him at Metro Walls’ new office located at 95 State Road in Westport, MA.



Jeff Stupalski

 **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

Paper documents are still available from AIANH, 606-357-2863, www.aianh.org

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

 **Associated Builders and Contractors**
New Hampshire / Vermont

35TH
ANNIVERSARY
1985-2020



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



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*





2020 PREMIER SPONSORS

DIAMOND SPONSOR



PLATINUM SPONSORS



GOLD SPONSORS





1776 Hooksett Road, Hooksett, NH 03106

- *QUALITY SERVICE SINCE 1976* -

[603] 485-4205

www.alterryplumbing.com

Specializing in
Commercial Plumbing,
Heating and
Air Conditioning

Design-Build • HVAC •
Plumbing • Commercial
Sheet Metal Installation •
Refrigeration • VRF
Systems • Post-
Construction Preventative
Maintenance Service

NH MBE0000242 • ME MS90009237 •
MA Plumbing 3954 • MA Sheet Metal 569



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

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



SLCHASSE STEEL

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:





MethuenConstruction.com/CAREERS



BEST 2018
COMPANIES
TO WORK FOR
BUSINESSNH

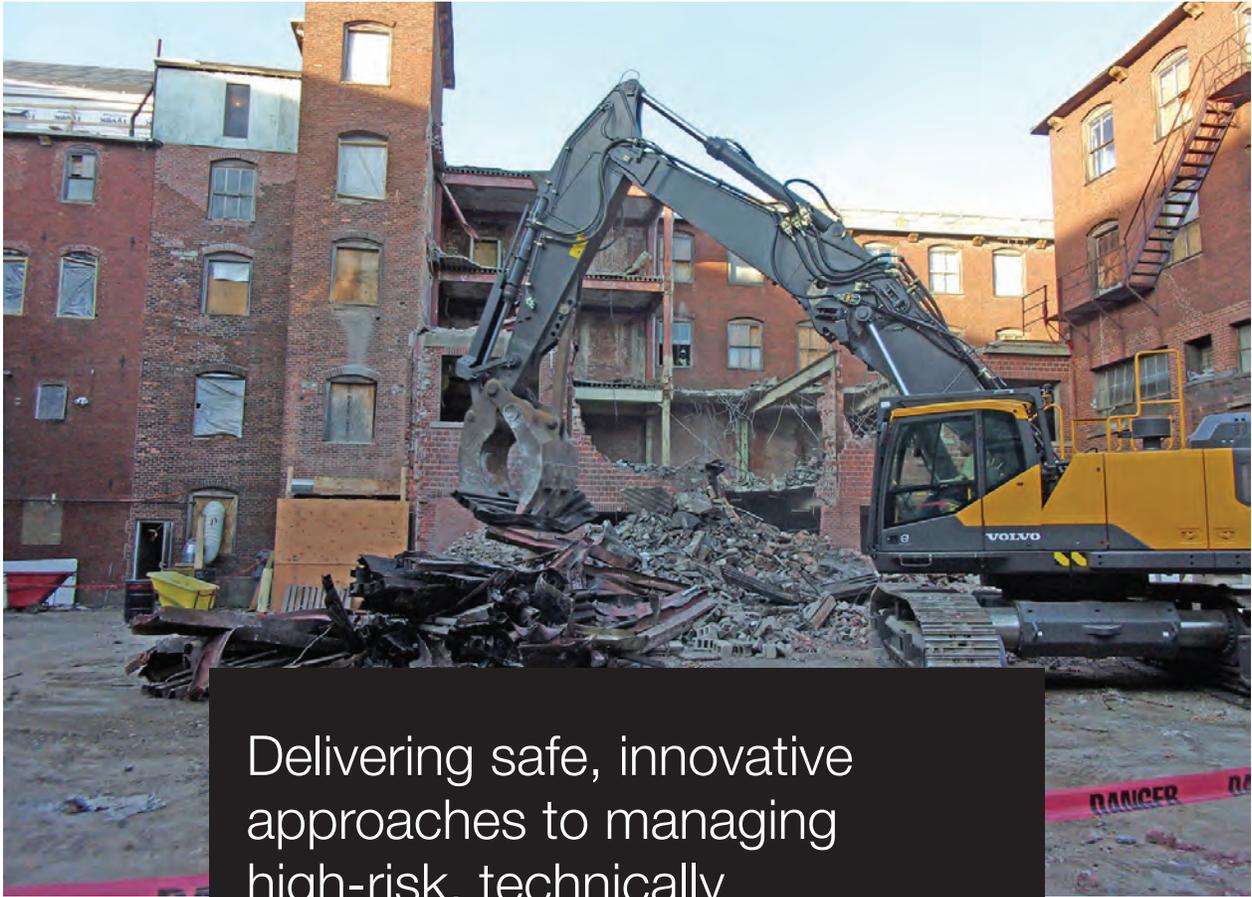
**Build Your
Career With Us**

144 Main Street PO Box 980 Plaistow, NH 03865



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.

