

NEWSLETTER

December 2017



The D'Alessandro Family would like to wish the entire team of Lanzo Companies a Very Merry Christmas, Happy Hanukah, Happy New Year and a very Joyous, Healthy and Safe Holiday Season



DAMIAN BETANCOURT - EMPLOYEE RECOGNITION

For those of you that weren't around or at least not yet at Lanzo; 1980 was a momentous year in the History of Mankind! Ronald Reagen was elected, Mount St Helen's erupted, the Soviet's waged war in Afghanistan and **Damien Betancourt** emigrated from Cerro/Havana, Cuba to the United States. For two years Damian worked in the construction trade before joining Lanzo in 1982 to perform manhole work on the 37th Avenue/Flagler project in Miami Dade.



He worked hard and demonstrated an aptitude for pipeline work (on a job so long ago); he remembers Joe D operating a grader on the project. Angelo also supervised Damian on many water, large diameter sewer and road projects where he racked up experience with Lanzo icons including Richard Taglione, Jimmy Hartnagel, Jim Ferracio, Miguel Vittiglio and others.

On the occasion of bringing his mother to Florida from Cuba, he remembers Joe being there to help him out personally. He took a brief leave of absence in 1991 to live with his mother in Key West asking Joe if he could come back for his job someday. Joe told him that it would be no problem as long as his "**neck wasn't red**", which, he took to mean he didn't work in the field for another contractor! So, Damian pursued a job working in the Produce Department of Pantry Pride. In time, his Mom returned to family in Cuba and Damian to Lanzo where he has worked ever since.

We all know him to be the diligent, "always with a task at hand" worker which has made him such a fixture at Lanzo for most of these 35 years!

When asked what he likes to do when he isn't at work, he teared up and said..."Lanzo is my Life!". Of course, he enjoys time with his wife Maura, his daughter Care and his grandchild... a very special family!

Damian, from all of us, we wish you much Love, Thanks and Appreciation for all the years of hard work and dedication you have showed both to Lanzo and the D'Alessandro Family.

IT'S HUNTING SEASON



Our own “**SAFETY PAUL**” McClure sitting patiently in a ground blind between 5:30 & 6:00 am...at 9:30 am there it was...a trophy 12-point buck!

Taken early; proving Once and for All how some people do their **BEST WORK in the Morning!**

Location: Mayville in Tuscola County, Michigan.

The largest Buck taken in many, many years!

If Paul were writing this piece we are sure he would include some Hunting Safety Tips.....

Safety Tips for Non-Hunters

Identify hunting seasons and lands open to hunting

Wear bright clothing (like hunter blaze orange)

Don't forget to protect your dog, too

Make noise

Be courteous

Make yourself known

Choose an alternative place or date

Safety Tips for Hunters

Get Safe

Get Certified

Review & follow the 4 basic rules of firearms safety

1. Treat every gun as if it is loaded
2. Never let the muzzle of a firearm point at anything you do not intend to shoot
3. Keep your finger off the trigger & out of the trigger guard until your sights are on the target and you are ready to shoot.
4. Always be sure of your target and what is beyond.

Remember common sense safety rules

1. Check the weather report before you go
2. Tell someone, in writing, where you will be hunting and when you will return;
3. Carry a first aid kit
4. Bring dry clothing

TRENCHLESS NORTH COMPLETES CHALLENGING LARGE BORE CIPP PROJECT



GWK was a successful installation of twin 66” diameter pipes for the Oakland County Drain Commission.

The City of Berkley was minimally impacted for just a few brief days during which time this major rehabilitation of a decrepit combined sewer took place.

HEY MISTER, WHAT ABOUT THE DONUT HOLE?

Lanzo won a much-needed Design/Build Watermain Construction Contract in Miami-Dade County set to kick off in 2018.

The Donut Hole was an overlooked central neighborhood surrounded by North Miami Beach and Miami Dade served communities where new watermain capacity and converted rear yard services were well overdue. Four (4) companies were listed to compete in the Design Build contract where bids would be taken and presentations scored prior to selecting an overall “Best Company”. The Estimating Team had done their part; beating two (2) other close competitors by a scant \$35k and \$110k respectively on a base bid totaling over \$8M! That left things up to presentation scoring which would decide the successful company. A committee of five (5) scorers rated each of the four (4) bidders on a scale of 100.



Lanzo had come close in the past but the Design/Build/Bid/Presentation Score method of selection had not historically been “kind” to us, to the point of inspiring “conspiracy theories”.

Well the Marketing Team of Pablo Riano, Jorge Valdez, and Fred Tingberg along with Wade Trim’s Holly Kremers gave a presentation for the ages tying for top score while insuring our Low Bid would stand! Highlights of the presentation included our own Nina Castro uttering the words, “Hey Mister; What about the Donut Hole?!!” in an introductory video that absolutely put the audience at attention. This after the scoring committee sat through five (5) hours of grueling,

repetitive and most probably redundant presentations.

Another highlight was the presentation of a corroded galvanized sample, which Frank D’Alessandro had just that morning retrieved from the Shenandoah project. Frank had wrapped the sample in a towel so that the sharp edges might be covered. During the presentation when Fred unwrapped the sample; out popped a 12 or so inch LIVE Black Racer Garter Snake that did what garter snakes do...slithered around the conference floor! The head Miami Dade committee member exclaimed “Don’t Kill it”. Fred responded, “*We would never...*” while Jorge Valdes collected the reptile in a Lanzo Companies Red ballcap.

Well the snake presently resides in the bushes outside the Douglas building...and we have a new project in our backlog...***Well Done Team!***



EVERYBODY DOES THEIR PART

It goes without saying that Lanzo has an extremely hard-working team of individuals.

Teamwork, Smart Work, Hard Work is one of our Core Values.

Everybody works at Lanzo.

Even Senior Management get their hands dirty

Who could that be operating that piece of machinery?

**ENR Southeast's 2017 Best Projects Award
Water/Environment: Sunset Harbour Neighborhood Improvements
Best Project; Award of Merit, Excellence in Safety**



Throughout the City of Miami Beach many neighborhoods continue to experience severe flooding associated with Rising Tides. This award winning Rising Tide Mitigation project consisted of a Design Build effort including pump station redesign for discharge directly into outfall structures in Biscayne bay. Additional provisions allowed for more rapid collection of storm water along with different models of check valves to disallow tidal effluent from creeping back into the storm system once discharged. Streets were raised by Lanzo; constructing elevation

changes in sidewalks, structures and total streetscapes while ensuring everything remained above sea level during “king” high tide season. Each building entrance required what was termed “harmonization”; a feature which blended all aesthetics and functionality. During the project residents and City Officials had the option of bidding additional features of work to be performed. A groundswell of support led to direct negotiation of the balance of work with Lanzo, in lieu of a hard dollar bid which might have brought a different company in. This is a rare situation where complete community buy – in of new construction to be performed was realized.

This project was additionally honored by this year’s judges with the award of Merit for the project’s safety efforts.

HAPPY BIRTHDAY

<p>DECEMBER 2017</p> <p>ONEIL THOMPSON 12/1 ROBALDO MARTORELL 12/11 FRED STEIN 12/18 VICTOR SERRANO 12/18 JOHN WILLIAMSON 12/19 MARIE LISSANT 12/22 KENNY PRUETT 12/25 SAL D’ALESSANDRO 12/28 RUBELINO GUTIERREZ 12/29 KENDAL HUNTER 12/31 DANNY POPP 12/31</p>		<p>JANUARY 2017</p> <p>KENNY SPICER 1/1 ADAN GARAY 1/2 ANGELO D’ALESSANDRO 1/5 ALBERT DOMINGUEZ 1/12 MICHAEL GREEN 1/13 ASHLEIGH OLMSTEAD 1/20 ANTHONY D’ALESSANDRO 1/21 WILLIAM GARCIA 1/22 HUGO GUTIERREZ 1/23 LEONOR JEAN BAPTISTE 1/29</p>
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