



50 Years Strong
HAPPY ANNIVERSARY LANZO COMPANIES

ANNOUNCEMENT

Please join us at Lanzo's 50 Year BBQ & Picnic



Date: Saturday, May 19, 2018
Time: 12 Noon to 6:00 PM
Place: C.B. Smith Park
Shelter 21
900 North Flamingo Road
Pembroke Pines, FL 33028



Spouses and children are welcome

Please fill out and return the enclosed RSVP card



This article, part one (1) of a two (2) part series, is intended to celebrate the Fifty (50) year anniversary of Lanzo and serve as a tribute to its founder and our Chairman Quirino (Gary) D'Alessandro Sr. What follows is a story about our Company, its founder and more importantly it's *People* whom have all contributed to the tapestry known as Lanzo. Thanks to these people and their cumulative efforts we celebrate our 50th Year as it drives forward into the 21st Century.

There's a picture in Roseville, mounted on Gary Sr.'s office wall of a young boy wearing oversized German military uniform pants held in place by a rope belt. The freeze frame in time dates to sometime after 1941 when the D'Alessandro family lived on a farm in Sant' Angelo.



This riverside village, 7 km from and within the shadow of Monte Cassino, sits at the foot of Monte Cairo, Italy. Due to its flat peak positioned above the Gari and Liri River valleys, the storied past of Monte Cassino as a defensive position is well documented to times before Ancient Rome. To approach Rome invading forces would have to deal with Monte Cassino.

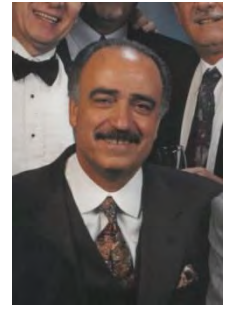
In 1995, I personally walked the five (5) miles seemingly "straight uphill" from San't Angelo to the Franciscan Abbey. Pieces of ancient Roman carvings filled gabion baskets used to separate, grade and shore up the roadway leading to the top. These chunks of stone told a 2000-year-old story of military conflict including the most intense battle, a crucible from which our Founder emerged. During WW II; German occupation of the strategic valley surrounding Monte Cassino including San't Angelo became reputed as "Hinge of the Gustav Line" where I suppose, in those days, it was possible to gain access to clothing, (well at least certain uniform pants). This was a dangerous place to be back then. In the winter of 1944/45 the entire valley including the Historic Abbey atop Monte Cassino was razed to the ground by a relentless allied bombing attack; part of ongoing operations in the "Battle for the Boot" as American Troops pushed the Germans back up through Italy.



In the aftermath of bombing, families were forced to seek refuge away from this war-torn village. The D'Alessandro's who remained in town during the bombing; evacuated to Sicily where they lived until they might again be repatriated to their Sant' Angelo home; once the carnage was complete and rebuilding could commence. But the rebuilding of Sant' Angelo and farming was not to be Gary's destiny.

Gary's path would soon take him far away to America, specifically Detroit. Gary's Mom, Rosa, was a Philadelphia born, Naturalized Citizen of the United States which provided options. The D'Alessandro "chain migration" went like this: Elio and Maria (Gary's brother and sister), then Olindo (brother) and Giuseppe (Father); then Rosa (Mom) with Gary. Carmella and her husband chose not to migrate but stayed in Italy while Anna migrated to England. In America, the D'Alessandro's moved to Metro Detroit in 1955; first

Mapleridge near 6 Mile, before buying a house (one (1) year later) on Fairmount (near 7 ½ Mile & Gratiot). Gary found work, first in a grocery, then at a poultry market. After graduating from Denby High School in 1960 he joined his brothers and Dad working construction for Tony Angelo where he became proficient at cement work. During Winter layoffs Gary labored at River Rouge Steel Foundry in a blast furnace on a steel ingot line. The work was hot, physical and dangerous, but was no match for his passion doing concrete construction. With a wife and baby on the way, against the advice of his Dad, who encouraged him to pursue Ford benefits for his family; Gary declared *"No more factories for me!"*.



Gary became highly proficient in all types of concrete work from porches to garages and driveways. His reputation for quality spread and adding his own marketing efforts a flyer was soon being circulated. Business was good. Gary's love of music and specifically that of a popular Tenor named Mario "Lanza" (the intended name for Gary's new company) seemed a fitting inspiration on the way to the Business registration office; where, (in 1968 "Pre- Spellcheck" America,) Lanzo was born.

During this time Gary met Pete Zervos, a small general contractor with a State Contract to provide rest areas in Southeast Michigan. This required concrete work including foundation pads and small road work. Adding his brother, Elio, and a couple of guys it was "game on". A major break presented itself when Pete was low bid on an underpinning job in Selfridge Airbase not far from Mt Clemmons, Michigan. Pete consulted with Gary before taking the project where he had left a considerable amount of money on the table. Gary had to first ask Pete what "underpinning was" but once understanding he convinced Pete to take the job assuring him that through hard work and ingenuity they would prevail.



Gary's brother, Olindo, and Tony Evangelista had recently been laid off at Tony Angelo/Western and were eager to join the project. With a truck, warehouse and Gary's knowledge of roller beds (from the poultry business) the project to place concrete slabs under the barracks, with beams and screw jacks to elevate sagging floors, was soon complete. From there it was on to sidewalks, patch work, alleys and small roads as a small to medium sized subcontractor. Lanzo "subbed" a Bloomfield watermain from Gianetti Construction before successfully "prime" bidding its own \$500,000 water main project in Oakland County. Lanzo prime bid and won work in Avon Park, Macomb County and a big contract in Port Huron. It was the 1970's.

The EPA sewer program emerges and a breakthrough job in Allen Park, Michigan is successfully bid by Lanzo but, due to political constraints, cannot be immediately constructed. The sewer program in those days was very lucrative as Federal monies poured into markets such as Michigan and New York where there were hardly enough contractors to supply the demand for EPA funded sewers.

Construction Company growth required both heavy equipment and maintenance. Gary's brother in law, Ilio (Marie's husband), who had previously been a mechanic doing lawn mower maintenance came onboard. Lanzo is operating Insley machines, case loaders and large Northwest cable backhoes. The demands to keep the "Lanzo Machine" rolling also requires sending equipment to the Apollo mechanics shop down the street in Roseville. As the company continues to grow demands for another full-time mechanic become inevitable. Gary goes to the owner of the machine shop, his friend, known as "Apollo Joe" and a deal is struck. (Mike's dad, Joe Ventrella is now onboard).

Gary, who's vision for growth regardless of geographic boundary, enters a strategic alliance with Silvio Gianetti. They form a joint venture to construct work on the West coast of Florida including one in Bradenton, Florida, requiring a massive effort to construct pump stations, sewer, water roadwork and restoration. (Miguel Vittiglio recently emigrated from Italy in 1975 comes onboard, Joe Scozari is hired locally). Lanzo lands a prime contract laying sewer and water near Federal Highway and Hillsboro Blvd in Deerfield Beach. 1979.

In the early 80's, Florida's growth allows Lanzo to spawn a separate company known as Telcon, which flourishes as an electrical utility contractor serving Southern Bell and FPL (Jim Van Zyle, John & Frank D'Alessandro come aboard). During this time, Miami Dade's own Murray Grant, (a relationship which in and of itself might warrant a separate article) introduces Gary to Horst Brinkman and the Lanzo Structural Division is born.

In May 1980 after graduation from high school Joe D; who has already been engaged in many of the Detroit area projects comes onboard full time. Plymouth Township, Avon Park and other projects are all needing clean up, final billing and completion. Joe D also becomes involved in Florida where Lanzo has projects from Palm Beach County to Miami Dade and in 1982 Angelo D also joins the company.



These years offered opportunity in Texas where pipework in Dallas/Ft Worth was available and meshed with Lanzo's growing capability range in Utility Pipeline. A Texas Division was formed led by Tony Evangelista, who along with Olindo D'Alessandro was now a full partner in Lanzo. Joe D was called on to participate in this multi contract effort with guidance and support from Matt Tilli.

After five (5) years, Tony's Texas Division is drawn down so that resources may be channeled to the construction effort required to finally build Allen Park in Michigan, as well as Florida where utility work opportunities "call" throughout the State. Profitable clay pipe installation contracts in Medley, Hiialeah, Washington Park and others feed the growing apparatus known as Lanzo Construction.

Part of the early plan was to form an Orlando Division around Gary's partner and brother, Olindo. Lucrative work in the form of "RIBS" (Rapid Infiltration Control Basin) an earth moving and utility installation contract, which was technically groundbreaking in its time, is bid and awarded. Matt Tilli moves to Orlando, to project manage this and another massive utility package known as Contract 5 for City of Orlando/Boyle Engineering. Matt writes a Lanzo Construction Master PO to a "young" Southeastern Municipal Supply representative named Fred Tingberg...it is 1985!

Also in the mid 80's Miami Dade experiences its first catastrophic failures of PCCP cylinder pipe causing major spills of sewage into Biscayne Bay. Hobas is just becoming available as a slip lining material and Lanzo is among the leaders in winning and successfully completing slip line installation contracts for MDWASA (as it was known in those days).

As we approach 1993 and the halfway mark; Lanzo is involved in Structural Plant, Water, Sewer, Telecommunications, and Trenchless Utility Rehabilitation work.

To be continued...



GOLF CLASSIC



February 9, 2018 saw us hosting the Lanzo Companies Golf Classic Charity Event to benefit Construction Angels. Construction Angels is a Non-Profit Corporation created to facilitate access to financial services and grief counseling for the immediate surviving family members of a construction worker who has lost their life while working on a jobsite. Their goal is to be an immediate source of relief and assistance and a conduit for continued support. Lanzo efforts for this golfing event raised approximately \$19,000 for this charity.



A Gathering of Hearts



In February, The de Moya Foundation held a Gathering of Hearts Gala. The de Moya Foundation is a non-profit organization that is committed to creating employment opportunities for young adults with unique abilities by building long term partnerships with the employers and providing support for the employees. They foster hope, confidence and independence to ensure successful employment outcomes and community inclusion.



EDUCATION: FEBRUARY 21-23
MARKETPLACE: FEBRUARY 22-24
INDIANA CONVENTION CENTER

Water & Wastewater Equipment, Treatment & Transport show was held in Indianapolis in late February. This is the world's largest annual trade show for environmental service professionals and it was held over 4 days in the Indiana Convention Center. Lanzo had a large contingent of Michigan and Florida employees expanding their networking contacts and knowledge at this event.

Fred Tingberg and John Williamson were Instructors during NASSCO's Education Day where participants earned continuing education credits. They led discussions in large bore trenchless rehabilitation methods.



SHENANDOAH DAY



Miami-Dade County Water & Sewer Department invited Lanzo to continue our support of the Shenandoah Neighborhood. Shenandoah Day is an annual event that brings the residents, along with the City Departments and local businesses, together at Shenandoah Park for a day of games, rides, and food. We had a large presence and our tent was well branded. Residents were pleased with the refreshments and information provided. The cake was a huge hit.



A special shout out to Jorge Valdes for doing an outstanding job preparing Lanzo for Shendoah Day.

SUNSET HARBOUR RESILIENT PROJECT OF THE YEAR



Sunset Harbour and the City of Miami Beach has been recognized Youby the Resilient Utility Coalition and awarded Project of the Year 2018 for Climate Change

The presentation took place on January 25, 2018 at the 1st Resilient Utility Coalition Summit bringing together water, wastewater, and storm water utilities with industry, academia, and the greater




community. The objective is to advance utility infrastructure efforts to “Operationalize Resilience”. This conference was to serve to connect the global utility community to identify solutions and corresponding actions that address resilience challenges faced by utilities.

Remember
TO ALWAYS KEEP



- At Lanzo; we are committed to be Safe for our customers, for each other, and for the communities in which we serve.
- We are all entitled to go to a workplace where we can expect to return safely to our families at the conclusion of our workday.
- No Job is that important, no reward great enough to risk ourselves or each other.
- Safety is attitude, awareness, and commitment to best practices.



MARCH 2018			APRIL 2018	
JASON MCCOY	3/2		IGNACIO CENTENO	4/3
JESUE PEREZ	3/3	FRANK D'ALESSANDRO	4/3	
RONALD KULINSKI	3/11	RODRICK SMALL	4/5	
JORGE MARTINEZ	3/12	DAVID HUDSON	4/6	
KEVIN MUTO	3/12	DELROY WALTERS	4/6	
JUAN CARLOS HERNANDEZ	3/14	ERROL McDONALD	4/6	
CASEY SCOLARI	3/14	NEIL STEVENSON	4/7	
KENNY HERRON	3/15	FRANCISCO PANTOJA	4/10	
RAIMUNDO MEDINA	3/15	PATRICK JACKSON	4/16	
DANNY CAIRO	3/21	SEAN WESTMORELAND	4/16	
RAFAEL GARCIA RODRIGUEZ	3/24	ALEXIS MONTERREY	4/17	
PEDRO BETANCOURT	3/27	JOE D'ALESSANDRO	4/18	
TOM LELLI	3/27	EMMANUEL BONNE	4/19	
GARY D'ALESSANDRO SR	3/29	GEORGE DONNELLY	4/23	
ROMIRO ALBA	3/30	ERNIE DUNCAN	4/27	
		PEDRO ESCALANTE	4/28	
		PAUL MCCLURE	4/28	