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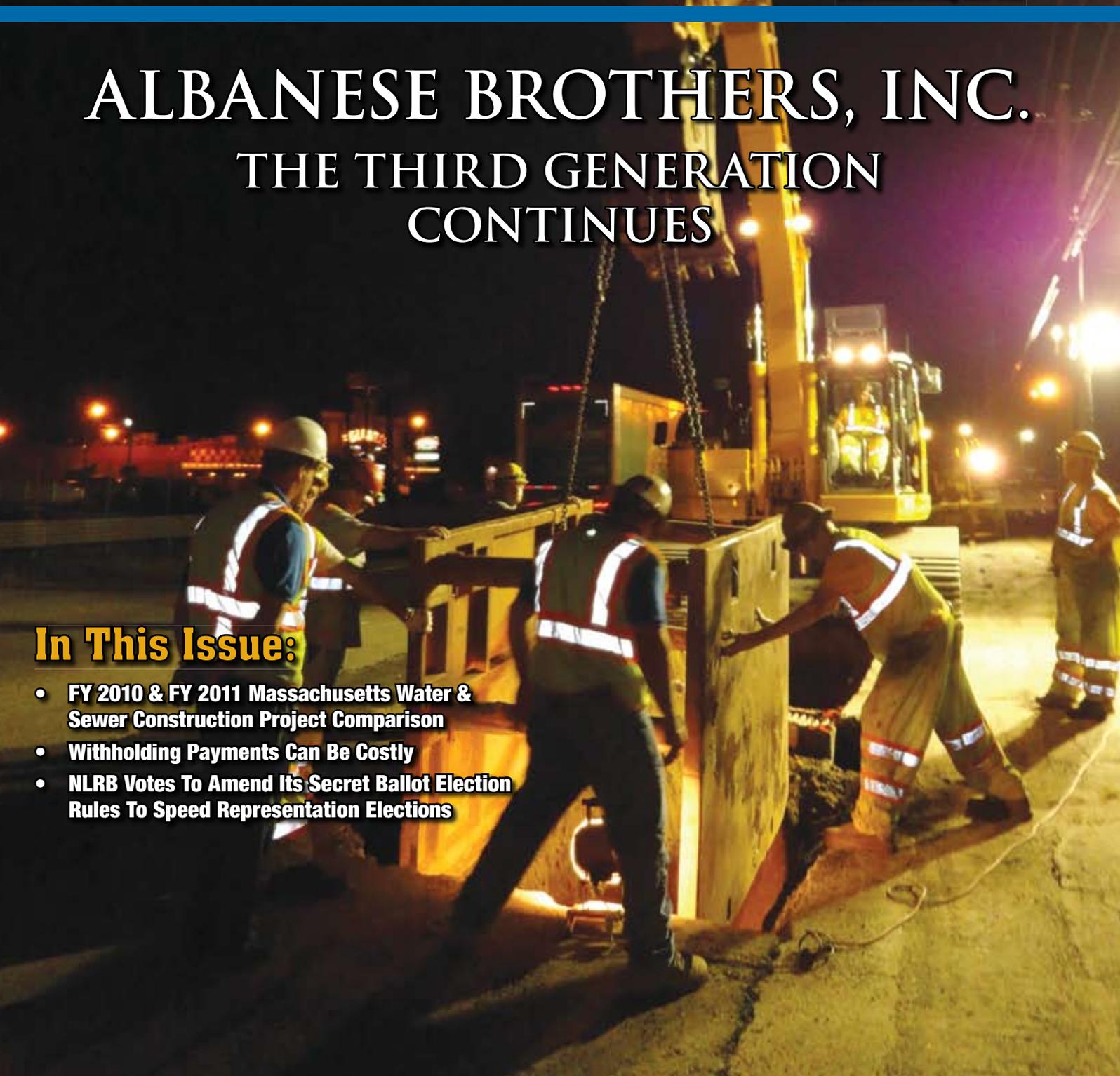
CONSTRUCTION OUTLOOK

FEBRUARY, 2012

ALBANESE BROTHERS, INC. THE THIRD GENERATION CONTINUES

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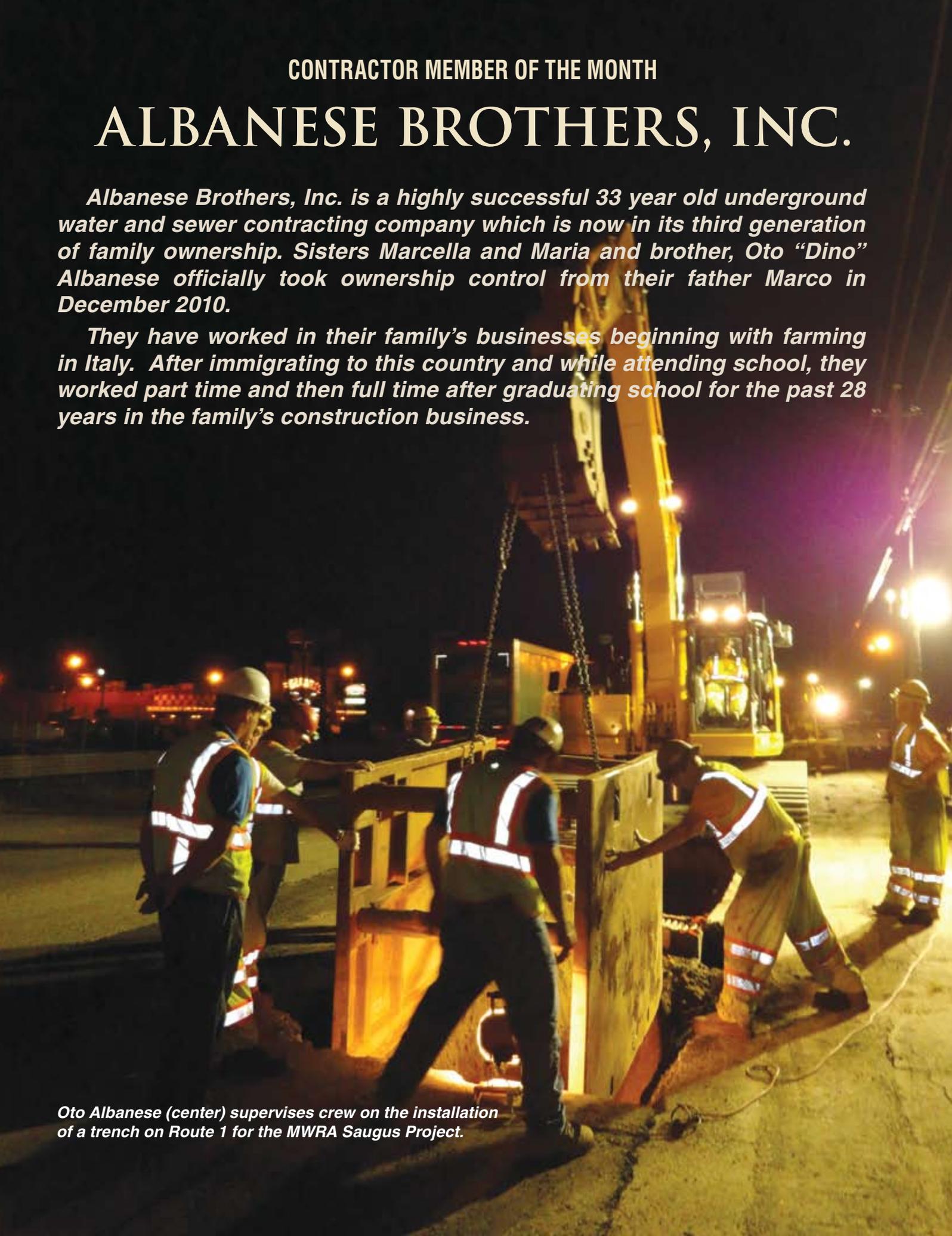


CONTRACTOR MEMBER OF THE MONTH

ALBANESE BROTHERS, INC.

Albanese Brothers, Inc. is a highly successful 33 year old underground water and sewer contracting company which is now in its third generation of family ownership. Sisters Marcella and Maria and brother, Oto “Dino” Albanese officially took ownership control from their father Marco in December 2010.

They have worked in their family’s businesses beginning with farming in Italy. After immigrating to this country and while attending school, they worked part time and then full time after graduating school for the past 28 years in the family’s construction business.



Oto Albanese (center) supervises crew on the installation of a trench on Route 1 for the MWRA Saugus Project.

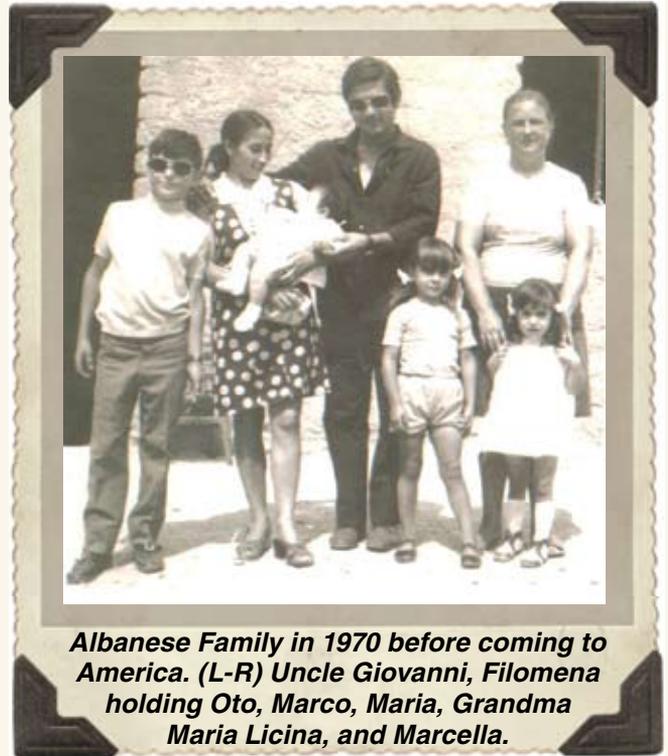
THE THIRD GENERATION CONTINUES

Marcella and Maria were involved in the daily activities at Albanese Bros., Inc., starting with entry level administrative work, while Dino worked and learned the field trades. Within a short period of time, they began to take on more and more responsibilities. Marcella and Dino started working with regular field crews as laborers, pipe layers and equipment operators, and Maria worked in the office and eventually took charge of the administrative, personnel and financial end of the business.

Today, Marcella, Maria and Dino, conduct the day-to-day operations of the company. This combination of shared responsibilities allows them to work efficiently and make quick decisions, which enables the company to offer excellent service, competitive bids and on-time project completion.

The company's story can only be fully understood and appreciated if the reader understands the personal and business relationship between the company's principles. First and foremost, the Albanese family members proudly describe themselves as "old school" which to them means...*"nothing is given and nothing is expected...and every success and material possession is earned through sacrifice, cooperation and hard work."*

According to Marcella, the time spent with their grandparents in Italy, helping out on their farm while being separated from their parents for many years, made she and her siblings more self reliant and stronger. Having been forced to accept circumstances that were out of their control, this experience made them more responsible and self-sufficient before they reached their teen years.



Albanese Family in 1970 before coming to America. (L-R) Uncle Giovanni, Filomena holding Oto, Marco, Maria, Grandma Maria Licina, and Marcella.

A DREAM BEGINS IN AVELLINO, ITALY

According to Maria, the lives of she and her siblings were much different from most American children because they were born in what she refers to as the "old country," in the small town of Flumeri, in the Province of Avellino, Italy, where your very existence depended upon everyone contributing to the family's welfare.

In 1958, starting with one truck and a front end loader, their Grandfather, Oto Albanese, began the Albanese family's construction business by doing a small road job near their hometown. Their father Marco, though only thirteen years old at the time, worked fourteen hours every day, six days a week, beside his father Oto, supervising work crews and operating machinery. Marco's younger brother John later joined the company as a mechanic.

For Oto Albanese, it was a dream come true. As their reputation grew...so did the company's ability to

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take on larger projects. Just when all seemed to be going well, disaster struck. After completing a very large job, the general contractor for whom they were working, left the country without paying the Albanese family. There was no recourse to recover any monies owed because, at that time, Italian law did not require GCs to post a bond or carry insurance. Consequently the company was forced to liquidate their equipment in order to honor most of their debts.

SAVING THE FAMILY'S HONOR

Marco was determined to help his father pay off creditors and save his family's good name. Although unable to speak English, Marco scraped together whatever money was available, borrowed the rest and immigrated to the United States, leaving his wife and children behind in Italy.

Once in this country, Marco found it difficult to find a job in construction and took whatever was available. He worked as a dishwasher, cook and taxi driver until he found full-time work with P. Gioioso & Sons, an underground utility contracting company. He stayed with the company for seven years, working first as a laborer and then as a machine operator. Each month, he sent money back to Italy to support his wife and children.

In the meantime, his brother John joined him in the states and found a job as a foreign car mechanic. Together they managed to send enough money back to Italy to help their parents pay off the remaining debt.

Later on, Marco's wife Filomena followed, leaving her children with their grandparents. Several years later, Maria, Marcella and Dino finally joined their parents in Boston, MA.

LIKE MANY BEFORE THEM, WILLING TO WORK HARD

In 1978, Marco and John started their own construction company, Albanese Brothers, Inc. With Marco's experience installing underground water and sewer pipe and John's experience as a mechanic, the brothers decided to concentrate on water and sewer construction, but take whatever job that came along, such as installing residential water and sewer connections, and paving sidewalks and driveways.

It was at this time that Maria, Marcella and Dino began working at Albanese Bros., Inc. and started learning all aspects of the construction business.

In 1991, John formed his own company, Albanese D&S, Inc. Marco and his children continued building Albanese Bros., Inc., ultimately creating a strong management team with equally shared responsibilities for the daily operations and decisions. In December 2010, Marco retired. At that point the family's construction tradition continued with Marcella, Maria and Dino now responsible for the future success of Albanese Bros., Inc.

THE SECOND GENERATION IN AMERICA CONTINUES THE FAMILY CONSTRUCTION LEGACY

The Albanese family's construction knowledge spans over half a century, and involves three generations.

According to Dino, his father was a "no nonsense" boss who was very demanding and whose expectations of his children were very high. "At home he was a regular dad, but in the office or out in the field, he treated us like every other employee. In other words, do your job and do it right the first time. He had no time for mistakes and do-overs." Dino still remembers when there was a snow day and school was cancelled, their father would pick them up in a loader or dump truck and take them back to the office or snowplowing with him.

Throughout the years, Marco, Maria, Marcella and Dino worked closely to expand the company's capabilities by purchasing more equipment and servicing it in-house. This enabled the company to keep overhead and capital costs low, minimize equipment down-time, and complete projects in a timely manner. Beyond the standard construction



ABI Winter Wonderland. When there was a snow day, all 3 kids would be picked up to go snow plowing with their dad, Marco.



Marco retired in 2010 and Gary P. LaBonte, longtime employee of 27 years, received an outstanding achievement award. (L-R) Maria Albanese, Oto Albanese, Gary P. LaBonte, Marco Albanese, Giovanni Albanese & Marcella Albanese.

equipment needed for everyday activities, they purchased a vibro-hammer; sheeting systems; and a portable crusher to allow them to manufacture aggregate materials.

Since Marco's retirement, Marcella, Maria and Dino are continuing the company's tradition of construction excellence. Nothing has changed except now they make all decisions as equal owners.

THE COMPANY CONTINUES TO GROW

The company grew at such a steady pace that in 1986 Albanese' headquarters was moved from Malden to a four acre facility in Dracut, MA. To keep pace with their ever growing business, Albanese Bros., Inc. occupies 3,000 sf of a 24,000 sf office complex on their Dracut property, plus a 5,000 sf garage. The complex includes the company headquarters, storage buildings and garage. The company specializes in difficult and challenging underground utility projects, specializing in water and sewer projects. The company presently employs over 45 people, and completes an estimated \$15 million of construction work a year.

Albanese Bros., Inc. contracts, both in Massachusetts and New Hampshire. The following pages illustrate the company's underground water and sewer pipe installation, their well and pump station construction capabilities, and the ability of the company principles to effectively work with different customers, from city and town officials, to non-profit organizations.

MWRA'S WATER MAIN PROJECT (FAY, SPOFFORD & THORDIKE, LLC)

This \$4.9M MWRA Lynnfield/Saugus Pipeline Project was one of the company's most challenging in recent memory. The scope of work included installation of over 12,000 feet of 12", 24" and 36" water mains, air



Dino, Marcella, and Maria Albanese at the Dracut yard.

valves, fire hydrants and revenue meters; and performing service connections along busy Route 1. According to Marcella, "This project has numerous challenges and complexities, with very strict environmental, traffic and time constraints.

Because of the high traffic location, we knew that night work would be necessary and decided very early on that we would need a special piece of equipment in order for our crews to maintain the dig rate we expected, while at the same time allow traffic to flow as normally as possible. The equipment that we purchased was a Komatsu 308 Zero-Radius full size

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Nightwork on the MWRA Saugus Route 1 Project.

excavator which was initially recommended by our long term machine supplier and UCANE member C. N. Wood Company, Inc.

Having the Zero-Radius Excavator, which has a very compact counterweight overhang and can swing on itself, allowed us to perform our trench work in a narrower area in urban locations and take up less roadway. By keeping an extra lane open on Route 1, we were able to provide the customer with an alternative to some strict work hour requirements. This equipment allowed our crews two additional hours of work time per day. Work commences at 9 p.m. instead of 11 p.m. as had been specified in the MassDOT permit.”

**COHAS BROOK SEWER PROJECT
MANCHESTER, NH
(CAMP, DRESSER & MCKEE INC.)**

The \$4.363M Cohas Brook Sewer Project in Manchester, NH involved the installation of 21,000 linear feet of 8” and 12” gravity sewer and all appurtenances.

**NASHUA ROAD WELL & PUMP STATION
PEPPERELL, MA
(STANTEC)**

This \$1.059M project required the construction of a gravel-packed well, an aeration tower, a modular precast building foundation and clear-well; installation of site water mains; and all electrical, mechanical and chemical feed equipment and appurtenances. In addition, Albanese Bros., Inc. constructed an access road including wetlands filling and replication.

**REPLACEMENT, UPGRADE & REHAB
WATER AND SEWER MAINS
FRAMINGHAM, MA
(WRIGHT-PIERCE)**

This \$2.032M Coburn Street Project requires the replacement, upgrade and rehabilitation of water and sewer mains in the Coburn Street Area. This project requires implementation and utilization of temporary water to residences while the existing water lines were being upgraded. Also, the utilization of bypass pumping the sewer lines while the system is being replaced. Residences along the route of the project are receiving new water and sewer services as part of the upgrade effort. There are three major tie-in connections to the existing system located in very busy intersections.



ABI crusher set up in Manchester, NH.



Nashua Road Well Pumping and Treatment Station, Pepperell, MA.



Crew installing a water gate, part of the water main upgrade portion of the Coburn St. project, Framingham, MA.

**UNION CROSSING REDEVELOPMENT/
EAST ISLAND COMMUNITY WORKS
LAWRENCE, MA (TEC, INC.)**

This \$1.538M project required infrastructure to support the reconstruction of an existing 5.5-acre historic mill site with new grading, drainage, utilities, lighting, landscaping, parking, sidewalks, a riverfront playground and community gardens. The project also includes removal and disposal of contaminated soils from previous industrial activities.

When complete, the project will create a new neighborhood along Lawrence's riverfront with 60 units of affordable family housing, a child care center, playground, and commercial space generating 200+ new jobs. The parking lot will also support existing commercial space in the area and help to retain ap-



Installation of a drainage substructure as part of Lawrence Revitalization Project for the Lawrence Community Works.



Workers are getting ready to install a submersible pumping station in Scituate, MA.

proximately 400 jobs. The major goal for this project will be a catalyst for other development and investment in the area and provide new tax revenues for the City of Lawrence. Finally, the project will improve the environment and public health by removing contaminated soils and eliminating untreated runoff into the Merrimack River.

This project is being developed by Lawrence Community Works (LCW), a non-profit Community Development Corporation with more than 5,000 members who live and work in Lawrence. LCW is working to transform and revitalize the physical, economic, and social landscape of Lawrence.

The project is a public/private partnership with strong support from local, state, and federal officials as well as the local community. Funding for the project has been provided by the U.S. EPA, Mass Development, U.S. Small Business Administration, the City of Lawrence, and the Commonwealth of MA Executive Office of Housing and Economic Development.

**MUSQUASHCUT POND AREA
SEWERS & WATER MAIN REPLACEMENT
SCITUATE, MA
(WESTON & SAMPSON ENGINEERS)**

This \$5.373M project includes construction of approximately 9,400 linear feet of 8-inch gravity sewer and appurtenances; 5,200 linear feet of 10-inch gravity sewer and appurtenances; 7,000 linear feet of low-pressure sewers and appurtenances, approximately 4,300 linear feet of 6-inch force main, one submersible pumping station with building and appurtenances, and approximately 8,250 linear feet of 12-inch water main replacement. The project is also accommodating a water and sewer service to the parcel of land transferred to Habitat for Humanity by the Town of Scituate.

Albanese Bros., Inc. is a proud "old school" construction company with a new spin as it continues to evolve, grow and accept new challenges in this ever-changing industry. They are able to maintain their achievements with the continued help of their long time loyal and competent employees. Marcella, Maria and Dino's motto is "If there is a will there is a way."

UCANE is proud to count Albanese Brothers, Inc. as a respected member of UCANE and wishes the Albanese family continued success. ■

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