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PITTSBURGH, PENNSYLVANIA

In 1983, Independence Excavating took on its first project in the City of Pittsburgh, Pennsylvania. We performed site work for the addition to Children's Hospital. The contract was with construction manager Mellon Stuart. This project was a postage stamp site near University of Pittsburgh in Oakland – talk about tight. We overcame many challenges and finished the project on schedule.

Pittsburgh, if you're a Browns fan, was branded the "pitts of hell" but we found it to be quite the contrary. The people outside the project were very friendly. I had help from a Pittsburgh councilman who spent the day with me showing me waste areas. Our company took an instant liking to the city and began bidding more projects. *(See Pittsburgh, pg. 4)*



President's Message

BETTER METHODS = SUCCESS

Vic DiGeronimo Sr.

A while ago someone asked me to what I attribute the success of our company. I thought for a moment and replied, "just plain hard work". My father instilled in us a great work ethic and an enthusiasm to work as efficiently as possible. Later, I thought of how he started his construction business and how it led to Independence Excavating and all of our related companies. In the last issue of our newsletter you saw a timeline which I will try to define in more detail.

In 1940, the year I was born, my father Sam started a construction company called Better Methods Construction Company. Obviously by the name, you can understand that he was always looking for a way to improve on ways of doing a construction job and a way to pass the savings onto the customer. He built a reputation based on honesty and innovative ideas.

In 1948, he bought a Minneapolis Moline tractor with a Lull front-end loader attachment. He devised a pipe boom off the bucket to place brick, block, and mortar on top of scaffolding for the bricklayers. At present, Lull is one of the largest manufacturers of rough terrain telehandler machines...maybe they got the idea from him! He also had an idea of how to encourage me to get better grades in high school. Once when I brought my report card home he suggested I put "side boards" on the wheelbarrows because with those grades I would never amount to anything. Again, he was looking ahead because we now have side boards on most of our fleet of 35 and 40-ton off-road trucks!

In 1950, he purchased a 16-acre farm on Route 21 in Independence. We were a little older then so he changed the name of the company to Sam DiGeronimo & Sons. Every once in a while I wonder if we should have kept that name in honor of him. We had a John Deere farm tractor and grew various vegetables on the farm.

"Better Method" to:

- 1955 – To perform own excavation.
- 1977 – Dispose of concrete rubble and pavement.
- 1987 – Make our crushing plants more portable and quicker set up time.
- 1988 - Keep our demolition jobs from being interrupted when encountering asbestos.
- 1991 – Utilize recycling equipment in winter months.
- 1993 - Total radio communication with our fleet of trucks and equipment.
- 1999 - Get concrete dumped at our yard.
- 2000 - Recycle asphalt in place.
- 2001 - Set 16,000 lf. of 120" pipe, excavate and compact 4,000,000 cyf. of earth.
- 2003 - Crush slag for ISG Steel Co. (subcontractor to Stein, Inc.)
- 2003 – Concrete structure
- 2003 - Crush shale for lightweight aggregate more efficiently.
- 2004 – Keep our roadways and highways clean.
- 2004 – Independence Excavating - Pittsburgh, PA.

Result:

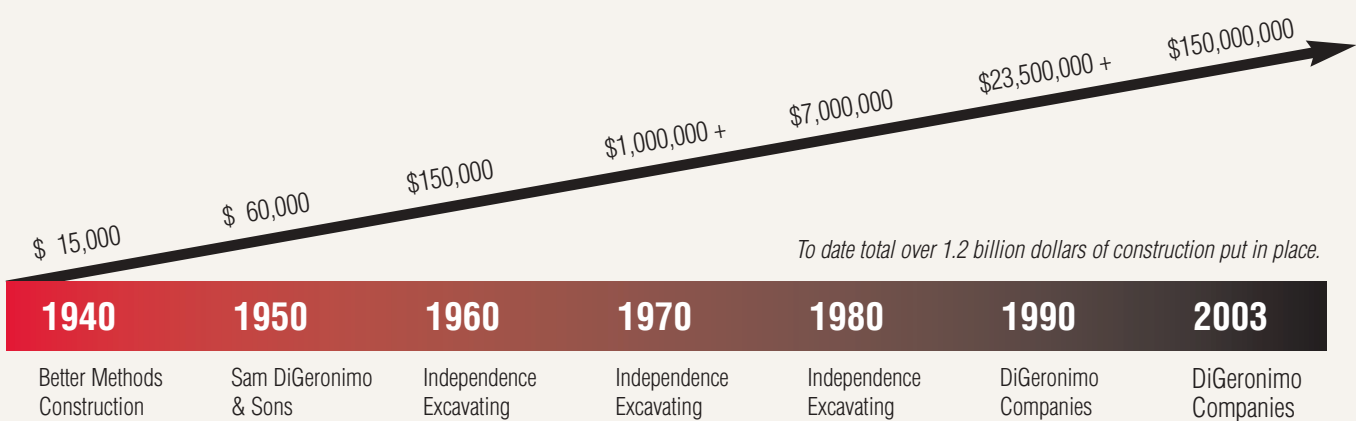
- Purchase Allis Chalmers track loader - thus Independence Excavating. Income - \$60,000
- Independence Recycling, 10 crushing systems.
- Indy Fabricating
- Precision Environmental Asbestos and Lead Abatement Co.
- Indy Recycling of Florida. Currently yards in Jacksonville, Orlando, Lakeland, Tampa and Fort Myers, Florida
- Independence Communications
- Indy Building Supply- One-stop shopping for concrete contractors to purchase or rent concrete equipment tools and supplies.
- Flex Tech Resources, (Joint venture with Carron Asphalt Paving)
- Low bidder at Hopkins Airport Abram Creek. Largest job in history of our company, \$55 million dollars.
- International Bulk Storage Group, purchased a 30-acre site on the Cuyahoga River. A partnership with Independence Recycling and Ohio Bulk.
- Better to facilitate under-ground civil and sub-structures concrete performance
- 10-year contract with Hydraulic Pressed Brick Company in Independence.
- Dealer for Moby Dick Truck Wheel Washers
- Expand geographically. To sustain growth patterns and serve customers between Pittsburgh and Cleveland.



Later in the fifties, we developed a residential street as an extension of Longano Drive. We ran the construction company from an office in the home on the remaining three and a half acres of property until 1960 when we moved to Old Brecksville Road, then in the mid seventies to our present location on Schaaf Road.

In 1955, I caught the John Deere farm tractor on fire, and what was left of it was traded in on a brand new 1955 Allis Chalmers track loader. This loader is pictured to the right. My father purchased the machine so he could do his own digging and grading, not wanting to depend on others. Again, a "better method". Our brother Don then started doing "side jobs" with this loader and started Independence Excavating. At the time he named the company Independence, obviously because of the city where we lived, and also most of the surrounding suburbs had excavating companies named after the cities; Brecksville, Broadview Hts. and Seven Hills come to mind.

Don passed on in 1971 and from then until the present we continue to try "better methods" to remain competitive and continue the growth of all of the DiGeronimo Companies. The chart (page 2) represents of some of the "better methods" and their result:



Sam DiGeronimo's sons, daughters, grandchildren and great grandchildren will continue to find "Better Methods" for many future ventures for the DiGeronimo Companies and will continue to uphold our reputation of honesty, integrity and quality workmanship. We thank all of our dedicated employees, both current and retired, for helping us

achieve our present position. Also to all of our loyal customers, bankers, bonding companies, legal advisors and insurance companies. Also to the many equipment dealers and suppliers we have dealt with over the years, "together we made it happen".

Arrivederci!



Summerset at Frick Park

Dave Bevan, Project Manager

We have expanded our demolition, earthwork and utility operations to the great city of Pittsburgh, Pennsylvania. As our permanent operation is being established, we've hired Ed Lynch Jr. to head up this Pittsburgh division as our business development manager and controller of day-to-day activities. Rick Lantz will estimate and project manage what we hope are many future projects in this beautiful city of hills and valleys. As demolition projects are already underway, we currently started a \$5 million project on the southwest side of the city known as Summerset at Frick Park. This public project that we bid to the Urban Development Authority of Pittsburgh calls for rough-grading 50 acres of the site, of which was an old steel slag dump for many years. Also, we will install the infrastructure and master drainage prior to the completion of constructing roads and townhouses on the project. Sally Pfaff with Summerset Land Development Associates Inc. will manage the construction and sales of the elaborate townhouses as well as all final landscaping and facilities.

The project, headed by Charles Miller III of Urban Redevelopment Authority has an extremely fast-paced schedule. We must mass excavate and compact approximately 800,000 cubic yards of soil, broken concrete, and slag to various areas of the project, all to be



completed in less than four months. In between, we will install 8,000 linear feet of pipe and fifty manholes and other structures for the major drainage on the project. Subcontractors and other aspects of the project including asbestos abatement are critical to the completion of this project.

The designer and engineer of record is GAI Consultants headed by senior engineer Jeffrey Parobek. Also GAI's inspection team lead by George Drummer helped us "learn the ropes" working in an unfamiliar city.

Our lead superintendent is Chuck Begue who brings many years of experience to a project of this magnitude. Also, our new Pittsburgh connection and sewer foreman Scott Rogers has been a major help in this beginning phase. Many thanks to all of our new employees from the Pittsburgh area (operators, laborers and mechanics) for their efforts thus far. A big thanks to Jeff Rudolph, Rick Evans, and Tommy Thompson for working away from home and being instrumental on this major construction project.

Pittsburgh...continued from page 1

We performed the excavation on the Liberty exit of I-579 at the Civic Center for the Ruhlin Company. Hauling off the project was a major challenge due to traffic. Next, we entered into a contract with Dick Corporation to excavate the south portal of the PAT tunnel from Mt. Lebanon to downtown Pittsburgh. We also performed the concrete removal and excavation of the I-376 expressway with Dick Corp. We enjoyed our 30-month stay, but local competition had a huge advantage on us causing us to be non-competitive.

So we left town and went back to Ohio. Now, 21 years later, we'll try it again. The next generation, namely Rick and Rob DiGeronimo, are focusing their talents on re-establishing another "go" in Pittsburgh.

Rich DiGeronimo
Executive Vice President

Note:

The Lynch family of Apollo, P.A., Ed Sr. and Ed Jr., our friends, and also superintendents for Dick Corporation were a big help

showing us the "lay of the land" in Pittsburgh. They were also involved heavily with sprint car racing. Next to construction, the DiGeronimo's love racing. Ed Lynch Sr. convinced us to build a racecar in 1975. He would drive it. That led us along with the Kurtz family to buy Mario Andretti's dirt champ car. We had a great run and a lot of fun for several years. The DiGeronimo family has stayed in touch with the Lynch's over the years. Today Ed Lynch Jr. is now managing our Pittsburgh operation.



New Projects

Demolition of LTV Tin Mill Aliquippa, PA

Justin King, Project Manager

Independence Excavating is presently working as a subcontractor to B & B Wrecking and Excavating of Cleveland, Ohio to demolish a former LTV tin mill in Aliquippa, PA. The project involves harvesting of 18,000 tons of steel scrap while clearing the site for future development. The site is located off Rt. 51, north of the Pittsburgh Airport on the Ohio River. C.J. Betters is the project owner and Steve Wilk is supervising the on-site personnel.

A late August 2004 completion is anticipated.



Alliquippa

Location: Pittsburgh, PA
Owner: C.J. Betters
General Contractor: B&B Wrecking and Excavating
Project Manager: Justin King
Superintendent: Steve Wilk
Start: April 2004
Completion: July 2004
Scope of work: Demolition of approximately 18,000 tons of structural steel of the former LTV tin mill.

Ashtabula Lakeside High School

Location: Sanborn Rd., Ashtabula, Ohio
Owner: Ashtabula Area City School District
Project Manager: Jay Kellogg
Superintendent: John Percun
Start: March 2004
Completion: August 2004
Scope of work: Earthwork, underground utilities, asphalt and site concrete for high school.

Avon Lake Park

Location: Walker Rd., Avon Lake, Ohio
Owner: City of Avon Lake
Project Manager: Ted Howard
Superintendent: Steve Minich
Start: July 2004
Completion: October 2004
Scope of work: Earthwork and utilities for park with six soccer fields.

Cleveland Clinic Fuel Farm

Location: 96th Street and Clinic Drive, Cleveland, Ohio
General Contractor: Turner Construction
Project Manager: Mike Orlando
Superintendent: Don DiGeronimo
Start: June 2004
Completion: December 2004
Scope of work: Furnish and install two 30,000 gallon fuel tanks and all associated piping, removal of a portion of E. 96th Street, install new storm and sanitary sewers, install new water and fire lines, remove existing 10,000 gallon tank and related piping. The excavation for the tanks includes sheeting and dewatering.

Haydite Expansion

Location: Stone Rd., Independence, Ohio
Project Manager: Don DiGeronimo
Superintendent: John Beckman
Start: May 2004
Completion: July 2004
Scope of work: Clearing, site cut and fill, and grading

International Steel Group Demolition

Location: Northwest side of ISG Steel Mill
Owner: I.S.G.
Project Manager: Rob DiGeronimo
Superintendent: Steve Wilk
Start: May 2004
Completion: December 2004
Scope of work: Demolition of the existing building and blast furnace.

Independence Technology Center

Location: Brecksville Rd., Independence, Ohio
General Contractor: Panzica Construction
Project Manager: Ted Howard
Superintendent: Mike Rider
Start: July 2004
Completion: October 2004
Scope of work: Clearing, asphalt demo, storm drainage and earthwork to prepare for additional parking and drive.

ODOT Slide Repair

Location: I-480 and I-77
Owner: ODOT
Project Manager: Joe Leopold
Superintendent: Mike Rider
Start: April 2004
Completion: September 2004
Scope of work: Repair embankment slide along I-77, including 15,000 cubic yards of excavation and replacement

University of Cincinnati MSB/Care Building

Location: Eden Ave. and Sabin Dr., Cincinnati, Ohio
General Contractor: Dick Corporation
Project Manager: Ted Howard
Superintendent: Don Mahnke
Start: June 2004
Completion: September 2004
Scope of work: Site demolition, utilities, earthwork and building excavation for new building and courtyard on a 5-acre site.



Precision Environmental Co. strives to make the world a better place

Tony DiGeronimo, President

Seventeen years ago, asbestos became an issue in the construction industry. After being involved with the problem through demolition projects, the DiGeronimo family thought we could better service our customers and the industry if we could develop a successful asbestos abatement operation. After "a short consultation" with our bank, bonding company, and insurance underwriter, we learned we could not perform this activity within our current excavating company; hence began Precision Environmental Company.

Utilizing our proven history of attracting the finest people in the industry, and performing projects exceeding customer expectations, we have become an entity that is second to none in the abatement industry. With our background in demolition, we can further provide selective demolition services separately or combined with our abatement work. Four years ago we added the services of Precision ProCut to provide sawcut and core drilling services for our concrete demolition operations with the same business goals; to be the best.

Since 1987, Precision Environmental has performed over 10,000 projects generating revenue of over \$200 million. We have been able to accomplish this through the hard

work of many, many people. We have great clients such as NASA Glenn Research Center, International Steel Group, the Diocese of Cleveland, and University Hospital Health Systems who repeatedly call us for projects. We've had the opportunity to travel to many May Department stores all over the country including their corporate headquarters in St. Louis, Missouri. We have worked hard to built-up strong, dependable relationships with every major general contractor and environmental consultant in the area. We believe in teaming with our clients and understanding their issues to provide the very best solutions for their specific problems.

We take pride in the strong workforce we have established over the years. Building a solid relationship with Building Laborers Local 310, we employ approximately 150 members along with laborers from Local 758 Lorain and Local 894 Akron. As an added service, we also employ union carpenters, and last year became signatory with electrical Union Local 38 to provide total union environmental services to our clients. This work force now totals over 200 strong. This is the backbone of how we can staff jobs requiring an excess of 50 workers when needed, and still allows us to maintain our ability to perform smaller jobs requiring only one worker. We have had as many as 45 different jobs going on in one day.



This diversification demands a strong management and support team; and we have the best. Tom Zuchowski, John Savage, George Pappas, Rick Brzeczkowski, Michael Zuchowski, Geoff Russell, Jim Bower, Dave DelRegno, Aldo Sainato, Brian Zuchowski, Marc Garland, Bill Tierney and Emory Wolfe interact with all our projects daily. The shop/warehouse facility moves material in and out of these jobs hourly and the office staff figures what happened when it's all over. Only through them and the hardworking field forces can we do what we do.

General Contractors	Hospitals	Owners	Colleges
<p>Aetos Construction Company The Albert M. Higley Company Alpha Builders Cavanaugh Building Corp. Dick Corporation Donley's Building Contractors Dunlop & Johnston, Inc. East-West Construction Co. Gilbane Building Company J. Holden Construction Marous Brothers Construction Neshkin Construction Co. New Era Builders Ozanne Construction Panzica Construction R.P. Carbone Construction Co. The Ruhlin Company Rudolph/Libbe Snavelly Building Company The Whiting-Turner Contracting Co. Turner Construction Company</p>	<p>The Cleveland Clinic Foundation Health Hill Hospital for Children Lake Hospital Systems Lakewood Hospital Lutheran Medical Center Meridia South Pointe Hospital MetroHealth Medical Center Parma Community General Hospital Southwest General Health Center St. Vincent Hospital University Hospitals of Cleveland</p>	<p>AmeriTech/SBC Argo-Tech Corp. Catholic Charities Corporation Catholic Diocese of Cleveland Cuyahoga County City of Cleveland City of Euclid Cleveland Public Schools Cuyahoga Metropolitan Housing Authority East Ohio Gas Co. Eaton Corporation The Ferchill Group First Energy Ford Motor Company Forest City Management General Motors Corporation General Services Administration International Steel Group JC Penney Company, Inc. Lubrizol Corp. May Department Stores N.E.O.R.S.D. NASA John H. Glenn Research Center at Lewis Field Ohio Department of Transportation Ohio Savings Management Owens-Brockway Glass Container The Plain Dealer PPG Industries, Inc. Richard E. Jacobs Group URS Corporation Youngstown Air Force Base</p>	<p>Baldwin-Wallace College Case Western Reserve University Cleveland State University Cuyahoga Community College John Carroll University Hiram College Kent State University Oberlin College</p>
			<p><i>We are grateful for the opportunities to spread the news and accomplishments of Precision Environmental and we look forward to sharing job performances in future issues of these newsletters.</i></p>



Safety

House Bill 52 – Highway Work Zone Safety

Vince Zeigler
Risk/Safety Manager

On June 1, Governor Robert Taft signed into law House Bill 52. The bill increases penalties and guarantees jail time for motorist who seriously injure or kill someone in a highway work zone. A year and a half of hard work by the Ohio Contractors Association and many others has finally paid off for the construction industry.

The new law now makes it a first-degree misdemeanor for injuring or killing anyone, worker or motorist, in a work zone. The penalties are a minimum 15 days in jail with the potential of six months, up to \$1,000 in fines and loss of a driver's license for one to five years for killing a worker while speeding in a work zone. For seriously

injuring a worker the jail time is a guaranteed seven days with the possibility of up to \$1,000 in fines and the one to five years license suspension. These are a few of the highlights of the new law. The new law also by-passed the usual three-month waiting period for a bill to become a law and took effect immediately on the signing date. This allows it to be in place for this year's construction season. One of the last requirements of the new law mandates the ODOT must post warning signs in work zones, over five days in duration, advising motorist of the new penalties.

The hope is that with the strength of the new law and the mandated signage, motorist will be deterred from speeding through our



work zones. We all need to do our part by telling friends and family about the new law and the serious consequences that will occur if they have an accident in a work zone that kills or injures someone.

Remember... SAFETY PAYS at work and at home!

Crushing Projects

ALLEGA RECYCLED MATERIALS

Valley View, Ohio
50,000 tons of #1's and #2's and #304 base material

ALLIED CORP. / SHELLY CO.

Cleveland, Ohio
50,000 tons of asphalt crushing into 1/2" minus RAP material

CLEVELAND FACILITY

Cleveland, Ohio
50,000 tons of ODOT #304 base material

FORT MYERS FACILITY

Ft. Myers, Florida
80,000 tons of 2" minus base material

HAYDITE PRESSED BRICK CO.

Independence, Ohio
300,000 tons of 2" minus shale crushing

JACKSONVILLE FACILITY

Jacksonville, Florida
50,000 tons of 2" minus base material

JONES BROTHERS

Arden, North Carolina
75,000 tons of sandstone crushing into 2" minus base material

KELLSTONE LIMESTONE PRODUCTS

Kelleys Island, Ohio
300,000 tons of ODOT #304 and #1's & #2's

KENMORE CONSTRUCTION CO.

Bedford Hts., Ohio
30,000 tons of asphalt crushing into 1/2" minus RAP material

KOKOSING MATERIALS

Yards located in Sheffield, Medina, Delaware, St. Louisville and Columbus, Ohio
80,000 tons of asphalt crushed to 9/16" minus material

LAKELAND FACILITY

Lakeland, Florida
50,000 tons of 2" minus base material

THE LANE CONSTRUCTION COMPANY

Raleigh – Durham Airport, NC
150,000 tons of sandstone, concrete and asphalt crushed to 8" minus fill material

ORLANDO FACILITY

Orlando, Florida
200,000 tons of stone and base material

STEIN/I.S.G. SLAG CRUSHING

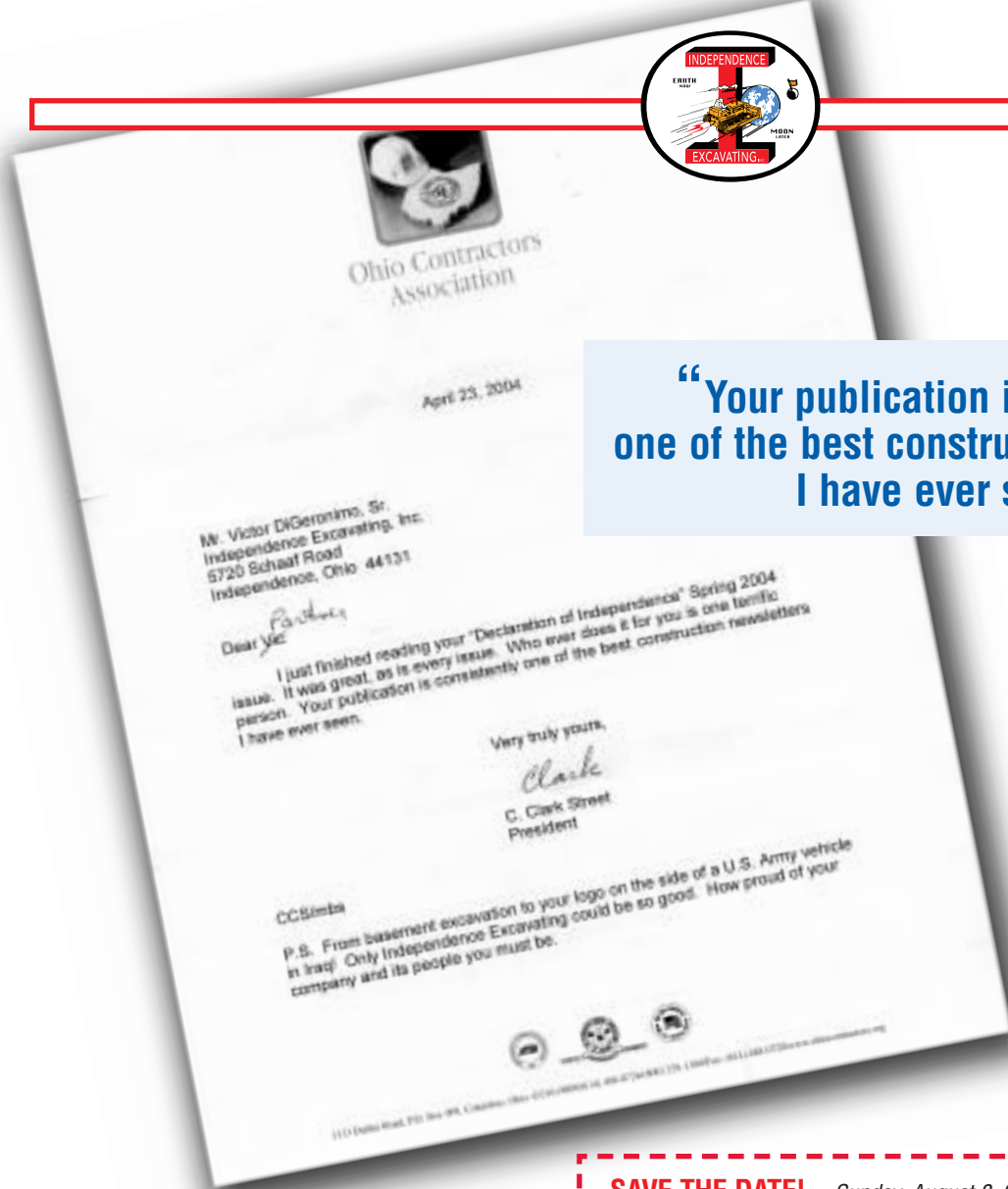
ISG Mill, Cleveland, Ohio
600,000 tons of slag crushed into #57, #8 and #10 stone

TAMPA FACILITY

Tampa, Florida
30,000 tons of 2" minus base material

WALSH CONSTRUCTION

Mifflin County, PA
975,000 tons of sandstone crushing into various size base materials



“Your publication is consistently one of the best construction newsletters I have ever seen.”

The "terrific person" that Clark mentions in this letter is Stacey Bernas – we are fortunate to have her with us.

Vic DiGeronimo Sr.

SAVE THE DATE!... Sunday, August 8, 2004

The DiGeronimo Companies will host a company picnic this year at Wiegand's Lake Park (Rt. 87, 1.5 miles East of Rt. 306)

We hope you can make it!



Greg Ulaszewski, assisted by Bill Wagner and James Brooks, places the "Medical Mutual" guitar on Euclid Ave. for **Guitar Mania II** held in Cleveland on Memorial Day weekend. We were happy to lend a hand to our friends at Turner Construction to place the 90 guitars all over downtown Cleveland which is sponsored by United Way Services. The guitars will return to the Rock Hall on Labor Day weekend and will be auctioned off on November 6th with proceeds benefiting United Way Services and the Rock Hall's education fund.



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