

# Blade Runner



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## Feature Project

### Route 18 Bridge over Route 1 Reconstruction Project New Brunswick, NJ

Wes Jones, Project Manager  
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Scott Conaway prepares the wire saw for cutting through bridge diaphragms.



Anselmi & DeCicco crew picks a freshly cut section of bridge deck following cutting.



Atlantic workers core drill new anchor bolt holes in the existing bridge abutment.

*"The often-bottlenecked spot is a nightmare for commuters, with entrances for the Turnpike and Route 1, as well as Rutgers University a few miles north." Ilya Hemlin, New Jersey 101.5, August 8, 2014.*

In August 2014, the New Jersey Department of Transportation announced the start of a project to replace and widen the Route 18 bridges over Route 1 in New Brunswick. Anselmi & DeCicco Inc., Maplewood, NJ was selected as the general contractor for the \$28.4 million federally funded project to ease congestion and improve safety on a heavily traveled section of Route 18 with traffic volumes of approximately 100,000 vehicles per day.

The project will take two years to complete and will ultimately create an additional third lane on Route 18 North, replace two bridges carrying Route 18 over Route 1, and reconfigure a ramp from Route 18 North to Route 1 South.

Prefabricated superstructure units were used to speed construction this past summer, utilizing ten weekends of around the clock work (10:00 p.m. Friday to 5:00 a.m. Monday) to minimize the impact to traffic. In order to meet the stringent project schedule, Anselmi & DeCicco went to Atlantic

Concrete Cutting Inc. for the NJDOT specified concrete cutting services.

Atlantic Concrete Cutting Inc. was involved in saw cutting the existing bridge for removal, and core drilling holes for the new bridge anchor bolts. Each Friday night during the shutdown, Atlantic dispatched two slab saws to cut the bridge deck section being removed that weekend. Simultaneously, a wire saw crew utilized the same lane closures to cut through bridge diaphragms on upcoming removal sections. Between midnight Friday and 6:00 a.m. Saturday, bridge sections were lifted out with a pair of cranes and trucked offsite for dismantlement. Saturday morning six to eight core drillers were dispatched to the site to core drill holes in the bridge abutment for the installation of new anchors. The selection of core drill equipment included hi-cycle drills, supporting the increased production necessary to maintain the schedule for the weekend shutdown. Anchors were installed with a rapid-setting grout and left over Saturday night to set up. New precast bridge sections were trucked in and placed during a Sunday shift. The challenge for Atlantic Concrete Cutting Inc. was to provide enough manpower and equipment to complete its tasks within a short window each weekend, and not impede the replacement schedule. Each section of the bridges had to be demolished, prepped, replaced, and opened to traffic no

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# The President's Corner

## Looking Back and Planning Ahead

Nancy Walker, President/Owner  
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As we are about to start the new year, I can't help but think of the significance 2016 has for Atlantic Concrete Cutting Inc. Twenty-five years ago this March, Atlantic was incorporated and ready for business. As with any newly created business, the company started small and gradually grew, acquiring new equipment, hiring additional employees, and expanding into exciting markets.

Atlantic started out by providing basic core drilling and slab sawing services. Early membership in the Concrete Sawing and Drilling Association (CSDA) provided access to a fantastic network of knowledgeable and experienced concrete cutters from around the world. In addition, CSDA's training and technical resources proved to be invaluable.

With new equipment and additional manpower came expansion of our market area. Moving into the Pennsylvania and New York market areas, we acquired new industry contacts and joined additional professional organizations, including the Utility and Transportation Contractors Association (UTCA), the Associated Construction Contractors of New Jersey (ACCNJ), and the Associated Pennsylvania Constructors (APC).

Our project managers began preparing more comprehensive proposals; we expanded from core drilling and slab sawing to wall sawing, wire sawing, and sawing & sealing cracks and joints. New equipment and new technologies required greater safety awareness and a stronger focus on employee training.

In 2005 Atlantic Subsurface Imaging was created, opening a whole new market for Ground Penetrating Radar (GPR) services and underground utility locating opportunities. Sawcut grooving and curb sawing quickly followed. Specialized equipment called for individuals with unique skills and experience, expanding the reach of Atlantic's human resources department to find the right people. These new employees, in turn, brought fresh ideas for new markets and new approaches to solving the challenges of increasingly difficult project needs.

And then there is the support network. Additional equipment and a growing vehicle fleet required a well staffed shop with trained mechanics and the tools necessary to keep everything operating efficiently and safely. Our administrative support staff grew by leaps and bounds. More employees, larger contracts, and growing assets required capable individuals to assure regulatory compliance, prompt payment of invoices, proper insurance coverage, and revenue collections.

So what have we learned and where do we go from here?

Without a doubt, the most important lesson has been understanding that as an employer Atlantic has responsibilities and commitments to its employees and their families. It's not just about conducting a successful operation and maintaining a financially secure corporation. Since 1991, Atlantic has grown as an employer, providing competitive wages and salaries to skilled individuals from across the region. Just as these individuals have a responsibility to come to work on time each day and give 100% so our customers can be fully satisfied, Atlantic has a responsibility to provide them with a career that promises security and growth for them and their loved ones.



*Nancy Walker reviewing accounts payable.*

This means that we must remain competitive and economically viable in a difficult industry. We must seek ways to keep our customer base and to expand into new markets. To do so requires ongoing training, development of an even stronger safety culture, acquisition of equipment designed with state-of-the-art technology, recruitment of young employees who possess innovative thinking skills, recognition and advancement for our existing family of employees, and strong, aggressive leadership by our managers.

It's a difficult challenge, but one I'm confident that Atlantic can meet. I want to assure both Atlantic's customers and its employees that Atlantic Concrete Cutting Inc. is open for business and here to stay. The future is bright and full of promising opportunities. Our management team will continue to serve, to seek new markets, discover new opportunities, to utilize improved technologies, and to provide a secure future for our employees. A future full of promise and exciting times.

1991 to 2016. Wow! What a terrific ride. Thank you everyone for making it happen. A special thanks to our customers for your trust in Atlantic and for your repeat business. And of course, a huge hug for all of our employees. Without a doubt, Atlantic would not be where she is today without you. Your patience, your skills, and your devotion have been absolutely tremendous.

Thank you from the bottom of my heart.

During one of our monthly Safety Meetings this past year, we viewed the video entitled, *Miracle on the Hudson: Prepare for Safety*. It relates the events of US Airways Flight 1549, a scheduled commercial passenger flight from LaGuardia Airport to Seattle-Tacoma International Airport, with a stopover in Charlotte, NC. On January 15, 2009, at 3:27 p.m. EST, the plane struck a flock of Canada geese during its initial climb out, lost engine power, and ditched in the Hudson River off midtown Manhattan with no loss of life. Among several points made by Captain Chesley B. "Sully" Sullenberger, is the importance of Situational Awareness.

Captain Sullenberger related that because his copilot and he were fully aware of their surroundings, concurrent events, and the capabilities of their equipment, they were able to make quick life-saving decisions that afternoon when their plane lost power. He labeled this as Situational Awareness and explained how its use has direct application for job site safety.

The Captain explained that we each have a responsibility for Situational Awareness on our job sites – from the moment we arrive until we leave. What activities are occurring in proximity to our work location? What equipment is being used? How is it powered? Who else and how many other individuals are working around us? What are the primary and backup escape routes? Where is our mustering location if an emergency incident should occur?

Paying attention to these questions, as well as others, creates Situational Awareness and can prove to be the difference between injuries and no injuries, between life and death during a job site emergency.



*The boys talk things over on Safety Day, April 22, 2015. They are quick to point out that every day is Safety Day. Left to right, Jeff Boggs, Rich Cannon, Erik DeFuria, Steve Silcox, John Milcarek.*

Last February, several Atlantic employees attended the UTCA's *Annual Comprehensive Construction Safety Seminar* to hear Brad Livingston tell his story about the Ripple Effect. Brad explained how shortcuts, complacency, pride, bad attitudes, and improper perspectives on his job site resulted in him being severely burned during two back-to-back explosions. After detailing the pain and describing the lengthy and difficult healing process, he focused his attention on the Ripple Effect, including what he went through, and more importantly, what his family went through. He described the mental and emotional pain and suffering that his parents, wife, and children had to deal with, not only when they first learned of Brad's severe injuries, but also throughout his lengthy healing process. Brad concluded by reminding each of us of our responsibility to go home safely at the end of each work shift.

During Atlantic's growth over the past 25 years, many changes are readily apparent and cited as significant accomplishments. Some are discussed in this newsletter – new clients, better equipment, bigger jobs, more employees. But there is another important parameter



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# Woman Business Enterprise (WBE)

## Managing a Woman-Owned Construction Company in Today's Business Environment

Nancy Walker, President/Owner  
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*Atlantic Concrete Cutting Inc. holds several current WBE certificates including those issued by the State of New Jersey, the Port Authority of New York and New Jersey (PANY&NJ), New York City, and the City of Philadelphia.*

Certification as a Woman Business Enterprise (WBE) requires compliance with the following criteria:

- Woman must own and control at least 51.0% of the business
- Woman owner must be a U.S. citizen or legal resident
- Woman owner must serve as President or CEO (if both positions exist)
- Woman owner must have ownership and officer position for at least six months
- Woman owner must be active in daily management

It's the last item that I want to discuss and explain in the context of 1) operating a construction business and 2) successfully competing in today's business environment.



*Konkus Corp., Rt. 7 Bridge, Kearny, NJ. Nancy discusses scope of work and core drilling operation with Atlantic employee Dave Conaway.*



*Oldcastle Precast, Rodin Square, Philadelphia. Nancy discusses scope of work for cutting concrete floor openings with Atlantic employees Bill Jones (center) and Tom Gillett-Spio.*

Every sound organization is built around a strong organizational structure, one that lends itself to the easy flow of accurate information both up and down the chain of command. And the sound organization is built on clear, documented policies and procedures. But one of the key characteristics of a well functioning organization is the ability to delegate authority and responsibility to get the job done.

Effective delegation requires a management team in which the organization head has complete confidence. I am fortunate because Atlantic has such a team. Consequently, I am able to manage the big picture, knowing full well that my team is managing the details, all the while using our adopted policies and procedures to guide them in their daily decision making.

So being active in daily management does not mean that I schedule the jobs, assign the crews, and allocate equipment. Nor does it mean that I review every quote or every means and methods for proposed jobs. It does mean that as president and owner, I have surrounded myself with extremely capable people whom I trust to make decisions, to do their jobs, and to inform me of circumstances outside the norm. These

managers monitor the work, track progress, provide feedback, and continuously adjust to assure that the job is done and that it is done well.

Now doing all this in a construction business is, not surprisingly, somewhat different than managing a fabric store. By definition, construction people (both female and male) can be pretty tough-skinned. They have to be in order to survive. They work long hours with big tools and heavy equipment. They get dirty and at the end of the day, they're tired. Stuff sometimes happens on jobs. Schedules change, the task changes, equipment breaks. Construction people always get it done, but along the way there may be some raised voices, possible disagreements, and a few four letter words.

As the woman owner, I cannot be intimidated by these behaviors. And I cannot sit in my office with the door closed, shielded by my managers. Those times when things don't seem to be going right are the times that require leadership and the ability to challenge others with whom I may disagree. As a woman owner I must be able to meet the challenges head on. When necessary, I get into the truck and drive to the job site to see the problem first hand. And I must use my skills and experience to

consult with the project manager and lead the crew in trouble-shooting and problem solving. I enjoy the challenges and I think that I have been successful in meeting them.

The success of every business is at least partially dependent on its business environment. A company may enjoy quality people with all the right skills and experience. It may own state-of-the-art equipment and utilize the most advance marketing techniques. But if the local or regional economy is off and clients have no cash flow, things will dry up quickly. And then there is the responsibility for assuring compliance – labor laws, OSHA, FMCSA, environmental regulations, complex tax codes. A multitude of regulations and standards at the federal, state, and local levels. If a business can't comply, it won't survive.

Atlantic Concrete Cutting Inc. has been successful on several fronts in what can sometimes be a difficult business environment. As the old saying goes, it's all about location, location, location. Atlantic's corporate office is wedged right between two great metropolitan markets, Philadelphia and New York City. We have maximized our exposure to these two markets by expanding into two satellite offices, one in Spring City, PA and the other in Totowa, NJ. So Atlantic is situated to competitively

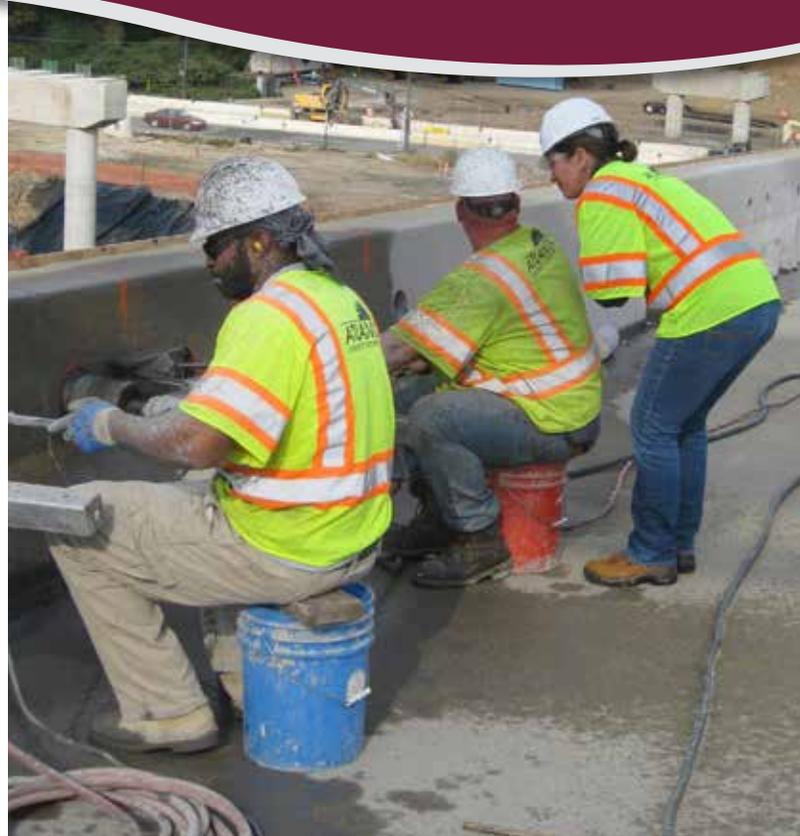
pursue the extensive highway and building opportunities throughout the region. And she has been extremely successful in doing so.

A major reason for this success has been diversification. The casual observer might say that concrete cutting is concrete cutting. Not so. As the industry has matured over the past many years, new technologies have permitted new approaches to fulfilling our clients' unique job needs. We have a wide range of diesel powered and electric slab saws and also electric and hydraulic core drills. In recent years this equipment has been supplemented with an assortment of wire saws, curb saws, dowel drills, hycycle wall saws, and various joint and crack sealant installation machines.

Atlantic is compliant. Myself, my administrative staff, my project managers, and my field and shop teams are attentive to the regulatory standards. And as is the case with any smart business in America, I have good attorneys who advise and guide me to assure that Atlantic Concrete Cutting Inc. properly and responsibly maneuvers through the myriad of regulatory requirements.

A Woman Business Enterprise. You betcha. And I wouldn't want it any differently.

*Driscoll / Pierson JV, Betsy Ross Bridge Ramp D, Philadelphia. Nancy discusses scope of work and core drilling operation with Atlantic employee Eric Burr. Atlantic employee Greg Green is also part of the crew.*



Jeff Boggs, Project Manager  
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## Congratulations on a Job Well Done

### Triton Marine Construction Corp. Recognizes Job Site Safety Performance



*Jason McGill (left) and Andy Konopka discuss operation logistics.*

September 24, 2015

Good Afternoon Mrs. Walker,

My name is Jason McGill. I am the Site Safety and Health Officer on the repair project at Pier 4 in the Navy Yard. I wanted to take a moment and express my thoughts to you concerning two of your employees who have been working on our project for some time.

In my opinion both Greg Green and Anton Konopka are courteous, compliant, respectful, hardworking gentlemen. Andy

and Greg diligently follow our site safety protocols and also look out for others on site who might be effected by their work. Anytime there is a safety question or concern both gentlemen are more than willing to help find an answer or solution. From what I have seen they work well with other crews on site helping to create a positive environment of cooperation. Although Andy has been on other jobs for a short time I did not want to miss the chance to offer my praise for him.

Several other Atlantic Concrete Cutting employees have spent time working on our site. From a safety perspective all have been respectful and compliant. But, Andy and Greg have continually impressed me with their hard work and good attitudes so I wanted to let you know.

Have a good day!

Jason McGill  
Site Safety and Health  
Officer- SSHO  
Triton Marine  
Construction Corp.  
Pier 4 Repairs

*Greg Green core drilling at the Pier 4 site.*



# Safety First

## Continued from p. 3

to consider as we measure Atlantic's achievements during her 25 years of growth. Our Safety Culture.

Situational Awareness and the Ripple Effect are just two of the many descriptors used to convey Atlantic's attention to identifying job site hazards, training her employees on proper safety procedures, providing properly shielded and guarded equipment, and developing innovative procedures to minimize employee hazard exposures. Collectively, these activities shape Atlantic's Safety Culture.

In their book *Safety 24/7*, authors Gregory M. Anderson and Robert L. Lorber discuss the distinction between safety as a priority and safety as a core value. "Priorities change. Core values remain constant." Atlantic learned about *Safety 24/7* through the safety team at Allan Myers.

The authors state that policies, procedures, and good equipment alone do not make a strong safety culture. Rather safety is something people practice at work and in their personal lives. In

a strong safety culture, the organization rewards safe behavior. In Anderson's and Lorber's Safety Culture, everyone has the right and responsibility to stop a job if they even suspect there is something unsafe about it.

Think about that for a moment. Anybody can stop a job at any time just because they do not think it is safe to continue! A lot of employee authority. A lot of employee responsibility. On occasion there may be some hesitation on the part of the employee to accept this responsibility. Consequently, we still have a little more to go in completely nailing down our Safety Culture but we're getting there.

But the point is Atlantic Concrete Cutting Inc. has a Safety Culture. Management knows it and the employees know it. We routinely talk about Situational Awareness, the Ripple Effect, the need to look out for each other, our responsibility to stop work if we see something potentially unsafe, and about our desire to go home safely at the end of each day.

Twenty-five years. A long time. Many achievements. A Safety Culture to be proud of.

## UTCA's 50th Anniversary Convention

### Former Phillies Tim McCarver and Larry Christenson Share MLB Memories

Michelle Morris, Controller  
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Last October, Atlantic Concrete Cutting Inc. again participated as an exhibitor during UTCA's Annual Convention at the Borgata Casino in Atlantic City. Over 90 companies were represented in the exhibit hall throughout UTCA's 50th Anniversary celebration.

Tim McCarver, the Luncheon Keynote Speaker, related exciting times from his long career as a Major League Baseball player and as an analyst in the broadcast booth. McCarver played for the St. Louis Cardinals, Philadelphia Phillies, Montreal Expos, and Boston Red Sox between 1959 and 1980. He appeared in the MLB All-Star Game in 1966 and 1967, and was the starting catcher for the World Series champion St. Louis Cardinals in 1964 and 1967.

Larry Christenson attended the Convention along with McCarver. Christenson is a former professional baseball pitcher who played his entire career for the Philadelphia Phillies from 1973-1983. His best season was 1977, when he went 19-6 with a 4.06 ERA, winning 15 of his last 16 decisions.



While enjoying UTCA's Annual Convention last October, Atlantic's Ed Godio (right) lectures Phillies greats, Tim McCarver (left) and Larry Christenson, on baseball fundamentals.

McCarver and Christenson only added more excitement to this year's Convention, especially for all those baseball fans in attendance.

Early last March, 18 Atlantic employees successfully completed the Concrete Sawing and Drilling Association's (CSDA) Sawing and Core Drilling 101 Training. CSDA's instructor, Rick Norland, provided five and a half days of classroom and hands on instruction at Atlantic's Training Center in its Mt. Holly Corporate Office.

CSDA is an association of contractors, manufacturers and industry affiliates formed to promote professionalism in the diamond tool industry. It promotes the use of professional cutting, polishing, imaging and selective demolition contractors and their methods. CSDA's Code of Ethics demands that members pursue the highest standards of safety, quality and integrity. The organization also provides a forum in which members can share their ideas, needs and concerns in a constructive framework to further enhance technologies, education and training. Founded in 1972, CSDA has 500 member companies worldwide.

The training included slab sawing, core drilling, hand sawing, chain sawing, wall sawing, and wire sawing and serves as a prerequisite for

CSDA's 201 level training programs.

Employee training is an important part of Atlantic's program to attract and keep skilled individuals with the versatility to operate a wide selection of equipment. The result is maximum flexibility in scheduling employees and equipment to fulfill our customers' needs.

Congratulations to the following Atlantic employees who successfully completed CSDA's training last March:

Eric Burr	Dave Conaway	Stanley Dell
Jeff DeNoia	Bill Flood	Greg Green
Sylvia Jimenez	Leon Justus	Charles Kassner
Jerry McCorkle	Tom Mihutz	George Noury
Jack Nye	Phil Stone	Kirk Tisdale
Victor Veliz	Rob Whalen	Shawn Wood

*And neither snow, nor rain, nor heat,  
nor gloom of night . . .*

*Instructor Rick (wearing vest) guides the class in  
anchoring a core drill post.*

*Rick provides some pointers for wire  
saw set up.*



## Feature Project

### Continued from page 1

later than Monday at 5:00 a.m. In addition to the weekend shutdown work, Atlantic has performed extensive wire sawing of the bridge abutments and wing walls, as well as slab sawing throughout the course of the project.

"NJDOT specified a first of its kind design in New Jersey which involved building and completing the new Route 18 bridge next to the existing bridge and then sliding it into place as one piece," explained Henry Meyers, President of Anselmi & DeCicco Inc. "Our engineering and experience were used in successful bid and preliminary design layout of this project. Off-peak hours, nights and weekends have been employed to reduce the traffic impact and increase safety of the motoring public, our subcontractors, and our employees," he added.

According to Wes Jones, Atlantic's Project Manager for the Route 18 project, 24 employees of Atlantic have worked the job since the start of the contract. "The Route 18 project has been exciting for the many challenges it has presented," said Jones. "The employees and management of Anselmi & DeCicco clearly communicated operation details, job needs, and safety priorities to our crews. We greatly appreciate the opportunity that this project has provided for partnering with them."

Atlantic Concrete Cutting Inc. is pleased to be a part of the highly successful project to eliminate that "often-bottlenecked spot that has been a nightmare for commuters".

# The Atlantic Family Tree

## Three Generations Linked to Regional Employer

During the past 25 years, the sphere of influence of Atlantic Concrete Cutting Inc. as an employer has grown by leaps and bounds.

Today Atlantic employs 50 hard working, conscientious women and men. These 50 employees have 27 spouses. The 77 employees and spouses have 84 children who have generated 11 grandchildren. All total, that is 172 people who identify in some way with Atlantic Concrete Cutting as the place where they, their grandparent, their parent, or their spouse go each day to earn a living and put food on the table.

Several brothers work at Atlantic, as well as fathers and sons. We like to think that good news travels quickly through family members with one member encouraging another to seek employment with us.

Atlantic has employees who grew up in the immediate Mt. Holly area, along with employees drawn from other parts of the country such as Oklahoma. Although the majority of our employees live within 20 miles of the corporate office, many live in northern New Jersey, New York City, and Philadelphia and its suburbs.

Atlantic's employees range in age from 22 to 71. Six employees are left-handed. Five have blue eyes.

Our employees enjoy wide-ranging hobbies including motorcycling, fishing, hunting, furniture refinishing, reading, coaching, baking, swimming, and hiking. Several are veterans, having proudly served our nation in the military.

But all of our employees have one thing in common. They want to be a contributing part of a successful organization where they can use their skills and knowledge to be productive, to achieve their dreams, and to provide financial security for their families. That has been a long time goal of Atlantic Concrete Cutting, established 25 years ago and still being realized today.

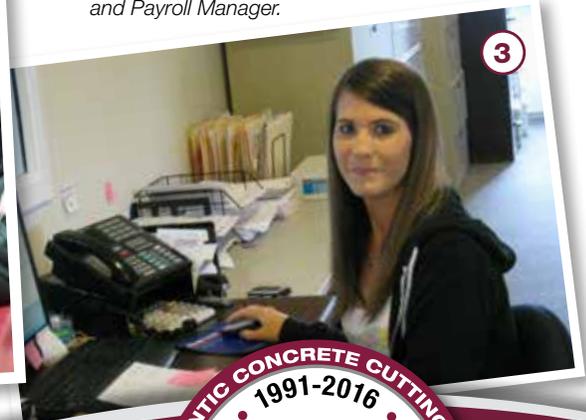
**3.** In April 2012 new employee Kelli Hopkins worked as an Accountant Assistant, assigned to Accounts Payable. Three years later she now serves Atlantic as its Human Resources and Payroll Manager.



**1.** Fourteen months old twins, Ihsan (left) and Khalisah (right), are anxious to follow in the footsteps of their father (Rassoull Salaam) and become Atlantic's next generation operators of Ground Penetrating Radar (GPR) equipment.



**2.** A young Tyler Chamberlain takes it all in with his dad, Rob, at Atlantic's 2007 Christmas Party. Tyler graduates in a few months from the Burlington County Institute of Technology, Medford Campus with a diploma in HVAC.



Atlantic Concrete Cutting is a full service concrete cutting and core drilling company that has been in business since 1991. Featuring state-of-the-art equipment and highly trained and professional employees, Atlantic has become a leader in its industry and is capable of handling virtually any concrete cutting project with minimal disruption to your business or transportation service.

Atlantic Concrete Cutting provides such services as Wire Sawing, Road and Slab Sawing, Core Drilling, Wall Sawing, Sawing and Sealing of Roadways, Bridge Deck Grooving and Curb Sawing.



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