

# ON SITE

with  
**SCHLOUCH**  
INCORPORATED

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## Quality, On Time, On Budget Plus Full-Service Capability Keep Company Strong And Customers Satisfied, Returning

Schlouch's reputation for quality work delivered on time and on budget coupled with SI's full-service capabilities have paid off by keeping the company's strength and resources in place. Here are a few of the projects awarded over the winter and spring.

### Berks County

**PA American Water Company** has named Schlouch to provide 2008 Glen Alsace water main installation in Berks County, PA. Work will be on Michele Drive, Fairview Chapel Road and Butter Lane in Exeter Township and Fernwood Drive in Amity Township. Schlouch is providing 6,100 linear feet of 8-inch ductile iron water main, rock removal and paving. Work will be completed by August 31, 2008.

### Lancaster County

**R.P.I. Inc.** has selected Schlouch to provide site construction for Wetherburn Lots 141 and 142, a complex of 28 apartment buildings in Manheim Township, Lancaster County, PA. Schlouch is providing survey, stakeout, blasting, earthwork, sanitary and storm sewers, water line, sediment/erosion control, roads, building pads, curbs, paving and seeding. Work will be completed by Fall 2008.

### Lehigh County

**George T. Schmidt, Inc.** selected Schlouch to prepare the site and provide concrete work for a 25,000-  
*(continued on page 3)*



▲ *Schlouch asphalt paving crew begins paving of parking area at the Target facility in the Newman Reading Associates project on 5th Street Highway, Muhlenberg Township, Berks County. In addition to Target the center will feature Giant Foods, PetSmart and a bank.*

## Schlouch Paving Team Extends Parking Lot Life Through New Maintenance And Repair Program

Responding to the high price of asphalt brought on by the rising cost of oil, Schlouch Incorporated has added Parking Lot Maintenance and Repair to its Asphalt Paving Team service. The goal of the program is to save existing and new customers money by extending the life of their large existing paved surfaces.

Schlouch's new program will include crack sealing, patching, seal coating, overlays and line painting. The program is designed to extend the life and maintain a professional look to parking areas of industrial, commercial, retail, healthcare facilities and residential communities.

Glen Powell has joined Schlouch to head this service within the Asphalt

Paving Team. Glen served with Powell Engineering Contractors from 1984 until joining Schlouch. At Powell he was involved with all facets of asphalt  
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▲ *Schlouch patching crew targets failing asphalt surfaces like that above as part of the company's maintenance and repair program.*



▲ Schlouch team members working the Newman Reading Associates project in Muhlenberg Township provided the solution to meet a rapidly approaching pad delivery date.

## Thinking Ahead, Anticipating Problems Makes Schlouch The Solutions Provider On Tough Jobs

by Barry Schlouch

It is easy to make marketing claims, but putting substance and performance behind them takes commitment and effort from all members of a company's team. At Schlouch we tell our prospects that we are proactive in bringing solutions to the job by thinking ahead and anticipating the customer's needs.

Recently we had the opportunity to put our proactive solutions concept to work with dramatic results. Last fall we were retained by Newman Reading Associates to provide site work for a commercial shopping center on 5th Street Highway, Muhlenberg Township. Because of a late start to the project, Newman was faced with a near impossible task of meeting a November 30 pad delivery date.

The SI team in charge of the site went to the township, explained the problem and asked for permission to work the site 24/7. Permission was granted, lights were installed and the deadline was met, impressing our customer and his client, Target. As a result we are now looking at other projects with Newman both in, and outside of, our market area.

We also bring this same proactive solutions philosophy into play when a project is still in the planning stages. Last year we worked with Herman De-

velopment on its Midway Project located in Bethel. SI's Design/Build team was able to redesign the site for Herman and increase its yield from 850,000 square feet to 1,000,000 square feet by wetlands mitigation. SI balanced the site, provided subsurface evaluation, and reduced the costs and managed financial responsibility and the owner's risk. This made the site more attractive and Herman sold the site as a large distribution center. Schlouch is slated to break ground as soon as the new owners are ready.

### SI Solutions Benefit Customers

Delivering proactive solutions is our approach on every job. If we can show our customers how they can benefit from combining the best construction practices with the best site design principals, we are adding value to their decision to use Schlouch Incorporated for their projects. We believe that this is one reason repeat customers represent more than 60% of our business. ⚡



Barry Schlouch

## Parking Lot Maintenance

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pavement construction and design, most recently serving as project manager. He holds many certifications and is a member of the Project Management Institute and the Construction Specifications Institute.

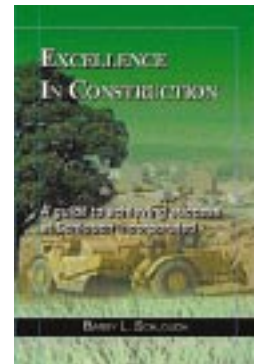
### Maintenance Is Essential

"Lack of maintenance shortens the life of the asphalt and can result in much costlier repairs and replacement," Powell said. "With a consistent annual maintenance program, the cost to the owner of having a functional and attractive parking surface is greatly reduced."

Schlouch will offer the Parking Lot Maintenance and Repair program throughout its Southeastern Pennsylvania marketing area including the counties of Berks, Bucks, Chester, Lehigh, Monroe, Montgomery, Northampton and Schuylkill. SI will also offer services outside Pennsylvania for select clients. ⚡

### Barry Schlouch Authors Book On Excellence In Construction

Barry Schlouch has recently published a book, *Excellence In Construction*. In his introduction, he explains that the purpose of the book is to draw on his own experience in construction to create a guidebook to success to support Schlouch employees and the 8 million plus workers in construction today.



The book's 13 chapters cover such essentials to excellence as understanding the big picture, building yourself, achieving a daily plan, doing it right the first time, work ethic, selecting the right tool for the job, training, safety and the role of the leader. The book closes encouraging the reader to remember that "anything is possible".

Copies are available from the author for \$15.00 per copy. ⚡



▲ *Preparing a commercial site along Route 611 in Monroe County for DEPG Stroud Associates, L.P. keeps Schlouch crews busy taking advantage of excellent April weather:*



▲ *Crew loads stone at Laurel Fields a 43-acre site for 82 townhouses by Kay Builders in Lehigh County.*

## Schlouch Projects

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square-foot warehouse addition for Davis Beverage on City Line Road, Hanover Township, Lehigh County, PA. Schlouch is providing clearing, grubbing, demolition, earthwork, sediment/erosion control, building pad, concrete foundations, building slabs, dock apron slabs and paving.

**North Star Construction Management** named Schlouch to provide concrete foundations and slabs for Grundfos Pumps, a 64,000 square foot manufacturing facility expansion on Hangar Place, Hanover Township, Lehigh County, PA.

### Monroe County

**DEPG Stroud Associates, L.P.** retained Schlouch to provide sitework for a 10-acre commercial/retail site on Rt. 611 in Stroud Township, Monroe

County, PA. The site will house five commercial and retail buildings. Schlouch is providing clearing, grubbing, survey, stakeout, blasting, rock removal, earthwork, sanitary and storm sewers, water line, sediment/erosion control, roads, building pads, concrete, curbs, paving and seeding. In addition Schlouch will provide PaDot improvements on Rt. 611. Work will be completed by Fall 2008.

### Northampton County

**Jonathan Construction Services L.L.C.** chose Schlouch to handle sitework for Airport Commons, a complex of 28 office condominiums on Innovation Way and Airport Road, Hanover Township, Northampton County, PA. Schlouch is providing survey, stakeout, blasting, rock removal, earthwork, sanitary and storm sew-  
*(continued on page 4)*



▲ *Pipe installation moves forward (two photos above) at Airport Commons, an office condominium project of Jonathan Construction Services L.L.C.*



▲ *Schlouch team removes soil from the site at Liberty Village a 65-acre residential development in Lehigh County.*



## Schlouch Develops New Niche Service In Stone Quarry Stripping/Drilling

Schlouch Incorporated is finding increased opportunity in providing drilling and stripping services to local stone quarries. The growing demand for stone in construction has created a support niche for Schlouch and its team of seasoned operators.

Schlouch is presently drilling and stripping pinnacle rock overburden at local stone quarries to expose the dolomite rock for crushing. The advantage to quarry owners of outsourcing this aspect of the quarry operations to Schlouch is that the quarry has a supplier familiar with MSHA and the safety practices of quarry operation. The quarry owner gets the advantage of SI's efficiency and reliability of production, and they do not have to own, lease or maintain the equipment.

SI is working to expand this specialized business opportunity. ⚡



## Schlouch Projects

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ers, water line, sediment/erosion control, roads, building pads, curbs, paving and seeding. Work will be completed by late Summer 2008.

**North Star Construction Management** selected Schlouch to provide concrete foundations and slabs for Integrated Asset Management, a complex of three one-story office buildings on North Commerce Way, Hanover Township, Northampton County, PA.

### Schuylkill County

Miller Brothers Construction has named Schlouch for sitework at a 13-acre site in Highbridge Industrial Park, Schuylkill County, PA. Miller is building a 105,000-square-foot distribution center on the site. Schlouch is providing clearing, grubbing, concrete building slabs, dock aprons, sidewalks, curbs and paving. ⚡



▲ Schlouch's Concrete Team pours the slab for a 105,000-square-foot distribution center in Schuylkill County.