

THE WHITFORD QUARTERLY



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FEATURE JOB

EMERGENCY SNOW REMOVAL, BUFFALO, NY

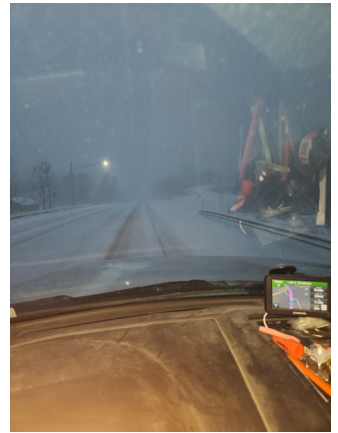
By: JUSTIN FILLHART

The L.C. Whitford Co., Inc. has been involved in numerous different types of construction projects for over 106 years and counting. In our business, we are known traditionally as “Bridge Builders”. Unknown to many, we also maintain several Emergency Response Contracts for different customers. Debris removal, highway emergencies, bridge emergencies, and utility provider emergencies are just a few that are maintained on a yearly basis.

Snow and Western New York are almost synonymous during the winter season. Recently, LCW was activated on two different major snow events in the Buffalo, NY area. In November, LCW sent numerous loaders and dump trucks to aide in “digging out” some of the Buffalo suburbs. Multiple crews worked 12 hour shifts, 24 hours per day for nine days straight over the Thanksgiving holiday while staying in the area and away from their families.

Mother Nature struck again in December and pounded the Buffalo area with snow being measured in feet and gale force winds. LCW again was activated on Christmas Day to work directly with the NY State Police digging out the area for emergency responders and the National Guard. Our crews again worked 12 hour shifts, 24 hours per day for six days straight. One highlight that came out of this most recent emergency response was our guys had to dig out a path for the emergency responders to gain access to a woman that was in labor for over two days. The local Buffalo News shared the success story with an interview of the new mother a few days later. In the background of their live shots during the broadcast, you could visibly see one of our new Cat loaders with a big white LCW proudly displayed over the rear tire on the machine.

In closing, our diversity coupled with talented/dedicated individuals and state of the art equipment has placed us in a position not only to be leaders in our industry, but also able to give back to our communities that we serve in times of need. I would like to extend our great appreciation to the agencies that we work with during these emergency events, the people that are directly affected by the aide that we provide, and the dedication of our crews spearheaded by superintendents Jason Bishop, Adam Daley, Tim Jerge, and Ace Wood during these last two snow emergencies. The last 106 years have been great, but we are excited to see what year 107 has to bring...



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SAFETY UPDATE

THIS QUARTER

95,292

MAN HOURS WITH

0

LOST TIME ACCIDENT

KEEP UP THE GOOD WORK!!!!

EQUIPMENT COMPANY

The Equipment Company has finished another good year. The Parts and Service Departments have had a busy year and have done a great job as always.

The Service Department has been working on reconditioning a couple of trade in machines to get them ready for resale.

In the 4th Quarter we have sold a new Morbark 6400XT Track Horizontal Grinder, a new Morbark 40/36 Track Chipper and a new TimberPro TL735D Feller-Buncher. 2023 looks to be a good year as well. We have lots of customer interest with the only problem being equipment availability. Supply chain issues are still causing long lead times for new orders. We ordered 6 new machines in October and they are not going to arrive until next fall.



Timpro TL735D Feller-Buncher



Morbark 4036 Track Chipper



Morbark 6400XT



Morbark 6400XT (Delivery)

MATERIALS COMPANY – KEVIN SHARPE

2022 is coming to a close and the Materials Company had a successful year. We produced and delivered 151 beams this year and we have 57 beams on the books for next season. NYSDOT reached out to us and requested we provide several budgets for upcoming high profile New England Bulb Tee Beams for county bridge replacements. We are excited and look forward to the 2023 season.

In mid-July this year, we picked up beams with Mekis Construction. SR 215 Over Conneaut Creek, Conneaut Township, Erie County, PA. The beams are 33" x 53.5" PA Bulb Tee Beams. (4) Beams x 111'-0" Long weighing approx...53 Tons per beam. In Early June we were contracted to produce (8) 48" x 27" Adjacent Box Beams for CATCO, Inc. Dredge Road over Conewango Creek Town of Leon, Cattaraugus County, NY. There are (8) beams 76'-6 1/2" Long weighing approx...32 Tons per beam.

PENNDOT and NYSDOT have a lot of upcoming bidding opportunities for 2023. We feel good about the upcoming year and to everyone at L.C Whitford have a Happy New Year!

*B2216 Allegany County Higgins Road
Over Sixtown Creek, Town of Hume*



PRESIDENTS CORNER – BRAD WHITFORD

A few observations as we look back on 2022 and look forward to the 2023 season.

I think we are lucky to have a lot of opportunities that many of our competitors do not. Our "energy sector" has grown exponentially over the last few years and continues to grow. We have been 100% booked with the work in Virginia and there is talk of even bigger work there and in surrounding areas. The railroad division is booming. As Chuck can attest, we are usually told late in any given season that "there is a lot of work coming". There usually is, but I'm not sure we have ever seen such an intense pre-bid / bid schedule. The guys have been hitting 2-3 pre-bids per week for some time now. I dare say that we will have plenty of railroad work for 2023. The Georgia Division has maintained a good workload and continues to bid work. The biggest obstacle has been finding more skilled labor. We are hoping that a cooling of the housing market and the completion of some of the mega-projects in the greater Atlanta area will ease the labor market a tad.

The NY and PA markets are a little more difficult. The PENNDOT letting schedule has been as light as we have seen it in years and the local opportunities have been few and far between. In my opinion, the problem with the NY market has been the competition. It is not uncommon to see 6+ bidders vying for the "local" heavy-highway projects that we would normally go after. It's hard to beat 5 or 6 other bidders . . . and sometimes you wish you hadn't!

All that said, I am looking forward to this season.

*Regards,
Brad*

GEORGIA NEWS – KARL YOUNG

Project #21053 – Signing Upgrades on US 80/SR 22 in Columbus

The project has been slowed by material delay. LCW is awaiting the final five sign structures from the manufacturer so we can finish the project. All other work, including eleven sign structures and guardrail installations, is complete. We will be finished in approximately one week once the remaining structures are delivered.

Project #21079 – Bridge Rehab on 3 Bridges in District 6

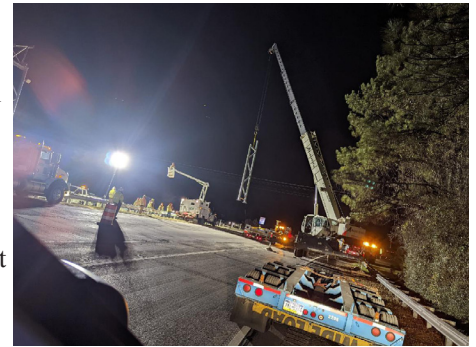
This GDOT project, located at three bridge sites in north Georgia, is also almost complete. Current remaining work consists of bridge joint sealing at Bridges #1 and #2. We have submitted a proposal for extra work, in the form of bridge jacking and pier cap repair, at Bridge #3 and await GDOT approval. The project should be complete by the end of March.

Project #22072 – I-75 Emergency Bridge Repair

We are proud to be selected by GDOT to perform the emergency repair work on this bridge located near Pinehurst, GA. The bridge was hit by a dump truck running full interstate speed with a raised bed; unfortunately, the driver did not survive the accident. We will be replacing two steel girders with bearings & anchor bolts, approximately 53’ x 14’ concrete bridge deck with a 3’ overhang and 53 linear feet of brush curb. In addition, work includes a concrete railing, edge beam replacement, sealed bridge joints, striping, painting, etc. The project has a 30-day completion date with a 10-day timeline to perform the critical path items. We will begin work in January once GDOT issues the NTP.

Project #22108 – Bridge Rehab @ 6 locations on I-20

LCW was awarded this project in November by GDOT. We will be repairing and improving six bridges along the I-20 corridor half-way between Atlanta and Augusta. Bridges will be jacked, pier caps repaired, bearings replaced, slope paving replaced, and edge beams replaced. Polymer overlays will be installed on bridge decks and bridge joints will be sealed. There is also concrete patching, epoxy pressure injection and bridge painting work to be done. Start of work will begin this spring with an overall completion date set for October 31st, 2024.



Project #21053 – Signing Upgrades



Project #21053 – Signing Upgrades



Project #21053 – Signing Upgrades



Project #21053 – Signing Upgrades



Project #21053 – Signing Upgrades

RAILROAD UPDATE – MATT INGALLS

The railroad division here at LC Whitford had a great year in 2022, completing 25+ projects in 8 different states. With the help of everyone on the railroad team we have been fortunate enough to add another check mark under the success column. For the last month we have been working on filling the 2023 schedule as well finishing up our remaining projects. It’s looking as if 2023 is going to be just as busy as 2022.

I would like to thank Rob Faulkner, Adam Daley, Dean Ingalls, and Jeremy Faulkner as well as everyone on their crews for their hard work, dedication, teamwork, and “can do” attitude needed in order to be successful. Andrew Carnegie once said, “Teamwork is the ability to work together toward a common vision. The ability to direct individual accomplishments toward organizational objectives. It is the fuel that allows common people to attain uncommon results.” With that, I have no doubts for 2023.



Sangerfield, NY



Ithaca, NY

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FINAL THOUGHT

"Success is not final, failure is not fatal; it is the courage to continue that counts."

- Winston Churchill

RECENT CONTRACTS
AWARDEDGeorgia

- GADOT – Bridge Rehab., 6 location I-20
- GADOT – Bridge Maintenance & Repair District 7

Kentucky

- Norfolk Southern – Bridge Removal Danville, KY

New York

- NYS & WRR – Steel Repair Binghamton, NY
- NYS & WRR - Emergency Repair, LaFayette, NY
- NYSDOT – D264904 Culvert Cleaning -9 Locations
- NYSDOT- D264909 Region 6 Emergency Bridge Contract
- NYSDOT – D264599 – Buffalo Emergency Snow Removal
- Fosler – Solar Projects, Ferris Road, Malone, NY
- Norfolk Southern – Emergency Repair, Wellsbug, NY
- NYSDOT – D264886 Overhead Sign Replacement I86
- NYS & WRR – Eager Road Steel Repair, LaFayette, NY
- NYSDOT – D264934 –Highway & Culvert Maintenance, Region 6, JOC
- NYSDOT – D264935 – Bridge Maintenance, Region 6, JOC
- Norfolk Southern – Span Replacement Richmondville, NY

Pennsylvania

- Norfolk Southern – Bridge Repair Mayville, PA
- Wheeling & Lake Erie RR – Steel Repair, Pittsburgh, PA

Virginia

- Dominion – David H. Elliott – Shellhorn, Hamilton, Clover, Edmenson, Rodrick Heights, Radnor Substation
- Dominion Global Plaza – Energy Erectors
- Dominion – Pinsula Hamton, Va
- Norfolk Southern - Span Replacement, Burkeville, VA

LC WHITFORD COMPANY PROMOTIONS

Justin Fillhart began his construction career at an early age in the 1990's working for a local, family owned paving company as a laborer, operator, and mechanic. From there, he was employed at several various positions working for the Roulette Water Co., North Penn Gas Co. – PP&L, R.H. Marcon, and Baker's Welding. In 1999, Justin attended Penn State University – Berks for Architectural Engineering and in 2001 he transferred to Penn College of Technology (PSU – Williamsport) to graduate with a Bachelor's of Science in Construction Management. He was hired by Allan A. Myers/American Infrastructure/Independence Construction Materials prior to graduation and held many roles with the company from Project Engineer, Production Engineer, Safety Field Manager, Assistant Dispatcher, Assistant Superintendent, and Superintendent. Working in their quarries, asphalt plants, corporate offices, and successfully completed heavy-civil and site development projects in PA, DE, and MD. He left there in 2010 to move back to Potter County, PA with his wife and three children, and took a job with Glenn O. Hawbaker as the Project Mgr. for the Northern Region. In 2011, Allan Myers opened a new office in Northern PA and hired him back as a Superintendent to develop gas well sites and large fresh water impoundments. In 2012, Allan Myers decided to close their office in the North and Justin came to The L.C. Whitford Co., Inc. Justin was promoted to Operations Manager this past fall and is involved in all facets of LCW business operations.



Justin Fillhart
Operations Manger

Caleb Freeman began his construction career at a very young age working with his father's business completing various concrete and masonry projects in the Coudersport and surrounding areas from 1998 until 2006. In 2005, Caleb took a position with Lobar Inc., out of Dillsburg, PA. While at Lobar, Caleb worked on numerous institutional projects, waste water treatment plants, and water treatment facilities. In 2010, he was promoted to a superintendent position with them and was responsible for the total completion of projects managing everything from materials, equipment, manpower, and subcontractors. In 2017, Caleb left Lobar Inc. and joined The L.C. Whitford Co., Inc. as a superintendent, managing projects from bridge rehabs, waterproofing and containment work, and some of our energy field work. Caleb and his wife have three children and reside in Potter County, PA. He was promoted to General Superintendent this past fall and will be involved in all LCW field operations.



Caleb Freeman
General Superintendent

CHUCK'S CHUCKLE

RETIREMENT

Stanley, an American businessman, was at the pier of a small coastal Mexican village when a small boat with just one fisherman docked. Inside the small boat were several large yellowfin tunas. Stanley complimented Pedro, the fisherman, on the quality of his fish and asked how long it took to catch them. Pedro replied that it only took a little while. Stanley then asked why didn't he stay out longer and catch more fish. Pedro said he had enough for his family's needs.

Stanley then asked, "But what do you do with the rest of your time?"

Pedro replied, "I sleep late, fish a little, play with my children, take a siesta with my wife Maria, stroll into the village each evening where I sip wine and play guitar with my amigos. I have a full and busy life, senior."

Stanley scoffed at Pedro, "I am a Wharton MBA and could help you. You should spend more time fishing and with the proceeds, buy a bigger boat. With the proceeds from the bigger boat you could buy several boats. Eventually you would have a fleet of fishing boats. Instead of selling your catch to a middleman you would sell directly to the processor, eventually opening your own cannery. You would control the product, processing, and distribution. You would need to leave this small coastal fishing village and move to Mexico City, then L. A. and eventually New York City, where you will run your expanding enterprise."

Pedro asked, "But how long will this all take?" Stanley replied, "15 or 20 years." Pedro asked, "Then what?" Stanley laughed and said, "That's the best part. When the time is right you would announce an IPO and sell your company stock to the public and become very rich. You would make millions." Pedro replied, "Millions? Then what?"

Stanley answered, "Then you would retire. Move to a small coastal fishing village where you would sleep late, fish a little, play with your kids, take a siesta with your wife, stroll to the village in the evenings where you could sip wine and play your guitar with your friends."