

**Commercial**

**Healthcare**

**Institutional**

**Municipal**

**Retail**

**Work in Progress  
 At A&E**

Apton Corporation

Aramark-Arcadia University

Athenian Properties  
 Census Bureau

Five Below

Fresenius Medical Care

Ice House

Interboro High School

Krispy Kreme

LA Fitness

Lilly Pulitzer

Margate Towers

Mercy Vocational High School

Ollie Shoes

PLCB

Princeton University

Rutgers University  
 Camden, NJ

Shops at Springton Pointe

The Wharf at Rivertown

USARC Revitalization, Edgmont

St. John Neumann Nursing Home

Temple Beth Hillel/Beth El

WAWA

Wells Fargo

World Flavors

US Airways

**PRINCETON UNIVERSITY  
 A Success Story**



Princeton University's 1993 Strategic Plan included a comprehensive physical planning process for the entire campus. The plan included a number of major new facilities and refurbishing of many existing facilities. For the past five years A&E Construction has had the pleasure of working on many of these projects, i.e., Bowen Hall, Lewis Thomas Hall, Wallace Hall, Stevenson Hall and the demolition of the existing main basketball flooring and two practice courts of the Jadwin Gymnasium. A&E in conjunction with Flynn Flooring, Conshohocken, PA, installed the Robbins Bio-channel Start XL Flooring System, for which A&E received the 2002 *Robbins Sports Surface of the Year* award.

In the Fall 2004 A&E will complete the renovation of the Helm Building, our most recent project at Princeton. It entails renovating all four floors of the building and constructing a masonry addition to accommodate new offices. A&E is the Construction Manager for this project and has provided preconstruction services, scheduling, estimating and value engineering. *Nalls Architecture, Inc.* was the Architect.

# The Foundation

## The Vision

Intricately woven into A&E's business philosophy is President, Bill Santora's dedication to giving back to those less fortunate. It was his father's philosophy of "hard work is not hard but essential to being successful," and his mother's teaching that the only way to feel good about success, whether financial or physical, is to give some of it back to those less fortunate.

Among the many organizations that A&E supports are UNICO, Time for Teens, The Little Rock Foundation, the Upper Darby Fire Fighters, athletic associations, the Philadelphia Museum of Art's *Art After Dark*, as well as many national and local associations and charities.

The Company's Vision of "building a solid foundation" with all our clients is enhanced by its dedication to interacting with the surrounding community and giving a helping hand to those in need.

The Little Rock Foundation

time for teens  
MENTORING

## SAFETY AT A & E

Safety responsibility begins with a moral obligation. The jobsite must not pose any unnecessary risk to any individual working in it or passing through.

A&E Construction strives to provide a safe and healthy work environment of the highest quality for all its employees and clients. By following a comprehensive program for safety, we recognize the responsibility to provide a hazard-free work place.

## Apton Corporation, Philadelphia Naval Business Center



**A&E Construction** recently completed the interior construction of Apton Corporation's 8,000 sf Regional Headquarters. Located in Building 10, this fast track project began

June 28 and was completed August 7, 2004.

The contemporary office was designed to fit into a former Navy Yard Woodshop.

*Architect: Space Design*



## Corinthian, Condominiums Bala Cynwyd, PA

### Sales Office and Sample Suite



A&E Construction, Inc. built-out the Sales Office and Sample Suite for the six-story, \$200 million luxury condominium, a collaboration between O'Neill Properties Group and Vaughan & Sons Builders.

## STEEL—What's the Problem?

Is there a shortage? And has China's swift growth effected steel's availability. China consumed 55% of the world's cement production and 36% of its steel in 2003, a 40% gain in imports to \$413 billion.

This rapid expansion has led China's President Hu Jintao and Premier Wen Jiabao to reduce China's growth domestic product to 7% in 2004 and has led the Chinese government to order that no approvals be made this year for any new steel, aluminum and cement products.

Automotive production is slipping, machine tool and other heavy machinery manufactured remains weak.

So, why is the price of steel in this country so high? Many people are asking this question. What do you think?

(Excepts taken from *All Metals & Forge, LLC—Metalswatch* June 2004)

## Health Care at A&E

### Fresenius Medical Care

Seaford, DE; Rehoboth Beach, DE

*A&E strictly adheres to ICRA (Infectious Control Risk Assessments) in all of its healthcare projects.*

A&E Construction has completed seven Kidney Dialysis Renovations for Fresenius Medical Care over the past two years.

During the summer of 2004, A&E Construction completed two facilities, both with September deadlines.



FMC—EPISCOPAL HOSPITAL, PHILADELPHIA, PA

## Retail at A&E

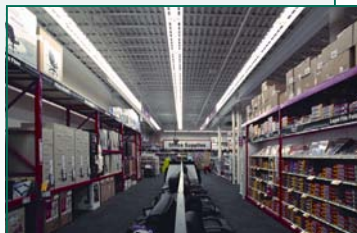
The Investment Division of Conshohocken, PA based Fameco Real Estate represented NJ-based Freedman Cohen Development in the sale of Colonial Commons Shopping Center in Harrisburg, PA to Heritage Property Investment Trust. Upon acquiring the property a team effort by Freedman and A&E Construction built out the stores resulting in the repositioning of the property as a dominant center and accounting for nearly doubling its value. The impressive roster of tenants include anchor Giant Food, Ross Dress for Less, Linens 'n Things, Marshall's, TJ Maxx, The Guitar Center, Ben Franklin and Office Max. The Center is currently 93% leased.



COLONIAL COMMONS SHOPPING CENTER



THE SHOPS AT SPRINGTON POINTE



# The Foundation

**A&E Welcomes:**

**Fred Zeitter,**  
Project Manager

**Elaine Hirvatidis,**  
Office Assistant

## CONGRATULATIONS

To Dave Lyden on his recent marriage to Jackie Porter

*A&E is committed to the environment*



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We're on the WEB!  
[www.aeconstruction.com](http://www.aeconstruction.com)  
Visit us on the WEB!



Front Row: Marianne Calabrese ; Back Row: Elaine Hirvatidis, Cathy Weaver, Suzanne Meehan

**The Office** An essential ingredient to all successful companies is a staff that is dedicated to the creation of a well run office and meticulous accounting.

Marianne Calabrese, Office Manager and Project Accountant, works with a team of assistants that create an atmosphere of competence and good will throughout the office.

Cathy Weaver, an assistant to Marianne, keeps on top of the growing workload.

Suzanne Meehan also works with Marianne and Cathy to maintain a highly professional and orderly keeper of the office system.

Elaine Hirvatidis manages essential paper work and systems control for all Project Managers.

## News From A&E

### Green Building

Dave Lyden, Project Manager, attended **LEEDS (Leadership in Energy and Environmental Design)** Conferences in Pittsburgh and Philadelphia.

### Philadelphia 100

**A&E Construction has been elected for the second consecutive year to the Philadelphia 100.**

**Philadelphia 100** honors the top 100 companies from Greater Philadelphia.

### ICSC Pennsylvania/New Jersey/Delaware Idea Exchange

A&E participated in the **ICSC** Philadelphia Idea Exchange held at the Convention Center on September 22, 23, 2004. We featured our growth in the retail market at our Deal Making Booth.