



The Foundation

Grand Opening Celebrations

Hamilton Honda

Hamilton Township, NJ

Partners Michael Saporito, owner of All Star Motors and Jesse Armstead, former player for the New York Giants, joined Hamilton Township Mayor John Bencivengo in a ribbon-cutting ceremony for the brand new 62,500 square foot Honda dealership (right). Tony Santora, President, and Jody Arena, Project Executive, attended the VIP grand opening celebration in June, held among the new cars in the showroom (bottom right).



Oakmont Fire Company

Havertown, PA

Replacing the existing 82 year old ailing structure, Oakmont Fire Company celebrated the grand opening of its new state-of-the-art facility in April. The new structure includes handicap accessibility, doors and floors to accommodate new and heavier equipment, sleeping quarters for eight, an officers' room, and energy efficient mechanical systems.



Top: The new facility

Left: Ceremonial moving in of a fire department vehicle

Right: Joining officers of Oakmont Fire Company are A&E's Superintendent Joe Chester (5th from right), Project Executive Bob McClure (3rd from right) and CEO Bill Santora (far right)

Commercial ♦ Education ♦ Healthcare ♦ Municipal ♦ Retail & Hospitality

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Pennsylvania: 152 Garrett Road, Upper Darby, PA 19082

New Jersey: 201 Haddonfield-Berlin Road, Cherry Hill, NJ 08034

P: 610-449-3152 F: 610-449 6325

P: 856-857-9333 F: 856-857-9334

**Spotlight
on**



Two Bala Plaza, Suite 502
Bala Cynwyd, PA 19004

Mc Gillin Architecture Inc. is a full services design firm serving corporate, academic, institutional, healthcare, retail and developer clients on a national basis. Founded in 1991, McGillin Architecture has earned a reputation for providing value to its clients through quality design and responsive service at a reasonable cost. The firm has been responsible for the design and program management for project costs in excess of \$30 million per year.

McGillin Architecture's staff are LEED accredited and their innovative designs incorporate sustainable design principles as well as value analysis and cost management at every phase of the design process. By embracing and utilizing current and evolving technologies, the firm delivers quality, value, efficient, and cost effective services. They take the time to listen to their clients' concerns and respond with appropriate solutions that meet rigorous functional demands as well as enhance the environment. (www.mcgillinarch.com)

In addition to working with McGillin Architecture on the Lockheed Martin Corporation project featured on the next page, the two firms have successfully teamed to complete three medical office fit-outs for Family Practice and Counseling Network, a program of Resources for Human Development. The first project completed in 2007 includes a full service medical office and separate behavioral health suite at the Network's headquarters in the Germantown area; a second, 10,000 square foot project located in southwest Philadelphia included a full services medical office, behavioral health and dental suites. A&E Construction Co. is currently working with McGillin Architecture in completing full service dental offices at the Family Practice Network's headquarters.



Family Practice & Counseling Network

J. Randal Price

Vice President of Business Development



Randal Price joined A&E Construction Co. in March 2009. He is responsible for directing the overall business development effort at A&E. In this role, Randal oversees the preparation of marketing materials, proposals and presentations; and has responsibility for conducting direct sales efforts with key clients.

Randal graduated from the University of Missouri-Rolla with a degree in Engineering Management. He has been involved in the Philadelphia area design and construction community since the 1980's when he joined The Kling Partnership. Most recently he was responsible for client relations with Gardner/Fox Associates.

Randal brings experience and a proven track record of success in the development of new business, which will be invaluable in meeting A&E's goals for 2009 and beyond.

The Team Approach

Today, Owners require that their projects be completed quickly and professionally to save time and money. At A&E, our “Team Approach” addresses these issues by including all the players involved in the project, regardless of the size of their roles, in the Construction Team.

Recently, A&E was involved in an extremely time sensitive project for Lockheed Martin. Personnel were to be relocated from another out of state facility to their newly renovated facility with a critical relocation and startup date.

As can happen on projects, there were several delays that postponed the commencement of construction. And there were also unforeseen delays during the project. The Team Approach turned what could have been a catastrophe into a non-issue.

Lockheed Martin required a specific manufacturer for its HVAC equipment (RTUs, VAVs and Fan Coil Units). Due to delays at the factory and overwhelming demand at the time, the manufacturer would not be able to deliver all the equipment until after the scheduled completion date.

Lockheed Martin, McGillin Architecture, A&E and its subcontractors, and Lockheed Martin’s furniture vendor all worked together – agreeing on a plan to complete all the work, except in areas where HVAC equipment was located in the ceilings. As HVAC equipment was delivered for a particular area, it was to be immediately installed and the remaining work in those areas followed right behind. Each Team member committed to providing additional



time and resources, and to perform *work out of sequence* to ensure the completion date.

Although the HVAC equipment was purchased by the HVAC subcontractor, Lockheed Martin used their influence and the resources of its purchasing department to persuade the manufacturer to deliver approximately half of the equipment three weeks prior to the completion date and the rest over the next few weeks in multiple shipments.

After reviewing plans and shop drawings, McGillin Architecture worked with A&E and the subcontractors on the piping, duct and ceiling layouts to be able to accomplish the *out of sequence work*. The HVAC subcontractor modified his piping and duct runs; the carpentry subcontractor altered his ceiling grid layout so that areas of the ceiling grid could be left out; and the flooring subcontractor left areas undone.

All subcontractors, including electrical, and Lockheed Martin’s furniture vendor, performed work out of sequence and immediately finished areas as they became available. A&E coordinated the activities of all, worked overtime and provided additional labor to assist the subcontractors and the furniture vendor.

Jody Arena, Project Executive for A&E, stated that “With The Team Approach and the collective efforts of all, the project was completed on time... and to all the relocated personnel it appeared to be a seamless process and an easy move.”





Under Construction

Current Clients

- Archdiocese of Philadelphia
- Cedar Shopping Centers
- Children's Hospital of Philadelphia
- Delco Development, LLC
- Dreher Group
- Enterprise Rent-A-Car
- Fameco Real Estate
- Family Practice & Counseling
- Federal Realty Investment Trust
- Five Below
- Flaster Greenberg Law Offices
- Fresenius Medical Care
- Hamilton FC Associates
- Iron Mountain
- Ironwood Property Group
- Jolly's Rockin Piano Bar
- Korman Commercial Properties
- Lilly Pulitzer
- Puerto Rican Unity for Progress
- Rumsey Electric
- SEPTA
- Social Security Administration
- Sonic Drive-In
- Swiss Farms
- Tri State Ventures, L.P.
- University Communities
- University of Pennsylvania
- WAWA, Inc.



Puerto Rican Unity for Progress, Camden, NJ
Architect: Archi-tecto Studio



Upland Square, Pottsgrove Twp., PA
Architect: Ignarri-Lummis



Social Security Admin., Upper Darby, PA
Architect: Linn Architects



Rite Aid, Franklin Township, NJ
Architect: BL Companies



Super 8 Motel, Mt. Laurel, NJ
Architect: Newcomer Architects



St. Francis Country House, Darby, PA
Architect: Spearman Associates