



MDAVIS

One Source For All
Industrial Construction, Fabrication & Maintenance



A MESSAGE FROM OUR EXECUTIVE COMMITTEE

Featuring Our President and Chief Operating Officer, John Gooden

In the summer of 1989, I was asked to work a job fair in the gymnasium of Howard High School in Wilmington. I went in early on a Saturday, hung some chain falls from the beams in the ceiling, and did a rigging demonstration for the students as they came through later in the day.

In early December 2021, I was in Mt. Pleasant High School, working with a group of students in the Delaware Pathways Program to expose them to welding and various opportunities in the trades. That amounts to 30-plus years, and I am still proudly doing the same thing—educating students.

Over these last three decades, I have become convinced that this is the single-most important thing that I do—and, quite frankly, something that a lot more employers should be doing. Plenty of employers are hiring, but they cannot find enough qualified applicants. It is pivotal that we get into our local schools and spread the message about our businesses. Students need to hear us talk about opportunities out of high school and college, training options, the career path for these new hires, and wages and benefits. More importantly, we need to share our stories. Most students I interact with do not know what they want to do—they do not have a realistic concept of wages, and many do not think college is an option.

For us here at M. Davis, the apprenticeship program is a great opportunity for our new team members to learn a trade free of charge, or, if that is not in the cards, then maybe the SEED (Student Excellence Equals Degree) program at Delaware Technical Community College could give them traction to get started in college. The issue is simple: students do not know and are not being educated on what career options are out there, and it is up to us to ensure that this information is readily available to them so they can make informed decisions about their futures. I have seen firsthand the difference that spreading our message can make in peoples' lives, and I will keep spreading the news into my retirement.

I would love to say that this is a philanthropic effort, but it really isn't. I recently had a conversation wherein I listed a long list of tradespeople, supervisors, and managers who started here at M. Davis & Sons when they were finishing high school and are still here many years later.

The takeaway message is straightforward. Educate the future labor force, hire good people, train them, and treat them like family, and you will have the workforce you need in the future. ■

M. DAVIS HAS BEEN NAMED AN ACCREDITED QUALITY CONTRACTOR!



M. Davis & Sons is honored to again been named a 2021 Accredited Quality Contractor (AQC) by Associated Builders and Contractors (ABC). Our company has earned this esteemed credential for 15 years and was one of only 229 of the nation's elite merit shop construction contractors to do so in 2020. M. Davis has earned this prestigious designation for our dedication and commitment to corporate responsibility.

Launched in 1993, ABC's AQC program provides recognition to world-class construction firms that have documented their commitment in five areas:

- Quality
- Safety performance
- Talent management
- Craft and management education
- Community relations, inclusion, diversity, and equity

"Accredited Quality Contractors are the types of companies I want to work for and do business with because of the priority placed on world-class safety, culture, workforce development, innovation, diversity and quality," said 2021 ABC National Chair of the Board of Directors Steve Klessig, vice president of architecture and engineering, Keller Inc., Kaukauna, Wisconsin. "Congratulations to the leadership and employees of M. Davis & Sons, Inc. for your daily commitment to corporate and community service; you exemplify the merit shop philosophy and what's best about ABC membership."

In earning the AQC credential, each member company commits to world-class safety by achieving the gold, platinum, or diamond level in ABC's STEP Safety Management System. Founded more than three decades ago, STEP dramatically improves safety performance among construction industry participants, with top performers achieving incident rates more than eight times safer than the U.S. Bureau of Labor Statistics industry average.

AQC members also take the following pledge: As an Accredited Quality Contractor, our company is committed to providing our clients with the highest quality construction services, and we care deeply about our employees and the communities in which we build. We are proud to be part of the construction industry and are dedicated to the principles of free enterprise. We commit ourselves to serve our communities and provide our employees with the skills they need to work safely and productively to meet the needs of our clients.

M. Davis & Sons is honored to be part of Associated Builders and Contractors, and we pledge our ongoing efforts to developing our team and performing work with the utmost dedication to quality and safety. ■

ABC DELAWARE EXCELLENCE IN CONSTRUCTION AWARD

Mechanical Project for United Cocoa Processor



M. Davis & Sons received an Excellence in Construction award for our work as the lead contractor on the addition of a supplemental cocoa bean grinding line for United Cocoa Processor, Inc. (UCP), a prominent manufacturer of custom, high-quality cocoa products. With our one-stop shop capabilities, we were able to provide all the rigging, structural steel fabrication, ductwork, mechanical piping, plumbing, and electrical services to add this second grinding line to significantly increase the output of the UCP facility.

Before the start of the equipment installation, the M. Davis structural steel fabrication division was hard at work forming the various equipment platforms and supports required for the job. There were 10 custom-designed and fabricated steel platforms, several of which were multilevel.

The components required for the installation of the new grinding line primarily came from two vendors, both based overseas. The pieces of major equipment ranged from 20,000 to 35,000 lb and, in some cases, had to be set in place within inches of the facility's roof steel. Prefabricated sections of ductwork as small as 4 inches and up to 50 inches in diameter were custom assembled and routed throughout the facility. Multiple piping services were also required for the main components.

In addition to the new components inside the building, the project required the assembly of eight bean silos that had to be erected section by section. The silos had to align with custom-built elevators and conveyors provided by a different manufacturer to bring the product inside the building.

As the job progressed, M. Davis and MacIntosh Engineering, a fellow ABC member, partnered to design and engineer the additionally required support steel in the intake pit, the reinforcing building support steel for the conveyors and ductwork, and the structural support system for the exterior ductwork.

The M. Davis team used innovative solutions when determining how to get oddly sized and shaped ancillary pieces of equipment into the building. The nature of these components made them difficult to maneuver throughout the facility, so the team had to improvise. Modifications were made to the equipment outside of the building, custom pieces were fabricated quickly in the shop, and pieces were assembled in partial segments. This ingenuity resulted in a safe and smooth process for bringing in the bulky units.

M. Davis proudly has one of the industry's top rigging teams and was able to utilize specialty equipment and practices to complete this project. In several instances, hydraulic gantries were utilized to set massive pieces of equipment in place in very tight spaces. A 15,000-lb carry deck crane was used to lift and set towering product elevators, as well as lower equipment and steel into the intake pit below ground level. Outside the building, a 70-ton RT crane was used in many different instances. Several of our crew members on the job were millwrights as well as certified crane operators, giving M. Davis a unique advantage in this regard.

The M. Davis & Sons team is proud to accept this award and congratulates all other winners on this impressive accomplishment. Thank you to ABC Delaware! ■

RIGGING SERVICES

A “One Source for All” Offering



Photo Credit: Whiting Turner

M. Davis & Sons is one of the preeminent rigging contractors in the Delaware Valley. With a team that includes millwrights and certified crane operators, we bring extensive experience, ranging from minor hand-rigging projects with chain-falls to major lifts accomplished by the largest cranes on the East Coast. We have successfully moved equipment from the size of a breadbox to 200-ton kilns. Rigging plans are provided for all projects and are approved by our in-house rigging champion. M. Davis & Sons maintains an extensive inventory of rigging equipment and can provide custom-built rigging gear approved by a professional engineer and load tested per OSHA.

M. Davis & Sons was the rigging contractor that set the largest rooftop central utility plant in the country, utilizing a 240-ton hydraulic crawler crane and a 600-ton all-terrain crane with luffing jib, a job that won us an ABC Excellence in Construction Award. ■

PROMOTIONS

Celebrating Our Team

During Quarter 4 of 2021, M. Davis & Sons celebrated the noteworthy promotions of Scott Dolor to Vice President of Operations and John Sorantino to Operations Manager.



Scott Dolor

Scott's career at the company began in 2007 with the role of project engineer, and he quickly moved through the ranks from estimator, to project coordinator, to Electrical Project Manager in 2016.

The year 2020 brought him the promotion to Operations Manager, wherein he oversaw all operations and collaborated with all departments. Through continued dedication and his broad knowledge and skills, Scott has earned the promotion to the M. Davis & Sons Executive Committee, assuming the role of Vice President of Operations on October 1, 2021.

His responsibilities include working with superintendents and project managers in both the electrical and mechanical departments to ensure the successful daily operation of the company and execution of strategic plans. On the executive team, Scott will work to identify future needs of the corporation that align with business goals and market direction. Scott will drive continuous improvement, workforce development, policies, procedures, and operating systems, along with budgeting, monitoring, and controlling the costs of daily operations. Scott will be responsible for representing the corporation at strategic networking events to identify continued and new growth opportunities.

"Scott has more than proven himself capable in the role of Operations Manager, and we are assured that he will be successful in his new role as VP," says Peggy Del Fabbro, CEO.



John Sorantino

A long-time employee of the company, John's career at M. Davis began in 2004 with the role of Project Coordinator. His attention to detail, resourcefulness, customer relations, and a desire to improve helped him move quickly through the ranks into the role of Project Manager, primarily serving the pharmaceutical and commercial departments with mechanical building installations.

As a trusted team member and contributor, John has once again been promoted and assumed the role of Operations Manager effective October 1 2021. With more than 20 years of experience in the construction industry to bring to his new role, John will provide structure and guidance to ensure the company's long-term operational success. He will have oversight of customer bids and rates as well as resource management, and he will be instrumental in the development and leadership of the project management team at M. Davis.

"John has a long history of success at M. Davis, and we are looking forward to his leadership and knowledge being shared company-wide," states CEO Peggy Del Fabbro.

2021 DELAWARE PATHWAYS CONFERENCE

On December 7 and 8, Delaware Pathways held their annual conference via a virtual platform. Delaware Pathways is “committed to achieving the Delaware Promise—ensuring that 65% of our workforce has a college degree or professional certificate by 2025.” Delaware Pathways invests in opportunities for youth and adults to partner with various employers to fulfill their educational goals and career aspirations.

The mission of the Delaware Pathways Conference is “to explore, feature, and celebrate progress in the development of a statewide career pathways system that values student identity and empowers young people to enroll in higher levels of education and pursue competitive employment.” Highlighting students, educators, community partners, and employers, the conference touched on innovative solutions to support the college and career readiness of Delaware’s youth. Key themes of the conference included new scholarship information, innovative partnerships, the expansion of earn-and-learn models, new instructional supports and digital learning, and connecting in-school and out-of-school learning.

M. Davis’ own President and Chief Operating Officer, John Gooden, spoke in a panel session for employers, educators, school counselors, and community partners. Titled “Complementary Education Models: Connecting Schools and Community With Business and Industry,” the panel educated those interested in learning more about how schools or community-based organizations can partner with businesses and industry. Participants learned about different associates and placement services and recruitment models, as well as best practices for integrating employers within education and training models serving youth and adults.

Delaware Pathways stands by its mission to provide Delawareans with the workforce training and education that aligns with the knowledge they need to move forward, and M. Davis & Sons is proud to support this mission. ■



IMPACTING OUR COMMUNITY

M. Davis & Sons is proud to be giving back and showing our support to a variety of local organizations in our community.



Flags for Heroes: We were proud to sponsor the Newark Morning Rotary Club with their Flags for Heroes Program on Saturday November 6, 2021, at the Newark Reservoir. This effort honored local heroes, and many members of the community joined Rotary Club members, city officials, sponsors, and veterans to honor those who serve and have served.

Each M. Davis & Sons team member who is a veteran had a flag in this display.



Copeland Center for Animal Welfare: The Brandywine Valley SPCA (BVSPCA) broke ground on its new comprehensive animal welfare facility, the Copeland Center, on November 9 in New Castle, DE. Doubling the shelter's capacity to treat pets, this facility boasts more space for animals waiting for their forever homes and will open in spring 2022. M. Davis & Sons CEO Peggy Del Fabbro serves on the BVSPCA Advisory Board and showed her support on behalf of the entire M. Davis & Sons team at the groundbreaking event. Donations to the BVSPCA can be made at www.bvspca.org/donate/give.



Stockings for Soldiers: M. Davis & Sons participated in our sixth year of Stockings for Soldiers, which began in 2003 to help improve the morale and welfare of our members of the U.S. Armed Forces. Each year, holiday stockings are sewn and filled with a variety of special items for our troops, such as moleskin, drink mixes, gum, granola bars, and hand warmers. M. Davis & Sons dropped off our contributions by the November 15 deadline to the Stocking Store in Brandywine Town Center. We look forward to participating every year and sending our troops some holiday joy from home! ■

Ready to learn more about our services and capabilities?

Get in touch with us: **1-800-91-DAVIS**

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