

**RICHARDS CORPORATION**

# **RICHARDS in MOTION**

A NEWSLETTER OF RICHARDS CORPORATION

Volume 1 | Issue 1

## **MISSION STATEMENT:**

At Richards Corporation, we believe teamwork is the key to success. It's a belief that's perhaps best reflected in our corporate mission statement: **TEAM.**

- ▶ **Total customer focus.**
- ▶ **Expansion and development of key resources through continuous improvement of our people, services, products, and capital.**
- ▶ **Achieve maximum impact for the benefit of our customers, suppliers, and people.**
- ▶ **Market leadership through strategic partnerships with key contractors and suppliers as we expand our reach regionally, and nationally.**

## **RICHARDS CORPORATION: WHO?**

**Who are we? What do we do? What is this 'Richards in Motion' newsletter? That is probably what you are asking yourself. Well, our name is Richards Corporation. We were established in May of 1967 and in the past 46 years we have been striving for a successful future.**

**R**ichards Corporation is a full scale general, site-work, demolition and concrete contractor specializing in large, time compressed and high profile construction projects ranging from \$100,000 to \$20,000,000 with close to 90% of our work performed from in-house sources. The company is currently operated by the third generation of family members. Richards geographic work range is all of Connecticut, Western Massachusetts, and Eastern New York. We have worked for many contractors like General Electric, Boehringer Ingelheim, Sikorsky Aircraft Corporation, Goodrich Aerospace, KBE Building Corporation, Gilbane Building Company, FIP Construction, and many others. There are multiple pictures and descriptions of our work on our website: [www.richardscorp.com](http://www.richardscorp.com).

Our employees are experienced and knowledgeable in the latest construction practices and techniques. Richards currently employs over one hundred men and women. All of our field personnel have their OSHA 10 and most have their OSHA 30. All personnel in the field have proper licenses needed to complete their job safely and efficiently. Safety is one of our main priorities at Richards Corporation. We employ a full-time Safety Director, Matt Pyles, to make sure each job site is being completed to, or above industry standards. We even received the ABC Gold Safety Award among others. Richards also has an apprentice program through the State of Connecticut.

Looking towards our future, we came up with a new motto: "Richards Corporation is synergy in motion." Synergy is the creation of a whole that is greater than the sum of its parts. We have taken on the new motto full throttle. Everyone that is part of Richards Corporation, whether it is someone who works in the field or someone who works in the office, presents an immense component to the company and that is then reflected in the successful results that Richards Corporation provides. So who are we? We are synergy in motion.

**RICHARDS**  
CORPORATION

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**Richard Doyle, President**

- Has been President of Richards Corporation for 11 years; employed since 1985 with 28 years' experience in construction
- Education: Hartford State Tech, attended HSTC – Civil Engineering Technology, graduate of Construction Estimating Institute, Sarasota FL
- Heavy Bid (HCSS) trained and certified
- Plumbing P6 License, OSHA 10, 30, 40 Competent



**Dennis Doyle, Executive Vice President / Equipment Operations**

- Employed since 1989
- OSHA 10 & 40 Competent; Hazardous Waste operations and Emergency Response Trained; Forklift Safety Certified; CPR and First Aid certified
- State of Connecticut Hoisting License



**James Levins, Vice President of Field Operations**

- 28 years' experience in construction field; employed at Richards' since 1989
- Associate Degree in Civil Engineering from Hartford State Technical College
- OSHA 10, 30, 40 Competent; Hazwoper 40 certified; P-6 License Holder

## Improvements to the Home Front

"We are off to a fresh start!" says Joe Merlino. As Richards Corporation's staff grows, so does our facilities. With thirteen people working full time in the main office, space was getting a little cramped. In January of this year, we started an addition to our main office that adds 40% to our existing building. The addition consists of five new offices and the renovation of our back room has two offices, a common area and our "Synergizing Room". The common area will be able to hold file cabinets and office supplies/accessories. In our Synergizing Room, staff will be able to go there to put their ideas



in motion. "The addition is going to offer a quieter work space for more productivity to take place" said Richard Doyle, Jr., President of

Richards Corporation. Rick Green, CFO, thinks that the addition "will increase productivity amongst project managers and estimators". So while we take on our new motto of "Synergy in Motion", this addition will hopefully lead us to a path of success.



*Luckily we had the help of some of our own employees to get the job done right. We thank Antonio Pizarrio, Jason Dehm, Jonathan Fac (pictured above) and Luis Duque and Drew Lautenschlager (not pictured above).*

## May's Featured Project

Capital Region Education Council (CREC) Public Safety Academy project is the future site for a high school specializing in educating high school aged children to become fireman, policeman, etc. The project itself sits on an abandoned 20 acre apple orchard and when finished will consist of a new athletic field, synthetic track, and state of the art amenities throughout.

Richards was subcontracted to perform all facets of the site work on the project from clearing and grubbing to and through the fields, finish work and pavement. Total project cost is approximately \$6,000,000.00.





# PRESS RELEASE

New Britain Rock Cats • Double A Affiliate of the Minnesota Twins



**To: Richards Corporation**  
**From: New Britain Rock Cats**  
**Date: March 15<sup>th</sup>, 2013**  
**RE: New Britain Rock Cats & Richards Corporation**

## **Richards Corporation & Rock Cats Continue Partnership (Distinguished Local Companies Form Winning Team)**

New Britain, CT- The New Britain Rock Cats Baseball Club, Double A Affiliate of the Minnesota Twins and Richards Corporation have agreed on a partnership for the 2013 Season. Since beginning a relationship with the Rock Cats in 2010, Richards Corporation has become a tremendous asset to the Rock Cats Community.

Rock Cats President, John Willi stated, “Richards Corporation is an outstanding partner and a true pleasure to work with. We value the attention to detail and personal touch they provide to all their customers. Therefore they were selected to oversee the renovation of our new “Owner’s Suite” at the stadium. Richards Corporation was able to completely recreate what is now our most popular Luxury Suite, which continues to receive rave reviews from our clients. Similarly, The Rock Cats are as dedicated when it comes to taking care of Richards Corporation and their guest’s throughout the baseball season.”

This year Richards Corporation will once again provide its staff, employees, as well as vendors and customers an opportunity to go to Rock Cats Games! With 4 great seats that look into the Rock Cats dugout only two rows from the field plus its very own private Suite, Richards Corporation understands the type of hospitality the Rock Cats can provide its employees.

President DJ Doyle is a big fan of the Rock Cats and understands the type of atmosphere at New Britain Stadium adding, “The Rock Cats are a first class organization, provide a very fan and family friendly environment. I am proud of the relationship that began three years ago and look forward to continuing a great long-term partnership.”

Both Richards Corporation and the Rock Cats are unified in the way they treat their employees and customers. Both organizations believe in team work, hard work, continuity and great customer service.

Please sign up and take your family and friends out to enjoy all the fun and excitement of Rock Cats Baseball this season! You dedicate yourself at work...now dedicate time for yourself while we work!

New Britain Rock Cats/860-224-8383/ [www.rockcats.com](http://www.rockcats.com)







**Harold "Gus" Brennan, Jr.,  
Director of Vertical Building Group**

- Employed since 2007
- Bachelor Degree in Civil/Structural Engineering
- 40 years' experience in construction



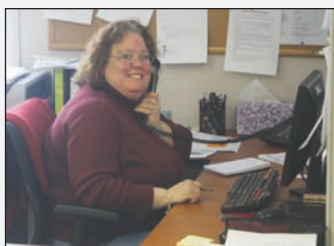
**Joe Martin, Business Development**

- 35 years' experience in Project Management Construction and Development
- Employed in 2013



**Chuck Matula, Project Manager,  
Building Group**

- Employed since 2007
- 40 years' experience in construction with a Bachelor degree in Mechanical Engineering
- Lead Safety for Renovation Repair and Painting; OSHA 30 Competent



**Mary Woolsey, Office Administration**

- Employed since 2010
- Handles Accounts Payable
- 14 years' experience in Accounts Payable



**Richard "Rick" Green, Jr.,  
Chief Financial Officer**

- Employed since 2006
- 29 years of Construction Financial Management experience
- Bachelor Degree in Business Finance; Masters in Business Administration



**Jeff Levins, Vice President of Operations**

- Employed since 1990
- 26 years' experience in construction
- OSHA 40 Competent
- P7 License



**Donna Santos, Office Manager**

- Employed since 2008
- 15 years' experience in construction administration
- Handles Human Resources and Accounts Receivable



**Michael Flaherty, Senior Estimator/  
Project Procurement, Building Group**

- Employed since 2011
- Bachelor Degree in Industrial Technology/Construction Management
- 25 years' experience in construction



**Stefanie Santos, Contract Administrator**

- Employed since 2010
- Bachelor of Science Degree in International Business
- 7 years' experience



**Pete Maddox, Project Manager, Site Group**

- Licensed Professional Engineer in Connecticut, P-6 License
- Employed since 2007
- Bachelor Degree in Civil Engineering



**Marc Young, Project Manager/  
Lead Superintendent**

- Employed since 1996
- OSHA 40 Competent
- 25 years' experience in construction

# From the desk of DJ Doyle...

As I pondered what to write about for our inaugural newsletter my mind was swimming with thoughts. Should I write about what we do, who we are or where we are going, the challenges of running a business? I thought about all of these together and immediately thought of my father.

Over the next few series of newsletters I want to write a story of where we came from, how we got here and where we are going. It's an important story for me and my family.

## PART 1 – My Father, THE FOUNDATION

My dad, Dick Doyle started in business in 1960 at the age of 20, in an auto salvage yard and gas station with a loan from his mother. I knew my grandmother very well and to be frank, they had nothing. They were hard working Irish immigrant farmers. She was a trail blazer in her family too. She went to college instead of staying on the dairy farm. She needed every penny she earned as a school teacher just to survive. For my grandmother to have the faith that she had in my dad to loan him this money as a 20-year-old (kid) just shows the type of person she knew he was... **honest, humble, hard working.** She knew her money was safe regardless of his success. She knew ***he had a vision.***



Through the years my dad went without ALOT just to provide for his family and to keep Richards Corporation afloat, sometimes on a shoe string (no disrespect intended) but ***he had a vision.***

Having had many conversations with a close friend of my dad's, he told me on many occasions that he would say to him "Dick, why are you doing this? You're killing yourself for peanuts! Go work for someone". My dad's response was "No, I want this to work for my kids". ***He had a vision.***

He would give the shirt off of his back and be cold himself just so someone else could be warm. He gave his services to those in need even though he went without. That's who he is... honest, humble and hardworking. ***He had a vision.***

My dad sacrificed everything for "this vision". A vision to see Richards Corporation eventually succeed through honest, hard work regardless of the profits (or losses) he reaped. Integrity mattered and always came first. To this day the backbone of this company is FOREVER built from the sweat, dirt, grease and long hours my dad spent under a machine, in the mud, on Sundays after church, whatever it took. He saw something nobody else could see. ***He had a vision.***

As you can tell, my dad is my hero. He is by far, the most humble, honest and hardworking man that I know. And honestly, at 73 he is still the first one here in the morning!! That's no joke.

*in future publications...*

PART 2 – The Evolution

PART 3 – Who we are today

PART 4 – What we aspire for



**Joe Merlino, Senior Project Engineer**

- Employed since 2011
- Obtaining a degree in Construction Management



**Jonathan Kuczenski, Project Manager, Building Group**

- Bachelor degree in Construction Management
- Employed since 2004
- 4 years' experience in construction project management
- Hazwoper 40; Associate constructor (ac) certified.



**Rob Hall, Senior Estimator/Project Procurement, Site Group**

- Employed since 2010
- 25 years' experience in construction
- Bachelor Degree in Industrial Technology/Construction Management



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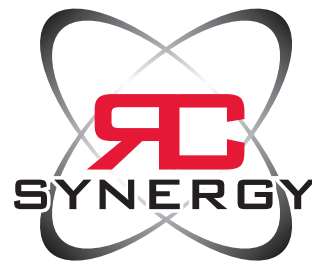
**Matt Pyles, Safety Director**

- Promoted to Safety Director February 2012, before promotion was a Site Foreman
- OSHA 10, 30, 510; OSHA Construction Trainer 500
- Still continuing Safety and Health training as needed



**Brian Young, Superintendent,  
Building Group**

- Employed since 2007
- 30 years' experience in construction
- OSHA competent, Confined Space Training



RICHARDS CORPORATION IS  
**SYNERGY IN MOTION.**

### **Employee Birthdays:**

- |                                |                                |
|--------------------------------|--------------------------------|
| • Ken Gardiner – May 2         | • Bob Loos – July 15           |
| • John J'Anthony – May 2       | • Antonio Pizarro July 8       |
| • David Lounsbury – May 6      | • Robert Imbimbo – July 19     |
| • Jason Dehm – May 9           | • Jay Smith – July 27          |
| • TJ Goderre – May 15          | • Dave Dumonski – July 28      |
| • Joe Martin – May 20          | • Richard Morgan – July 28     |
| • Tim Green Jr. – May 20       | • Chris Danko – July 29        |
| • Jimmy Levins – May 29        | • Jim Levins – August 4        |
| • Juan Mejia, - June 4         | • Donna Santos – August 8      |
| • Roger Neuhausser – June 10   | • Edmund Alvarado – August 9   |
| • Jonathon Kuczenski - June 14 | • Tim Sharr – August 12        |
| • JR Hotchkiss – June 16       | • Matt Rotondo – August 16     |
| • Chris Bishop – June 19       | • Paul Wilton – August 18      |
| • Chris Stokes – June 20       | • Jordan Kuczenski – August 24 |