

ON SITE

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SCHLOUCH
INCORPORATED

Fall/Winter 2017

Meeting Client Schedules & Budgets Leads to 70% Repeat Business In 2017



Schlouch Incorporated's dedication to helping its' clients succeed through meeting deadlines, budgets, and business objectives has earned the company an impressive 70% repeat business rate in 2017. Here is a look at some of the Schlouch projects, active or completed, during the fall and winter season. *(For an in-depth look at our repeat business success, and client testimonials see Page 2.)*

Berks County

Forino Company selected Schlouch Incorporated to provide site improvements for Dream League located in Alsace Township, Berks County, PA. Schlouch provided clearing, grubbing, demolition, earthwork, sediment/erosion control, storm sewers, curbs, paving and seeding. Work was completed in the Fall 2017.

▲ *Schlouch crews make excellent progress preparing the site for the new 1,081,200 SF Logisticenter at Midway located in Bethel, PA.*

The Shoppes at Woodside names Schlouch Incorporated to provide sitework for a Dunkin Donuts in Alsace Township, Berks County, PA. Schlouch provided clearing, grubbing, survey, stakeout, demolition, rock removal, earthwork, sediment/erosion control, sanitary and storm sewers, roads, building pad, curbs, paving and seeding. Work will be completed in the Fall 2017.



Blue Rock Construction, Inc. chose Schlouch to provide sitework for LogistiCenterSM at Midway, a 136-acre commercial site located off Midway Road in Bethel Township, Berks County, PA. Site will include a 1,081,200 s.f. warehouse facility. The owner of the property is Dermody Properties. Schlouch will provide clearing, grubbing, survey, stakeout, demolition, rock removal, earthwork, sediment/erosion control, sanitary and storm sewers, water line installation, roads, building pads, curbs, paving and seeding. Work will be completed in the Summer 2018. *(continued on page 3)*

◀ *Schlouch crews complete an athletic field for special needs players at Dream League, Alsace Township, Berks County, PA.*

The Schlouch Platinum Performance Standard

by Barry Schlouch

Schlouch Incorporated scored a record 70% client return rate this year. That's right, 70% of our 2017 business is from repeat clients!

This shouldn't surprise us because we have always put meeting or exceeding client expectations at the top of our priority list. However, in our price-competitive industry, we believe that a 70% return rate is worth very special attention.



Barry Schlouch

Much of this success comes from our teams who manage client risk through safe work practices. Projects are staffed by competent people who are equipped to be very efficient.

This allows us to protect our clients' cash flow by making it possible for them to meet their commitments on or ahead of time. This also allows for early leasing of their buildings, selling and closing residential projects or accelerating receipt of rental income by being ready for early occupancy.

When you couple meeting these targets with complete, up-front, no-surprises competitive estimating/pricing and project teams who maintain a high standard of communications with clients, project success should be a given.

We thought it would be better to ask our clients for their perspective on what we are calling the Schlouch "Platinum Performance Standard". Here is what a few of them had to say: 🚧



▲ Members of the Schlouch team meet with customer, Leonard DelGrippo Jr. on site at Markley Farm.

Leonard DelGrippo Jr. Member

DelGrippo Enterprises, Inc.

"Schlouch does nice work and the quality is great, communication is excellent and prices are fair. Quality people from estimating to field."

Terry L. Styer Manager/Secretary-Treasurer Lower Alsace Township

"I have to say as someone who has worked as a Township Manager for more than 30 years, I never worked with more enthusiastic road construction contractors than what I experienced with Barry and Deb Schlouch. Their road construction crew was also very enthusiastic and dedicated throughout this high profile project on Skyline Drive."

Jim Hoolehan President

Penntex Construction

"It is easy to do business with a company that does what they say, takes full responsibility for their work, meets our schedules and helps us get work. All of the people we deal with at your firm go out of their way to provide the service we need to get business and to impress our clients with your site work performance."

Daniel Stewart Land Development Manager CalAtlantic Homes

"I need to have confidence in our contractor to perform with experience, commitment and execution to stay on target while remaining within budget. Schlouch has demonstrated the ability to satisfy those expectations. A team effort!"

Schlouch's Clients

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Elysian Partners selected Schlouch Incorporated to provide a parking lot addition at Broadcasting Square Building X in Spring Township, Berks County, PA. Schlouch provided clearing, grubbing, survey, stakeout, demolition, earthwork, sediment/erosion control, storm sewers, curbs and paving. Work was completed in the Summer 2017.

The Pennsylvania State University chose Schlouch Incorporated to provide paving repairs to the Luerssen Parking Lot at Penn State - Berks Campus. The parking lot is located in Spring Township, Berks County, PA. Schlouch provided milling, overlay and curb replacement. Work was completed in the Summer 2017.



Chester County

Judd Builders, Inc. selected Schlouch Incorporated to provide sitework for Glen Loch II, a 34-acre residential site located on Dunwoody Drive, Exton in West Whiteland Township, Chester County, PA. The project will consist of 46 twin units and 62 triplex units. Schlouch provided clearing, grubbing, survey, stakeout, demolition, rock removal, earthwork, sediment/erosion control, sanitary and storm sewers, water line installation, roads, building pads, curbs, paving and seeding. Work will be completed in the Summer 2018.



▲ Schlouch paving crew resurfaces the Luerssen Parking Lot located at The Pennsylvania State University - Berks Campus.

Technivate Inc. named Schlouch Incorporated to provide paving services for a parking lot at Chatham Financial in Kennett Township, Chester County, PA. Schlouch provided stone, paving and pavement markings. Work was completed in the Summer 2017.

◀ Schlouch Incorporated continues earthwork at Glen Loch II in West Whiteland Township, Chester County, PA.

CalAtlantic Group, Inc. selected Schlouch to provide site preparation for Whispering Woods, a 45-acre site featuring 80 townhouses. The site is located in East Coventry Township, Chester County, PA. Schlouch is providing clearing, grubbing, survey, stakeout, rock removal, earthwork, sediment/erosion control, sanitary and storm sewers, water line installation, roads, building pads, concrete, curbs, paving and seeding. Work will be completed in the Summer 2018.

Provco Pinegood Thorndale, LLC named Schlouch Incorporated to prepare a commercial site for a Wawa Food Market at Lincoln Highway, Caln Township, Chester County, PA. Schlouch is providing survey, earthwork, sediment/erosion control, sanitary and storm sewers, building pads, curbs, and paving. Work will be completed in the Spring 2018.

Provco Pinegood Atwater, LP selected Schlouch Incorporated to prepare a 2.5-acre site for Chesterbrook Academy on Atwater Drive, East Whiteland Township, Malvern, Chester County, PA. Construction Manager of the commercial project is PH&C, LLC. Schlouch is providing survey, stakeout, earthwork, sediment/erosion control, sanitary and storm sewers, water line installation, building pads, curbs and paving. Work will be completed in the Spring 2018.

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Schlouch's Clients

(continued from page 3)

Lehigh County

K&M Associates, Inc. named Schlouch Incorporated to prepare a 12-acre site for Parkland Fields – Phase 5 for 34 single-family residential building lots at Schantz and Krocks Roads, Upper Macungie Township, Lehigh County, PA. Schlouch is providing clearing, grubbing, survey, stakeout, rock removal, earthwork, sediment/erosion control, sanitary and storm sewers, water line installation, roads, building pads, concrete, curbs, paving, landscaping and seeding. Work will be completed in the Spring 2018.

Montgomery County

Mikelen LLC has selected Schlouch Incorporated to provide sitework for Markley Farm Phase I, a 55-acre residential site located off Oakland Drive in West Norriton Township, Montgomery County, PA. Site will include 39 single-family homes. Schlouch will provide clearing, grubbing, survey, stakeout, demolition, rock removal, earthwork, sediment/erosion control, sanitary and storm sewers, water line installation, roads, building pads, curbs, paving and seeding. Work will be completed in the Winter 2017.

Northampton County

CMC Development Corporation has named Schlouch Incorporated to prepare a residential site for Northwood Farms Phase I project. The 79-acre site is located in Palmer Township, Northampton County, PA. The project will consist of 43 single-family homes. Schlouch is providing clearing, grubbing, survey, stakeout, blasting, rock removal, earthwork, sediment/erosion control, sanitary and storm sewers, water line installation, roads, building pads, curbs, paving and seeding. Work will be completed in the Winter 2018.

This season Schlouch Incorporated has provided a mixture of milling, paving, patching, and concrete services for townships and boroughs in Berks and Lehigh counties.

Below is a list of the townships and boroughs. ⚡

Recent Public Projects

Douglass Township

Kenhorst Borough

Borough of Kutztown

Ontelaunee Township

South Heidelberg Township

Upper Macungie Township



▲ Schlouch crews complete a concrete storm channel for the 79-acre Northwood Farms Phase I site located in Palmer Township, Northampton County, PA.

◀ A Schlouch Incorporated project team reviewing the schedule at Markley Farm Phase I in West Norriton Township, Montgomery County, PA.