

PayDirt

Spring 2012

PROVIDING SOLUTIONS THAT HELP OUR CUSTOMERS
BUILD AND POWER A BETTER PLACE TO LIVE

Braen Family of Companies

Building Relationships,
Always Exceeding Needs

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Four Simple Truths
About Caterpillar
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As our 55th anniversary year approaches the halfway mark, it is rewarding to see both old and new customers working with Foley, Inc. achieve success through partnerships and collaboration. In this issue of PayDirt we have more customer stories to share than ever. With new products from Caterpillar® and other equipment manufacturers, we offer diverse solutions to share across divisions.

We were thrilled to deliver the first CT660 Vocational Truck to Cali Carting, a full-service solid waste and recycling company located in Kearny, N.J. The owners of Cali Carting sat down with Caterpillar designers and discussed their needs, ultimately having them integrate truck routes into the GPS units in the cabs. They are very happy with their roll-off CT660 truck so far, and have even ordered a second one to date. Other customer trucks and inventory can also be seen on our website.

Another new product introduced this spring is the Exodus machine. This machine is out on rent to Stuyvesant Environmental Contracting, one of the companies working on the Lower Passaic River Phase I Removal Action Project in Newark, N.J. Exodus is a material handler that features an industry-exclusive cab that lowers to the ground. It has been a great solution to a difficult job, according to their project manager. Additionally, there are reviews of four of Foley Rents' equipment brands from other contractors.

Along with new products, our customers are finding innovative ways to make their Cat® equipment go the extra mile. All American Recycling had a 972G wheel loader that underwent a Cat Certified Rebuild by Foley in 2007. In an interesting turn of events, General Manager Bill Gannon brought the machine back again to Foley in 2011 to perform a Cat Certified Powertrain Rebuild. The service was a twofold success: It brought life back to equipment and provided additional options for customers.

Our feature article on The Braen Family of Companies is the story of a five-generation-strong family that has used innovative and customer-centric techniques to keep them at the top of the quarry and aggregate industry. Here it was not a new product, but careful assessment of cycle-time and a lifecycle analysis of the company's equipment fleet that has put them ahead of the curve. This has allowed the company to increase its machine efficiency and uptime while decreasing costs. But the real story here is the sense of family and giving back to the community that this company values, and for which it is recognized by its peers.

It is wonderful to be celebrating our 55th anniversary this year, and we are thankful for the relationships we have with all of you. I look forward to creating more innovative solutions to help build and power our future.

Jaime
Edward J. Foley, IV
President & CEO
Foley, Incorporated



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Join the 600+ fan base of Foley on Facebook! We post all of the latest updates including company and industry news, tips and tools for contractors, events, current specials and more. On YouTube, we have many videos posted of contractors on the job, with their equipment and at events. Search Foley Caterpillar on Facebook or YouTube and stay connected!

PayDirt magazine offers information on equipment selection, application, operation and maintenance as well as news and tips on other subjects of interest to end-users. If you have any ideas or questions, please send them to PayDirt, 21420 W. Greenfield Ave., New Berlin, WI 53146, or fax to (262) 650-9261. www.northbrookpub.com Every effort has been made to assure specifications in this magazine are accurate. For latest machine specifications, consult with us, your Cat dealer. This magazine is published quarterly on behalf of your Cat Dealer Foley, Inc. by Northbrook Custom Media, a division of Randall-Reilly Publishing LLC. Phone (262) 650-9260. Spring 2012 Printed in the U.S.A. © 2012 Caterpillar. All rights reserved. CAT, CATERPILLAR, and their respective logos, "Caterpillar Yellow" and the POWER EDGE trade dress, as well as corporate and product identity used herein, are trademarks of Caterpillar and may not be used without permission.

NEW EQUIPMENT CONTRACTOR REVIEWS



Sykes Pumps

"We had a serious issue with de-watering an area in one of our rock quarries and needed a high-volume trash pump that could move a lot of water against a steep head pressure. I contacted my Foley Rents sales person, Brett Barratt, and he worked with the on-site quarry manager to come up with a solution. They had a rep from Sykes Pump come in and review the operation and provide a recommendation for a unit that could move the amount of water we needed to move against the amount of head pressure that the steep incline generated. Within a very short period of time the unit was on-site and pumping water. All of us here at Tilcon appreciate all the efforts from the team at Foley Rents to get us equipped with the correct piece of equipment to do the job."

Courtland Acosta

Equipment Manager, Tilcon New York Inc. NJ Division



Vermeer Brush Chipper

"The Vermeer Chipper was a great rental. We had been renting another product from another equipment company and then after talking to Jason at the rental counter we tried the Vermeer. The BC1000XL Brush Chipper did two to three times the work of the other machine. We had to complete work for the NYC Department of Parks, and it never jammed the entire time we had to clear a mile and a half of land. I will rent this product again."

Steve Margarella

Owner, Margarella Industries



Atlas Copco Compressor & Hammer

"I bought an Atlas Copco XAS185 compressor because we were stepping up to bigger jobs. We also bought a TEX P90 hammer and used it on two jobs to cut blacktop and concrete. It was excellent; the compressor does everything it was promised to do and after we finished the work we asked ourselves, 'Where have we been?' We were very happy with George and Foley Rents and are proud to have an Atlas Copco."

Kenneth Kowaleski, Sr.

Owner, KTK Construction LLC



Road Hog Cold Planer – From the Desk of Mike Viersma

It's not every day that you receive a call asking for the best way to break up a softball infield that is as hard as concrete. Scott Bills, CSFM, a sports field consultant with Sports Fields Solutions LLC, contacted Mike Viersma of Bob Viersma & Sons, Inc. with that very question. A product had been added to the infield material on a college softball field to firm up the surface. As a result, players were getting injured and the crew was having trouble grooming the field. It wore out 10 sets of tines on their groomer in one season.

If the infield was that hard, a rototiller, aerator or landscape rake would have no chance at breaking through the surface of the material; or it would probably come up in chunks. I suggested using a milling machine and diluting the infield mix.

Finding the right machine was the challenge. The softball infield extended into the foul territory and past the dugouts. It ran along the entire backstop fence, which was surrounded by a synthetic turf outfield. Access for the equipment onto the infield was through one gate over the synthetic turf. At this point it was time to contact Brett Barratt with Foley Rents to discuss what size milling machine we could get onto the field.

It was decided that the Road Hog RH2450 Cold Planer mounted to the front of a track skid loader would be the best machine for the job. The Road Hog worked great! The ability to position the machine on the right or left side of the skid loader and tilt to the left or right made it the perfect machine to get into the tight corners of the softball infield. It was also nice that the position of the machine and the depth control was all controlled from the cab of the machine with the touch of a button. The average depth the Road Hog had to run was 2 inches and it was able to grind the material without creating large chunks that would have had to have been removed.

Once the entire surface was milled, a tractor equipped with a Rotadairon was used to blend the material and help bury any small pieces that remained. After that the infield was laser graded with a tractor equipped with an automated, laser-controlled grading box to maintain the 0.5% slope in the infield. Fifty tons of Dura Edge Collegiate infield mix was then spread over the entire infield with a top-dresser and blended into the infield mix with the Rotadairon, and the field was laser graded a second time.

If it weren't for the Road Hog's ability to break through the surface without creating chunks, the existing infield mix probably would have had to have been completely removed costing the college a significant amount of money. We are looking forward to our next challenge and opportunity to contact Brett to help us find the right piece of equipment for our job.

Thanks again Brett and Foley Rents,

Mike Viersma



FOLEY RENTS



FOLEY CONTRACTOR COMMUNITY

Foley Equipment Consultant Kirk Chagnon (center) stops for a photo with Vinny Della Pello (left) and Val Della Pello (right) of Della Pello Contracting in Union, N.J.



Proud Superintendent Fred Moret of the city of Hoboken, takes a moment from inspecting his new CAT 938H with Foley Rep, Warren Gonzalez, who took the photo.



Catching up with some contractors
who are always happy
to show off their machines!

Dennis Gallitano, of Gallitano Enterprises, inspects a jobsite in West Orange, N.J. This 330B is only one of 20+ pieces of Cat equipment in the company's fleet.



John Ingannamorte of Gemrose Utility LLC stands in front of his 430E Backhoe Loader in Harrington Park, N.J.



Foley Profile

Pave-Rite Inc. Celebrates 60 Years in Business



Pave-Rite Inc. is celebrating 60 years in business in central New Jersey. The company was founded by Donald Stires in 1952 following his graduation from Lehigh University with a civil engineering degree. Stires, having been born in Somerville, N.J., saw that the area was beginning to grow in both industrial and residential areas and believed there was an opportunity to be part of that growth.

The company was founded by two high school classmates, Don's father and an attorney, and began paving small residential driveways. Local financing enabled company expansion during the first 10 years, putting Pave-Rite in position to fulfill the needs created by the many changes in Somerset County, including industrial relocations that allowed for major residential expansion.

Don and his wife Blanche were blessed with six sons and one daughter and will celebrate their 61st wedding anniversary in June. Both Donald and his middle child, Peter, were very active in the community serving as members of the Somerville Board of Education, the YMCA and other charitable organizations.

Peter also graduated from Somerville High School and Lehigh University. Following in his father's footsteps, he began working with Pave-Rite after two years with Hess Brothers. He became a licensed engineer and began his advancement from operator and foreman to company president and eventually owner of Pave-Rite.

Peter and his wife Cathy have lived in Somerville for the past 30 years and both have been active in community and church life. They are proud parents of four children. Their son Nicholas is currently working as a project engineer for Pave-Rite after earning his masters degree in civil engineering from the University of South Carolina. Nicholas is the fourth generation to be in the firm.

Over six decades, Pave-Rite Inc. has been fortunate to serve many great people and their companies. Johnson & Johnson expanded to Somerset County in the early years, as well as RCA and the Somerset Valley Industrial Campus. The developers who followed enabled Pave-Rite to expand its operation, and through the 1970s and '80s the jobs were located from Lakewood to North Jersey.

Peter continues to surround himself with dedicated and highly skilled individuals, some of whom have been with the company for 20 years. Robert Hering is the vice president of Pave-Rite and has worked along side Peter preparing estimates and anchoring the project management from the office. Also in the office, Grace DelRocco helps as the office manager who handles all accounting tasks including payroll.



This June marks the 61st wedding anniversary for Donald and Blanche Stires. They will also celebrate 60 years for Pave-Rite Inc. in 2012.



The Pave-Rite staff in Somerville, N.J., gathers for a photo. Clockwise left to right are Peter Stires, Nicholas Stires, Robert Hering and Grace DelRocco.

In the field, John Wolfe, Nevin Kline and Rui Cunha ensure that the projects are carried out swiftly with attention to details by the crews. In the shop, William Sanes is the mechanic who keeps the machines running. By adhering to details and high-quality work, Pave-Rite has served its clients over two generations. The firm designed and constructed the Princeton Airport and has since installed improvements at Central Jersey Airport and Somerset Airport.

During 2005-2006, Pave-Rite completed paving projects in Princeton Township. They worked with Robert Kiser, Princeton Township engineer, to stretch every available tax dollar for their paving overlay projects. Pave-Rite purchased a milling machine and the first 1055B production paver Foley sold for this project. Major site improvements were recently completed at Micro Stamping in Somerset County on the tract developed in the 1960s for the Somerset Valley Industrial Campus.

Although the people make things work, the equipment contributes much to the success of Pave-Rite. Don Stires met Ed Foley early, before Foley Machinery was located in Piscataway. The company still has a 1969 D8 Cat® bulldozer in service today. Additionally, the first articulating grader sold by Foley is still in use. The Foley personnel — including Kim Foley, chairman of the board, Walt Suk, paving specialist, Jon Musicant, machinery sales equipment consultant, and Dan Scaramella, construction customer support representative — provide the company with reliability. Pave Rite's equipment records are computerized and coordinated with Foley to keep their 40 machines in service. Most of the parts needed for the Cat machines are ordered on-line and usually immediately available for pickup at Foley's facility in Piscataway.

Although Don Stires has been retired for the past 10 years, he touches base with Peter weekly to offer encouragement. He is proud of his son's success and was part of a company celebration held with employees, family and friends during May.

The crew poses for a photo at the Central Jersey Airport on the outskirts of Hillsborough and Manville, N.J. Pictured are Nevin Kline (on paver) and (left to right) Jon Musicant, Foley, Inc., Peter Stires, Nicholas Stires, Robert Hering and Dave Stires.





After considering the choices, Cali Carting picked the Cat CT660 as the truck that best meets the company's needs.

Article reprinted courtesy of Construction Equipment Guide.

CALI BUYS CAT CT660

Cali Carting Inc., a full-service solid waste and recycling company located in Kearny, N.J., that offers commercial, industrial and residential waste and recycling services throughout the state, was the first company to purchase the new Caterpillar® CT660 vocational truck from Foley, Inc.



"At our company we pride ourselves on service," said John Cali Jr., president of Cali Carting and the company's founder. "For 30 years our goal has been service. It is critical for us to have a dependable truck on the road."

John Cali III, operations manager added, "We heard about the Cat® CT660 and saw some of the preliminary advertisements that it was coming down the line. We had a lot of questions on it. When things are new, people get a little nervous...people don't like change."

Representatives from Caterpillar, including designer Gary Blood and Stephan Downing from the corporate office in Peoria, Ill., joined Bobby Dauigoy, Foley, Inc. vocational truck sales specialist for the on-highway division, and Bill Connolly, on-highway sales manager, at Cali Carting's offices to discuss the new truck.

"We sat in the office for a couple of hours and we asked every question we could possibly think of," Cali III said. "They were proud to have a GPS integration in the

cab, but we wanted to know if that GPS unit had truck routes. They didn't have it in the beginning, but they assured that by the time they started production the only GPS units that were going in there were truck routes. Sometimes if you give a truck driver car routes, he goes under a low bridge, or through a residential neighborhood, and that is not helping us. They made that adjustment."

Cali Carting also hosted a "demo day" at its facility in Kearny. They invited some of their industry friends to see the new truck first hand and provide their input. The overall feedback was extremely positive.

"Cat took notes and really listened to what the end-users want in a truck. They took some of it back and before they were done with production they made some adjustments to try to accommodate what real users need in a truck," Cali III said.

Special Features

In a roll-off application, the truck needs to hold up in both landfills and on construction sites, according to Cali III.

"We are working in the street in tight areas or by heavy machinery on construction sites. We are riding over different items; we are hauling not just waste but concrete, dirt, asphalt, etc. So these loads can get extremely heavy. We used the extra heavy-duty hoist and

we spec our truck to be more on the heavy-duty side. We make sure we have the heavier rears, the heavier frame reinforcements and suspension."

According to Cali III, this is the first truck that Caterpillar mounted with the heavy-duty hoist, so the roll-off unit company, Omaha Standard, had to make some adjustments to the way they were configured.

Another feature the Calis liked is the tear-away bar on the bumper.

"The truck has a certain bumper with a tear-away bar that if the driver somehow catches the front bumper, the tear-away bar is designed to break, and the front bumper bends instead of the whole thing ripping off. It will allow you to bend it back and replace the tear bar rather than having to get a whole new bumper," Cali III said.

The CT660 also is driver friendly, according to Cali III.

"Cat has a real good idea of what the driver wants," he said. "Even the door handle is very friendly to open. The buttons on the dash are very wide, so if the driver has a work glove on, he can push the buttons. The position of the steering wheel is optimal so you can see the gauges. It is very user friendly."

Service

Cali Carting also is pleased with the service from both Caterpillar and Foley, Inc.

"When a truck is down you are not only losing money but you are not able to service your customers. We are sure that Caterpillar is going to stand behind the product. A company like Foley or Caterpillar is not going to risk having someone call us and say, 'How is that truck?', and get a negative response. I have a lot of confidence in it, obviously, because we already purchased our second truck. We have the first one and the second will be here in a few weeks," Cali Jr. said.

Another feature they like is the on-road service technicians.

"Within 24 hours they get someone out here. That is very important," said Cali III. "Their technicians are highly trained; they are top guys. We feel like with Foley, because of how well trained their technicians are, that they will be able to diagnose problems and get them fixed."

On-Highway Sales Manager Connolly said, "We hit it

off right from the start. The Cali family says what they mean and they mean what they say, and we like that. Both of our companies are family owned and operated and both would agree that trust and respect are at the core of our partnership. The Foley family will not let the Cali family down. We will do whatever it takes to make sure we continue to earn their trust and respect."

About Cali Carting

Cali Carting started out with one municipal waste collection contract, Kearny, and in 30 years has grown to include 11 municipalities, according to Cali Jr.

"We go out about 25 to 30 miles in municipalities; the furthest is Fair Lawn, N.J. We cover Elmwood Park, Hoboken, Guttenberg, Fair Lawn, Fairview, West Caldwell, Caldwell, Kearny, Harrison, North Arlington and Lyndhurst.

"We do roll-off containers for construction projects, residential clean-outs and compactors. We also have both rear-load and front-load commercial routes. We are running approximately 37 trucks every day, including six roll-offs."

John Cali Jr.'s career in the solid waste business began 35 years ago when he became general manager of Allstate Carting Inc. While managing the day-

to-day operations for Allstate Carting, Cali Jr. successfully completed several municipal contracts and gained valuable insight and knowledge. He went into business for himself as Cali Carting Inc. in 1983.

John Cali III joined his father at Cali Carting Inc. in January of 2001. He is currently the operations manager and has been implementing systems throughout all aspects of operations directly resulting in increased productivity and growth.

Jeanine Cali Iorio is the most recent addition to the management team at Cali Carting Inc. She is the office manager and oversees all office functions. Iorio added a new perspective, which has streamlined processes from billing to customer service.

For more information on Cali Carting, call 201/991-5400 or visit www.calicarting.com



With a commemorative plaque in hand, Robert Cali, John Cali Jr. and John Cali III (left to right) celebrate the delivery of the first CT660 sold by Foley, Inc.

thank
you!

Satisfying Our Customers Is Our #1 Priority

Which is why we continually ask for feedback and ways to improve.

Recognizing employees for a job well done is equally important

Here are a few samples we have received from customers saying "Thanks" to employees for going the extra mile...



Gene McMackin
Power Systems Field Service

"I felt compelled to tell you that Gene's efforts to repair and troubleshoot our Cat Engine are greatly appreciated. His overall knowledge and skills are 2nd to none; he explains what is being done not only to me, but also to my workers. He is an asset to your company."



Jon Perry
On Highway Field Service

"Jon was excellent! He was very helpful when he came to service my units, I look forward to having him back! He was able to fit us in to his tight schedule and help us continue servicing our customers. Without his help we would have had a major problem.."



Gerry Korner
Corporate Parts

"I have been dealing with Foley for 40 years— and I buy nothing but Cat parts. Your employee at the parts counter, Gerry, is great. It is always easy to do business with him and I enjoy calling if I know he can help me."



Rich Jablonski
Foley Rents

"Thank you to the Foley Rents driver, Rich. He is responsive to our needs and is always willing to help when he delivers equipment. He always has a smile on his face— which is refreshing!"



Al Suk
Machinery Field Service

"We request Al Suk as our tech, because he is the best. If he is not available, we like to wait until he is. He wants to please us, and he wants us to be happy. Out of 10? I'd rate him a 15."

"Voice of the Customer"

We want to hear from YOU!

Do you have a recognition story to share about a Foley employee?

Log on to:

<http://www.foleyinc.com/thanks>

And share a few simple things:

1. Your information & company
2. What employee are you recognizing?
3. Your story!

We will make sure that employee is given the thanks they deserve!

Thank you!

Strong Ties the Bedrock for Braen Family Business

Building relationships inside and outside the company has led to more than 100 years of success — and counting.

The first member of the Braen family to enter the quarry and aggregates business, Samuel Braen, worked with sledge hammers and pick axes in the late 1800s. The telephone was a new-fangled invention then. Radio and airplanes were still on the drawing board, and television hadn't even been imagined.

Samuel Braen couldn't have dreamed that an early, sepia-toned photo of him and his crew would someday welcome visitors to the Internet home page of the Braen Family of Companies (see braencompanies.com), which is thriving under the fifth generation of family leadership.

Impressive Growth

Samuel Braen incorporated his company in 1904, eventually passing it to his son Abraham, who in turn passed the business to his sons, Samuel Sr. and John. The brothers worked together for years, establishing quarries, sand and gravel pits, hot-mix asphalt plants and ready-mix concrete sites throughout northern New Jersey and lower New York.

Eventually, Samuel Sr.'s son, Samuel Jr., assumed leadership of the business, and working with his mother, Frances, and his wife, Janet, led the way into the modern era of the family business, which now includes:

- Stone Industries, founded in 1977, produces a full line of course to fine aggregates from its trap-rock quarry in Haledon, N.J., and operates two hot-mix asphalt plants with combined production of up to 700 tons per hour. Stone Industries also processes recycled block, brick, concrete and asphalt to produce recycled concrete aggregate (RCA), and broken asphalt and millings are processed to create reclaimed asphalt product (RAP).

- Van Orden Sand & Gravel of Ringwood, which was purchased in 1990 and produces granite gneiss aggregates and manufactures sand products for masonry and concrete applications.

- Braen Supply Inc., formed in 2000 to offer landscape, masonry and hardware building supplies. The addition diversified the Haledon business into a "one-stop shop" for contractors who were already purchasing sand, crushed stone, decorative stone and recycled products, and who could now buy brick, pavers, bluestone, sandstone, limestone and cultured stone.

The business was so successful that in 2006 the family opened a retail outlet in Haskell, N.J., with a new, 6,500-square-foot indoor showroom, 5,600-square-foot

COMPANY PROFILE

Braen Family of Companies

Key Personnel: Janet Braen, chairwoman and CEO; Scott Braen, president; Samuel Braen III, production supervisor; Samantha Braen-Magarro, human resources director and corporate secretary; Dirk Braen, production assistant; Joshua Braen, assistant manager

Applications: Quarries, sand and gravel pits, hot-mix asphalt, ready-mix concrete, commercial and retail supply of landscape, masonry and hardware building supplies

Cat Dealer: Foley, Inc.

outdoor display area and full-service True Value hardware department.

- Braen Aggregates LLC, formed in 2006 for the acquisition of a limestone quarry in Franklin, N.J., where production started in early 2007. The facility produces a wide variety of sand and aggregate products.

Strong Leadership

Together, the companies have 120 employees, led by chairwoman and CEO Janet Braen, who stepped in after the death of her husband Samuel Jr. in 1999. Stepsons Scott and Samuel Braen III now serve as president and production supervisor, respectively. Three children of Samuel Jr. and Janet have also moved into leadership positions — Samantha Braen as human resources director and corporate secretary, Dirk Braen as production assistant, and Joshua Braen as assistant manager of Braen Supply.

The transition into the family business seems to come naturally, Janet says. "I think there's something about the quarry business that gets in your blood. When Sam and Scott were little kids, they were always playing in the quarry, and it just sticks with you."

Another thing that sticks is the guidance offered years ago by Samuel Braen Jr. As Samantha recalls, "He imparted the wisdom to have pride in our family and the business that we've all shared for five generations without being arrogant or boastful, to be committed to doing the best for our customers and our employees, and to have integrity with the other companies we do business with."

The family members also share a guiding principle for the Braen Family of Companies characterized by its motto, "Building relationships, always exceeding needs." It's fitting that the motto also forms the acronym BRAEN, because the family name has come to stand for excellent customer care.

As Scott Braen explains, "We need to offer high-quality products and competitive pricing, but price isn't everything. We need to stand as a team behind what we sell. We strive to provide great service and have our customers know they can count on us. We build relationships. There's always a face behind the name here when we do business, and we strive to be responsive to our customers."

In a nuts-and-bolts example of customer care, Janet says, "Our IT people keep saying that we could have automated phone service with callers prompted to connect to the right people. But we've been emphatic: callers have to speak to a real person!"

Scott adds, "We don't want a caller getting lost in the maze of an automated phone system. When a customer calls, they want someone to talk to, and they want someone now, or they might never call back."

The relationship building also extends to employees and the communities the Braens serve. Samantha notes the matching gifts program offered to employees. "It's important to sup-

port the organizations that are important to them. They donate time, and we donate money to their causes."

That has led to support for Paterson Habitat for Humanity, Oasis: A Haven for Women and Children, Eva's Village, Cancer Survival Day at St. Joseph's Hospital, Haledon Day, and Touch the World Youth Ministries, to name just a few. There is also 50-plus years of Braen family support for the Boy Scouts, and annual sponsorship of college scholarships for a student at each of three local high schools.

Two-Way Street

The Braens also value strong relationships with their major suppliers and point to their Caterpillar® equipment supplier, Foley, Inc., as a prime example.

Scott says, "The Cat® equipment is top quality, but it still means a lot to have the dealership, Foley, Inc., standing behind the machines. They're there with product support and information whenever we need them."



Leading the Braen Family of Companies are (left to right) Janet Braen, Dirk Braen, Samantha Braen-Magarro, Scott Braen, Samuel Braen III and Joshua Braen.

Janet recalls, "For my husband, there was nothing like Caterpillar machines, and Foley was the place to get them." She remembers her husband being a close friend with the long-time Foley sales rep, Dick Lawenda. "He was a very patient man," she says, "and my husband didn't make it easy with the things he put him through."

Scott notes that he often interacts with Jamie and Ryan Foley (president/CEO and VP of Foley Rents, respectively), and that Sam III and Dirk Braen have come to count on current Foley sales reps, Heavy Machinery Equipment Consultant Warren Gonzalez, and Customer Support Representative Alex Albrecht.

Scott says of the dealership, "You look at the people who own it and what they're all about — Kim Foley (chairman) and Ryan and Jamie. They run their business like a first-class family. I have a lot of respect for all the people at the Foley dealership. They obviously strive to have the right kind of people, just like

we do. There's a lot of integrity there."

Janet adds, "That seems to be the consensus. Everyone here has great respect for the Foley family and the people in the Foley dealership."

The respect is mutual. As Gonzalez of Foley, Inc. says, "You have to admire the way the Braen family does business. They're truly good people, and they're one of the few family owned quarry operations that are able to compete successfully with the huge, multi-national type businesses out there."

Lasting Cat Value

The great majority of the machines in the Braen equipment fleet are Cat. The list includes 17 wheel loaders ranging from a 908 to a 990; three excavators; a pair of dozers, a D8N and D6R; a 1255 telehandler; seven haul trucks and nine forklifts.

In addition, Cat engines power a long list of other Braen equipment, including seven on-highway trucks, a dump truck, a lube truck and a water truck; all three of the portable crushers and a pair of screens used in quarry operations, a quarry drill and all five of the businesses' gensets.

The reliance on Cat equipment goes at least as far back as his father, Samuel Jr., Scott says. "He was a Cat guy from the get-go. I used to look just at the dollars and push for buying other products. But now I find myself just like him. Instead of looking at just the short run, we want to buy the best because the quality, product support, commitment and integrity pay off in the long run."

As an example of added value, Scott notes that the Braens brought in Caterpillar and Foley, Inc. to do a cycle-time analysis of the company equipment, helping ensure that the right machines were chosen and paired to maximize the efficiency — and thus lower costs — of daily operations.

Similarly, the Braens again brought in Caterpillar and Foley, Inc. to do a life-cycle analysis of the company's equipment fleet. "Life-cycle is huge with these machines," Scott says. "In the 15 years or so since we had that done, we've really come to understand our costs and how to control them."

As a result, he says, "We buy machines with the end in mind. When we buy a piece of equipment, we know when we will sell that piece, based on the hours of service. We know what it's worth when we take it to the market and replace it with something new. That way our uptime, our availability of equipment, is high.

"We initiated that back in the 1990s. They helped us understand how we could get the most value from every machine, considering maintenance, depreciation and resale values — basically everything."

The value of the Cat machines quickly becomes obvious when they are put to work. "A quarry is a very harsh working environment, and they push their machines hard," Gonzalez says of the Braen operations. "But the equipment isn't worn out because the Braens also put in the time and effort on regular maintenance to maximize productivity, uptime and efficiency. It pays off."

Even while keeping up regular maintenance, the Braens have been able to reduce their fleet of service trucks and the number of service people because of the way machines are rotated in and out of the fleet as a result of the life-cycle planning, Scott says. To help keep up with routine maintenance and repairs, Braen hires a Foley field service technician, Dave Dalmas, to work at their facilities four to five days per week to supplement their own mechanics.

Curt LeRoy, equipment manager for the Braen companies, says the reliance on Cat machines makes his job easier. Beyond the extended uptime of Cat equipment, he says, "I don't need to stock as many different parts for maintenance. For example, I can easily keep a supply of filters because so many of the different Cat machines are designed to use the same type of filter. It's just simpler that way."

The Braens work many of their Cat machines up to a certain number of service hours, at which point they will have maximized the efficient productivity of any particular machine while retaining its strong resale value. The machine is then sold and replaced.

The rotation point varies by the type and size of machine. Generally, excavators work 5,000 to 6,000 hours before being sold. Wheel loaders up to the size of the 980 work 10,000 to 12,000 hours,

while 988s work 16,000 to 18,000 hours, and the 990 works even longer.

And, Scott notes, "As far as reselling the Cat machines, we don't have any problems. People know that we move out machines every year, and we get calls from people who are interested."

More to Come

Not many family businesses survive through five generations, but the Braen Family of Companies has thrived and that's probably not going to change soon.

"I'm very excited for the future," Janet says. "We're looking at possibilities for new locations for supply yards and quarries." And she notes that there are 12 more grandchildren in the family, making it likely that the family business will be in good hands for a long time to come.



The Braen Family of Companies has been standing tall in New Jersey communities for five generations.

FOLEY MAINTENANCE SOLUTIONS

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You already know about the strength, reliability and efficiency of Cat machines and how they're designed and built to last far beyond the warranty period. At Foley we want to help you maintain that built-in value with our custom maintenance solutions.

Each option is designed to maximize uptime while reducing owning and operating costs. The main variable is whether you want to provide all, some or none of your own labor.

A VALUE PLAN FOR BASIC NEEDS

As your dealer, we'll provide you with all the necessary preventive maintenance kits, including genuine Cat oil and filters, while you provide the labor. As part of the program, you'll also provide us with scheduled oil samples for analysis in our lab or through Caterpillar's certified laboratory so we can head off problems before they occur.

THE CHOICE PLAN FOR THAT LITTLE EXTRA

While we perform the labor for the 1,000- and 2,000-hour maintenance programs, you or your company will perform the 250- and 500-hour maintenance. In both cases, oil samples will be submitted for laboratory testing and S•O•S oil analysis, so we can spot potential problems before they turn into real ones.

OUR SELECT PLAN PROVIDES PEACE OF MIND

We'll provide all preventive maintenance kits, and provide the labor to perform all scheduled oil and filter changes using genuine Cat parts. We then submit oil samples for analysis with Caterpillar's lab so you head off problems before they arise.



Stuyvesant Environmental Partners for Cleanup



The Lower Passaic River Study Area Phase I Removal Action Project

BY LAUREN STANLEY

At the site of the Lower Passaic River Study Area Phase I Removal Action Project in the Ironbound section of Newark, a team of four companies planned, designed, built and is now operating the inaugural plunge forward in the long-awaited cleanup of the river.

The overall Lower Passaic River Restoration Project is a partnership of U.S. Environmental Protection Agency (EPA) oversight, in cooperation with the U.S. Army Corps of Engineers and the New Jersey Department of Environmental Protection. The goal of this project is to clean up contaminated sediments, improve water quality, restore degraded shorelines, create new habitats and enhance human use along a 17-mile section of the lower Passaic and in tributaries from Dundee Dam near Garfield to Newark Bay.

Tierra Solutions, Inc. is the current owner of the Diamond Alkali Superfund Site, where the first portion of the Passaic River is being remediated under this Phase I Removal Action. Tierra hired ARCADIS, an international consulting and engineering company, to manage the project. ARCADIS subcontracted three companies to complete the work: Weeks Marine of Cranford, N.J., to install the steel enclosure and to dredge the targeted sediments; Stuyvesant Environmental Contracting LLC of Princeton, N.J., to process the dredged materials; and Clean Harbors Environmental Services, Inc. (CHES) of Norwell, Mass., to run the water treatment plant and to transport and dispose the material that is loaded into containers and removed from the site.



An extensive processing facility, depicted above, was built to handle dredged material. Bart Hiemstra (right), project manager for Stuyvesant, uses advanced technology and attention to detail to keep the work on track.

Bart Hiemstra, project manager for Stuyvesant, said planning and engineering began in 2009 when a treatability study of sampled material was tested. In August 2011, the groundwork was laid by clearing the area, putting down asphalt and building a hydraulic pipeline, the Upland Processing Facility and the 750-foot-long by 135-foot-wide sheet pile enclosure structure.

In October 2011, construction started on the processing plant, which prepared things for the March 2012 start. Vertical steel walls were installed in the river to confine the dredging area so sediment could be removed without spreading contamination. The first phase of cleaning the river is expected to remove 40,000 cubic yards of sediment.

Removal Process

On the river, dredged material is loaded onto a barge and large debris is removed. The remaining material is off-loaded from the barge and water is added so the material can be pumped through a hydraulic pipeline to the nearby processing facility, where the water is treated. After being decontaminated, the water is discharged back to the river and sediments are loaded into containers to be shipped by train out of state for disposal.

Looking to find the right machine to make the long stretch to upload the material from the barges, Hiemstra searched the Internet for a local Caterpillar® dealer because he is partial to Cat® equipment. He contacted Foley Rents of Piscataway, N.J., and has researched various machines as well as Foley's ability and dedication to supporting the job. After touring Foley's campus, Hiemstra was impressed by all of the shops, including the hydraulics and repair capabilities. The companies on the Phase I Removal Action project are working 24 hours a day, six days a week. It was necessary to find an organization with on- and off-hour support to reduce downtime if machines needed service.

Hiemstra says, "We looked at a lot of machines. Because of the size of the barges we are using, the reach that we need is longer than regular or long-reach excavators. Some companies just gave me pricing, but I wanted to work with someone who would be hands on and help me find the solution. Our Account Manager George (Vorreas) came to visit the site to understand the operation and helped to find the solution of renting an Exo-



odus MX 447 material handler."

The reach they needed was more than 55 feet, with a lifting capacity to hoist the clamshell of material and then move 20 feet out to feed the hopper of the screening and pumping system. Michael Condron, regional business manager for Exodus Machines Inc., traveled to the site to train Stuyvesant operators. Features like extending the cab forward and changing speeds were beneficial to the operators, many of whom were working on the machine for the first time. The crew is already coming up with enhancements such as placing a camera on the boom for better viewing.

Condron explains, "The Exodus machine is specifically built for this type of application. Speed, power and range were crucial in this project, and the Exodus 447HDR delivered more than enough. Due to the environment of this application, safety was also a major concern. Those concerns were put to rest once Stuyvesant learned all the safety features built into the Exodus. Combine the correct machine for



Michael Condron of Exodus, Bart Hiemstra of Stuyvesant Environmental and George Vorreas of Foley Rents.

the application and the unmatched service and support of Foley, Inc., and Stuyvesant can focus solely on production."

Caterpillar and Exodus Machines Inc. formed an alliance for the design and supply of material handlers to be sold and supported exclusively by Cat dealers.

Stuyvesant is using its own clamshell, which is normally attached to another Cat excavator. For the Exodus machine, Foley Machinery Field Service Technician Jim Hogan constructed a custom-made linkage to have the machine up and running in a week and a half.

A Common Goal

George Vorreas says, "From working with this team of companies, I have seen exceptional communication and clarity of expectations between them. Working together, they focus on what they need to accomplish and where the project should wind up at the end of the day. It's like clockwork and they are very organized. The scope of this project is immense, and what they are all doing is phenomenal."

Hiemstra says the independent companies have been able to partner successfully. He adds, "If something happens the train stops, so we need to make sure everyone is working together. We cannot work separately, so we have to be on the same page. Communication is key. We all have the same goal, which is to complete the job on time with the quality the client wants."

So far, the operation has been a success and the companies are working together like a well-oiled machine. After the years of preparing for the Phase I Removal Action project, there are hopefully many more years of revitalization to come as other projects along the Passaic River take shape.

Stuyvesant is the U.S.-based environmental specialist within the Royal Boskalis Westminster N.V. group, a leading global services provider operating in the dredging and earthmoving, maritime infrastructure and maritime services sectors.

Exodus MX447 HDR Specs

Model: MX447HDR	Reach: 58 ft. 5 inches
Engine: Caterpillar C9 ACERT Tier III, 300 hp	Lift at 55 ft.: 11,400 lbs
Weight: 111,000 lbs	Max lift: 46,180 lbs

FOLEY, INCORPORATED

2011 MILESTONE ANNIVERSARIES

At Foley, Incorporated, employees are a critical factor in the achievement of company goals. Much more than a place to work, Foley has been a career builder and a place where co-workers feel like family.

Each year, employees celebrating milestone anniversaries are recognized for their dedication, commitment and contributions. We'd like to thank these long-tenured employees for demonstrating our values and helping to make success a reality. Their performance confirms Foley's belief that our strength lies in our people, and this enables us to provide you, our customers, with the best service in the industry.



The employees listed here reached milestone anniversaries as part of the Foley, Inc. family during 2011. Many of them, but not all, are featured in the photos above.

45 Years

Jim McCauley
Charlie Woods

40 Years

Kim Foley

35 Years

Pete Foerst
Paul Kirchberger
John Kopceuch

30 Years

Trisha Nagy
Dave Phillips

25 Years

Bob Bobek
Dave Dalmas
Glen McElroy
Pete Policastro
Walt Talbott
Pat Tighe

20 Years

Tony Pinto

15 Years

Dwayne Botnick
Glenn Bouthillette
Rich Califano
Bob Gallery
Scott Levy
John Pearson

10 Years

Tony Bastos
Jozef Kurasinski
Jon Musicant
Ron Sunderman

5 Years

Tony Amorim
John Brazinski
Dave Cracchiolo
Lisa Dillard
Gerald Froatz
Jon Jeglinski
Kevin Jones
Michael Lembeck
Jeff Lewis
Ryan O'Connell
Danielle Papenberg
Tricia Romond
Todd Seksinsky
Brian Vigilante

Rebuild it Right

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Precious Metals Engine Rebuild Kits cover a wide range of machine models and applications and are backed with a strong parts warranty. Choose the level that's right for you based on your rebuild requirements. Depending on the machine model and engine serial number, the Precious Metals Order Matrix will direct you to the correct part number and any additional components as needed.

BRONZE LEVEL

The basic building block for all four levels, the Bronze Precious Metals Level includes all the parts necessary for a low-cost repair, and additional value-added components like rod bearings. It also includes components you might not think about replacing - such as fasteners, studs, bearings and thermostat - that could lead to costly failures and unplanned downtime if not replaced, and the required gaskets and seals to reassemble the engine (out-of-frame rebuild kit).

SILVER LEVEL

Building from the Bronze Level, a cost-effective option for a basic rebuild, the Silver Level includes: new pistons, liners, wrist pins, rings, retainers and a rodless, unassembled cylinder pack.

GOLD LEVEL

Building on the Bronze Level, a basic engine rebuild that gets you back to work quickly and affordably. The Gold Level includes: Cat Reman Cylinder Liner pack assemblies - pre-assembled with rods, pistons, rings and liners - saving four to six hours labor compared to Silver Level.

PLATINUM LEVEL

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Built to be Rebuilt, and Rebuilt Again

All American Recycling Certified Powertrain Rebuild

BY LORI LOVELY - CEG CORRESPONDENT

When a driveshaft broke on the used 972G wheel loader All American Recycling Corporation (AAR) acquired from Foley, Inc. in 2004, Eric Cliff, customer support representative, suggested a Caterpillar® Certified Powertrain rebuild, based on the “value of a certified against the cost of a new machine.” General Manager Bill Gannon agreed.

In fact, it was part of Gannon’s plan when he purchased the loader. He purposely selected a loader with a waste handling package so that it could handle the excessive

and engineering updates, complete with a new warranty and serial number — all at a fraction of the cost of a new machine. More than 350 tests or inspections are performed and the machine is completely repainted and new graphics are applied on a total machine rebuild.

This year, with an additional 16,500 hours, it came back to Foley for a CPT Plus.

The CPT Plus involves a major overhaul of all powertrain components, including differentials, axle assembly, transmission and engine, as well as any additional necessary repairs, said Pete Policastro, machinery shop foreman of Foley, Inc.

extended grapple bucket loader and a 938G grapple bucket loader. The 966H was purchased in 2011 in anticipation of the rebuilds for the 972 and 980, but Gannon said that due to growth, “one or two loaders is no longer enough.”

Business for the Jersey City, N.J., recycler has been growing and is expected to continue doing so, with monthly tonnage of 20,000 to manually sort.

By adding to his fleet, Gannon is able to rotate equipment to prevent premature failure.

“This plan lets me extend the life of our machines by two years because we’re not running them as hard. By optimizing how I run, we’re not skipping greasing or services,” Gannon says.

The extremely harsh conditions at the recycling facility wear out equipment, so his business plan is to rotate new machines in while extending the life of older ones by refurbishing in-house and opting for Cat certified rebuilds through Foley. As a pilot for Foley, Inc.’s new PM program, AAR purchases a PM (Preventative Maintenance) kit to do their own service at smaller intervals.

“It’s one part number for all the filters, O-rings and gaskets

Bill Gannon (left), general Manager of AAR, and Eric Cliff, Foley customer support representative, with the born again and again loader.



non said. “If the belt is empty, it means a loss of revenue. To feed the belt, we need the right machinery. Without the 972 and 980, I would have to buy brand new equipment.”

In addition to minimizing the impact on AAR’s budget by spreading out acquisitions of new equipment over a four- to five-year timeline, extending the life of these loaders through



The Foley Staff marks the third life for the 972 G. Left to right are Jamie Foley, president and CEO; Tom Logan, machinery service lead person; Frank Porzio, machinery service technician; Pete Policastro, machinery shop foreman; and Susan Connolly, executive VP and COO.

A Cat Certified Rebuild meant major dismantling of a used 972G loader in 2007.

Foley Machinery technicians Frank Scarponi and Tom Ostrzyzek attend to about 7,000 parts during the CCR.

Looking and operating like new after the 2007 CCR.

The loader was broken down again for a CPT Plus in 2011.

hours and be rebuilt a second time.

“A new machine is a large investment. A rebuild is significantly less money, plus any extras you add in.”

Once part of a rental fleet before coming to the recycling facility, the 972 worked double shifts at AAR: 20 hours a day, six days a week.

“We put on hours quick and hard,” Gannon acknowledged. “It takes some companies five years to add 18,000 hours, but we do it in two to three years due to our volume.”

At 23,000 hours, the 972 underwent a Cat® Certified Rebuild (CCR) in May 2007. A CCR strips the machine down to the frame and completely rebuilds the engine, power train, cab, radiator, transmission, torque converters, gauges, wiring, controls and approximately 7,000 other parts. The end result is a like-new machine with the latest technology

The “plus” work on this machine included painting, hydraulic pump repair, repair of wiring non-related to valves, hydraulic lines and hoses and rebuild of a relay panel.

Because every component was replaced or rebuilt to Caterpillar guidelines, a new warranty was issued.

The program has been a huge success, bringing life back to equipment and providing options for customers.

“For all purposes, the powertrain is brand new, except for the buckets and tires, because a CPT comes with a three-year/ 5,000 hours or two-year/ 6,000 hours warranty. It’s virtually worry-free,” Gannon says.

At the same time, AAR’s 980H loader also is undergoing a certified powertrain rebuild. Doing both at once “prices out better,” Policastro said. With those two machines in the shop, AAR relied on an expanded fleet that includes a new 966H

they need to do a 250-hour or 500-hour service,” Policastro said. “We do the larger services at 1,000 and 2,000 hours.”

AAR is able to keep track of hours through a GPS monitoring system as part of Foley’s Product Link/Vision Link program.

“It makes it easy for them to keep on top of maintenance,” Cliff said.

“Cat equipment is top of the line,” Gannon said. “It’s costly to fix, not to maintain — but if you don’t maintain it, it’s very expensive.”

Profit margins are slim in the recycling industry. By expanding and rotating its fleet, AAR achieves the versatility necessary to adapt to changes in the market.

“The business has changed,” Gannon said. “There’s not room for a lot of recyclers. It’s a lean and mean industry.”

The key to business is feeding AAR’s three balers, Gan-

certified rebuilds reduces downtime. Another benefit of the rebuild, Cliff said, is that it allows AAR to retain machines their operators and mechanics are familiar with.

Gannon gives Cliff credit for devising the plan of rotation and acquisition that allows him to increase AAR’s efficiency and cost-effectiveness.

“Eric’s knowledge is the key. We wouldn’t be where we are now without his knowledge of the machinery. He has allowed us to put together a plan. He also keeps on top of oil samples and ensures our fleet is taken care of.”

Eventually, Gannon said, AAR will sell the 972 that has served them so well — relying on Cliff’s recommendation based on hours and oil sample results.

“Eric is a customer support rep, not a salesman; he tells it like it is. That’s exactly what I wanted: someone who knows what equipment works for my situation.”

Hard Work Goes a Long Way

Perfetto Enterprises Company Inc. Shares the Secret to Success.

BY LAUREN STANLEY

It takes knowledge, experience and tenacity to build a successful business. All three are clearly evident at Perfetto Enterprises Company Inc. For more than 25 years, the Perfetto family has successfully grown the business and is a bona fide player in the commercial construction industry.

Patriarch Claudio Perfetto Sr. was born in Italy and immigrated to the United States in 1973. He worked as an equipment operator initially and then started his own busi-

ness, Perfetto Contracting Company Inc., in 1986. He planted his company's roots firmly into the ground, and in 2003 he established Perfetto Enterprises Company Inc. Claudio and his sons, Anthony and Claudio Jr., continue to abide by their company motto; "To strive to improve from year to year and job to job." As a general contractor, Perfetto specializes in concrete, asphalt, sanitary and storm sewers and other underground utilities work. In addition, the company takes on the role of construction manager by subcontracting large jobs. The Perfettos' territory covers the five boroughs of New York City and the state of New Jersey.



Claudio Perfetto Sr., Tom Alfano of Foley Inc., Claudio Perfetto Jr. and Anthony Perfetto share ideas and the satisfaction of equipment decisions that prove profitable.

The headquarters is in Port Richmond, N.Y., where equipment is usually stored. Right now, however, all of the

equipment is out working on jobsites. Not a bad problem to have if you ask Anthony, the vice president of operations. The older of the two sons, Anthony oversees the field activities and day-to-day operations like servicing machines and ordering materials. He has grown up around his father's business and was fascinated with the trucks and machines as a kid. He couldn't picture himself doing anything else. This is perfect for Claudio Jr., vice president, who recently graduated from Wagner College with an MBA. He would prefer to handle his responsibilities from inside the office. Claudio Sr. has instilled a strong work ethic in both sons, whether they be inside or in the field.

Tackling Complex Projects

One unique project for Perfetto Enterprises was a bridge deck at Terminal B in the Newark International Airport completed last year. To access the deck, workers had to mill the existing asphalt first. Their expertise was put to the test when a maximum weight restriction of 30,000 pounds limited the equipment that could be used. It was a challenge to find a piece of equipment that could produce results quickly and meet the project timeline. Anthony says, "We started last April and needed to finish both roadways by July 4th before the airport busy season. There were some areas that we couldn't access with the milling machine, but instead of doing it by hand, we ended up renting a Cat® 420 backhoe with a Road Hog milling machine attachment. This cut the time it would have taken us to do by hand in half, and allowed us to meet the weight and time restrictions. It worked out great, and we are going to use the same attachment when we do more work at the airport this month."

The company has also worked for agencies such as the Department of Design and Construction, School Construction Authority, Port Authority of New York and New Jersey, Department of Sanitation, Department of Environmental Protection and the Department of Parks and Recreation. Their project list is getting larger and more complex and the company is growing.

Making Smart Decisions

The company fleet consists of more than 25 machines and numerous attachments. This includes backhoes, excavators,

bulldozers, wheel loaders, skid steers, asphalt rollers and milling machines. In addition, the company often rents equipment.

Renting machines is a great option because it doesn't always make sense to purchase new machines. "Our Caterpillar® dealer, Foley, Inc., is a one-stop shop: sales, service, rentals, they have it all," Anthony explains. "We are also affiliated with a trucking company that has mostly Cat engines that utilizes Foley's on-highway division, too. We go to Foley for pretty much everything, and that is what I like about it. You don't have to jump around from place to place, so it's convenient. We work with Tom Alfano, equipment sales consultant at Foley, to figure out which option is best for us at the time."

Anthony considers Cat equipment very reliable with little to no downtime, if properly maintained. When the Perfettos do want to buy new machines, they call Alfano. He has known Claudio since his first business and says the Perfettos are more like friends than customers. He can attest to the hard work the family puts in, explaining, "It's a tough business if you don't like what you do. This family loves its work, and it shows by the



The Perfettos, (left to right) Anthony, Claudio Sr. and Claudio Jr. know what it takes to succeed.

time they invest in their business."

Anthony praises Perfetto Enterprise's "top-notch" staff for working as a team and says the employees do whatever it takes to get the job done. They understand that sometimes the job doesn't end at 5 p.m., and response to customer needs like emergency sewer calls is critical to their success. This includes their mother Antoniette, who has been married to Claudio Sr. for 33 years, and sister Stefanie, who both help out whenever necessary and work long days, nights or even weekends.

"Sometimes it's like a 24-hour job and you have to be ready to respond. The good part is that there is always something new and no two days are alike. The only constant thing is change, and that doesn't get boring," Anthony says.

For Perfetto Enterprises, hard work has made it easy. And that is the secret to their success.

For more information go to: www.perfettoenterprise.com.

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Fresh out of Foley's paint shop, Jeff Barany (left) and Jim Painton (right) of Conti Enterprises in Edison, inspect their newly painted D8N.



Wantage Stone LLC relies on their fleet of Caterpillar equipment to keep their Hamburg, NJ quarry running at peak performance.



Eastern Concrete Materials Equipment Manager, Terry Walker, left, spent some time in Foley's equipment yard with his Customer Support Rep, Alex Albrecht, right.



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