

Celebrating 35 Years in Business

“THE BUILDER’S ANGLE”

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The President’s Corner

Welcome to the Winter edition of “The Builder’s Angle”. We had a very busy year in 2005, and are gearing up for an equally busy 2006.

We recently finished celebrating our 35th year. Founded in 1970, Dutton & Garfield, Inc. has made a name for itself in the industrial, commercial and community construction markets by providing superior-quality building products backed by a tradition of excellence. From the beginning we have built our reputation for excellence one successful project at a time.

We worked diligently during 2005 to refine our operations. Consequently, we are pleased to welcome two new members to the D&G team. Sue Matson is our new addition to the accounting department. Sue is a talented, intelligent professional who has added a great new dimension to our team. Joe Shaw came on board as a new Project Superintendent and is currently working with Steve Foster on a large renovation project for Black Tie Limousine, the premiere limousine service in the Merrimack Valley.

Jane Armstrong and Lisa Schnell continue to make improvements in the accounting department. Jane, as always, is the “glue” of the office, holding us all together and keeping us running ef-

ficiently.

Sue Moffett, who directs our marketing endeavors, has organized the creation of a new website which launched in January. Please check it out at www.duttongarfield.com. We welcome your comments.

Keith Wentworth is at the helm of another supply and erect project for F.W. Webb Company. This project can be observed from the north-bound lane of Route 495 in Haverhill. Look for this building during your travels, the construction is moving rapidly.

I’d like to take this time to offer a sincere “thank you” to all our clients for choosing Dutton & Garfield, Inc. for your construction needs. We are committed to providing you with the highest level of customer satisfaction possible. We appreciate the trust you’ve shown by choosing us and look forward to serving you in the future.

Warmest Personal Regards,

SRW

Steven R. Webster
President



Building Completed in Chelmsford, MA for Crossroads Commercial Realty, LLC

Partners Michael Crapulli of Twin Trucking Corp., and David Vail of David G. Vail Company, Inc. came to us with a vision of new, modern housing for their prospective successful operations. After visiting the Dutton & Garfield offices, they chose to team with us to build a similar building in Chelmsford, Massachusetts. The result is a beautiful Butler Widespan™ building with “Hunter Green” Shadowwall™ panels and a Butler MR-24® Standing-Seam roof. Masonry was used at the front face of the building, adding to its attractiveness. This building houses four units, two of which are occupied by Twin Trucking and Vail Excavation. The remaining two units are being used as rental space for contractors.

We wish David and Michael continued success in their new accommodations.



“Extreme Makeover; Dutton & Garfield Edition”

Steve Foster worked with Vincent Grasso of Commerce Way Group, Inc. in North Andover to produce what can only be called an “extreme makeover”!

MMS Northeast, Inc. of Hampton Falls, NH installed the Butler MR-24® “Hunter Green” roof. Traynor Glass Company of Hampstead, NH installed the custom glass in the new EFIS wall finish system. The architect for this project was Cubellis Saivetz Associates of Braintree, MA.

We are sure you will join us in the one thing we can say about this project and that is **WOW!**



Just for laughs...

In some foreign country, a priest, a lawyer and an engineer are about to be guillotined. The priest puts his head on the block, they pull the rope and nothing happens – he declares that he’s been saved by divine intervention and is let go.

The lawyer is put on the block next, and again the rope doesn’t release the blade. He claims he can’t be executed twice for the same crime and he too is set free.

They grab the engineer and shove his head into the guillotine. As he looks up at the release mechanism, he says “Wait a minute, I see your problem...”



Employee Spotlight – Sue Matson



Sue Matson comes to us with twenty-six years experience in commercial and residential construction. Prior to joining Dutton & Garfield, Inc. she worked for CG & M Construction of Tewksbury, Massachusetts as their accountant and benefits manager.

Sue holds a B.S. degree in Business Education from Salem State College and a Masters Degree in Business Administration from New Hampshire College. She is a civic-minded person who among other things, has served on her town Planning Board, and is currently treasurer of the Timberlane Music Association, and a member of the Holy Angels Parish Finance Committee.

Sue resides in Plaistow, New Hampshire with her husband Matthew and her daughters Kaitlyn and Sarah.

Please join us in welcoming Sue to the Dutton & Garfield fold.

“The man who can smile when things go wrong has thought of someone he can blame it on.”

MBCEA News

The New England Chapter of the Metal Building Contractors and Erectors Association remains very strong thanks to a great group of directors, including our own Keith Wentworth who is heading up the new membership drive. We encourage all members of the metal building industry to join us in supporting the professional advancement of metal building contractors, erectors and other members of our industry.

Pat Riess, the current president of the MBCEA-NEC is doing a wonderful job with organization and promotion of the New England chapter.

MBCEA New England
Metal Building Contractors and Erectors Association
New England Chapter

(877) 203-9722 (toll free)
(860) 482-4541 (fax)



Steve Webster, President-Elect of the National MBCEA is co-chair of the MBCEA annual conference which is being held September 21-23, 2006 at Harrah’s Las Vegas Hotel and Casino.

Our complete design and construction services and products offer the peace of mind that comes with knowing your budget and schedule will be met, and that our expertise will carry your project from conception to completion.

We're on the web!
www.duttongarfield.com

Successful Projects Are Accomplished With a Winning Team

Design and construction are team activities. It takes many individuals coming together to complete a building project. As the project unfolds, requirements and conditions may change and the work must be modified accordingly. Dutton & Garfield, Inc. has the experience and flexibility to produce the most value for our clients without compromising quality. A strong and healthy relationship between owner and design/builder is central to keeping the project on track. As part of our team approach, we draw on our many years of industry experience to provide a complete package of services for both the design and construction phases. Our team approach has one objective in mind, to

deliver a successful project in a collaborative and cooperative manner. Our success using this approach on every project is confirmed by our many repeat customers and customer referrals. Dutton & Garfield, Inc. remains committed to providing a quality project, on time and within the construction budget.

Using Dutton & Garfield as your single source construction provider gives you the benefit of accumulated experience along with the expertise of a project design team. It's a comprehensive package of building services, all from one easy source. For the value and service you expect on your next construction project, contact Dutton & Garfield, Inc.

