

SHOP TALK

The quarterly newsletter of J.C. Cannistraro, LLC

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Quarter 4

TEAM CANNISTRARO'S HOLIDAY MISSION

As introduced in the last issue of *Shop Talk*, *Team Cannistraro* is an employee-organized group devoted to charitable programs and events. This holiday season, *Team Cannistraro* is dedicating its efforts to helping the homeless population in and around Boston.



Beginning with its First Annual Thanksgiving Food Drive, employees gathered more than 150 lbs. of non-perishable food items for needy families in Watertown, MA. As a member of the Watertown community, J.C. Cannistraro was proud to work with Deb Kaup and the Watertown Food Pantry to give a healthy holiday meal to those who are less fortunate.

Through the advocacy of JCC's Phylis Brunet, *Team Cannistraro* also supported the Toys for Tots Program run by the Local 12 Plumbers and Gasfitters. Cannistraro employees demonstrated their generosity by collecting unwrapped toys for the less fortunate families of the Boston area.



In the spirit of Christmas, J.C. Cannistraro has placed our annual gift giving responsibilities into the hands of *Team Cannistraro*. In place of client gifts this year, *Team Cannistraro* is contributing to three charitable organizations that serve the homeless. COMPASS works to support and empower parents in emergency assistance shelters and serves more than 100 families each year. Project Place offers opportunities to homeless men and women through job training, education, case management, and affordable housing. The Boston Rescue Mission provides basic life needs for homeless men and women in order to prepare them for successful, independent lives.

With its donations, *Team Cannistraro* seeks to bring hope to the homeless this holiday season and to make the cold winter months more bearable. Together with COMPASS, Project Place, and the Boston Rescue Mission, we wish you a Merry Christmas and a Happy New Year!

Boston Rescue Mission
Transforming lives since 1899

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Our Mission

The Cannistraro Mission is to be the professional standard for quality and reliability, true to our core family values.

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WALK NOW FOR AUTISM



On October 19th, *Team Cannistraro* sponsored a team for Autism Speaks' *Walk Now for Autism*. Organized by J.C. Cannistraro's Stacie Robbins, the team raised over \$3,000 to benefit research for a cure for Autism.

"Brannon's Buddies," named in honor of Stacie's son Brannon who currently lives with autism, walked laps around the race track at Suffolk Downs. J.C. Cannistraro's Diane Collins, Mark Perrone, Tom Palange, Kourtney Thomas, and Chris Wyand all joined Stacie, her family and friends for a very successful walk. Overall, the Boston *Walk Now for Autism* raised more than \$1 Million.

Thank you to everyone who gave their support, and we hope you will join us for another successful walk next year!



"Brannon's Buddies" take a team photo before walking around the race track.



J.C. Cannistraro Scheduling Manager Stacie Robbins and her sons Brannon and Brett

ABOUT SHOP TALK:

Editors-in-chief: Judi Resnick **Writer:** Tom Palange
Tom Palange

Cover Photo: Refrigerant Piping, co-location facility

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MANNY DELCARMEN'S BOWLING STRIKES FOR SCHOOLS



Red Sox relief pitcher and Boston native Manny DelCarmen, recently hosted a charity bowling event to benefit Boston Public Schools. Team Cannistraro proudly formed two bowling teams and joined Manny and his Boston sports colleagues for a Saturday afternoon at Kings in Boston

As the Red Sox completed their championship seasons in 2004 and 2008, J.C. Cannistraro had a rooting interest for Manny DelCarmen and his hometown baseball team. Manny's brother Eddy DelCarmen, worked for J.C. Cannistraro for a number of years and was in attendance at this year's charity event.



Red Sox reliever visits with Team Cannistraro



Bao Lam and NESN reporter Heidi Watney



Chris Wyand takes a turn in the lane.



Dave Dion bowled a few strikes.



Brad Hillard rolls a few practice balls.

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LEED FOR NEW CONSTRUCTION

Boston's construction industry made great strides in promoting sustainability in 2008. Mayor Menino launched his Solar Boston initiative, the Greenbuild conference visited the convention center, and here at J.C. Cannistraro, we made a commitment to promoting green building education.

Through the United States Green Building Council and its training staff, J.C. Cannistraro hosted two sessions of LEED for New Construction workshops attended by nearly sixty employees. The Leadership in Energy and Environmental Design (LEED) Rating System, is a third-party certification program that is widely accepted as the standard for green building. By the end of our Fall session, 100% of our Project Managers and Estimators had completed the LEED for New Construction technical review, with many preparing to become LEED Accredited Professionals.

In our Summer course we welcomed Chris Schaffner, founding member of the Green Roundtable, to teach the principles of the LEED rating system and how LEED credits are earned. For our Fall workshop, Kevin Settlemyre, Associate Director of Integrated Environmental Solutions, fielded questions as to how the mechanical contractor fits into the green building equation.

As sustainable building solutions evolve, J.C. Cannistraro will continue to broaden our horizons. Our workforce is unmatched in terms of LEED-certified project experience. Cannistraro project teams worked on some of Boston's most high-profile LEED-certified buildings including the *Genzyme World Headquarters*, the *Artists for Humanity's EpiCenter* and, currently, *Massachusetts General Hospital's Building for the Third Century*.

Moving forward, workshops on LEED for Existing Buildings will allow us to provide infrastructure upgrades on existing green buildings. We encourage our Project Managers to become LEED Accredited Professionals, and as a company, we will continue to provide a green outlook on our work.



These exterior and interior photos show the LEED Platinum Artists for Humanity EpiCenter; an example of one of J.C. Cannistraro's green projects.

-Photos courtesy of www.afhboston.com

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CELEBRATING THE PLUMBING INDUSTRY IN BOSTON



This September, the Plumbing Heating and Cooling Contractors of Greater Boston (PHCC) hosted its biennial “Industry Night” at the Granite Links Golf Course in Quincy, MA. Serving in the second year of his two-year term as President of the PHCC of Greater Boston, *John Cannistraro Jr.* led off the event with a presentation about the history of the Plumbing Industry. Guests later heard from keynote speaker *Peter Galbraith*, former U.S. Ambassador to Croatia, regarding the state of U.S. foreign relations, and laughed at the many plumbing-themed jokes of comedian *Mike McDonald*.

The most memorable part of the night proved to be the unveiling of a new, short film titled “The Plumbing Industry in Boston: A Look Back, A Look Forward.” The film featured success stories within the Plumbing industry beginning in the 1960s up until today. Among the film’s stars is none other than “Mr. C,” *John Cannistraro Sr.* In the film, “Mr. C” describes some of the steps he took to build J.C. Cannistraro as we know it and lauds his patented triangle of success. John Sr. shares the stage with retired Local 12 plumber *Hank Fandel*, Local 12 Business Agent *Kevin Cotter*, and industry apprentice *Gregg Petersen*, as they each relate their experiences within such an important industry. The video will soon appear on the PHCC website at www.phccboston.com.



Local 12 Business Agent Kevin Cotter, PHCC Executive Director Hugh Kelleher, and John Cannistraro Jr.



Former U.S. Ambassador Peter Galbraith discusses Foreign Policy to an attentive audience.

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FIVE MINUTES WITH DIANE COLLINS

The dedication of our employees drives our company toward success. *Shop Talk* recently sat down with one of the company's longest tenured employees, Diane Collins, who works in Accounts Receivable at J.C. Cannistraro. This January marks the beginning of her 20th year with the company, and in our interview, Diane discusses her family and her career.



I understand you started with J.C. Cannistraro in 1989. Tell us about your career these past twenty years.

I began with J.C. Cannistraro part-time while I was attending Salem State. At the time, the Accounting Department was only three people, myself included, and I was hired for Accounts Payable. As time went on and the company grew, I began taking on new job responsibilities like typing letters and opening the mail with Mr. C. Today I am in charge of all the billing, and I'm happy to work with project managers on all the company's projects.

What is the most gratifying part of your job?

I love the people I work with and the teamwork that our company displays. As I've watched the company expand, I've seen some great work. It is interesting to think that when I first started with the company, we didn't even bid sprinkler work, and now we have an entire Fire Protection Department.

You have been an avid supporter of Team Cannistraro and the events that we hold. Do you have any personal causes that are important to you?

Yes, I support breast cancer awareness and research. Two of my Mother's three sisters have suffered from breast cancer, so it has definitely affected my family.

Tell us about your family.

I have been married for nine years to my husband Mark, who interestingly enough, I met while working here at J.C. Cannistraro. He was doing electrical work during one of the company's expansion projects. Together we have an eight-year-old daughter, Christine, and a three-year-old son, Mark Jr. Christine actually finished a report earlier this year on John Sr. (Mr. C), whom she chose as an "Inspirational Person" for her third grade class.

Tell us something about yourself that the average person doesn't know.

If you work in our Accounting Department you already know this, but I like to collect elephants. I have stuffed elephants at my desk, elephant figurines, and even an elephant teapot at home. Another thing is that I take my family up to Canada every summer to visit my parents' families in New Brunswick.

Okay, last question: What makes J.C. Cannistraro a great place to work?

I love that the company is a family business. The Cannistraros show concern for their employees, their employees' kids, and families. I'd say other employees agree because we have a lot of long-term employees who enjoy their work.

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THE BIM BREAKFAST SERIES

NEW FOR 2009!



The Cannistraro BIM Breakfast Series kicks off in January, and companies are reserving dates now. Come have breakfast with some of J.C. Cannistraro's top Coordinators as they explain how 3D Modeling and Building Information Modeling (BIM) can provide value to a building project.

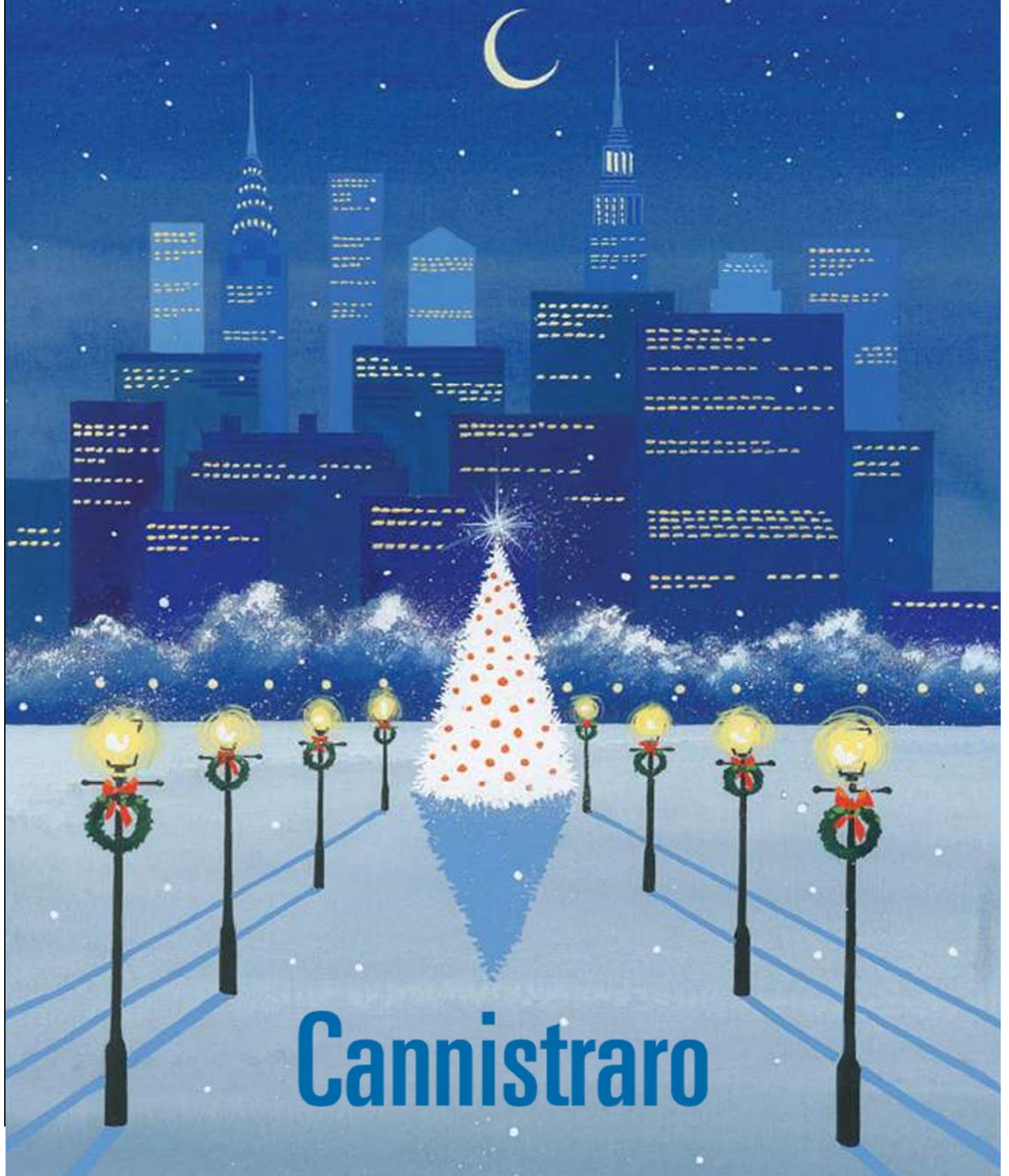
- Learn about BIM software and the features that make this technology successful.
- Participate in live tutorials of actual project models.
- Discover how our BIM and 3D Modeling facilitates pre-fabrication of mechanical components.
- Find out how BIM can save money for Owners and Facilities Managers.
- Gain insight into the future of BIM and 5D technology.

BIM Breakfasts are being held in the new Plumbing Museum adjacent to the J.C. Cannistraro headquarters. Whether for your project team or your entire firm, BIM Breakfasts can be coordinated to fit groups ranging from four to one hundred participants. Please join us for a unique look at innovation in construction.

To plan a BIM Breakfast for your group, please email:
BIM@cannistraro.com

or call:
Tom Palange at 617-926-0092.

SEASON'S GREETINGS



Cannistraro