



A NEWSLETTER FOR BUFFALO CRUSHED STONE INC AND SUBSIDIARIES
S P R I N G 2 0 1 0

E.R.S.C., Inc. “Wins” Blanket Bids

E.R.S.C., Inc. was the low bidder on two of three of our targeted services areas for National Fuel Gas in Erie County, New York bid in late October and November, 2009. These 3-year contracts are unit price based and primarily entail the installation and/or replacement of natural gas services, mostly residential, within a 150 square mile area of urban (City of Buffalo) and suburbs (Cheektowaga, Sloan, Grand Island, N. Tonawanda, Tonawanda and Kenmore.)

The biggest challenge was to establish material warehousing facilities where the various size plastic and steel pipe, fittings, meters, etc. could be inventoried at logistical locations to service the individual crews. Two locations were established: one in Tonawanda and the second at our existing E.R.S.C., Inc. yard/shop in Lackawanna.



Paul Welker, Don Congdon, Ken Austin



Chad Dart and Scott Korte

The next hurdle to overcome was getting five crews tooled up and on the street by January 1, 2010. The pre-qualified people were available from within the ranks, though getting the tools and equipment

were a bit of a challenge as those were upfront expenses not normally incurred this time of the year, that hurdle was also overcome.

Terry Phillips (Supt.) is responsible for what is called the northern half of our area of responsibility which is known as the Tonawanda Service Area and **Gerry Judson** (Supt.) has the southern

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