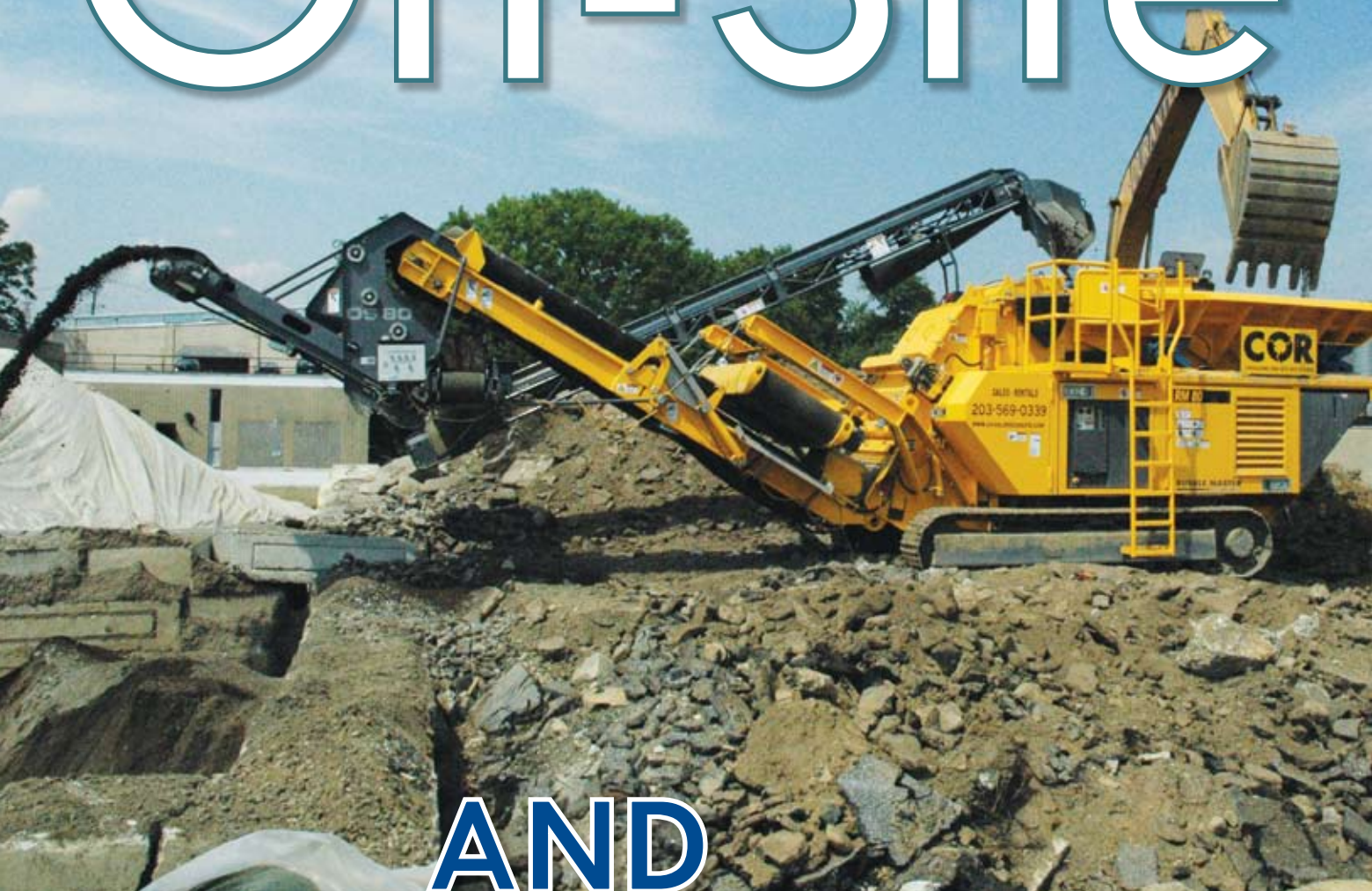


CONSTRUCTION & DEMOLITION RECYCLING®

On-Site



AND

IN DEMAND

Connecticut's Cavaliere family adds on-site crushing to its roster of contracting services.

Starting more than 50 years ago with an excavating business, the Cavaliere family of Connecticut has slowly added services, capabilities and employees, with recycling being a recent emphasis.

Cavaliere Industries Inc., Stamford, Conn., now has 20 employees and a new subsidiary known as Cavaliere Onsite Recycling.

The recycling division centers around the capabilities of a Rubble Master RM80 mobile crushing unit—a piece of equipment with which the Cavaliere family has been so impressed that it is now acting as a regional distributor for the Austrian equipment maker.

DIGGING IN

Frank Cavaliere started an excavating business in 1955 with a tractor-backhoe machine that also included a front loader bucket. He was joined by partner Tony Portanova to create C&P Excavating, and two years later Frank's brother Dominick also became a partner in the firm.

Excavating for foundations and utility lines provided the mainstay of the business early on, with utilities activity in particular picking up steam in the 1960s.

Second-generation family members began taking part in the business in the 1970s and 1980s, and founders Frank Cavaliere and Tony Portanova began phasing out of the company in the late 1980s. C&P also continued to establish itself as a key excavating contractor for regional utilities and developers.

Roadbuilding and paving also became a part of C&P's portfolio in these decades, with the company purchasing a new asphalt milling unit in 1989.

The capital investment helped C&P's paving business grow considerably in the 1990s, including the addition of key municipal road and interstate highway contracts.

In 1996, with paving having matched excavating in importance and several Cavaliere family members now holding key officer roles, the company's name was changed to Cavaliere Industries.

In 2004, Dominick Cavaliere retired from the company, leaving his sons Louis and Dominick Jr. (DJ) with the lead roles in a firm that continues to concentrate on both paving and excavation work. That same year, Cavaliere Industries moved into a new office and repair facility.

Just last year, in early 2007, Cavaliere Industries introduced COR (Cavaliere Onsite Recycling), which

uses its Rubble Master RM80 to crush and recycle rock, concrete, asphalt, block and brick into a ¾-inch minus product.

NEW BUT NECESSARY

Although excavating and paving have the deeper roots at Cavaliere Industries, DJ Cavaliere is convinced that the Onsite Recycling division will be a key part of the company's future.

Based on its own business practices, the company has seen the popularity of recycling escalate. "We recycle 100 percent of our material from our own jobs, including dirt, rocks, brick and asphalt," says DJ Cavaliere.

That ingrained business practice is what caused DJ and others at Cavaliere to investigate and eventually invest in recycling equipment. "We initially found the Rubble Master product online," notes DJ. "We were looking for a unit that was small and could also crush rock to a ¾-inch minus product."

While his initial intent was simply to rent a machine, after seeing a product demo, DJ says he was "instantly convinced that this was the unit for our company. After contacting Rubble Master and after careful consideration, we decided not only to buy a machine but to become an authorized dealer for Connecticut, Massachusetts and Rhode Island."

The machine's portability and smaller size were points in its favor, says DJ. "A lot of other companies around here have 100,000-pound crushers," he comments. "They can be hard to move and can exceed bridge load limits—and those are being scrutinized."

He says of the company's Rubble Master RM80, "We can move it onto a job site for half of a day, which is not always economical to do with larger crushers."

Since taking possession of the unit in June of 2007, DJ says Cavaliere Industries has made good use of it. "We have operated it more than 700 hours between June of 2007 and January of 2008."

He adds, "It's not sitting in the yard—we knew



A Harvey employee at a picking station.

it would be on the road a lot because our [asphalt] mills are there and our customers need asphalt and aggregate at those sites.”

THE BIGGER PICTURE

Cavaliere Onsite Recycling (COR) is predicted by DJ to continue to grow, with additional crushing capacity on the way. “Our next units that come in will all have belt scales so we can keep track of daily, weekly, monthly and yearly production,” he notes.

The recycling activity will continue to be part of a wider spectrum of services offered by Cavaliere Industries.

The COR equipment is part of an overall larger Cavaliere fleet comprised of 50 to 60 machines that includes paving equipment, screens and a variety of loaders and earthmoving equipment.

Both DJ and his brother Lou believe recycling will continue to tie in to the other services offered by the company. “Where we are, the transportation and disposal costs have gone up,” notes Lou. “Why pay to dump brick and block when you can create material that you can use or sell?”

Lou says with demolition and road projects Cavaliere is involved in, the ideal scenario is when material can be re-used on-site. “When we crush on-site, the majority of material stays there. When all is said and done, if you can cut down that hauling cost figure, that’s good.”

On the road building side of things, DJ and Lou say their crusher has been able to work well with both concrete and asphalt, allowing them to use it for virtually any highway or street paving job with which they are involved.

Any concerns they have about the practice involve the regulations that can surround crushing material. “The biggest issue in crushing is regulations and permitting—getting permits to find a spot where you can crush,” says DJ, who notes that “neighbors often tend to frown upon” the activity.

Cavaliere Industries is investigating operating its

crushing plant indoors at its own Stamford facility. “We’re looking for some land or even an existing building in which to perform our recycling inside,” says DJ. “We feel this will give us a great advantage and help with permits.”

The current Stamford location has more than 1,500 square feet of office space a three-bay repair garage with indoor wash bay. The parts and storage area is 5,000 square feet.

Economic conditions will dictate to some extent how fast COR and Cavaliere Industries can continue to grow.

But the Cavaliere brothers believe that their expanded roster of services and their philosophy to provide customers with thorough service will lead to a bright future.

“Our motto is ‘Excellence is our standard, not our goal,’” says DJ. “It’s what our father instilled in us. He didn’t just tell us to perform quality work, we followed his set of ethics and did it.”

While establishing COR and distributing Rubble Master machines are the most recent Cavaliere Industries service additions, Lou says customers and potential customers in the Northeast can expect others. “If you don’t try new stuff, I think you get old fast,” he states.

C&DR

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The RM80 crushes concrete, asphalt and rock into a 3/4-inch product.



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