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# Constructor

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**Building  
Loyalty and  
Commitment**

**Consolidated Steel &  
Aluminum Fence Company**

**Associated General Contractors  
of New Jersey**

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## President's Message

Congratulations to Consolidated Steel & Aluminum Fence Company and Dewberry-Goodkind, Inc. the featured companies in this issue of *New Jersey Constructor* who are long time members of AGC. They certainly help show the diversity of firms within the AGC membership. It was a revelation to me to learn how many applications of fencing there are both for keeping things in and keeping things out of a facility. From containing wild animals at Great Adventure to keeping birds out of PSE&G transformers, Consolidated manufactures and installs the best type of fencing for each project.



Tony Suppa  
PRESIDENT

I also know how important our engineering associate members like Dewberry-Goodkind, Inc. are to our chapter, especially as agencies continue more and more to privatize their design and inspection services and to unify their scheduling and contract acceleration initiatives. The new delivery systems in public works such as design-build will also require closer cooperation with our engineering community.

This summer produced a whirlwind of industry activity at AGC. The collective bargaining committee completed its work with the carpenters resulting in a historic five-year contract that provides stability and predictability for our members. We also secured new three-year contracts with the Operating Engineers Local 825, Northern New Jersey District Council of Ironworkers, and Dockbuilders' Locals 454 and 1456. On the legislative front, many hours were devoted by all construction associations and unions to project labor agreement legislation and to the problem of securing timely utility relocation. The industry bill on the latter subject should be introduced this fall.

Key management leadership changes at NJDOT coupled with a retirement incentive package, kept associations and contractors scrambling to meet the new personnel while everyone tries to keep the momentum of doing daily business with the agency intact. At the authorities, there were also leadership changes at both the executive director and commissioner levels. Most notable and with our sincere congratulations were the appointments of Laborers International Union Vice President Raymond Pocino to the Port Authority of New York and New Jersey, Carpenter's Regional Council President Frank Spencer to the chairmanship of the South Jersey Transportation Authority and Laborers Local 172 President Frank DiAntonio to the board of the Delaware River Port Authority.

The summer activity also focused on the all-important quest for additional transportation funding at the state and federal levels. Our Northeast TEA-3 Coalition held a conference in Washington, D.C. in May where the national lobbyists and key Congressional staffers updated the coalition on the key issues and timetable for the reauthorization of TEA-21 next year. At the state level, planning for a Transportation Trust Fund renewal began to gel as the Keep New Jersey Moving Coalition and the construction industry developed a synergistic approach that you will hear more about this fall. We are also fortunate to have the political knowledge and skills of Transportation Commissioner Jamie Fox to depend on as we move forward on these issues.

Other recent projects include our emergency response system that is currently being melded with the state police and NJDOT programs, our public education efforts to inform the public about the positive outcomes from the construction process, our increased legislative program with a greatly increased political action committee presence and the introduction of industry legislation and our close support of the Construction Industry Advancement Program's activities including its very successful construction summer camps. As you know CIAP is celebrating its 25<sup>th</sup> Anniversary this year. I want to thank AGC leaders who serve as AGC's appointed CIAP trustees for their dedicated service. They include Martin Jessen of Arnolt Brothers Construction Company, Joseph Fox of Conduit & Foundation Constructors, Thomas King of Schiavone Construction Company, Alfonso Daloisio, Jr. of Railroad Construction Company and Don Waters of Waters & Bugbee, Inc.

I want to sincerely congratulate our member, friend and colleague, Denise Cruz Serpico who was recently installed as the President of the Utility and Transportation Contractors Association of New Jersey. Denise and I will be working together on many industry issues in the coming months and I look forward to that prospect very much.

So, you can see that AGC of NJ is fully engaged in industry issues. It is truly a full service construction association. I thank you again for your support and confidence in all our endeavors.

# Travelers

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# feature story

## Consolidated Steel & Aluminum Fence Company Building Loyalty and Commitment

BY BRIAN N. TOBIN

At the end of a tree shaded street in Kenilworth, New Jersey with both residential and light industrial buildings, long time AGC of New Jersey member Consolidated Steel & Aluminum Fence Company has been running its busy daily operations for decades. The company remains a staple of the local, county and state business environments, offering fencing and security gate work to public and private owners and construction companies across the state and Northeast region.

As with many members of the AGC of New Jersey, Consolidated Steel has sprung from humble beginnings.

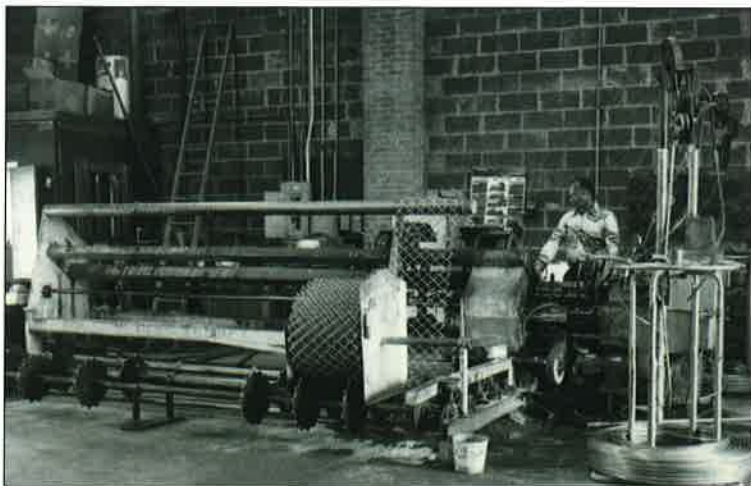
In 1958, Paul Cacicedo, Sr., and Thomas Collinson decided to go into business for themselves after working together for many years at another fencing company.

Cacicedo, Sr., and Collinson purchased a one-story garage and a small yard in Kenilworth in Union County and ran their

operations from that humble shop. Shortly thereafter, they were enjoying success and began the first of three expansions in the life of the company. First, they moved into a 3000 square foot building. Then, in 1970, they purchased 3 acres and 6000 square feet of warehouse space, which is where they currently reside today. Last year, seeing

nowhere else to expand, they built up another floor and increased their office space dramatically. Success breeds expansion and logistics problems that any company would be willing to endure.

Paul Cacicedo, Jr., began working for Consolidated Steel in 1976 and his brother-in-law John DeRosa, joined the company in 1977. In 1976, after working with Paul Cacicedo, Sr. for 18 years to develop fencing for public and private owners in addition to construction sites, Thomas Collinson sold



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## feature story

his portion of the company to his partner and Paul Cacicedo, Sr, became the sole owner of Consolidated Steel.

For the next 18 years, Paul Cacicedo, Sr., ran the company and taught the business to Paul Cacicedo, Jr., and John DeRosa. In 1994, Cacicedo, Sr. decided that it was time to retire and sold the business to his children. Paul Cacicedo, Jr. and John DeRosa, have been running the business since then.

The Consolidated Steel and Aluminum Fence Company works in conjunction with

Security Fabricators, which is a sister company and is housed in the same yard. With this arrangement, they are able to manufacture their own fences and wire for their contracts.

On their site, they can fabricate chain link fencing, barbed wire, tension wire, and miscellaneous parts – all components of the construction of fences. They are also able to ship parts worldwide, further broadening their appeal.



Consolidated Steel has done public and private work for entities that include Con Edison Electric Company, the New Jersey Department of Transportation, the New Jersey Turnpike Authority, Delaware Bridge Commission, Public

Service Electric & Gas, the Port Authority of New York and New Jersey, and many of the state's municipalities and counties. They are also a certified minority business enterprise with several of these entities.

The company has also been involved in the ready mix concrete industry; they own two mobile mixers, which contributes to the effectiveness of the company. They also maintain a complete welding shop and another company, Rent A Fence. They have

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even considered delving into the world of plastics as the future evolves.

With approximately 55-60 employees, Consolidated Steel performs about 750 jobs a year, ranging from a \$1000 repair job to a multi-million dollar contract. Many of these employees have been with them for decades and remain committed and loyal to the business practices of the company. While they have no exact figures, Cacicedo, Jr, and DeRosa estimate that Consolidated Steel puts out 250,000 feet – over 44 miles! – of fencing each year.

Consolidated Steel has been working on and completed some tremendous projects in their four decades of existence, either as the general contractor on the project or as a subcontractor. Many of the projects include keeping things out or keeping them in. It seems like common sense, but many people are not aware of how much the work of Consolidated Steel has affected them.

Presently, they are installing security gates around the site at Ground Zero. Much of their work in 2002 was performed around the Continental Airlines terminals at Newark Airport. They constructed the fencing and walls at such landmarks as the Newark Bears ballpark and the Camden Yards ballpark in Baltimore, Maryland, home of Major League Baseball's Baltimore Orioles. They have also done major construction projects at the Meadowlands around Giants Stadium and the Continental Airlines Arena, Penns Landing Bridges in Philadelphia, the PNC Bank Arts Center and prisons in Rahway and Hudson County. These are only a sampling of projects that Consolidated Steel has performed.

As the general contractor, they completed the Weequahic Park golf course in North Jersey, which required the entire property to be fenced in securely. They have also secured maintenance and repair projects for two of the region's largest utilities, Public Service Electric





& Gas and Consolidated Edison. Birds are a perennial problem for electric companies. Consolidated Steel is employed to “bird proof” the substations. They have also worked at Six Flags Great Adventure to build the lion cages that motorists pass by.

A good deal of Consolidated Steel’s business comes from AGC of New Jersey member companies. They have worked for most of the members at one time or another. Recent projects have been with M.J. Paquet, Inc., Schiavone Construction Company, J. Fletcher Craemer & Son, Inc., Railroad Construction Company, the Crisdel Group, E.E. Cruz, and Vollers Excavating & Construction Company. Their relationships in AGC of NJ have proven invaluable to the successes of Consolidated Steel.

The success of the company over almost 45 years of existence can easily be attributed to the leadership skills of everyone involved. Paul Cacicedo, Jr., is the company’s president and

John DeRosa serves as the Executive Vice President. Armando Orsini is the Controller and Treasurer, Bill Lesiak is the Chief Estimator, Wayne Ronkiewicz and Rich Sudol are the head salesmen, Pat Cicalese is in charge of engineering, and Tom Hogan is the company’s purchasing agent.

Consolidated Steel has remained committed to the community that has housed their business for so many decades. They have continuously been sponsors of Little League teams and town events, and have donated fencing and batting cages to many of the ball parks and fields throughout the area.

Consolidated Steel is also proud to be associated with several of the State’s union groups and has excellent working relationships with all of them. They include the Northern District Council of the Ironworkers, Laborers Union Locals 172 & 472, Teamsters Local 408, and Operating Engineers Local 825. The

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# feature story



relationship that they maintain with the unions is preserved through on site friendships and negotiations that are managed by the AGC of New Jersey. It has been an excellent

service to the company to entrust their bargaining rights to the AGC of New Jersey.

It is no surprise that Consolidated Steel has been a long time member of the Associated General Contractors of New Jersey. The Company participates in numerous chapter activities and is always a leading supporter of the legislative efforts. It is a pleasure to have Consolidated Steel & Aluminum Fence Company as longstanding AGC of New Jersey members.

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