

# UTILITY and TRANSPORTATION CONTRACTOR



**Mount Construction Begins  
Second Decade in Construction**

# MOUNT CONSTRUCTION BEGINS SECOND DECADE IN CONSTRUCTION

*Firm Develops Positive Reputation Through Performance and Versatility*

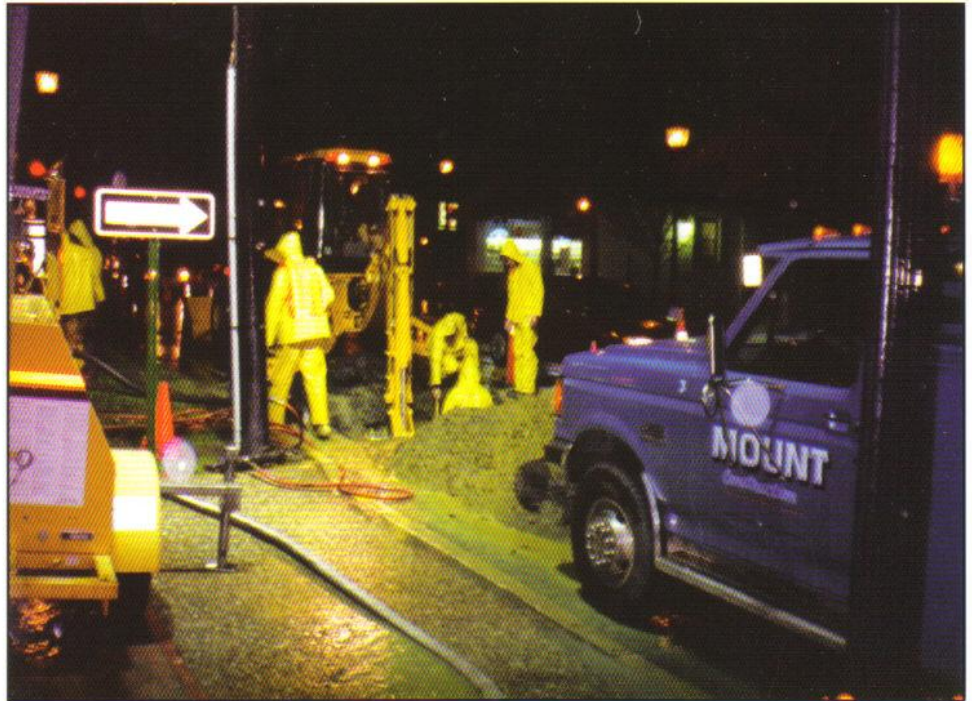
As a young man Dave Smith, the founder of Mount Construction, trained as a carpenter with the thought that he would eventually start his own construction business. While only 22 years old, Dave found considerable work installing concrete for homebuilders in Delaware during 1990. The work was good, and Smith kept busy working long days.

With some of his income, Dave Smith purchased a used backhoe, truck and trailer which he reconditioned. He was soon completing various excavations during the day, while hauling dirt and other materials at night. This was a difficult period for him as he had returned to southern New Jersey to help support his family due to the death of his father. A lesser person might have been overwhelmed due to these events – Dave Smith just worked harder and longer each day, while still focusing on his goals.

During the early years, Mount Construction worked for many South Jersey builders while gaining valuable experience. This was a time when the youthful contractor began to purchase various tools and small equipment. It was also a period when Dave Smith worked 16 hours a day and established a reputation for meeting all of the challenges that came at him.

Several years of successful response to the emergency work led naturally to the bidding of public water main installations. Dave Smith began to employ others and to organize management techniques. One of his first employees, Chris Campbell, joined Dave as a laborer ten years ago. Campbell is now an equipment operator and milling foreman with the company. He has been an asset to Dave Smith.

In 1994 Ken Landberg joined the company as an estimator, and his presence enabled Smith to pursue additional work in the public sector. Dave attributes a large portion of his success to Landberg who currently serves as vice president of the company.



**Mount personnel respond to an emergency water service repair.**



**Mount Construction excavator loads material at southern New Jersey site work.**

Over the years, Dave Smith has been able to attract experienced and talented personnel who have performed well in the field and office. Smith believes surrounding himself with good people has been the key to Mount Construction's growth. Dave acknowledges that "without the right people, you're not going to get anywhere." Smith now employs about 120 dedicated people.

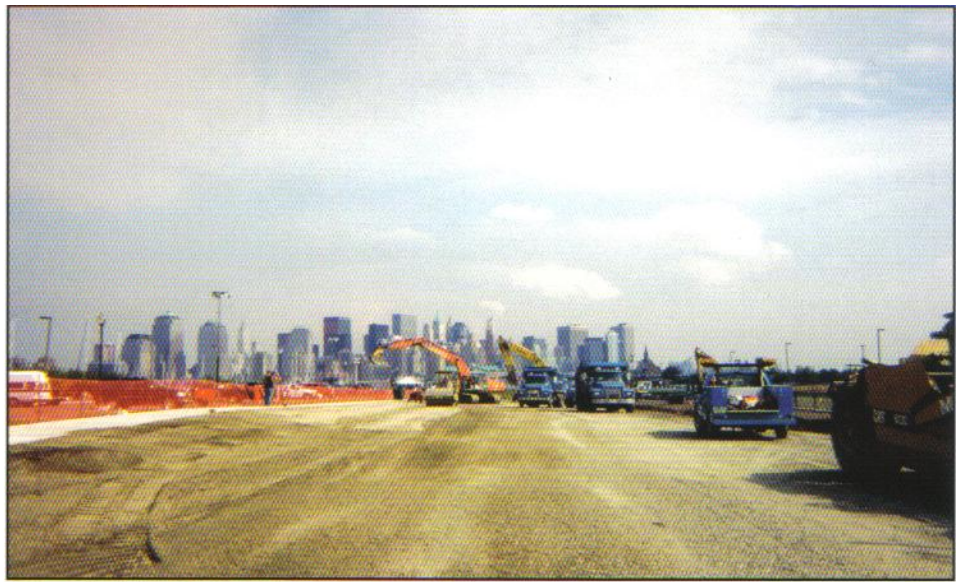
To continue the business growth, Dave Smith purchased a property with two existing buildings on Route 30 in Berlin, New Jersey. Dave renovated and expanded the structures and grounds and the 3-acre site now serves as the firm's executive offices, a shop and equipment yard. Satellite yards also exist at other locations to assist with the swift mobilization and rapid response time to both contract work and emergency work.

By the mid 1990's Mount Construction was successfully completing multi-million dollar projects. The work included water and sewer installations, road reconstruction, paving, earthwork and concrete. Diversification has led to continued growth and the ability to offer a complete construction package to builders and owners in the public and private sectors. In the commercial market, Mount Construction completes high-level, blue-chip-only commercial projects and a tremendous number of schools for general contractors.

"Because we control so many aspects of a project, we provide much more of an appealing situation for general contractors, we can handle everything from soup to nuts. They can forget about the subcontractors and concentrate on what they're doing - building the buildings. We can do it all," commented Smith.

Mount Construction is currently working on an average of 15 different projects daily, while maintaining about a 50-job backlog of various types and sizes. The firm is presently constructing the extension of Delaware Avenue in Camden as a subcontractor to IEW Construction Group, road reconstruction for Mansfield Township and site work at two schools in the Township as a subcontractor. Mount is also installing water services in Willingboro and completing various site work in Carney's Point for the Delaware River Bridge Authority.

Additional work currently underway includes site work, pipe installation and



**Site work at Liberty State Park.**



**Stone base for parking areas at the park.**



**Park work near completion.**

paving at the River Winds Waterfront Development project in West Deptford and road reconstruction work in Deptford Township. The firm also keeps busy with its 24-hour emergency utility repairs, wet taps and valve insertions.

Over the past decade, Dave Smith has developed a fleet of approximately 200 pieces of equipment, trucks and pick-ups. He has developed a close relationship with Binder Machinery and several other major suppliers and vendors.

Smith and his wife Jeanne have two children, David, age 6, and Codi, age 5, who fuel his determination to sustain a successful business. His present objective is to continue to build the company and make it strong - the kind of company that will be here in good times and bad.

The success of Mount Construction can be accredited to two things, necessity and good people. As noted earlier, a lesser person might not have been able to overcome the obstacles and achieve the goals that Dave Smith established for himself in those early formative years. We'll hear more from this firm in the years to come.



**Installation of concrete sludge tank in Mt. Holly.**