



A Holiday Message from Nick Cirilli, PE, PLS

Dear Clients, Employees, Associates & Support Providers,

Happy Holidays to all!

This month of Multicultural Holidays, whether it be Christmas, Hanukkah, Kwanzaa, Three Kings Day, St. Lucia Day, or even St. Stephen's Day, or any celebrated holiday of this season, we wish you and your families a very happy, healthy and safe Holiday Season.

To our Clients, first and foremost - **THANK YOU** for the opportunity to showcase our talents in solving your challenging problems.

To our Employees, Associates, and Support Providers - **THANK YOU** for your incredible service to our clients. The journey of improving our "client" focus and "team approach" to solving problems, has been launched and continues to improve.

What we've accomplished in 2016: It has been a year of growth, change and transition. Internally, we have flattened the structure with a focus on those "client-driven work teams", as opposed to a vertical structure of reporting to a supervisor or manager. It was our goal for our clients to see an ever improving way in which we solve their problems.

Our goals for the New Year 2017 are to continue to improve that quality, efficiency, and effectiveness of our technical service through those "client-driven work teams". We hope our clients continue to see an ever improving "connection" with our staff.

Internally, **John B. Yerkes, Jr.** and I, along with our legal & accounting teams have been working to finalize an ownership transition with **Cirilli Associates, Inc.** Once merged, our clients will benefit from an even wider array of technical services. John will continue to be a valuable resource and sounding board for me, as we move into the future.

I wish to personally thank **John B. Yerkes, Jr.** for his unbelievable commitment and dedication to the company and our clients. John's selflessness, in keeping the company alive during the more difficult economic times, is compassion to be admired.

In closing, we at Yerkes Associates wish everyone and your families the very best during this Blessed Holiday Season,

Sincerely
Nick Cirilli, PE, PLS
President/ CEO

www.cirilliasoc.com

www.yerkes-associates.com



Al Giannantonio retires after 45 years!!

By Danielle Stoltzfus

Albert Giannantonio, P.E., PLS, also known as "Al or AIG" was hired by Yerkes Engineering, Co. in November 1971, 45 years ago. He served as a Junior Engineer, Project Mgr., President, and President Emeritus. Al's most memorable project was the redesign of Mansfield State College Water System, for the General State Authority in the early 70's. The project consisted of the design of major campus water mains to loop the system for better fire protection, a redesign of the ancient water treatment plant on Corey Creek, and an enlargement of a reservoir in the creek to

impound more water for the growing college student body. The design of a one-million-gallon water storage tank still serves the campus today. Al did the design of the storage tank, most of the water line design plans and prepared all of the specifications for bidding the whole project.

What Al liked most about his work at Yerkes, was that each day brought new and interesting challenges in all parts of the work he did. "One never knew what type of project was right around the corner and that in itself made the work interesting and never, ever boring. Meeting our clients, which ranged from the individual homeowner with a fairly minor project, to the corporate giants in the development field with their mega-commercial and residential developments, made the work most interesting and gave great insight on how development large and small was conducted. I can't think of anything I would change about the positions I have held and the work that was made available to me," Al nostalgically reflects.

Al will be doing what he loves, working on the board of several fantastic non-profit organizations, continuing to edit two magazines a year for his railroad historical group, along with devoting his efforts to two antique cars he says need substantial attention.

Yerkes Associates expresses a heartfelt Thank You to Al, for his 45 years of dedicated service and wishes him much happiness and enjoyment during his retirement!! We wish Al nothing but the very best!!

Bill Wermuth is a Vital Asset in Yerkes Rebirth

By Danielle Stoltzfus

Bill Wermuth first joined the Yerkes community in 1973 as a site planner and site designer. Moving quickly up the ladder, he proved to be a real go-getter in business development thus assumed the sales & marketing role to his duties. Shortly thereafter Bill became the Rosemont Office Manager.

In 2015, upon the closure of the Rosemont office, Bill became semi-retired helping the company only on a part-time basis. That changed quickly as new President & CEO Nick Cirilli saw a vital resource not fully utilized. "Bill has lots of energy to go with his keen insights, not only in business development, but in helping structure the internal organization to best serve its clients", says Cirilli. "He works tirelessly to help with the development of the company's rebirth; along with helping **Joanne Casow** with survey proposals; and business development. He is a vital part of our core management team. Thank you Bill for being you".

Please stay tuned for a continuation in our January newsletter!

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From left to right: Danielle Stoltzfus, Joe Stivaletti, Alice Kenworthy

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