



Maple-Leaf News

Summer 2009

Laugh a little, learn a little & take a break from the daily grind

Confidence Borne of Lessons Learned

"One faces the future with one's past."

—Pearl S. Buck

As Maple-Leaf Construction celebrates its 45th year, we are confident about the future and our industry despite today's disconcerting headlines about the economy. Our confidence is borne of lessons learned during both good times and bad times from our founders and our decades of triumphs and tribulation.

When friends Ernie Dubois and Paul St. Laurent initially started the business in 1964, operating from a basement office, they were armed with a dream, a backhoe and a shovel. At first they focused on residential remodeling and small commercial projects, including concrete foundations, office and residential additions, and miscellaneous concrete flatwork.

Over the years, the company expanded into almost every segment of the construction industry. Projects ranged from gas stations in the '60s and '70s, leading to dozens of Midas Muffler Shops in the '80s, to more than 50 supermarket additions and renovations for such companies as Alexander's, Purity Supreme and Shaw's during the late 1970s and 1980s. Throughout these times, industrial and office projects also mushroomed, with Maple-Leaf providing services for Lockheed-



Maple-Leaf's first trucks, dating to 1964. Note the hand-painted lettering and logos of the day.

Martin Corporation, Nashua Corp., Kollsman, Teradyne, and Sturm, Ruger & Co., among others.

Maple-Leaf's current president, Loren Dubois, began working with the company at a young age, and as the company grew, so did his knowledge of construction, aided by the mentoring of his father, Ernie, and St. Laurent. Following Ernie's death in 1987, St. Laurent took over the firm and continued to teach the art and science of construction to the young Dubois.

During this time, the company continued its expansion and became an authorized builder to various manufacturers in the pre-engineered building industry. In the mid 1990s, Maple-Leaf became an authorized builder of Butler Manufacturing, one of the industry's leaders in pre-engineered buildings, allowing the firm to provide a lower cost commercial building alternative for its clients.

With the retirement of St. Laurent in 1999, Loren purchased the company

and gradually transitioned it from a self-performing general contractor to a company that also provided construction management services.

With respect to its business philosophy, Dubois feels that Maple-Leaf and its firm's professionals consider themselves to be long-term partners with their construction

clients, as well as with the architects and engineers and dozens of subcontractors in trades such as HVAC, electrical, plumbing, roofing and masonry.

Loren notes that this team approach

enables Maple-Leaf to provide the best possible service to clients. The company has senior personnel with many years experience in project management and estimating, together with highly trained and motivated field staff.

To add further value to its services, in recent years the company has adopted the latest computer technology, utilizing systems such as sophisticated Timberline software in both its estimating and

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One of Maple-Leaf's first pre-engineered building projects in the early 1970s.



Commercial and industrial clients have always been a deep-rooted part of our ongoing success. Our 45 years of providing construction services has introduced our firm to many local and national clientele.

Confidence... *continued from page 1*

accounting, and employing AutoCAD architectural drafting software. This allows Maple Leaf to produce and deliver complete project drawings to clients and agencies seeking to build.

Although most of its work is performed within a 100-mile radius of its Nashua headquarters, Maple-Leaf is also registered to work in Maine, Massachusetts and Vermont.

Recent construction projects include work for BAE Systems, Bishop Guertin High School and Best Ford/Lincoln/Mercury. In addition, work completed for mall owners and their national clientele included L.L. Bean, Starbucks, Hallmark and Radio Shack.

Dubois points out that in these challenging economic times, it is essential that a construction manager have a strong bonding capacity and be well capitalized. This demonstrates to clients that the company is financially secure and fully capable of taking on projects of all sizes and guaranteeing their successful completion on time and within budget.

While the outlook for the country may be uncertain, we look toward our future by building on our past. As new opportunities present themselves, Maple-Leaf is up for any challenges that arise.

Couldn't Have Done It Without You!

When Maple-Leaf Construction was founded in 1964, who could have imagined that 45 years later we would be so successful, innovative and have endured the numerous ups and downs of the local and regional economies.

A construction firm that survives the tests of time can only attribute that success to its clients, subcontractors, suppliers and its employees. The loyalty and dedication of our staff is exemplified by the lengthy tenures of these and other current employees:

- Ron Marois - 44 years
- Bill Francoeur - 32 years
- Allan Pickman - 22 years
- Mike Marois - 21 years
- And some newer milestones:
- Jeff Decker - 5 years
- Scott Pineau - 5 years
- Lynn Gagnon - 3 years
- John Sutton II - 2 years
- Carol Fournier - 1 year



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