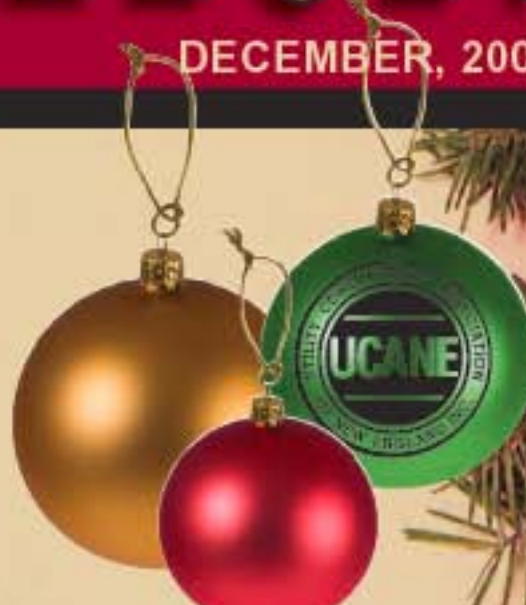


A publication of the Utility Contractors' Association of New England, Inc.

CONSTRUCTION OUTLOOK

DECEMBER, 2008



**Associate
Member
of the Month.
The DeSanctis
Insurance
Agency Inc.**

In This Issue:

- **The DeSanctis Insurance Agency, Inc.,
*Associate Member Of The Month***

ASSOCIATE MEMBER OF THE MONTH

DeSanctis Insurance Agency, Inc.

Celebrating **35th** Anniversary

DESANCTIS



(L-R) Back Row: David Boutiette, Wilder Parks, Paul Norton, Paul Patalano, Bryan Juwa, Michael Carney. Front Row: James Axon, Gregory Juwa, Adam DeSanctis and Michael Gilbert

LB



(L-R) Adam DeSanctis, President and Gregory Juwa, Sr. Vice President stand in front of a picture of the late Bob DeSanctis, founder of the DeSanctis Insurance Agency, Inc.

For more than 35 years, the DeSanctis Insurance Agency (formerly the L. Robert DeSanctis Insurance Agency) has focused on serving the distinct insurance and bonding needs of contractors. Through strong relationships developed over the years, and with industry expertise and an unwavering commitment to personalized service, the agency grew into one of the largest and most respected construction insurance and surety companies in New England.

Bob DeSanctis, founder of the L. Robert DeSanctis Insurance Agency, began his career as a union plasterer, learning the ins and outs of the construction industry first-hand. But Bob was an entrepreneur at heart, and his career path eventually led him to the insurance industry. With years of construction experience behind him, Bob was well aware of the unique needs and concerns of contractors. When a business opportunity, linking the construction and insurance industries presented itself in 1973, Bob was quick to establish the L. Robert DeSanctis Insurance Agency and...the business flourished. Bob, who also believed in supporting the industry from which he derived his livelihood, was a respected member of the Utility Contractors Association of New England for almost 30 years.

As UCANE Executive Director Anne Klayman stated, "Bob believed in our Association's mission to strengthen each contractor member by speaking with a unified voice on matters that affect all contractors. Bob served on our Board as an Associate member and, for many years, was a member of our Insurance Committee which dealt with promoting contractor insurance and bonding standards."

Bob passed away unexpectedly in 2005 leaving a legacy for his son Adam to fulfill...to continue to grow the company by strengthening the bonds of mutual trust with their clients, many of whom are contractors who have been with the Agency since its inception.

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Exclusive Focus on Construction Industry

According to Adam, company President, "There is no question that the company's employees are the foundation of DeSanctis Insurance. It's their shared commitment to providing the best service possible and, with a hands-on approach, to keep their clients on the cutting-edge of changes in the insurance industry."

With over 100 years of combined experience, the DeSanctis Agency focuses exclusively on the construction industry. Backed by their understanding of the complex needs and demands of the construction industry, their experience makes them qualified to provide insurance and bonding services to general contractors, sub-contractors and specialty contractors in today's ever changing construction field.

Flexibility To Design Custom Insurance Programs

The DeSanctis Agency represents a diverse group of leading bonding and insurance companies, which allows the Agency the flexibility to design a custom program to meet each contractor's special requirements. The Agency's staff represents each company in the process of securing insurance and bonding by first learning about the specific needs of each contractor, and then determining the underwriting requirements that must be met. Their goal is to match each contractor's specific requirements with the right bonding or insurance company and then to nurture a long-term relationship.

Unique Exposures And Risk Protection For Construction Industry

Like any other industry, the construction industry relies on insurance for protection against the risks associated with running a business. The construction industry has its own unique list of exposures and risks which includes: high-value equipment, ever-changing conditions, outdoor work, multiple work sites, joint ventures and much more.

According to Adam, "In order to minimize their risk liability, project owners require contractors to have proper insurance before starting construction. At DeSanctis Insurance Agency, comprehensive insurance programs are specifically designed to respond to particular circumstances and the needs of the individual contracting company."

(L-R) Jim Axon, Vice President and Michael Gilbert, Treasurer.

Surety Bonding Assures Obligations Are Met

The construction industry, by nature, can be risky for all parties involved, and contractors must be able to assure project owners that their obligations will be fully met through bonding. Bonds are a unique form of credit that guarantees the pre-qualification, performance and credit worthiness of a contractor...at a cost lower than the rates associated with typical bank or other lending institutions.

Bonding has become the standard in the construction industry. The DeSanctis bond producers are cross trained in the intricacies of construction insurance and are backed by a highly skilled underwriting staff, capable of resolving everyday needs and emergencies that are commonplace in the construction industry.

The DeSanctis Difference

According to Adam, "Every member of the DeSanctis team knows that simply delivering the best in insurance products is never enough. Only with outstanding customer service, unmatched knowledge, a courteous and friendly attitude and the norm of going above and beyond, do our customers receive the total package. And that's the DeSanctis Difference."

UCANE is proud to count the DeSanctis Insurance Agency as a long time member, and wishes them continued success. ■

