

## STANKER & GALETTO INC.

Stanker & Galetto Inc. was the developer and contractor for the South Jersey Healthcare Medical office building.



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## 'Superior Group of People'

By working hard to fully understand the needs of its clients and their projects, Stanker & Galetto has achieved a high level of customer satisfaction and a reputation for quality work in southern New Jersey.

BY STACI DAVIDSON

**W**ith specialties in masonry, concrete, carpentry and pre-engineered construction, Stanker & Galetto Inc. has worked for a variety of national and international corporations and organizations in the industrial, commercial and governmental markets.

The company says the core of its business comes from repeat customers, which is due to its "personal interest" in all aspects of the project and a commitment to ensure all work is completed as promised.

"We have a superior group of people and that really allows our work to be distinguished," according to President Peter Galetto Jr. "Their unending desire to do a quality job and consistently meet customers' needs has led to the success we've achieved over the years."

Based in Vineland, N.J., Stanker & Galetto was founded in 1946, and says its decades of experience has given it expertise in cutting through red tape to secure needed permits quickly, resolving labor

disputes with dispatch and solving problems well ahead of time to allow clients to save time and money.

### Staying in Touch

Galetto explains the company continuously works to maintain thorough communications with its clients, ensuring both parties have a clear understanding of what needs to be accomplished.

Its client list includes Sony Music, T-Fal Corp., Prudential Insurance and Raytheon Aircraft Services, as well as a number of government contracts, such as major recycling centers in Cumberland, Cape May and Atlantic counties. Stanker & Galetto focuses on industrial, commercial and design/build construction throughout southern New Jersey.

### All-in-One

Customers like to work with the company, Galetto says, because "we have the ability to construct and lease to own. We also have available land through our real estate companies. As a result, we can offer the full package, which takes the frustration out of the process for our customers."

Stanker & Galetto Inc.

[www.stankergaletto.com](http://www.stankergaletto.com)

Headquarters: Vineland, N.J.

Employees: 45

Services: General contractor  
Peter Galetto Jr.: "We can offer the full package, which takes the frustration out for customers."

Recently, *Construction Today* spoke with Galetto about the company's ability to meet customers' needs and how it ensures its projects are a success.

**Construction Today:** How does Stanker & Galetto achieve customer satisfaction?

**Peter Galetto Jr.:** We listen closely to what they need, but then try to provide what they really need.

It is important that we determine what are "needs" vs. what are just "wants." After that, it is as simple as providing what we commit to.

As a result, in any given year, up to 80 percent of our business stems from repeat clients.

**CT:** What projects do you believe best demonstrate the company's strengths?

**PG:** The St. Augustine Prep Forum in Richland, N.J., the distribution warehouse for Vineland Construction and the South Jersey Healthcare Medical Office Building.

**CT:** What is your progress on St. Augustine?

**PG:** We are 80 percent complete and are on schedule to finish in November. It is a large project and fairly complex, but it is

going well. It definitely has an aggressive schedule.

Our job was to complete construction in 13 months, including the renovation of the existing facility. The building has three levels and complex utilities.

The project also was complex because it had a lot of special items – a pool, a gym that seats 1,100 and science labs.

There is a high level of detail required in the building, but it will be a very nice facility. We are proud that we were able to do it for substantially less than it would have been for a similar project in the public sector.

We saved costs by using a lot of pre-engineered steel and did extensive value-engineering to accomplish the project's needs.

**CT:** How did you ensure quality on the Vineland Construction distribution warehouse?

**PG:** This was a very important project that we started about a year ago and finished earlier this year. We had substantial completion in March.

The level of quality was very high because we made a proper plan in the

beginning. By working the plan and striving to continue to improve, we can deliver quality.

Also, by preplanning, we were able to achieve the customer's aggressive completion schedule.

**CT:** How was the South Jersey Medical Office unique?

**PG:** We were the developer and contractor for that job – it is 80 percent occupied with two suites remaining to be completed. It was unique because we developed it through a land-lease agreement with the owner.

We were able to make it handicap-accessible without needing a lot of common space and elevators, and we hit the doctors' target for in-place costs. All of this helped the project be a success.

**CT:** How do you remain on budget and on schedule in your work?

**PG:** We have a very efficient team of professionals, which definitely helps us.

The team works closely together, but they also do their own part to help the project. We strive to always deliver what we promise, and that includes budget and schedule targets. ■

