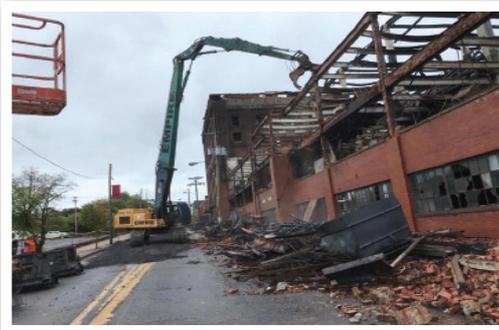


# BUSINESS SPOTLIGHT



## The Empire Group: The Power of Change

Change is inevitable; it can make or break a business. The businesses that use it as a driving force for growth are the ones that discover new markets and gain customers. They don't let it hold them back, but rather it makes owners and employees work harder, to be more creative in finding solutions. The Empire Group was built on this principle.

In 1955, Harry "Whitey" O'Neill founded Empire Wrecking. Based in Reading, the company specialized in demolition and excavation and would become the cornerstone of the Empire Group's success. In 1972, Whitey's son, Harry O'Neill, III, took over the business, which eventually became Empire Services. Todd O'Neill, Harry's brother, joined the business in 1980 and he currently serves as Executive Vice president of the Empire Group. The idea to create another company formed when the crew encountered hazardous waste during a job. Instead of putting the job on hold and adding costs to the customer, it was decided that a new company should be formed to tackle the issue. In 1988, Elk Environmental Services (Elk) was founded to solve the problem.

With the right skillsets and specialized equipment, Elk soon became a company known for providing turnkey services for environmental issues. Elk's services grew to meet the needs of their customers, whether they needed hazardous waste transported or a spill cleaned up from an overturned tanker. They adapted to meet the ever-changing environmental regulations to stay in full compliance. Safety is also an important part of Elk. A health and safety service was started, offering 40 OSHA, DOT, RCRA, and Hazardous Waste training programs to the Empire Group employees as well as other companies. As Elk and Empire Services evolved, additional changes were on the horizon. These included the creation of the rest of the companies under the Empire Group.

The need to transport the materials from Elk and Empire Services jobs arose. Thus, Delaware Valley Contractors, Inc. (DVC) was founded in 1990. A full-service trucking company, DVC took care of the transportation issue with its fleet of trucks. Today, it transports bulk materials and equipment to contractors and developers. The disposal part of the equation was solved by forming Berks Transfer in 2002. Berks Transfer was built to accept municipal, residual, and construction waste and has been attracting customers from Eastern Pennsylvania, New Jersey, and New York.

The most recent addition to the Empire Group is Delaware Valley Utility Contractors, Inc. (DVUC). It was founded in 2011 to fill the need to supply utility services in New Jersey and Pennsylvania, such as directional drilling; new utility installations, which include sanitary sewer, storm sewer, and water lines; emergency utility repairs; vacuum excavation services; utility verifications, UGI-certified pipe fusion and installation of gas mains. DVUC is constantly looking to expand its services to meet the needs of their customers.



The Empire Group has changed a great deal since its beginning 65 years ago. The changes sparked the creation of five subsidiaries as well as new services, providing customers with a high level of satisfaction. "We strive to provide an exceptional customer experience, in which we can utilize our subsidiary companies for issues that can occur at each phase of a job," says Todd O'Neill, Executive VP. DVUC is constantly looking to expand. By embracing change, the Empire Group has grown to over 200 employees and 400 pieces of equipment. It's the driving force to meet customer needs as well as to stay flexible for the future.

The Empire Group is headquartered at 1440 Carbon Street, Reading, PA 19601. For additional information, please call 610.372.6511, and visit [www.esreading.com](http://www.esreading.com).

