

# SENECA NEWS



OFFICIAL NEWSLETTER OF SENECA COMPANIES, INC.

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## A MESSAGE FROM JC

**JC RISEWICK**  
*President & Chief Operating Officer*



What a year 2022 was for Seneca Companies! We accomplished several of the initiatives we set out to do and more. Geographic expansion was a key element to our growth in 2022. We opened a new branch office in Salt Lake City, Utah complete with construction and service capabilities. We also opened a new branch office in Eau Claire, Wisconsin which will primarily support our fuel polishing customers. Finally, our Kansas City, Missouri branch outgrew the building they occupied for the last fifteen years and moved to larger and more conveniently located facility to allow better service to our customers in that area.

Our general contracting group has grown from four employees two years ago to over fifty today. This group now not only provides complete new construction general contracting services but also specializes in remodels and other convenience store site construction needs.

Not only that, but this group also built two custom homes for clients last year. They truly embody our “Complete Solution” tagline!

Looking ahead into 2023, we still have a lot more to accomplish. We will go live with a new ERP system which will allow us to operate more efficiently by streamlining our processes, allowing us to put more effort into serving our customers.

It really is an exciting time to be part of Seneca Companies. Thank you to all our amazing employees and customers who make it all possible! •



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# EXPANDING HORIZONS

## General Contracting: Project Recap

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From overall division growth to taking on a new variety of projects, the general contracting team has evolved quite a bit over the past year. What was once only a handful of team members, is now a 50+ member division and still growing! The GC team has completed projects in 17+ states across the Midwest – working in association with 7+ corporations – and continues to expand across the Midwest.

In addition, the team's scope of project capability has grown exponentially. In the past year, the general contracting team has completed a variety both commercial and residential projects – broadening their horizons and taking on many new and unique projects. Within the last year, the team has completed over 50 remodels in the Iowa market. Projects like remodels require a quick turnaround with limited flexibility – with timelines usually less than a month. Thanks to proper planning, scheduling and timely ordering of materials the team is able to combat any potential lead time and delivery issues. With most, if not all remodeling projects, our subcontractors and

Seneca crew remain the same, allowing us to develop a long-term relationship that helps the team become more proficient and keep an eye out for small details.

In addition to the team's many remodeling projects – the scope expanded to ground up c-store construction as well as a few residential builds for clients as well! Included in this year's scope of projects includes a three-story residential home – an uncommon project for Seneca. Working with an outside architect and our manufacturers, the team was able to create a one-of-a-kind residential home that they are very proud of. Unique elements of the home include an open floor plan, 3-sided wrap around porch, vaulted ceilings and exposed reclaimed wood beams and wood paneling.

The general contracting team continues to grow as a division and expand our project capabilities. With over 60 years of combined years of experience in the construction industry – the team strives to continue to provide uncompromisable quality on all general contracting services in 2023. •



# EV CHARGER INSTALLATION

## Project Highlight

Seneca’s automotive & commercial team was hired to install EV (electric vehicle) chargers at the Iowa 80 Truckstop, more commonly known as “World’s Largest Truckstop” in Walcott, Iowa. This project took place during the months of September 2020 through May 2021 and was grant funded.

The project scope consisted of installing two EV chargers, ordering and delivering the proper equipment and completing all necessary electrical work. In addition, our team replaced previously laid concrete and added bollards around the chargers, as well as installed electrical distribution panels and cabinets for the EV chargers. Seneca was the prime contractor for this project and oversaw electrical and concrete subcontractors. Seneca’s stellar coordination and direction with these subcontractors led to a successful installation.

One of the setbacks the Seneca team encountered was a delay completing the install due to the electrical service install. However, due to efficient organization and establishing

clear expectations, this delay was worked into the schedule and did not delay the overall project timeline.

The Iowa 80 Truckstop was very happy with the EV charger installation project completed by Seneca’s automotive team. •





# CUSTOMIZED EQUIPMENT

## LOF X-PRESS

Earlier last year, our Automotive and Commercial Division team was hired to install equipment in the LOF Xpress Oil Change in Waukee, Iowa. All our work was commissioned through the owner of LOF, who worked closely with the team to create a one-of-a-kind product.

The overall project scope consisted of purchasing, customizing and installing quick lube equipment – included in this process was the installation of 26 ASTs and appurtenances, as well as the installation of lubrication tubing, fittings, pumps, meters and hoses. Other additions included

rotary rolling jacks and air compressors. As previously stated, our team worked with the site's owner to create a one-of-a-kind, which means that majority of the products installed were customized for this specific location. We worked with our manufacturers, in addition to the site owner, to create unique equipment that would be ready for usage in as little time as possible.

Of course, with COVID delays and high product demands in addition to the customization process, the team encountered the challenge of overall project timeline delays. This was overcome through

exceptional organization and communication, developing clear expectations for all parties involved in the project.

When all was said and done, the owner was very happy with the LOF Xpress Oil change project completed by the Seneca Automotive and Commercial team. “The automotive team has had an incredibly successful year that has included many large projects while still making sure to take care of all our customers’ service needs. Our technicians have been busy sun-up to sun-down for the last year and are truly what makes our division as successful as possible,” said Todd Clubb. •

# UPCOMING TRADESHOWS

& Where To Find Us!

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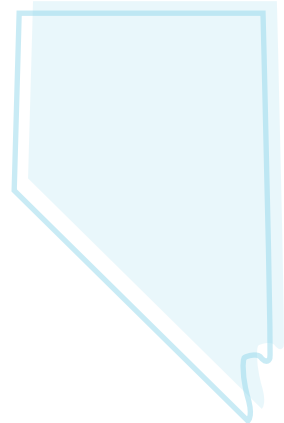
## **PACE** Feb 8-10

Kansas City, MO  
Kansas City Convention Center



## **WPMA** Feb 21-22

Las Vegas, NV  
The Mirage Hotel



## **MPACT** April 4-6

Indianapolis, IN  
Indiana Convention Center



## **RTC** May 9-12

New Orleans  
Sheraton New Orleans



## **OK SUPER TRADESHOW** May 23

Oklahoma City, OK  
Oklahoma City Convention Center



## **PEI NACS** Oct 3-6

Atlanta, GA  
Georgia World Congress Center





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## BRANCH OFFICES

### DAVENPORT

7241 Gaines Street Court  
Davenport, IA 52806  
800-728-6900 // 563-332-8000

### EAU CLAIRE

3912 E Melby Street  
Chippewa Falls, WI 54703  
515-309-1280

### TULSA

6947 E 13th Street  
Tulsa, OK 74112  
866-304-7136 // 918-838-0494

### KANSAS CITY

900 S Vista Avenue  
Independence, MO 64056  
866-961-1270 // 816-761-1270

### OREANA

458 N Highway 48 PO Box 60  
Oreana, IL 62554  
866-876-1005 // 217-468-2393

### OKLAHOMA CITY

3901 S Thomas Road  
Oklahoma City, OK 73179  
405-669-2926

### SALT LAKE CITY

475 W 3600 S / Suite D  
Salt Lake City, UT 84115  
385-386-3113

### OMAHA

10415 J Street / Suite 200  
Omaha, NE 68127  
531-777-7807

### DENVER

200 S Raritan Street  
Denver, CO 80223  
800-332-3800 // 303-744-2125

### DES MOINES - WASTE SOLUTIONS

6409 NE Industry Drive  
Des Moines, IA 50313  
800-369-5500 // 515-309-1280

[SENECACO.COM](http://SENECACO.COM) | [STORE.SENEACOCO.COM](http://STORE.SENEACOCO.COM) | [INFO@SENECACO.COM](mailto:INFO@SENECACO.COM)

