

CLEARY MACHINERY COMPANY COMPLETES THIRD DECADE OF SERVICE

Jack Cleary Recognized As Laser Pioneer

In the northeastern United States, Jack Cleary is recognized as a construction laser pioneer. Over the past three decades, Cleary has contributed to many innovations in the training and use of lasers while establishing a successful family owned business located in South Bound Brook.

After graduating from St. Johns University in 1954, Jack Cleary went to work as a salesman of contractor equipment in Queens, New York. In a few years, he joined Pittman Manufacturing to sell cranes in the metropolitan area and eventually to serve as product manager at the firm's Kansas City plant. By the late 1960's, Cleary tired of being away from his family and he accepted the position as general manager of Callahan Equipment in Kenilworth.

While employed at the Callahan firm, Jack Cleary introduced the first pipe laser for use in construction and sold his first unit to P&A Construction in 1969. He also assisted Glen Blount, the inventor of the Automatic Grade Light S-322 pipe laser, in establishing a laser distribution network in the Northeast. Within a year of this achievement, Cleary established his own firm which handled the laser and construction equipment attachments, and the firm joined the UTCA in 1971.

In those early business years, Cleary marketed the AGL laser heavily. In doing so, he demonstrated, educated and assisted in its use with pipe contractors. Although the use of lasers increased production considerably, some users were skeptical of its accuracy. For those individuals, it became a learning process. To provide further assistance, Jack Cleary began to conduct training sessions for Laborer Local 472.

During his first 25 years in business, the Cleary Machinery business growth mirrored the increase in pipe installations that were stimulated through the Federal Clean Water Act funding and boom in housing



Jim Cleary instructs Dave Holton, Schifano paving foreman, on use of the sonic control.



Grade control system used by Earle Asphalt at the Robert J. Miller Airport.

construction. In addition to P&A, some of the earliest pipe contractor accounts included D'Annunzio, George Harms Construction, Vollers Construction, Longo, Aponte, Conti, The Sambol Companies and Frank Semeraro Contracting.

For a 10-year period, beginning in 1984, Cleary Machinery changed its laser product by taking on the AMA laser line from Sweden. This was also a period when most of the eight Cleary children were employed, at one time or another, with the firm. It was also a time when the Cleary Machinery firm name became synonymous with the term service.

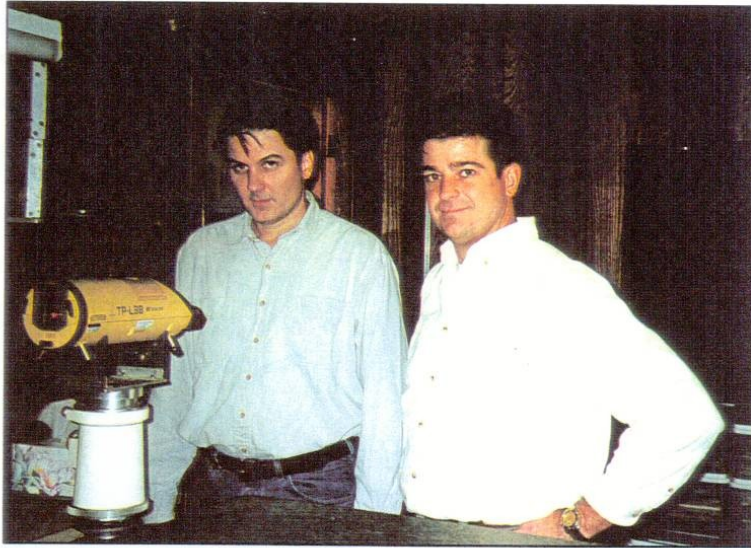
In 1991 the firm moved its headquarters to a 4,000 square foot facility in South Bound Brook which includes office, showroom and shop. Soon after establishing the new headquarters, Jack's sons, Jim and Gerry, began to take on greater responsibility for the operation of the firm. Gerry Cleary began work with the company during the late 1970's and currently serves as president of the firm with responsibility for maintenance and repair of all brands of lasers. Jim Cleary has been with the company for 15 years and handles sales and finance.

About 5 years ago, Jack Cleary instituted a management succession plan for the company, and the two brothers assumed complete responsibility two years ago. Diane Cleary, Jack's wife, continues to provide bookkeeping and accounting assistance for the firm, and Jack Cleary also helps with some machine control installations in the field. Even under its new management, the company operates as a family business. In 1998, Jack Cleary was the recipient of the Larry Gardner Memorial Award, which is presented annually to a UTCA associate member.

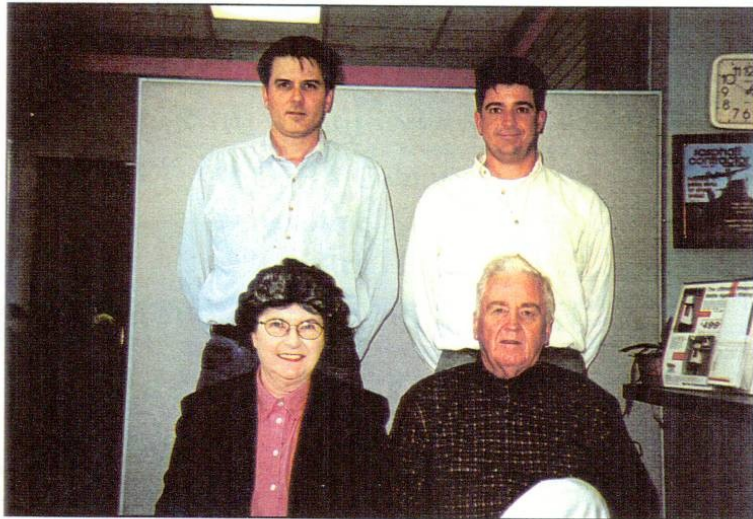
In 1995 Cleary Machinery was successful in garnering the Master Dealer laser account for Topcon Laser Systems with responsibility as the factory authorized service center for the New York – New Jersey – Pennsylvania metropolitan area. With the addition of Topcon, Cleary now offers pipe lasers, laser levels, machine control receivers and sonic screed controls for pavers.

Although Cleary Machinery is still very active with pipe lasers and the maintenance and repair of lasers and surveying instruments, the firm is also heavily involved in the sale, service and installation of hydraulic machine control systems for dozers,

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Gerry, left, is pictured with Jim and one of the laser controls.



Pictured with Diane and Jack Cleary are Gerry and Jim Cleary who are standing.

excavators, graders, pavers and profilers. These systems utilize laser, sonar and slope sensors to accurately control construction machinery. In the future, automated equipment control systems may utilize data from satellite signals as well.

The new sonic screed control systems supplied and installed by Cleary have recently been utilized by Trap Rock, Schifano Construction, Renda Roads, Earle Asphalt Paving and Stavola. Trap Rock used Topcon's Smoothtrac sonic averaging ski on its recent Superpave resurfacing of

Interstate 78 in Somerset County. The Smoothtrac system was critical in meeting the smoothness and rideability required by the NJDOT.

Cleary also provided and installed the Topcon automatic grade control system for the critical runway laser paving at the Robert J. Miller Airport in Berkeley Township which was completed by Earle Asphalt last year. After operating for three decades, Cleary Machinery continues to provide technical innovations to the construction industry.