

Aldon Electric Inc.

Empowering Clients Since 1986

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One of the big stories in 2011 was the assault on unions. From Ohio to Wisconsin, in numerous states around the union, governors and legislators launched a series of salvos designed to gut public employees of their right to collectively bargain. That scenario would not play out well with many in Massachusetts, however, as business owners such as brothers Allen Mullaney and Donald Mullaney, the co-owners of Aldon Electric Inc. (Aldon), are unapologetically pro-union.

“When we started our electric company in 1986, we had two trucks and a pair of pliers in our back pocket ... and with hard work and good contractors behind us we grew to a tight-knit crew of 25-plus guys and attracted the notice of IBEW [International Brotherhood of Electrical Workers] Local 103, who invited us in and gave us a presentation about the union,” recalls Allen. “We included all of our guys in the decision and

decided to join up. The Big Dig was in full swing, and we targeted everything ... it was crazy. At the time we were just a million-dollar-a-year company ... and through grabbing opportunities we’ve grown by an additional million every year for 10 years.”

Aided by its agreement with IBEW Local 103, the Mullaney’s Weymouth, Mass.-based company utilized the most highly skilled electrical tradesmen to forge long-lasting business relationships throughout the Greater Boston area. Aldon now employs roughly 70-plus personnel and regularly closes around \$13 million a year in sales.

Design-build Turnkey Projects

Aldon offers commercial, industrial and residential clients





the full range of electrical technology project management/ installation and certification of systems including electrical, fire alarms/closed circuit camera/card access, integrated and renewable energy, as well as network cabling. Services include underground utilities, medium voltage, power distribution, lighting design, building systems, electric heat, emergency generators/UPS systems, VoIP, wireless, telephone, cable installation, standard air broadcast, public area and sound paging system, video conferencing, horizontal and vertical riser cable, premise wiring, fiber optic panels and fiber terminations and more. The company's crew specializes in providing design-build projects, maintenance and service to companies in the commercial and industrial sectors.

Allen attributes a portion of the company's success to the family-like atmosphere in Aldon's office. "We're very personal with the guys and many have been with us since we started," he reveals. "They know that to get this company off of the ground my brother and I would work 12- to 14-hour days out in the field, and then come back and complete office work. We're

not the type of owners that spend the day on a golf course without ever getting our hands dirty."

Green building is one the hottest buzzwords in the industry right now, and Allen gently, expertly eased the company into the niche. "The first solar project we did was a six kilowatt [kW] system on my home," explains Allen. "It was a success and

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we've been offering renewable since. We just recently completed a 350 kW roof-mounted solar array system with approximately 1,580 panels in Plymouth [Mass.].”

The company is better known, however, for its work on high-profile projects in eastern Massachusetts. Aldon just completed a turnkey project for Whittier Healthcare’s newest building in Roxbury. The 79,000-square foot facility is the newest gem for the provider that specializes in healthcare services.

Nation’s First Stimulus-funded Healthcare Project

Aldon also recently completed another medical turnkey project for Maverick Healthcare’s East Boston Neighborhood Health Center. The \$20.7 million, 49,000-square foot project was one of the first stimulus-funded health center projects in the country to begin construction. “Stimulus projects really helped us out when things started to slow down in 2008,” reveals Allen. “When the economy started to tank our field guys really stepped up in a big way [to get things done] ... and in the office we adjusted our bid methods and bid everything that came through the door, because pick and choose was no longer an option.”

Aldon’s crews are also a part of the reconstruction of the Boston Tea Party Museum in the Seaport District, and Donald cites work on



the Museum of Science Planetarium as some of the most interesting work that the company has completed in the recent past. He explains, “The nature of doing a job that you know millions of people will enjoy for years to come is inspiring.”

Allen is the first to admit Aldon wouldn’t have been able to complete a number of the company’s projects without access to the highly trained crews at the IBEW Local 103. “We utilize the 103 members to augment our job crews,” he says. “We know they’re trained well.”

With its use of union resources and the leadership skills shown by Allen and Donald Mullaney, Aldon Electric Inc. has been fulfilling its mission to enhance value for customers needing electrical and related technology integration for the past 25 years. •

Proudly standing with Aldon Electric

Congratulations

It has been our pleasure to stand alongside Allen Mullaney as Aldon Electric’s estimating technology provider since 1994.

Congratulations to Allen and his team at Aldon for their success and for the recognition they deserve for their contributions to Boston area construction projects. We look forward to many years of providing technology to help support continued growth for Aldon Electric.

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