

alphabetically.

	HI	WEEKLY LOW	CLOSE	CHG	% CHG
	11.05	10.79	11.00	+0.07	+0.6
	40.40	39.75	40.06	+1.30	+3.5
	42.24	41.45	41.89	+0.94	+2.3
	5.85	4.30	4.50	-0.61	-11.9
	65.00	64.23	64.70	+0.33	+0.5
	108.44	102.05	103.00	-1.87	-1.8
	10.08	9.75	10.02	-0.03	-0.3
	1.51	1.32	1.51	+0.19	+14.4
	5.79	5.55	5.78	+0.20	+3.6
	15.58	15.01	15.56	+0.56	+3.7
	6.14	5.69	6.03	+0.42	+7.5
	15.77	15.14	15.33	+0.04	+0.3
	24.50	23.31	23.65	+0.03	+0.1
	4.49	3.36	4.33	+0.86	+24.8
	9.83	8.94	9.50	-0.14	-1.5
	36.60	34.41	35.47	+1.25	+3.7
	47.57	44.80	46.96	+0.79	+1.7
	10.33	9.22	10.02	+0.82	+8.9
	65.76	63.94	64.05	+0.96	+1.5
	9.11	8.02	8.90	+0.93	+11.7
	38.42	36.76	36.99	-0.41	-1.1
	15.98	10.25	15.89	+5.69	+55.7
	35.90	35.14	35.39	-0.03	-0.1
	10.29	9.00	10.16	+1.38	+15.7
	31.00	30.37	31.00	+0.64	+2.1
	17.31	16.75	16.99	-0.02	-0.1
	7.51	7.21	7.22	-0.22	-3.0
	8.63	7.92	7.98	-0.55	-6.4
	9.89	9.14	9.35	+0.13	+1.4
	25.80	24.33	24.84	-0.81	-3.2
	38.32	36.72	38.32	+1.34	+3.6
	14.71	14.00	14.65	+0.29	+2.0
	12.46	10.38	12.16	+1.76	+16.9
	0.40	0.31	0.32	+0.06	+16.6
	12.80	12.14	12.78	+0.33	+2.7
	32.15	29.80	30.75	+1.25	+3.9
	54.99	53.73	54.84	+0.63	+1.2
	18.21	16.80	18.09	+1.27	+7.6
	4.54	4.38	4.50	+0.02	+0.4
	11.50	10.81	11.11	+0.41	+3.8
	24.96	24.22	24.95	+0.61	+2.5
	3.09	2.79	3.09	+0.12	+4.0
	4.60	3.86	4.50	+0.17	+3.9
	55.47	53.00	54.36	+0.22	+0.4
	0.33	0.25	0.31	+0.07	+6.9
	7.65	7.25	7.49	-0.10	-1.3
	12.36	11.15	12.07	+1.04	+8.4
	18.89	18.37	18.80	+0.30	+1.6
	35.98	44.67	45.88	+1.52	+3.4
	35.53	34.37	34.37	-1.51	-4.2
	7.80	7.10	7.11	-0.71	-9.1
	10.95	10.60	10.95	+1.27	+2.5
	22.62	20.21	21.71	+1.79	+3.6
	33.96	33.06	33.62	+0.21	+0.6
	62.11	61.23	61.58	+0.65	+1.1
	4.43	4.24	4.31	+0.07	+1.7
	2.67	2.42	2.46	-0.16	-6.1
	4.61	13.05	14.22	-0.16	-1.1
	11.54	66.50	66.92	-3.08	-4.4
	7.25	6.41	7.02	+0.57	+8.8
	8.00	7.60	7.75	-0.15	-1.9
	9.30	105.31	108.36	-0.59	-0.5
	0.14	25.31	30.13	-5.05	-20.1
	4.30	12.73	13.85	+1.26	+9.9
	2.24	21.58	22.20	+0.45	+2.1
	7.17	16.41	16.90	+0.33	+2.0
	0.61	0.56	0.59	-0.01	-1.2
	3.90	37.94	38.75	+0.71	+1.9
	3.85	3.70	3.73	+0.01	+0.3
	2.60	110.76	112.48	+2.27	+2.1
	1.94	56.56	57.81	+1.65	+3.0
	1.53	14.28	14.53	+0.31	+2.2
	7.12	45.24	46.97	+2.62	+5.9
	1.02	3.59	3.99	+0.41	+11.5
	0.12	0.03	0.08	-0.07	-45.3
	1.40	11.10	11.27	+0.16	+1.4
	1.43	1.33	1.34	-0.09	-6.3
	5.0	18.12	19.16	+0.98	+5.4
	6.3	60.69	62.10	+2.07	+3.4
	3.3	11.22	13.09	+1.67	+14.6
	8.9	7.60	7.61	-0.24	-3.1
	4.0	4.46	5.38	+0.85	+18.8
	8.5	10.20	10.32	-0.30	-2.8
	2.5	31.25	31.68	+0.14	+0.4
	1.9	3.95	4.19	+0.18	+4.5
	0.9	27.37	28.93	+1.46	+5.3
	1.5	13.66	14.13	+0.30	+2.2
	9.0	40.05	40.64	+1.02	+2.6

THREE QUESTIONS

Rhea N. Bernard

Contracting firm is a family affair

Work is a family affair for Angelo Del Russo.

The Morris Plains resident is founder and chief executive of Del-Sano Contracting Corporation, based in Union. Started in 1975, the company works on a range of projects, including housing, commercial, health care, educational, institutional projects, cultural facilities and historical construction, to name a few.

But, Del Russo said, the construction business has diversified over the years and now aims to capitalize on the niche most prominent at the time.

Del Russo's daughters, Denise and Dawn, hold management positions with the company and are shareholders and minority owners. Denise serves as the business development manager. Dawn serves as a business coach for Del Russo in regards to the more contemporary mediums of social media, new contract management and corporate advancement.

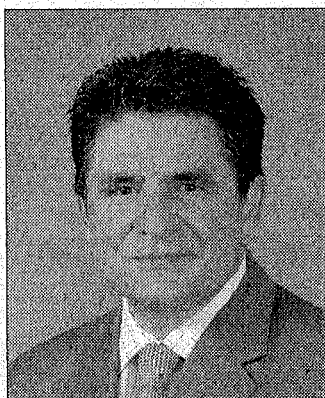
Del Russo spoke to The Star-Ledger about the contracting business.

Q. What future plans are in the works for Del-Sano Contracting?

A. Del-Sano, like most construction businesses, is feeling the effects of the declining market of 2009, that is in new or renovation construction projects starts. We expect growth in 2010 as a result of our approach to the higher education market and the health care market along with our affordable housing, assisted and skilled care developer clients. We also intend to approach the institutional type clients that expect to grow in the next three years.

Here at Del-Sano we recognize the power of synergy with our peer professionals. We are stepping up efforts to connect with more professionals and to help them assimilate with clients of similar traits and project needs. The power of strong interactive networking and an upbeat attitude must be enhanced and communicated on a daily basis.

Q. What tips would you offer



DEL RUSSO

to other families embarking on business ventures together?

A. Keep family personal issues at home. Nepotism is a valid concern in family-run businesses. Non-related employees will be less likely to put forth their best effort if they perceive a double-standard exists for family members. That does not exist in Del-Sano.

To avoid this perception, take appropriate measures to objectively assess the performance of all your employees, family and non-family.

Make it known promotions and pay raises will be based strictly on merit and maintain written records to support your actions.

Make an effort to maintain a uniform degree of communication with all of your employees. There is a natural tendency for family-run business owners to give family members more access than the rest of their staff. Instead, deliberately foster an open door policy for everyone in the company.

Q. What business lessons or advice have you tried to instill in your daughters through the years?

A. Take each day as a new opportunity, work earnestly and try to complete each mission set out each day.

Do not worry about what others possess or envy their decisions. Make thoughtful decisions and live with your choices; success comes to those that enjoy a passion and persevere.

Please submit suggestions for "Three Questions" to rbernard@njlns.com.

EXECUTIVE MOVES

SCORE, Bergen chapter, elected five officers: John Sanchez of

ABCO AU A C C S U
 K
 JP
 IM
 IM
 Ine
 Ine
 ITT C
 Home
 Hawle
 Harley
 HSB
 Google
 GenMil
 GenMil
 Genlec
 FedMac
 FedMac
 FedECP
 Family
 Emerson
 EMC Cp
 DHP
 DowDm
 DomRes
 Disney
 Dell Inc
 Dairler
 ConoPhl
 ColgPal
 CocaCl
 Citigrp