



Doug Wholey's Excavating and Drainage

Doug Wholey - Owner



Success Magazine: You began work right out of high school. Without formal education, how did you learn to build your business?

Doug Wholey: I began by building my business from the ground up. I started with one backhoe and began excavating for waste treatment facilities. I grew the business quickly to two backhoes, two crews, three dump trucks, two building crews, and two service crews. It was a lot of hard work, but we put our nose to the grindstone and consistently did professional work. I continued to build my business and crews every year.

SM: What have you learned through experience that has made you successful?

DW: The client pays the bills and they must be taken care of. I believe that there are key principles that allowed me to be successful

on Long Island as well as here in Bolton Landing. The first is communication. I always get back to my clients within a short time period, whether it is for an estimate, client service issue, or new construction change order. I am always on time and respect my clients' time management. I have learned to pay attention to details and to what the client says. I believe in doing a good job, making sure that my crews and I leave the yard as neat as possible at the end of the day. Large equipment can really tear up a yard very quickly and attention to detail, care and respect for the client's property, and follow up at the end of the day are critical to future referrals for a job well done.

SM: What makes you different than other excavators in the area?

DW: Quality of work and quality of equipment—our trucks and backhoes are safe and efficient.

SM: What areas of work do you specialize in?

DW: Land clearing, septic systems, foundations and trucking with fill, top soil, and mulch. We also do snow removal and sanding in the winter, and we have a property maintenance company for our clients.

SM: How have you grown your business?

DW: Hard work, perseverance, and word of mouth. Honesty and quality of work still mean something in America and that is what we stand for. We pay attention to the details. You are judged by the job that you do and the quality of people that you surround yourself with. We have a good work ethic and take pride in the work we do. Nothing gives you more freedom and self-esteem than building your own business and seeing a job well done.



Doug Wholey's Excavating and Drainage

Where Honesty and
Quality Still Mean Something

Doug Wholey's Excavating & Drainage Services Include:

- Excavating Services - demolition, snowplowing, foundations, driveways built and maintained, site preparation, land clearance, storm waste management, test holes, and stump removal
- Equipment for Hire - tri-axels for hire, bulldozer, dump truck, excavator, back hoe, and septic systems

All our work includes a 1-year warranty

Contact Doug Wholey's Excavating & Drainage today at 518-644-2225

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