Members of San Antonio’s construction industry hoping to do business with Toyota Motor Manufacturing, Texas, Inc. (TMMTX), discovered it was ‘standing room only’ at the auto manufacturer’s construction briefing at 2 pm on Thurs., July 17th, at the Marriott Rivercenter Hotel. Open to architectural, engineering, general contracting and subcontracting companies, the information session outlined the timetable for Toyota’s construction project. The A/E firm will begin its monthly publication cycle with the September issue, followed by the monthly rollout of Houston Construction News in October.

Total circulation for each paper will be approximately the same at 18,000+ per month. Of that number, 13,000 will be mailed to qualified construction-related companies and 5,000+ will be distributed at 150 rack locations in each area.

Beginning with the October issue, the combined circulation of all four Construction News publications will be over 50,000+ per month, with a monthly readership of 150,000+. This makes Construction News the largest circulation construction publication in Texas and one of the largest in the nation.

Our website, constructionnews.net, is currently being modified to add the new papers. As we have done for several years, each month we place selected stories and articles from all our editions on the site. In addition, a copy of each complete paper, in a PDF format, is available for downloading and viewing.

Many new features will appear on the website in the next year, and we hope you visit us often. You’ll come away with an idea of what features you would like to see on the site that will benefit your company.

I would like to thank the association directors in Austin and San Antonio for their efforts in helping their counterparts in Dallas/Ft. Worth and Houston understand what they can expect from our papers. Also, to our existing advertisers who will be joining us in DFW and Houston, your continued support is greatly appreciated.

The addition of Dallas/Ft. Worth and Houston to the Construction News family will bring a new era for our company. Having a much expanded coverage area will allow us to better meet the needs of our readers.

Buddy Doebbler
Publisher

The multi-family complex’ exterior materials consist of heavy weight dimensioned roof shingles, fiber cement siding, white stone and rough sawn beams and trusses. Interior finish-out is “above average residential,” with nine-foot ceilings throughout. Each unit features a superior appliance package and built-in computer desks.

Since White-Conlee specializes in multi-family development and construction, White-Conlee Builders, Ltd. has completed another project on the northwest side of San Antonio. Montecito Apartments, located on 13 prime acres at the southwest corner of Loop 1604 and Hausman Road, was completed in 14 months at an approximate cost of $132.2 million.

Owned by Montecito Apartments, Ltd., whose principals are Bill Hoover, John White, and Tom Conlee, the property features 260 apartments, clubhouse, pool, laundry/game room, detached garages and carparks.

The style of Montecito is reminiscent of the early Texas Hill Country architecture. Design elements that are quick to capture one’s attention include double pitched roofs, exposed rough sawn trusses, white stone facades, and timber lintels above the windows and patio doors. The project, with its natural materials and heavy tree cover, blends pleasingly into the environment.

General manager of production engineering; assistant vice president Robert M. McKinley, UTSA Institute for Economic Development; and senior vice president Robert Peché, San Antonio Economic Development Foundation, Inc., joined Wiseman at the podium.

Caldwell took the lead in explaining how Toyota will complete the $800 million construction project with regard to design, staffing, contracting, and other related services. He said a large A/E firm, which is often supported by smaller specialized companies, would design the Toyota construction project. The A/E firm has not been selected for this project yet.

“Toyota services its own construction needs, and senior vice president Dennis T. MM’T’s; and senior vice president Robert Peché, San Antonio Economic Development Foundation, Inc., joined Wiseman at the podium.

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“Toyota services its own construction needs, and senior vice president Dennis T.
Torch passed at United Tool & Fastener

Since its inception in 1985, Jimmy Bartee has worked for and shares in the ownership of United Tool & Fastener, Inc. The 32-year construction industry veteran got his start working for Brown and Root, later channeling his interest toward the tool industry in 1979. On June 15th, Jimmy retired as the San Antonio Branch Manager of the company that has been his home-away-from-home.
San Antonio Construction News spoke with Jimmy and his successor, John Calhoun, who transferred in from the company’s Houston headquarters. “Jimmy did a great job spearheading the construction of our new San Antonio facility on Jones Maltsberger,” John said, “enabling us to triple our inventory and double our personnel. He has everything set up and we’re positioned in the market to continue to do well. I’ve been in sales and sales management with United Tool & Fastener, Inc. for 13 years, and with Jimmy’s guidance I hope to provide the same level of service that his customers have come to expect.”
United Tool & Fastener, Inc. represents premier tool and fastening lines for virtually anyone in the commercial construction trade, including drywall, acoustical, concrete, steel erection, mechanical, electrical, sprinklers, road construction, curtain wall and more.

“Although the bulk of our work is in the San Antonio market and surrounding areas, we also have reps working the Austin and Laredo markets,” John reported. “We recognize that this is a service industry, and when our accounts move out of town to do business, we try to take care of them.”

Asked to describe the greatest reward he has reaped during his three-decade tenure in the construction industry, Jimmy said it was the people. “The people and the challenges have made this a rewarding career. I’m retiring for medical reasons only,” he added, “otherwise I’d still be here. I’ve dealt with many customers over the years, and we’ve all been on my good friends. I’m going to miss them, and will stay in contact with those who are personal friends.”

John, who is in the process of house-hunting and getting his family settled, said it’s reassuring to know that Jimmy will be just a phone call away. “I’m sure I’ll run into matters that will require his help and guidance. Even though Jimmy’s retiring, he’s still here for us.”

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Stahl Custom Builders opens new location

When Rene Gonzalez, owner/president of Stahl Custom Builders, spied a "For Lease" sign in front of a facility on the frontage road of IH-10 near Fair Oaks, he dropped by and made a deal. He felt it would be a perfect headquarters for his homebuilding company, which specializes in steel framed construction. The June 03 move-in date slightly preceded the company’s one-year anniversary.

A former commercial construction project manager, Rene gained knowledge of steel framing while employed by area general contractors. He built his first steel framed home in 1992.

“I decided to go out on my own and make the crossover into residential construction,” he explained, “bringing the full integrity of steel framing systems to another market. In our production room we fabricate the steel framing systems and customize them to every project. Our staff engineer, Stephen Blake, P.E. designs all of our structures and foundations.”

Even though steel framing has historically been more expensive than wood framing, the tides have turned. Rene said a paradigm shift has begun with the short- age of quality lumber and harvesting.

“The need to look for alternative products in lieu of wood is already here,” Rene added. “With the technology we have now, and our ability to self-manufacture each light gauge steel component, the square foot costs are amazingly comparable. Of course, the benefits of steel dramatically outweigh those of wood.”

Online database offers subs free business tips

Looking for business management information on the Internet just got a whole lot easier for construction subcontractors. On July 1st, the Foundation of the American Subcontractors Association (FASA) unveiled the Contractors’ Knowledge Bank, a web-based, searchable document retrieval system that gives users access to a diverse selection of documents to help them manage contract negotiation, accounting, insurance and more.

The Knowledge Bank contains business articles, forms, reports and other documents, most of which are accessible to the public. Some documents are available to American Subcontractors Association members only.

Access the Knowledge Bank at www.contractorsknowledgebank.org and click on the Contractors’ Knowledge Bank button. Enter your search terms into the “Search for” box and specify one or more of the following parts of documents you wish to search: title, keywords, document description and/or full text. You may select more than one type of search at the same time. Executing the search will result in a listing of document titles and descriptions sorted by closeness to the search terms you entered. Click on a document link to open.

The Contractor’s Knowledge Bank is part of the Contractors’ Knowledge Network. The Contractors’ Knowledge Network consists of four interconnected databases that subcontractors can access to answer critical business management questions. The Foundation of the American Subcontractors Association, a section 501(c)(3) organization under the U.S. Internal Revenue Code, is the educational arm of ASA.
In a recent issue of Infrastructure, the official magazine of the Associated General Contractors of Texas Highway, Heavy, Utilities & Industrial Branches, Texas Department of Transportation’s executive director Michael W. Behrens, P.E., paid tribute to a favorite son of San Antonio. Following is an excerpt from his article titled “Texas Transportation Heroes.”

“In the world of alphabetical lists, H.B. “Pat” Zachry must have spent his life near the bottom, one of the last to be called for many things. In contrast, as an engineer, Zachry spent his life near the top of his profession as an admired businessman and a first-rate engineer.”

“I had the privilege of attending a ceremony for H.B. Zachry and three other giants in the Texas transportation industry last April. All were honorees inducted into the Texas Transportation Hall of Honor. All have made significant contributions to creating or improving the states infrastructure.

“As most of you know, H.B. “Pat” Zachry was a distinguished engineer who the Associated General Contractor’s executive director called for many things. Zachry, head of H.B. Zachry Company for more than 60 years, was considered a man of honesty, integrity and generosity - a man whose works encompassed a large number of construction projects in a long career, which helped Texans travel and conduct business more safely and efficiently.

“Zachry’s alma mater, Texas A&M University, honored him for his contributions to engineering by naming its engineering center for him in 1972. But his work in building Texas infrastructure did not stop with his death in 1984. It lives on through the work his company does today. Fellow honoree, former governor Preston H. Brooks, said of Mr. Zachry: ‘Zachry was truly one of the greatest Texans of all time. No one has made a greater contribution to his fellow man.’”

Texas Transportation Heroes

After eight months of diligent planning and research, Manufactured Concrete, Ltd., or MANCO, has moved to a new location in the northeast quadrant of the metropolitan area and acquired a new name, Manco Structures, Ltd. Founded in 1968, the precast, prestressed concrete manufacturer also celebrates its 35th year anniversary this year.

San Antonio Construction News spoke with the company’s president and general manager, Carlos D. Cerna, who said 2003 has been a “transition year” for the company.

“Pending future development of the IH-10 location, we were looking for a relocation facility and even considered a green field approach, or building from the ground up,” Carlos began.

After reviewing the options, we opted for this existing facility, which became available and allows us to remain in the greater San Antonio metropolitan area. We will continue to be known as MANCO.

After purchasing the assets of Pre cast Services, Inc., an existing 21-year-old pre-stressed concrete plant in Feb. 2003, located about 1/2-mi. west of the intersection of IH-35 N at FM 3009, in Schertz, MANCO moved there from its original home at the northeast quadrant of IH-10 and IH-1069. Historically, MANCO has been a precast and prestressed concrete manufacturer, producing products to serve the highway, bridge, and commercial construction markets. With its move, MANCO will be concentrating greater emphasis on commercial construction.

“We will be somewhat limited in the short-term, on the bridge-building side, until we develop the infrastructure within the plant to produce those products,” he added. “The commercial products that this ‘acquired’ location produces, that we did not formerly have, includes hollowcore products and mass-produced concrete walls. Basically, those will complement our family of commercial pre-cast concrete product lines.”

In addition to the MANCO employees who have relocated from the IH-10 plant to the company’s new address, a majority of the long-term employees from Precast Services were retained.

Today, Manco Structures, Ltd. employs a workforce of 125 employees.

“We ran both plants simultaneously for a couple of months, wrapping up production at the IH-10 plant. We’re still in the process of dismantling and transferring certain assets to our new location,” Carlos concluded. “There remains some product at the IH-10 plant which is yet to be delivered to particular projects but that will continue through the end of this year.”

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“Why FISK is Your Team for Full-Service”

2003 a transition year for MANCO

L.R. Vice president Eddie Botello, estimator/sales rep Ron Offers, and president Carlos Cerna, Manco Structures, Ltd.
Dedicated to her husband, family. Married for 45 years, the couple raised five children, all of whom followed in their father’s footsteps to Texas A&M University. Remembered for her values and her faith, B.J.’s commitment to her community was continuous. In 1995, she led the efforts to create for Northside ISD a major endowment program. NISD honored B.J. by dedicating and naming an elementary school in her and her husband’s names. A consummate volunteer, she supported the YWCA, the National Kidney Foundation, Any Baby Can Alliance, Texas A&M Foundation, and was inducted into the Knights of the Holy Sepulcher. She devoted the best of her remaining days to the Seton Home for teenage mothers. She passed away on Wed., July 2nd. The San Antonio Construction News would like to extend its deepest sympathy to Carl Raba and his family.

L.R. Bubba Moeller, Jr. mentors UTSA interns Luis Vargas and Vanessa Martinez.

B. J. Raba Remembered

Joint venture between the University of Texas at San Antonio School of Architecture and the general contracting community has resulted in another summer practicum for 3rd and 4th-year architecture and design students.

Among the commercial construction firms participating in the program are Browning Construction Co., Galaxy Builders, Guido Brothers Construction, Lyda Builders, Joeris General Contractors, Vaughn Construction, Zechy Construction, SpawGlass Contractors, Inc., and Constructors, Inc.

San Antonio Construction News spoke with executive vice president Tim Bentley. Browning Construction Company, who said this is the first year his firm has participated in the intern program and it won’t be the last.

“Browning decided to participate in the program because of our busy summer schedule. We tend to ramp up with school renovations and student interns are a logical answer. Our intent is to give them a well-rounded experience, both in the office and on the job sites. I think they are gaining a much better understanding of what it takes to bid a job, buy the job out, and build it. They’ve seen projects in all of those phases. We’ve treated the interns just like they are employees, not students. When they are assigned responsibilities we expect them to perform, and they’ve done very well.”

Browning Construction selected two young interns this summer. Del Rio native Vanessa Martinez is a UTSA School of Architecture senior majoring in interior design. San Antonio native and 1999 graduate of Sidney Lanier High School, Luis Vargas is a UTSA senior majoring in architecture. To date, their experiences at Browning have included exposure to multiple office activities including accounting, estimating, scheduling, project management, and processing submittals, RFIs, change orders and more. In the field, Vanessa was assigned to Browning’s Mayan 14 Santikos Theater remodel project and Luis headed to the job trailer at Ft. Sam Houston Elementary School and Cole High School. Vanessa described her internship as a good opportunity to see the real world beyond the classroom.

“In school we do drawings and learn what it takes to satisfy the client, then class is over and a new semester begins. Classroom theory always works perfectly, but in the real world problems arise, there are conflicts and resolutions, relationships change, and it’s interesting to see how the contractors handle it. Taking this program enabled me to see the full process. At the Mayan 14 job site I worked with superintendent David Carter, who taught me there are a lot of important little parts that go into the big picture. Everyone at Browning has been very accommodating. An experience like this makes you more cognizant of what type of person you’re going to become when you get your degree and are licensed to practice.”

Intern Luis Vargas said he’s seeing the whole construction process, from the schematic and design development phases to their implementation at the actual job site.

“I’m learning how the architecture theory gets processed into a physical structure that will serve other people. Also, the working relationships between the architects, engineers, general contractors and subcontractors are more complex than I expected. I especially value working at the job site, where I’m absorbing knowledge that will one day help me become a better architect. My uncle is an architect and my father is a master carpenter, and they’ve both encouraged me to help me to channel my love for art and design into this profession. The folks at Browning, Tim Bentley, Bubba Moeller, Bill Jung, John Muth, and the whole company have been very accommodating. An experience like this makes you more like a well-rounded person.”

“Whether they move forward into general contracting or their chosen architectural/design fields, this experience can only help them be better in their respective careers. They have been a big help, and hopefully we’ve been the same to them.”

UTSA Seniors Gain Real-world Know-how

1899-2003

The International Brotherhood of Electrical Workers (IBEW) Local 60 is 110 years old! As old as the commercial use of electricity itself, IBEW is the oldest, as well as the largest, electrical union in the world.

Various histories of labor record no attempt to organize the electrical workers during the experimental days of electricity. In 1844, the first telegraph wires were strung between Washington and Baltimore, carrying that famous message of Samuel Morse, “What hath God wrought?” This was the first electrical accomplishment of commercial importance. It changed the whole aspect of electricity, which most people believed to be an interesting, but dangerous experiment. In 1848, the first telegraph station was built in Chicago. By 1861, a web of telegraph lines criss-crossed the United States and, in 1866, the transatlantic cable was laid. Linemen to string the wires became a necessity, and they were often ignored and deplorable safety conditions.

Source: IBEW
Historic 5-Points neighborhood gets facelift

The Thurs., July 10th groundbreaking ceremony for Villas Del Norte West Euclid Cottages, in the heart of the 5-Points neighborhood, brought together county and city dignitaries as well as community leaders and construction team members.

The W. Euclid housing project, owned by San Antonio Alternative Housing, is funded by the U.S. Department of Housing and Urban Development (HUD) and the Bexar County Community Development Block Grant Program.

According to project architect Joe Stubblefield, AIA, SA Partnership, the design for the two fourplexes will reflect the architectural era of the existing neighborhood.

"The project design from the front is going to have the appearance of the original bungalows, and each individual unit will have its own front porch," Joe explained. "From curbside, it will look like the original streetscape, with houses set back the same distance you would have expected when the neighborhood was new. It will have a cosmetic kinship to the era of the existing neighborhood. We're hopeful this project will be a pattern for new development as it proceeds. That was the goal."

Throughout speeches made prior to the groundbreaking ceremony, it was revealed that, throughout the site clearing process, excavators found over 500 used hypodermic needles on the property.

San Antonio Construction News spoke with general contractor Roland Garcia, FMG Contracting Co., LLC. He said he's ready to begin the preliminary site work in preparation for the foundation.

"It will be nonstop until we finish. We're excited to be in the forefront of installing Dicon Industries' high-tech, high-performing AC equipment, which was donated by the manufacturer. It requires less energy to operate and cool the same area a conventional unit would use. The design calls for energy-efficient Low E windows and ADA features which will make it suitable for any tenant. An element of security will be provided with masonry columns and wrought iron fencing. It will be a very comfortable, warm and welcoming place for its occupants. We're ready to get started."

As 5-Points Neighborhood Association president Stefanie Chavez said, "FMG Contracting is a very reputable organization, and we have every confidence that we will have a smooth nine-month construction project."

New focus for United Brotherhood of Carpenters

The new Texas Carpenters and Millwrights Regional Council (TCMRC), along with San Antonio affiliate, Carpenters Local #14, have undergone a total restructure throughout the organization.

A recent announcement states, "We would like to introduce ourselves to the construction industry; we felt the need to let industry leaders know more about us and what our changes can mean to the industry."

Considered to be a ‘full-service’ regional council, the TCMRC will provide services to both their membership and contractor base. In addition to forming partnerships with their customers, they commit to look at industry problems facing today’s contractors and, jointly, resolve those issues.

A few of the issues of interest include: shortage of skilled workers; formal training services in lieu of on-the-job training; worker loyalty; an over-competitive market eroding profit margins; unsteady wages; and the need to let industry leaders know about a new union with a renewed sense of purpose and focus.

For local information, contact Mike Gaffney, Business Mgr., Local #14, at 210-435-6596.
Recenty re-elected for a second term as president of American Subcontractors Association (ASA), George Major, Jr., Holes of San Antonio, his fellow officers and board of directors are still planning their annual sales and assigning committee chairs. However, George said among their goals is the ongoing effort to keep ASA’s members apprised and informed of issues that will affect their businesses. “There are a lot of issues that pertain to subcontractors,” George began. “They include matters of concern regarding legislative bills, contracts, and workplace issues. The more information we have, the better off we all are.”

George said another point of emphasis during his year of leadership includes membership retention and growth.

“Last year, for the first time, we formed a membership committee. With some fresh faces on the board, I intend to enlist them into a member recruitment program that will benefit everyone. Of course, we always welcome new strategies that will help our association grow and succeed.”

One key to the success of an organization like ASA is providing stimulating and educational programs. San Antonio Construction News asked George what he has planned.

“For example, we are bringing together a panel of notable general contractors who will answer the question, ‘What makes a good subcontractor?’ A program that involves direct contact with the people for whom most subcontractors work is a huge draw and produces meaningful discussion. That’s what our members want!”

With a strong work ethic instilled in him by his father from a young age, George has climbed the company ladder from the bottom rung to the position of general manager with partial ownership. His business experience and leadership skills are traits he will carry forward as he faces the next year as president of ASA.

The Builder’s Exchange of Texas

An affiliate of The Builder’s Exchange of Texas (BXTX) for 15 years, and an active board member for the last five years, Charlie Smith, general sales manager, Alamo Concrete Products Ltd., was elected to serve as the organization’s president on March 23. BXTX provides electronic plans and plan-room services for the construction industry. Charlie said the advent of cyber space communications enabled BXTX to reach beyond the San Antonio city limits to serve contractors across Texas.

“This year,” Charlie said, “we intend to continue with our expansion to saturate Texas and parts of Louisiana. In recent years, BXTX devoted its resources on the initial expense of developing the virtual plans room systems. With that lessenig, we will concentrate our spending on internal infrastructure and continuous improvement of our services.”

With new construction representing a solid indicator of the economy’s overall health and wellness, Charlie discussed the challenges facing the industry.

“When money is tight and the future is uncertain, some people are going to spend and others are going to hold back,” Charlie added. “The service we provide to the construction industry keeps contractors informed of the work that is out there and gives them the ability to bid and compete for work.”

Charlie considers himself part of the “team” of people who represent BXTX’s leadership.

“Bring some experience from my participation as a board member in previous years, and I’m familiar with the function of the officers and board. However, the position of president doesn’t carry the same stature and perception to the table.”

Elected to the 2003-2004 term as president of the Bexar Chapter of the Texas Society of Professional Engineers, Thomas G. Wendorf, P.E., Director of Public Works for the City of San Antonio, has been a member of the professional organization for three years. He first served as vice president in 2000.

San Antonio Construction News asked Tom to define the course he and the TSPE leadership are charting for its members.

“We, as engineers, want to bring about more of a diversification among the engineering profession.” Tom began. “All too often, the engineering profession is not recognized for its contributions to the community. We want to change that by highlighting the value of engineering to the community we serve. From electrical to civil, and mechanical to bioengineering, engineers are all around us, making the community a better place to live.”

Tom said an ongoing challenge among the TSPE leadership is to provide consistent value to its members.

“In the past, TSPE has served to bring engineers together and into the fold. I want to go above and beyond that by bringing in members from all of the engineering disciplines. Diversity is a key component to any successful organization and one of our highest priorities for the coming year.”

In his position as Director of Public Works, Tom is responsible for protecting the City’s $5 billion infrastructure investment.

“As such, I work with a diverse group of professionals all across this state and country. With this experience comes the ability to understand the different levels of engineering and cooperation across all fields. Coupled together with our evolving technological advances, Tom concluded, “I bring an abundance of experience and consensus building skills to my position and the organizations I serve.”

Association’s President’s goals

American Subcontractors Association

George Major, Jr.

Construction Financial Management Association

Bobby Friedel

San Antonio Chapter Construction Specifications Institute

Thomas Kita, CSI, CDT

The Builder’s Exchange of Texas

Charlie Smith

In his position as chapter president is primarily that of a facilitator for the board of directors, Bobby said the construction industry presents a unique and very complex set of challenges for financial professionals and those that serve the construction industry.

“CFMA began to develop a certification program for construction professionals, which will enhance the construction industry by adding credibility to the profession, by establishing standards and benchmarks within the industry, and by creating new and continuous educational opportunities. In 2004, CFMA will conduct its inaugural certification examination.”

Fortunately to have a dedicated and experienced board of directors, Bobby said his role as chapter president is primarily that of a facilitator for the board and various committees.

“I will do my best,” he concluded, “to maintain the momentum of our chapter throughout the year.”

Construction Financial Management Association

Bobby Friedel, SpawGlass Contractors, Inc. was elected to the office of president for the 2003 – 2004 term.

San Antonio Chapter Construction Specifications Institute

Thomas Kita, CSI, CDT

Thomas G. Wendorf, P.E.

Texas Society of Professional Engineers

Thomas G. Wendorf, P.E.
Construction Academy benefits SW High

The Associated General Contractors (AGC) has teamed up with the National Career Academy Coalition (NCAC) and Southwest Independent School District (SWISD) to develop and implement a Construction Career Academy at Southwest High School. It is one of only two construction academies in the United States that addresses commercial construction.

On Tues., July 15th, the AGC leadership met with Judy Beloat, Director of Career & Technology Education for Southwest ISD, in a casual forum to discuss the status of the program. Those attending the meeting included: Rene Garcia and Tony Hynds, Ph.D., Zachry Construction Corp.; Tom Guido, Guido Brothers Construction; Doug Nunnelly, F.A. Nunnelly Construction; Arun Verma and Romero Contreras, Galaxy Builders; Bill Huber, Huber Contracting Inc.; Tim Bentley, Browning Construction; Kerry Kirby, Hutchison Supply; Sunny Claffin, BEST Institute, Inc.; Helen Keaton, Joeris General Contracting, and Doug McMurry, AGC.

Judy offered a Construction Academy status report, noting first that Southwest High School has a low socio-economic student population of 2,700, the majority of which rely on bus transportation.

“Career academies differ from traditional academic and vocational education because they prepare high school students for both college and careers,” Judy explained. “The SWISD/AGC Construction Career Academy, which will begin this fall, provides a small learning community, comprised of a group of students within the larger high school, who take classes together for at least two years. The Academy’s curriculum is taught by a team of teachers from different disciplines. We have identified a Math teacher, an English/Language Arts teacher, and an OSHA-certified Construction Trades teacher.”

The college preparatory curriculum, with a construction career theme, enables students to see relationships among academic subjects and their application to a broader field of work. Important and supportive partnerships with businesses, the community and local colleges, serve to bring resources in from outside of the high school to improve student motivation and achievement.

Rene Garcia, who heads AGC’s Education Committee, reminded Judy that the AGC organization plans to be a key player. “You’re not alone in this process,” he said. “The AGC membership represents a large, strong, and diverse group of companies that are very interested in seeing this program succeed.”

To date, 25 third and fourth-year students have been identified as candidates for the Academy. An advisory council, comprised of representatives from the general contracting and subcontracting communities, will be formed to ensure the program’s success.

“An advisory council will help us facilitate the industry standards you think need to be covered,” Judy added. “Your direct support will open up opportunities for discussions with real-world contractors, keeping our students motivated and inspired. These kids are special and set to a higher standard.”

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ADI, Inc. breaks ground on 6th facility

The leading “auction alternative” for pre-owned heavy equipment, ADI, Inc. announced the ground breaking for its new Southwest Refurbish/Wholesale facility in New Braunfels. Positioned conveniently between Austin and San Antonio, it is the second new facility of its kind opened this year, giving ADI a total of six wholesale facilities nationwide.

Headed by Wendell Budisalovich, National Service Director, the facility will occupy five acres. “The new refurbish/wholesale facility will accommodate aerial work platforms up to 125 ft., cranes, forklifts, and earthmoving equipment,” Wendell explained. “Adding a parts division will allow ADI to extend its quality customer service to its dealer base, as well as offer an inexpensive source for parts to rental companies, contractors and end-users nationwide.”

ADI is also proud to announce the promotion of Greg Dillingham to National Marketing Director. Greg will office out of the New Braunfels branch, and will oversee ADI’s extensive international marketing program.
ACCA aligns with OSHA

The Air Conditioning Contractors of America (ACCA), the nation’s leading association of heating, air conditioning, and refrigeration (HVAC) contractors, has formalized an alliance with the Occupational Safety & Health Administration (OSHA) to ensure a safer and more healthful workplace for contractors and employees in the heating, ventilation, air conditioning, and refrigeration (HVAC/R) industry.

Key to the alliance is the agreement to ensure ACCA members and others are armed with information related to safety supervision, equipment and material handling, driver and vehicle safety, ladder and lift use, and lock-out/tag-out issues.

“Tollette receives prestigious honor”

The International Builders Exchange Executives (IBEE) has selected San Antonio businessman Michael T. Tollette to receive its most prestigious honor, the Dan Patrick Award for Outstanding Service. The Award, named for Founding Director Dan Patrick of the Builders Exchange in Atlanta, Georgia, recognizes exemplary service and outstanding leadership by an association executive.

Tollette is Executive Director of the Builders’ Exchange of Texas, Inc., a 625-member construction association headquartered in San Antonio, Texas. He received the award in June at the 2003 Annual Convention in Las Vegas, Nevada, and, at age 36, he is one of the youngest recipients to ever receive the honor. The Builders Exchange of Texas, established in 1900, is among the oldest of IBEE members.

“Even though the committee received numerous worthy nominees for the 2003 Dan Patrick Award, Michael Tollette was our unanimous choice,” said Committee Chairman Robert Lyons, Executive Director of the Builders & Contractors Exchange, Inc., Hampton Roads, Virginia. “Michael has achieved significant accomplishments at the Builders Exchange of Texas, while unselfishly striving to assist other members of IBEE to improve their own construction associations,” said Lyons.

Tollette has been a long-time, dedicated member of IBEE, serving as a member of the board of directors since 1995. In addition to the most recent honor, Tollette is the recipient of two Management Awards from the organization. He received a Management Award in 1998 for development of the nation’s first “Virtual Plansroom,” and was again honored in 2000 for development of the Internet Plansroom Information Network (IPIN) software.

Tollette is a graduate of Southwest Texas State University with a Bachelor of Science in Applied Sociology and a Business Degree. IBEE is a division of the Builders Exchange Network (BXNet). BXNet is comprised of over 100 Builders Exchanges and similar construction associations that provide construction bidding information and other related services to the commercial construction industry. Collectively, BXNet represents over 60,000 construction-related businesses in North America.

Milwaukee Tools hosts Open House

With the intention of stirring up a little more business during these tough economic times, Milwaukee Electric Tools Corp. successfully hosted its first Customer Appreciation and Open House on Wednesday, June 25th, from 11 am to 2 pm.

Bright red tents emblazoned with Milwaukee Tool logos were erected in the parking lot to provide shade for the tool demonstrations, cooks and diners. When San Antonio Construction News arrived, service center manager Scott Francis had gone to the store for more food. Upon his return, Scott said, “We have asked our guests to drop their business cards in a box, from which we’ll draw lucky winners. We’re giving away four jobsite radios and two cordless driver drill kits today.”

A greater than expected turn out kept the cooks busy preparing hot dogs and sausages, which were served with chips, cookies and icy beverages. Milwaukee’s Eric Daly enjoys “tool talk” with construction customer.

More demonstrations and explanations!
Born in the Rio Grande Valley and raised in San Antonio, Nora Garcia was a young mother of three when she started looking for her first job. A graduate of Brackenridge High School, she accepted a position with the San Antonio Mechanical Contractors Association in 1977. During her 26-year tenure with MCA, Nora has endeared herself to the men and women of the association.

"After I had been with the association for one year," Nora explained, "we relocated our offices to N. New Braunfels Ave. Our executive director, Rudy Klein III, had been hired one year before me. Initially, my responsibilities were secretarial in nature, and included light typing, billing and answering the phone. They expanded when new educational programs and social activities were developed."

In addition to the administrative duties associated with MCA, Nora also helps administer two industry funds: the San Antonio Plumbing and Pipefitting Industry Fund and the San Antonio Sheet Metal Industry Fund. She also assists in administering the statewide Texas Environmental Balancing Bureau. Indicative of the years Nora has spent among mechanical contractors, she has witnessed new generations emerge within the membership.

"Many of them were still high school or college-aged kids when I started at MCA," Nora added. "In some cases, they have taken over their father’s companies completely, or work alongside a semi-retired parent. There are several second-generation and at least one third-generation mechanical contractors in our organization, and they continue to bring new ideas to the workplace. Overall, our members are a close knit group of friendly competitors."

Although Nora credits Rudy with being the backbone of the association, she holds down the fort during his occasional absences and enjoys a sense of comfort in the execution of her duties. In the early 1980’s, when MCA joined the computer age, Nora’s self-taught trial-and-error approach resulted in a streamlined operation and the ability to get more accomplished.

Asked if she had encouraged any of her children, who are now grown, to enter the world of construction, she said, "My youngest son is a 5th-year plumbing apprentice. He’s doing great and loves the industry!"

Loyal and dedicated, Nora said she is happy and content in her position as MCA’s administrative assistant. "My employment at MCA has been stable and personally rewarding. I think the members appreciate my efforts and I am thankful I’ve been able to stay here and provide a living for my family. Some may consider it challenging to remain interested in a job that you know so well, but we have a lot of variety within the association and my focus of attention is on our members."

Association Profile
Nora O. Garcia
MCA-SMACNA

Profile is a column in which San Antonio Construction News will highlight a staff member of a local construction association every other month.
As a mid-summer storm sneakied in from the north on Thurs., June 26th, two hundred Associated General Contractors’ members gathered from 5 pm to 7 pm at Aggie Park, where they enjoyed Summer Celebration, an annual festivity.

Complimentary food and beverages lured many members to the fajita buffet, where they enjoyed Summer Celebration.

Relaxed and well-fed, AGC members smile for the camera.

HB 730 creates Texas Residential Construction Commission

A new Texas law, HB 730, which takes effect September 1st, will give the State a fast, objective and less expensive method for homeowners and homebuilders to resolve residential construction disputes. Some of the key points of this comprehensive and detailed law are presented below.

HB 730 creates a new Texas Residential Construction Commission, comprised of nine members appointed by Governor Perry. The commission, represented by four homebuilders, three public members, one engineer and one architect or inspector, will be responsible for registering homebuilders, to prepare and adopt building performance standards, overseeing the state-sponsored inspection process, overseeing three task force groups, providing a voluntary certification for architects and inspectors for the filing of arbitration awards. The commission will be self-funded from a small registration fee, builder registration fees and an inspection fee paid by the party making a claim.

This law requires all homebuilders to register with the commission and pay a registration fee not to exceed $500. Although the law has minimal requirements for registration, the commission has authority to discipline a builder, including revocation of registration for reasons such as fraud, misappropriation of trust funds, discrimination, false advertising, failure to pay a judgment, failure to register a home or failure to reimburse a homeowner for inspection costs ordered by the commission.

This law also sets up a voluntary “Texas Star Builder” program, which holds the builder to higher standards and qualifications to be determined by the commission. This is primarily a marketing benefit to the “Texas Star Builder”.

Building performance standards will be developed and adopted by the commission. Although the law incorporates the International Residential Code (IRC), the new building performance standards will focus more on the performance of the home after closing than the building code focus during construction. These standards will provide certainty of the requirements for a home’s performance allowing the builder to appropriately price its warranty obligations. Also, as a result of having specific performance standards, the bill eliminates the implied warranty of good and workmanlike construction and the implied warranty of habitability while creating a specific statutory warranty of habitability.

These building performance standards create the guide for facilitating a faster, objective and less expensive system for resolving disputes. Either a homeowner or builder may file a claim with the commission as the first step in settling a dispute. Any pending lawsuit will be abated. The commission will appoint a state approved inspector to inspect the defect and make a decision whether the construction complies with the building performance standards. The builder can use the inspector’s decision to make an offer under RCA. However, the homeowner may reject the offer and proceed with a lawsuit, but the homeowner will face the burden of overcoming the inspector’s decision.

Due to other related issues that the legislature felt needed further study and research, the commission is charged with overseeing a mold task force, an arbitration task force and an advisory group on rain harvesting and water reusing. The legislature was also concerned with the fairness of the arbitration process. As a result, arbitrators may voluntarily be certified by the commission. To allow the legislature to learn more about the arbitration results, certain arbitration awards must be filed with the commission.

More information can be found at www.texasbuildingstandards.org. The details will come in the relatively short future after the Governor appoints the commission. Any pending lawsuits are extended to 5 pm at all other times. If inspections are needed outside normal business hours any requests can be made by calling David Cadena, Building Official, City of Converse, at 210-658-8285. The new temporary fax number is 210-658-8285.


Building America through the Merit Shop

L-R: Fred, Drash Engineering, discusses loading dock equipment and material handling with new construction specialist Ken Marbach, The Miner Corporation.

News from the City of Converse

The City of Converse Building Department has moved to its new location at 8771 Business Co., in the Converse Business Park off of F.M. 78. Business hours are 7 am to 1 pm and 1 pm to 4 pm, Mon. through Fri., from June 1st to Aug. 31st. Office hours are extended to 5 pm at all other times.

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HB 730 creates Texas Residential Construction Commission

By John Friesenhahn

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Eckhardt kick-starts concrete franchise

Four months ago, owner/president Danny Eckhardt launched a new architectural concrete business called Bomanite of San Antonio LLC. The Texas A&M graduate, who has a degree in landscape architecture, previously worked for QC Construction Products, a subsidiary of the Bomanite Corporation.

The Bomanite process, the original cast-in-place, colored, textured and imprinted architectural concrete paving, was developed in the middle 1950’s in California,” Danny explained. “Working for the manufacturer as a sales and technical rep, I covered a three-state area. When I tired of traveling five days a week, I bought the franchise for the San Antonio area, serving Bexar and surrounding counties.”

Bomanite Corp. manufactures many of the components used in the specialty concrete process, including dry shake color hardener, integral color, release agents, imprinting tools, fibers and various other products for the installation of architectural concrete paving.

Danny, who prefers working on the installation side of the business, currently employs six personnel. “My project foreman has 25-years of experience in the field and he helps me manage projects. Eventually I want to own a zoned distribution center for this product line, a place where contractors can buy all the materials they need. In addition, I plan to provide installation training for specialty contractors as well as training seminars for specifiers. My strength is in educating the architectural community about the product.”

Targeting new residential and new commercial construction clients equally, Danny is a licensed and insured installer of Bomanite products, with full access to the resources and experience of hundreds of fellow contractors, as well as manufacturing and technical support.

“Within the next six months I plan to expand further,” Danny concluded.

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Bill Sinkin receives 2003 MSR True Champion Award

If you’re in your 80’s, you might be pursuing a more quiet life. But if you’re Bill Sinkin, you’re starting another non-profit because you’re frustrated with the slow growth of renewable energy in Texas. In 1999, at the age of 86, Bill initiated Solar San Antonio (SSA), designed to improve the lives of the citizens of San Antonio and Texas through renewable energy.

Bill Sinkin is a true champion to many in his community, improving the quality of life for us all. There’s no finer role model.

Danny Eckhardt, Bomanite of San Antonio, LLC.
In Los Angeles to native-California parents, George J. Muyres, Jr. was educated in the Catholic parochial school system and is a 1943 graduate of Cathedral High School. Calling his alma mater, George said his classmates were rough inner city youths, “But the Christian Brothers disciplined us appropriately and taught us to respect others.”

Within 10 days of his high school graduation, George joined the Navy, but farewell to his parents and sister, and headed to San Diego for boot camp.

“During WWII, everybody who was of age and in good physical condition went into the military. I joined the submarine service, and eventually made my way to Pearl Harbor, where I was assigned to the “X” Division. We conducted training courses for submariners whose ships were in port for maintenance. One of my greatest projects was to remodel the Stanley Works, 800 miles from my family, 800 miles from my family, and 40 miles from the nearest grocery store. Being up there during the long winter snows, we learned to get along,” George beam’d. “I would recommend a remote mountainous area to every newelywed couple!”

After two years, the couple moved to San Antonio. George helped remodel a dairy barn at his father-in-law’s farm, which at the time was separated from Lackland A.F.B. by a three-strand barbed wire fence. One day he spied two men across the fence and asked them what they were doing.

“They were carving a set of blueprints, and I found out they were the principals of Farnsworth & Chambers Construction Co. out of Houston. They had just signed a contract to build 44 barracks for the base. At 7 am the next morning, I went to work for them as assistant project manager. I interacted with Frank Glass, their purchasing agent, who would later become the founder of Spaw Glass Construction. To save time and labor, the wall sections of the barracks buildings were prefabricated in the on-site machine/saw shop and assembly area at night. The pre-built wall sections were then transferred to the building site, ready for installation the next day. It was considered break-through construction methodology in 1950.”

Mentally and emotionally immersed in the world of construction, George spent a brief internship in Ft. Worth at Consolidated Vultee Aircraft Corporation, Plant Engineering Department, before returning to Betty with the Alamo City. His first working relationship with Spaw Glass Company began in 1954 and lasted a decade.

“I did estimating and detailing, gradually taking over management of construction projects. I was considered a commercial product division,” George explained. “At that time, they were doing a lot of office buildings and major hotels.”

As manager of the company’s special projects department, George designed and developed an aluminum framed sliding glass door unit to be combined with the automatic door control units produced by The Stanley Works, Door Operating Equipment Division. Sold as a package, The Stanley Works recognized the product concept as an industry innovation. The managers of Connecticut-based The Stanley Works recruited George’s award-thinking talents and hired him to successfully manage and increase sales and product distribution in sixteen eastern and southern states. From 1965 to 1972, George traveled four days a week and reserved Friday’s for offi ce hours.

“In January 1973, I went to work for Bartlett Cocke Architects as a construction manager, administering the construction phase of the firm’s projects. Working with Bartlett Cocke, Sr., was great! I remember having a big argument with him one day over the way they produced some details, and he finally agreed with what I was saying. He told me to write it up in a way that could be easily understood. During my seven-year association with his firm, I did the construction management on the first phase of the UTSA campus, among others.”

In 1980, George returned to Spaw Glass as their project coordinator and manager of major commercial curtain wall and window wall construction. Five years later, a friend and business colleague referred George to the consulting realm of the glass and glazing industry. He established GJM Consulting, Inc. in 1986 to offer technical services to those who plan, construct, restore, or maintain exterior glazed wall systems and other elements of the commercial and residential buildings.

“I work with the architects and even the owners in the design stages of a project,” he continued, “to give them assistance on the selection of materials and systems and with plant operations of existing buildings.”

Referred to by many as the “Godfather” of the local glazing industry, George credits the dubious title to his shock of white hair.

“I have been around this area for a long time, in different phases,” George admitted. “My experience working for Bartlett Cocke Architects gives me the advantage of seeing issues from the architect’s perspective. I’ve also worked with a number of the area’s contractors, which has given me the opportunity to witness all phases of the process. My philosophy is to approach these projects by asking how can we make the products work better? Not about pointing fingers or casting blame; it’s about doing it right the first time, or finding the best solutions.”

“I am not about pointing fingers or casting blame; it’s about doing it right the first time, or finding the best solutions.”
Calidad Partners breaks ground at Sonterra Place

About forty members of the development, finance, design, and construction team met at 11 am on Mon., July 14th, for a ceremony to acknowledge the groundbreaking of Sonterra Place at 1604. Constructed in two phases, Phase I will be anchored by Buffalo King, a Chinese restaurant.

Situated on the north side, a stone’s throw from Buck’s Landing Restaurant near Stone Oak Parkway, the project is a two-phase, 60,000-sf development featuring a new suburban retail/office concept. Its upscale profile is designed around the requirements of high-income demographic consumers.

Developed by the Dominion Advisory Group, Inc., designed by MDN Architects, and engineered by MBC Engineering, the construction for the entire development is being handled by general contractor Calidad Partners Construction, Ltd.

San Antonio Construction News spoke with Texas A&M graduate and project superintendent Casey Burns, who said, “Sonterra Place at 1604 will set a new standard for upscale development in the greater San Antonio area. Calidad Partners is ready to roll!”

Following a three-year search for a larger facility, local subcontractor DEA Specialties Company, Ltd., purchased and moved to a new location on July 1st. Located on five choice acres of the city’s southwest side, at 5151 Castrovile Rd., the 20,000-sf office/warehouse represents twice the space of the company’s former locale.

“We weren’t necessarily looking for a location in the Toyota district,” president Gary Simmons told San Antonio Construction News, “but we happened to find this location and we believe it’s a prime spot with regard to transportation routes and convenience within our geographic service area. This particular piece of real estate fit the criteria we were looking for, and its location is a bonus.”

DEA Specialties Co. is a subcontractor for the commercial construction industry that specializes in furnishing, installing and servicing of operable and accordion partitions, toilet partitions and accessories, solar shading systems, fire doors w/ egress, lockers and a multitude of miscellaneous specialty products.

“We plan to pursue working with Toyota, and have already initiated a few inquiries. In addition to our WBE-certification with the City of Austin and the City of San Antonio, we are certified as a WBE/Minority Business Enterprise that specializes in furnishing, installing and servicing of operable and accordion partitions, toilet partitions and accessories, solar shading systems, fire doors w/ egress, lockers and a multitude of miscellaneous specialty products.

DEA Specialties Co. occupies its fiscal year ending June 30th was the best year ever.

“We credit our success to a combination of good performance and great relationships with architects, contractors and end users,” Gary confirmed. “As a service company, our office staff and field crews focus on providing timely response with quality work, and I think we do it well. Each member of the DEA team has specific responsibilities in order to make the wheel turn, all of the spokes must work, and our team makes that happen.”

Jeff and Kay Blank, Calidad Partners; Larry R. Baumgardner, Dominion Advisory Group Inc.; Carol Baumgardner, Calidad Partners; Barry Middleman, AIA, Jorge de la Garza, AIA and Xavier Delgado, MDN Architects.

L-R: Team DEA includes Gary Simmons, Peter Kerkez, David Oliver, Beau Foy, and Peter Mills.

DEA Specialties Co. occupies new SW-side location

Summer Social an annual affair

In observance of a 21-year tradition, the Mechanical Contractors Association of San Antonio held its annual Summer Social on Wed., June 25th, at a favorite watering hole, Water Street Oyster Bar.

The event, started in 1978, has been repeated most years since. Member company representatives, their spouses and special friends enjoyed an inspiring seafood buffet and jovial social fellowship.

Cindy and Rob Hurst, Stephen & Stephenson; and Mike and Lety Woitena, Morrison Supply.

Jean and Kurt Mosel, of L.C. Mosel Co.

HUB with the State of Texas.

The turnkey specialty contractor serves clients in San Antonio, Austin, Corpus Christi, and throughout Central/South Texas, performing work in convention centers, hotels, schools, churches, health-care facilities, high-tech, government, industry and numerous other market sectors. Founded in 1984 by David E. and Diane E. Alberthal, whose sole product was one line of partitions, the company now furnishes and installs over 15 products. Its fiscal year ending June 30th was the best year ever.

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DEWALT
Savings on September 30, 2003
Texas law requires that all automobile liability policies provide UM/UIM coverage unless rejected in writing by the insured. The contractor may reject the UM/UIM coverage and optional property damage in its entirety, or you may purchase the coverage equal to the liability limit of your policy or purchase coverage in an amount less than the liability limit of your policy.

By Walter Benson

With each renewal of your commercial auto policy, you, the contractor, have to make a decision as to whether you will purchase or reject uninsured/underinsured coverage (UM/UIM).

Texas law requires that all automobile liability policies provide UM/UIM coverage unless rejected in writing by the insured. The contractor may reject the UM/UIM coverage and optional property damage in its entirety, or you may purchase the coverage equal to the liability limit of your policy or purchase coverage in an amount less than the liability limit of your policy.

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The statement on Auditing Standards No. 99, Consideration of Fraud in a Financial Statement Audit, was approved by the Auditing Standards Board of the American Institute of Certified Public Accountants in fall of 2002. This new auditing standard is effective for audits of financial statements for periods beginning on or after December 15, 2002.

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Enforcing the contractor’s payment rights
By Dane Patrick

There is nothing more frustrating to a contractor than not being paid for work completed. We previously discussed measures to be taken to protect the contractor’s payment rights. This article discusses what to do after negotiations are exhausted and the contractor is forced into litigation.

It is now time to gather the necessary information needed to recover the money owed. Typically, the contractor’s lawyer will want documents and other forms of evidence that can help prove up the contractor’s case but also to refute any defenses and counter-claims by the opposition. Documents that will help prove up the case typically include the general contract between the owner and contractor; plans, specifications and other documents incorporated as part of that agreement; change orders; payment applications and approvals; copies of checks for progress payments received; and lien or bond information. Of course, if a subcontractor’s contribution to this evidence also be provided the lawyer. Documents relevant to the position of the adversary typically include correspondence, notes regarding meetings and telephone calls, and documents regarding alleged construction defects.

The contractor should also provide their attorney with a list of witnesses who have knowledge of relevant facts, whether favorable or unfavorable, to the dispute. This will allow the attorney to perform a pre-suit investigation, decide which witnesses to depose and ultimately which witnesses to call to trial or arbitration. It is important that the contractor submit this information to the lawyer as soon as possible—without waiting until the statute of limitations is about to expire. Typically, the statute of limitations for a breach of contract claim is four years, unless the contract provides a shorter period. However, the most important is to make sure that this information is gathered early in the case. Some statutes of limitations are extremely short, so it is important to not wait.

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By Dane Patrick

After the necessary information is gathered, it is important for the contractor to prepare to take all necessary steps to prepare for trial or arbitration. The lawyer should also acquaint the contractor with the necessary steps to protect their rights. For example, new excavation work can be noted, hazardous conditions, health and safety hazards must be noted, dangerous conditions, electrical hazards, extreme heat or cold, asbestos or chemical lines, hazardous noise levels, electrical hazards, or potentially hazardous levels of dust.

It is important at the outset that the contractor be fully committed to pursuing this matter. Litigation is a form of civil war and will typically require a substantial financial commitment to be successful. Do not expect to simply be able to file a lawsuit and expect to win. The contractor should be prepared to take all necessary steps to prepare for trial or arbitration. The contractor should work closely with the attorney to prepare for trial or arbitration. The contractor should work closely with the attorney to prepare for trial or arbitration.

Examples of permit-required conﬁned spaces include sewers, electrical vaults, steam tunnels, sump pits, certain mechanical rooms, some excavations, and other types of enclosures.

OSHA regulates conﬁned spaces in construction through a number of laws. 1926.21 requires that it notice employees re- quired to enter into conﬁned or enclosed spaces be instructed as to the nature of the hazards involved, the neces- sary precautions to be taken, and in the use of protective and emergency equipment required. The employer shall comply with any specific regulations that apply to work in dangerous or potentially dangerous areas. Portions of OSHA’s laws pertaining to hazardous waste opera- tions and emergency response as well as process safety management cov- er conﬁned spaces when they are en- countered as part of these operations. 1926.333(b)(2) requires when sufﬁcient ventilation cannot be obtained without blocking the means of access, employees in the conﬁned space shall be protected by air line respirators in accordance with the requirements of Subpart E of this part, and an employee on the outside of such a conﬁned space shall be assigned to maintain communication with those working within it and to aid them in an emergency.

Examples of permit-required conﬁned spaces include sewers, electrical vaults, steam tunnels, sump pits, certain mechanical rooms, some excavations, and other types of enclosures.

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San Antonio Construction News • Aug 2003

The Sunbelt Builders Show, one of the largest construction trade shows to come to Texas, will open its doors in Dallas from Oct. 16-18, 2003 at the Dallas Convention Center. This regional exposition and conference is dedicated exclusively to builders, custom builders, remodelers and building contractors and associates of the Southwest region of the United States. The organizers of this year’s show have planned special National and Regional Purchasing Meetings as part of the conference and exhibition event to further provide business development opportunities.

According to a Sunbelt news release, a limited number of tap building firms in the region have been invited to participate in the National and Regional Purchasing Meetings, which are one-on-one discussions with pre-selected key exhibiting manufacturers, on Thurs., Oct. 16 and Fri., Oct. 17. During the meetings, each selected exhibiting manufacturer will have 30 to 45 minutes to present new product and discussions with pre-selected key exhibitors and attendees.

“We are constantly seeking out new ways to make the tradeshow and conference experience a great value and a special experience for our industry partners—the attendees and exhibitors,” said Beverly Koehn, president of Beverly Koehn & Associates and Chairperson of the 2003 Sunbelt Builders Show. “The addition of the National and Regional Purchasing Meetings to the Sunbelt Builders Show adds yet another layer of benefits to what we’ve already planned to be a power-packed three days of exciting displays, and expertly presented diverse seminars.”

For more information on how to participate in the National and Regional Purchasing Meetings, contact Todd Davis at 972-536-6388. The Sunbelt Builders Show, now in its third year, is sponsored by the Texas Association of Builders and produced by Hanley-Wood, LLC.

Sunbelt Builders Show on the way

The City of San Antonio Development and Business Services Center holds “Plan Review by Appointment” every Monday and Wednesday in the King Williams Conference Room.

If your plans end with an odd number, it is assigned to the Red Team and your Plan Review by Appointment will be held on Wednesday. The Blue Team reviews plans that end with an even number and holds its Plan Review by Appointment on Monday.

To schedule an appointment, you must submit a written request to the Red Team or Blue Team Plan Review Manager. The letter should indicate:

1. The occupancy and square footage of the building.
2. The date you anticipate filing your documents.
3. Please let us know ahead of time the number of persons that will be attending the meeting.

Your written request may be submitted as required by the Plumbing Law. Doesn’t the idea of American flags being produced by exploited workers require that all U.S. flags sold in America be made in America. Doesn’t the spirit of America and its people as embodied by the Stars and Stripes to be protected by a Constitutional amendment to the Constitution that states: “Congress shall have power to prohibit the physical desecration of the flag of the United States.”

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“Trends don’t need a Constitutional amendment to stop one form of it.”

On June 3, 2003, the U.S. House of Representatives approved a 17-word amendment to the Constitution that states: “Congress shall have power to prohibit the physical desecration of the flag of the United States. Whether or not the amendment is ever adopted, Congress can honor the spirit of America and its people as embodied by the Stars and Stripes to require that all U.S. flags sold in America be made in America.

“If the flag is such a sacred symbol that it deserves special protection – and I think it does – then it should be the true embodiment of our pride and strength as a nation. Let all flags, from the largest to the smallest, be made here by our people, living and working under the protections of American law. Doesn’t the idea of American flags being produced by exploited workers in China and elsewhere undermine the very dreams for which the flag stands?”

Edwin D. Hill
International President
International Brotherhood of Electrical Workers

Schedule a Plan Review by appointment

1. Properties that are not platted and zoned.
2. Institutional buildings.
3. Factories, foundaries, and other industrial buildings.
4. Properties with hazardous occupancies.
5. Large mercantile businesses.
6. Hotels, condos, and high-rise apartments.

Plan Appointment Fees are $75/hour. This fee is in addition to the plan review fee.
Dog Days of August

John Jefferson is past president of the Texas Outdoor Writers Assn., and former executive director of the Texas Chapter of The Wildlife Society.

Photos by John Jefferson.

It would be a shame to pass up on a hunt just because you weren't in shape. Or worse, to go and get in health trouble.

Little Dulce, in center, cools her motor while her buddies cavort.

five pounds less will help when the birds start flying and you have to walk out there and pick them up on September 1 (September 20 if you hunt south of Highway 90). If you have a dog to pick them up for you, read on. Dogs suffer from the heat, too!

By the opening of antelope season on October 4, you could have lost eight or nine pounds! That could really pay dividends if you have to make a long stalk on an 80-inch pronghorn in Hudspeth County. And even touching up deer stands and repairing feeders goes down a little easier on warm October afternoons if you've shed some weight. By that time, you could have lost about ten. Just think how confident you'll feel on opening morning of deer season on November 1 as you sit there in the dark in your stand, sipping a cup of coffee and munching on a muffin, knowing that you have lost 12 pounds or more in three months!

That dream can become reality, but just like football players developing stamina to play hard in the fourth quarter, the best athletes have to be in shape, too. But even if they are well conditioned, they can still suffer and die from the intense heat on opening day. One of my Labradors, Dulce, is possibly the best athlete I've ever had for a best friend, but she has no tolerance for heat. She can't run out, run out, jump, swim, out wag and out lick the other five Labs in our family, but she has to find a puddle to lie down in from time to time. At least she has sense enough to do this. I might not have. Even after hearing Dr. Greg Biehle, of Brykerwood Veterinary Clinic, in Austin, two friends of mine let their Labs get in trouble from too much heat and too little water last season. Heat stroke comes quickly. It's often fatal. And alas...sad though avoidable.

Luther Young, popular dog trainer and impresario of the B-Bar-B Ranch Bed and Breakfast in Rivera, taught me to pour water on the ground for a dog to lie in to cool if a tank is not nearby. Dulce loves it. JJ

It might bite you if don't! Dogs need to be in shape, too. But even if they are well conditioned, they can still suffer and die from the intense heat on opening day. One of my Labradors, Dulce, is possibly the best athlete I've ever had for a best friend, but she has no tolerance for heat. She can't run out, run out, jump, swim, out wag and out lick the other five Labs in our family, but she has to find a puddle to lie down in from time to time. At least she has sense enough to do this. I might not have. Even after hearing Dr. Greg Biehle, of Brykerwood Veterinary Clinic, in Austin, two friends of mine let their Labs get in trouble from too much heat and too little water last season. Heat stroke comes quickly. It’s often fatal. And alas...sad though avoidable.

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Bull Redfish
No Bull!

Capt. Steve Schultz
Baffin Bay Charters
baffinbaycharters.com

When it comes to bull redfish, the soft plastic or topwater plug is in for a fight - a ‘reel’ bullfight! To many Gulf Coast fishermen, there is nothing more synonymous with the coming of fall than bull red fishing. Even with the bag limit being only three fish per person, it doesn’t seem to impede the staunch redfish pursuer one bit. And none, at least that I know of, ever leave their favorite spot with a bag limit discontented and without aching limbs.

From late summer through fall, the bigger specimens, averaging over 30 lbs. in length and 20 to 35 lbs., begin to show in large numbers in area bays, gulf beaches, barrier islands, passes and the open Gulf. Boats of various sizes will line these places like no other time, throwing lines baited with cracked crab, mullet, shrimp, perch or croakers. Some anglers opt to drift or croakers. Some anglers opt to drift or run lines, while many others are content with cracked crab, shrimp, perch or croakers. Some anglers opt to drift or throw lines baited with cracked crab, mullet, shrimp, perch or croakers. Some anglers opt to drift or run lines, while many others are content with cracked crab, shrimp, perch or croakers.

Handling these big fish also takes some care and common sense, which will protect both you and increase their survival rate. For example, never attempt to lift a large red by its gill cover unless you want to risk having your fingers either cut or painfully constrained in their sharp gill plates.

Possibly the most deceiving feature of these fish is their all-gum appearance, which has prompted some to wonder if they have any teeth at all. The fact is, some have found out the answer the hard way, like when one chomps down on your hand while dislodging a deeply engulphed hook.

To be assured that this is no bull, the next time you land a big red, roll back his upper or lower lip and look closely. Their teeth aren’t real obvious at first and they don’t appear to be very vicious looking. But, be reminded, those choppers can crush a large mullet head or whole adult crab. Logically, the use of long-nosed pliers or a hook disgorger is well in order.

When fishing for Mr. Bull, steel lead-core Mono in the 20 to 40-lbs. test will do the job, and you won’t lose a redfish due to their teeth cutting it. Other than the bull red, there is perhaps no other fish accessible to a small-boat angler that is capable of causing mass hysteria upon hookup. This is especially true. But, as is the case with many facts and exceptions, is no bull! Some bulls are not necessary. Mono in the 20 to 40-lbs. test will do the job, and you won’t lose a redfish due to their teeth cutting it. Other than the bull red, there is perhaps no other fish accessible to a small-boat angler that is capable of causing mass hysteria upon hookup. This is especially true.


From late summer through fall, the bull red, as some well know, can become visible to predators by day. The meticulous angler will plan ahead and check both the astronomical data and tide charts in order to maximize the opportunity.

Now, in light of all the popular hotspots you know of to catch bull reds, here’s a question to test your knowledge of their spawning habits: Where do reds primarily choose to spawn? If you answered deep tidal passes or at barrier islands you are not up to date on the latest findings by biologists. Furthermore, big reds can concentrate in large numbers at any given area along the coast for the purpose of feeding and not necessarily to spawn, as some might believe. It was also once thought that all reds lived inshore until they reach sexual maturity at about five years, and then moved offshore to join the spawning stock. Research now shows otherwise. Males reach sexual maturity between 1-3 years, females between 3-7 years. Some move offshore before full maturity, joining the spawners as non-participating members. Redfish are also one of the longest-lived estuarine species, known to live as long as 35 years.

In contrast to these latest findings, however, biologists have remained unimpressed on the fact that the biggest reds are caught during the months of August to November. Likewise, the persistent bull red hunter eventually finds that to be true. But, as is the case with many facts and findings, there seems to always be some exception to the rule. And that, despite all scientific reasoning, is no bull! To book your next fishing trip contact Capt. Steve Schultz toll-free at 1-888-724-FISH. Several dates in September and October are still available.

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ASA Fishing Tournament Results

Following on the heels of Hurricane Claudette, diehard members of the American Subcontractors Association (ASA) - San Antonio headed for the Gulf Coast to participate in their annual fishing tournament. In the July issue of San Antonio Construction News, roaming reporter J.C. Putz poked a little fun at Doug Niznik for: “unselfishly donating himself to guide a boatload of females.” The last laugh is on Putz, because the concrete contractor and “fishing aficionado” successfully guided his harem of fisherwomen to a glorious victory. On Friday, July 18th, as the mandatory 8:30 pm check-in began, members enjoyed beverages and dinner courtesy of Niznik Concrete Contractors. On Sat., weigh-in kicked off at 4:30 pm sharp. A catered dinner (Black Tie Affair) was followed by an awards ceremony. Unfortunately, there aren’t any photographs to accompany this article, even though the association’s president promised to take his digital camera along for this expressed purpose. The categories and winners are:

Guided Category:
Heavy Stringer: EZ Bell & Mesa Equipment with 21.2 lbs.
2nd Place: Padgett, Stratemann & Co., with 11.4 lbs.

Heavy Red: EZ Bell & Mesa Equipment with 8.1 lbs.

Heavy Trout: EZ Bell & Mesa Equipment at 4.1 lbs.
Heavy Flounder: Shadrock & Williams Masonry Contractors, at 4.5 lbs.

Open Category
1st Place: Four-B Paving with 16.5 lbs.
2nd Place: Schultz Concrete Pumping at 15.9 lbs.
Heavy Red: Schultz Concrete Pumping at 7.0 lbs.
Heavy Trout: Argosy Floor Covering at 5.8 lbs.
Heavy Flounder: Martin Maretta Materials at 3.5 lbs.

Offshore: International Mechanical Services with a Bull Dolphin at 29 lbs.

Calcutta Winners:
(Auctioneer, Doug Niznik)
Guided Class:
1st Place: EZ Bell & Mesa Equipment purchased their own team for $1,725.
2nd Place: Padgett, Stratemann & Co. purchased their own team for $1,150.

Open Class:
1st Place: Steve Shultz and Doug Niznik purchased the Four-B Paving team for $1,665.
2nd Place: Schultz Concrete Pumping purchased their own team for $1,110.

Dove hunting prospects for this fall look good. The mourning dove breeding population indices have not changed much from the previous year. Moisture conditions have been good for feed production throughout most of the state except portions of the Trans Pecos and mid-Gulf Coast. Reports have indicated build up of flocks in south Texas. Hunting success should be good, provided feed conditions remain good.

White-winged doves continue to expand their range in Texas. Hunters may find them almost anywhere in Texas now, including the northern portion of the state. Hunters are reminded that they are required to possess the white-winged dove stamp when hunting white-wings. The stamp is included in the $59 Resident "Super Combo" License. Descriptions, illustrations and photographs of the various doves and pigeons can be found in field guides at your local public libraries or online. Source: TPWD
Charity Fun Shoot scheduled for August 9th!

R eserve Sat., Aug. 9th, from 8 am to 2 pm, for the 14th Annual San Antonio Youth Centers Charity Fun Shoot. Known in previous years as the Downtown Youth Center Charity Fun Shoot, the event’s repeated success has enabled organizers to broaden its scope to include two more youth centers, including the Laurel Heights Youth Center and the St. Paul Youth Center.

Last year, the Charity Fun Shoot raised $90,000, and remains one of the largest charities supported by the construction industry. For the first time in the history of the Fun Shoot, three youth centers will benefit from the generosity of the attendees, most of whom represent, but are not limited to, the construction industry and related professions.

Approximately 300 sporting clays shooters can be accommodated and a variety of event categories/divisions may be entered, to include teams, individuals, women and youth. Beginning with breakfast, fast, food and beverages will be offered throughout the day and bidders are invited to participate in the Silent Auction until its designated cut-off time. At 3 pm the action-packed Live Auction will begin!

As in past years, the fun shoot will be held at the National Gun Club, 1391 Roft Rd., in San Antonio. Prepare to dig into your pockets to help the young people of our community. The three Youth Centers foster development of San Antonio youths so they will make responsible decisions and positive contributions to society.
**Hotshot entrepreneur to the rescue**

Former project manager Arturo Bondoc, known as "Art" Bondoc, fell into a new career when he identified a need in the industry that was under-served. Tapping his industry resources, Art obtained an equipment hauling vehicle and made his services available to contractors who needed immediate action and response. "I saw a need in the industry for hotshot service, a response to a customer’s immediate need to haul heavy equipment from one place to another, anytime of day or night. Contractors would ask me if I had time to move a piece of equipment, and if I did, I would. As a project manager, when it was slow I was able to get away and make those types of deliveries. That’s how it all started, by word-of-mouth. When I landed a long-term job, I realized there’s a need for this service, a response to a customer’s immediate need to haul heavy equipment-hauling vehicle and made his industry resources, Art obtained an equipment hauling vehicle and made his services available to contractors who needed immediate action and response.

Art credits his growth to the one element that he believes sets his company apart from others; prompt service, 24-hours-a-day, seven days a week. "My customer’s emergency is my emergency," he emphasized. "Recently, an underground pipe busted in a building, resulting in the failure of its fire sprinkler system. To them, that’s an emergency. I received a call to move one of their backhoes from a remote location to the site at 9 pm. I made it happen, and they’ll remember me in the future. It happens over and over again."

Arturo Bondoc
Owner/president of A.B. Hotshot Service for three years, Art now owns two hauling transports, subs out to owner-operators as needed, and keeps up to five trucks running at a time. The San Antonio-based company employs three full time personnel. In addition to hotshot services, Art schedules routine freight and material deliveries including structural steel, lumber, rebar and other heavy materials to construction job sites. Art credits his growth to the one element that he believes sets his company apart from others; prompt service, 24-hours-a-day, seven days a week. "My customer’s emergency is my emergency," he emphasized. "Recently, an underground pipe busted in a building, resulting in the failure of its fire sprinkler system. To them, that’s an emergency. I received a call to move one of their backhoes from a remote location to the site at 9 pm. I made it happen, and they’ll remember me in the future. It happens over and over again."

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**Ideas wanted for senior housing industry**

In a release from the National Association of Home Builders (NAHB), the organization’s Seniors Housing Council has announced a call for entries for the 2004 Best of Seniors Housing Design Awards competition. The 13-year-old award program recognizes architectural and interior designs that have brought quality, innovation and spirit to the senior housing industry.

The award program is open to project owners, builders, developers, remodelers, operators, architects, land planners, interior designers and marketing/leasing firms that serve the burgeoning age 55-plus market. NAHB states that winning a Best of Seniors Housing Design Award gives the project team the opportunity to promote their communities as “the best of the best” in the industry.

“We have increased the number of categories because of the diversity of product type on the market today,” said Quincy R. Johnson III, chairman of the 2003 Design Awards Committee. “While many builders are building single-family product, a large percentage of older Americans are moving into seniors apartment communities. By adding multifamily and other new categories, we are giving builders, developers and other industry professionals more opportunities for recognition while promoting the value of quality design.”

In addition to design, projects will be judged on their ability to solve market-specific constraints of seniors housing, such as marketability, budget, challenging sites and diverse programs. The Best of Seniors Housing Design also has separate categories for community center, common area, interior design, model merchandising and more.

Gold and silver awards will be given in each category. Award winners will be announced at an awards presentation and recognition luncheon in January 2004, during the NAHB International Builders’ Show (IBS) in Las Vegas, a convention that drew a record 93,000 people in 2003. Award-winning projects will be exhibited prominently at the IBS, displayed on the NAHB website and featured in the NAHB Seniors Housing Council’s quarterly industry magazine, Senior’s Housing News.

The deadline for entries is Oct. 10, 2003.

Visit the website at www.nahb.org/seniorsdesignawards to review the call for entries brochure, which includes entry application, rules and a list of categories, or call (800) 368-5242, ext. 8220 for more details.
HOLT CAT HIRES NEW GENERAL MANAGER FOR RENTAL SERVICES

New Leadership and Expansion Plans Solidify Rental Business Commitment

SAN ANTONIO, Texas (July 17, 2003) –HOLT CAT Machine Division Vice President and General Manager, Dave Harris announces the appointment of Gary Ellenberger as General Manager of Holt Rental Services. Holt Rental Services focuses on the short-term rental business for small and mid-size Caterpillar machines and work tool attachments, and a variety of complimentary allied equipment to support customer needs. Ellenberger first joined Holt Rental Services in 2000, as manager of the Pflugerville (Austin) CAT Rental Store. His 20-years of experience in the rental and construction industries, combined with an uncompromising dedication to customer service will provide leadership for Holt Rental to continue its strong commitment to the equipment rental market.

“I’m excited about the future of Holt Rental and about this new opportunity for increased responsibility,” said Ellenberger. “Our rental sales team is proud to represent CAT and related high quality products in a company that has a tradition of value and customer service.”

“HOLT CAT is strongly committed to the rental business. We are confident that Gary will exhibit the leadership to provide exceptional service to our rental customers and to expand the CAT Rental Store presence in our territory,” said Allyn Archer, President and COO.

Solar conference shows benefit of sun’s rays

D oes the heat from the summer sun make you sweat for fear of rising utility bills? The American Solar Energy Society (ASES) says it understands those fears and is working to not only make the creature comforts we are all used to more economical to have around, but also less depleting to the Earth.

The ASES is a national organization dedicated to advancing the use of solar energy for the benefit of U.S. citizens and the global environment.

On June 21-26, 2003, the Austin Convention Center opened its doors to ASES for its annual conference, titled Solar 2003: America’s Secure Energy.

The Texas Chapter of the Solar Energy Society hosted the conference, which offered solutions for energy independence, including integration of solar and other renewable energy technologies into residential, commercial and public buildings, transportation and emerging markets.

In a proactive show of support of the society’s initiative, on June 20-12, 2003, women from all over the country installed a solar electricity system (photovoltaic or PV) on the roof at the Hostelling International—Austin. The installation completed a five-day intensive on “PV for Women,” which is one of 12 workshops that was offered as part of Solar 2003.

Calling All Energy Innovators!

Energy conservation saves money, contributes to air quality. And it’s something everyone can do.

Are you or your company an energy innovator?

City Public Service (CPS) wants to recognize your efforts and use your energy-saving equipment or technique as a model for others to emulate.

Must be a CPS gas or electric customer to apply.

Award Categories:
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- Commercial Builders
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Deadline: July 31, 2003

Application and brochure: www.citypublicservice.com

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Winners will be recognized at a special ceremony during Public Power Week in October.

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Niche businesses serve vital industry needs

This month in FOCUS, San Antonio Construction News spoke with six diverse service providers whose businesses fill vital niches within the construction industry. We discussed the nature of their businesses and how they benefit the construction industry, recent changes they have implemented in response to the economy, and the challenges facing their respective industries.

E stablished in Phoenix, AZ, fourteen years ago, American Commercial Services LLC has expanded its business operations to Austin and has been headquartered in San Antonio for the past three years. Owned by Debbie and Paul Ingram, Debbie is CEO and Paul is the company’s president. The San Antonio branch operates from one location and employs 40 personnel. Company wide, ACS employs 180.

San Antonio Construction News spoke with Paul, who is the local branch operator within a 100-mile radius of San Antonio. “We are known in the industry as a reprographics specialist,” Lee explained. “We also do document laminating, our range of services includes interior construction rough cleaning and striping, street sweeping, and pressure washing.”

E stablished in 1926, reprographics spe- cialis Riding’s Ltd. has had a presence in San Antonio since 1992. In the fall of 2000, American Reprographics Company (ARC), which has 122 cities across the country and two in Canada, acquired Riding’s.

According to San Antonio branch manager Lee Romain, the local office staffs 19 employees and performs work for clients throughout Bexar Coun- ty. He said his client base includes archi- tects, engineers, general contractors and subcontractors, and operates in addition to traditional small copy work, Riding’s produces construction documents, both in mono- chrome and color, from hard copies or digital files. “We also do document laminating, foam core mount- ing, and we sell and rent plotters and copiers,” Lee explained. “The largest job we’ve finished to date was the SBC Center. It ran into the thousands of dollars of pricing and construction changes through- out the project. Every drawing or document change was distributed to everyone that was involved in the bid- ding process: the owners, general con- tractors, subcontractors and consultants. We also provided copies to the area plan rooms.”

On-time delivery of construction documents is Riding’s key to providing the best possible service. Together with a contracted courier service, two company vehicles, and three full-time drivers, the document professionals also rely on their network of sister companies to fulfill their obligations.

“Because of our statewide and state- to-state network of branches,” Lee con- tinued, “an architect in Houston can up- date changes daily on a San Antonio project. One of our seven Houston coun- terparts, for example, will scan the draw- ings, put them in our FTP site, where we download them at our local office. After downloading them, we deliver them to the local general contractor that same day. Riding’s has much greater depth now that it is part of an even larger corporate entity.”

Asked if his branch had implement- ed any internal changes as a response to the economy, Lee said he was forced to make several adjustments including a downsizing, but that it is part of an even larger corporate entity.

“Our niche industry is one of the first indicators of a weakening construction economy and how much business is out there,” he added. “If there aren’t any plans being run, there’s nothing being built. For the last five years we’ve always had a big, long-term project ongoing, like the SBC Center, the Convention Cen- ter, and the USAA development. There are smaller, although significant, projects underway. But we don’t have a huge project to sustain a larger workforce at this time.”

No rookie to the world of repro- graphics, the 40-year industry veteran said in his years of experience working from coast to coast, San Antonio repre- sents the most competitive market in which he has worked. “This is a very competitive city, and although Riding’s is not the largest repro- graphics firm in town, we probably have the greatest depth with an expans- ive footprint across the nation. We can help when clients are dealing with con- sultants in other cities, post their draw- ings on the web, and save them FedEx’s charges back and forth,” Lee concluded. “It all boils down to quality of service.”

With a policy to promote from within the company rank-and-file, Paul and Debby’s employees are motivated to de- liver quality service and advance their own op- portunities. Looking toward the future, the couple is currently involved in nego- tiating with a group of investors to open a new American Commercial Services branch in the Dallas and Houston mar- kets by year’s end.

“Our certification as a woman- owned company has been a valuable asset that we’ve enjoyed and appreci- ated,” Paul concluded. “It’s allowed us to open up a few doors, with the under- standing that our performance is the test of enduring relationships. Although it’s been hard work, we’re reward- ing in being able to see the completed projects, knowing we played a part in their appearance.”

For more information, visit www.americancommercial.com

Riding’s

This Month

Service Providers

San Antonio Construction News • Aug 2003

FOCUS
most companies have relied on the support of employment services at one time or another. With six locations in Texas, Advance’d Temporaries, Inc. opened its San Antonio branch in 1988 and currently employs a staff of six personnel.

San Antonio Construction News spoke with branch manager John Droke, who said while the bulk of its temporary employ- ee placements are in San Antonio, their services stretch from San Marcos to Floresville.

The company primarily supplies its customers with supplementary employ- ments for staffing needs within the medical, clerical, construction and light industrial venues.

"With construction services in mind," John explained, "we provide workers who are able to assist the skilled craftsmen already on the project, to include general clean-up crews, light industrial workers, warehouse workers, forklift drivers, carpenter helpers, and others considered semi-skilled."

John reported his construction-related clients include commercial subcontractors, general contractors, residential builders and subcontractors.

"Not only do we assist them in job-site placements, on the clerical side we can fill positions ranging from office managers and administrative assistants to receptionists and data entry personnel."

In response to the slower economy, John said the company has relaxed its pricing a bit to maintain a competitive edge.

"When the economy is slower, our temporary services are especially beneficial," John continued. "For example, a company that has downsized may need an extra pair of hands for a two-week period. With a ‘temp,’ they don’t have to worry about worker’s comp insurance, unemployment insurance, or other details because we take care of that for them. Considering the cost of benefits, employers are looking for short-term solutions, and we provide them with hassle-free employees.

"With our services or in the office, Advance’d Temporaries engages in ‘temp-to-hire’ programs with its customers."

"After 90 days, if the employer and employee are both well-suited and comfortable with one another, the client can hire the ‘temp’ permanently," John added. "It’s a key selling point and assures the prospective employer of a honeymoon or trial period with the employee."

With unemployment stats on the rise, the supply of people looking for new jobs, or a place where they can get a foot in the door, is growing. According to John, "Temporary placement services provide a win-win situation for the employer and employees. We provide employees, he concluded, "who help keep company engines running when they need it most."

Texas MedClinic was established in 1982 by sole proprietor Dr. Bernard T. Swift, Jr., who is board certified in occupational and environmental medicine. There are six existing clinics throughout San Antonio, and a seventh currently under construction.

San Antonio Construction News spoke with director of marketing Karen Walker, who said Texas MedClinic employs 200 personnel and 34 physicians who are each contracted independently.

“We specialize in occupational medicine and urgent care,” Karen began, “our expertise is an illness or injury that is not life threatening; in the case of a laceration, for example, the injured person would receive care at one of our clinics in lieu of the hospital emergency department. We are not primary care providers, so we don’t follow long-term chronic illnesses.”

On the occupational side, Texas MedClinic’s professionals treat on-the-job injuries that can occur in the construction industry. It also provides post-physical examination services, DOT physicals, respirator clearance, respirator fit testing, and many other services. “Injuries across the country are down in all sectors,” Karen added, “which means risk-managers, safety directors, supervisors and human resources people are doing a great job and are becoming aware of how cost effective it is to prevent injuries rather than treat them.”

Like athletes, physical laborers benefit from warm-up stretching, adequate fluids, limited overtime, and a shady spot to periodically escape from the harsh summer sun.

“Returning the injured employee to the workplace, even if he or she can’t perform their regular duties, is part of the healing process,” Karen confirmed. “If they are sent home, they tend to remain idle, get depressed, worry about their job, and are not making their full income. It’s better for the patient, although harder on the employer, to have the patient back at work. Employers, Karen said, “especially in the construction sector, have to be creative in developing limited-duty jobs.”

Workplace limitations placed on an individual are based on what the physician feels the employee can medically safely do. Limitations are for at home as well as for work. If a limitation does not affect their job then it should not be considered a limitation and the employee would be at full work status.

When drug testing became a requirement by some owners and general contractors, it began a trend that has become more popular. Unfortunately, the positive test rates in the construction industry run at about 10 percent. There are statistics to support the fact that drug users have more on-the-job injuries and absenteeism than people who don’t use drugs,” Karen confirmed. “Small employers have to understand that when the large construction employers are drug testing, and they are not, the word will spread and they may see the quality of their applicants suffer. While drug testing may add a cost to the hiring process, the cost is generally made up in the prevention of theft and a more reliable employee.”

Companies can customize medical service options with Texas MedClinic depending on their needs. The employee is most interested in quality medical care and not having to pay the bill, while the employer benefits by having improved communication with a medical service provider that understands its problems.

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San Antonio Construction News • Aug 2003
Marketing communications – tough decisions for tough times

By Jim Kleypas

You will note that the title of this article refers to “marketing communications,” of which advertising is only a part. Every well-rounded marketing communications plan contains a combination of elements such as Public Relations, Brochures, Direct Mail and Electronic Marketing, as well as Print Media Advertising. The focus of this article, however, is on the significance of “advertising;” that portion of a marketing communications plan that is devoted strictly to print media. As important as all the other elements are, I remain convinced that the single most cost-effective way to reach large numbers of buying influences on a consistent basis is through a well-designed, well-placed and adequately-funded print advertising campaign.

No doubt about it, the last few years have been economically challenging. And, it is equally obvious that for most of us, the initial reaction to an economic challenge in our business is to cut expenses. The typical thought pattern goes something like this, “Let’s cut back, hunter down, get through this, and then re-evaluate where we are later.” Sound familiar? We have all been there. But, from a pure market communications point of view, this can prove to be an expensive strategy. The real question that every business should ask itself is, “How much does no advertising cost?”

Experience shows, and research confirms, that advertising does indeed work, in both the short term and the long term as well as in both good times and bad. If you are feeling the pressure of needing to make budget cutbacks where advertising is concerned, remember that there are critical reasons to hang in there. Here are a few of the justifications for doing so.

First, buyers are constantly looking for reassurance that they have made the right buying decision in doing business with you in the first place. Advertising assures them that your organization is strong and will continue to be there to meet their needs and support them.

Second, when and if your competition cuts its advertising, you remain best positioned to capture increasing market share. And, it is likely that this is market share that will never again be relinquished.

Third, reducing advertising has the inevitable effect of also reducing recognition, recall, and influence. The less the marketplace sees of you the less they think about you, and the less they think about you, the less they are likely to remember you when they get on a path to purchase.

Fourth, direct personal selling is expensive but it is enhanced and made much more efficient when supported by a consistent advertising program. Any sales force that is not supported by an advertising program is at a severe disadvantage.

This is not an exhaustive list but it contains some of the more significant reasons why maintaining an aggressive approach to advertising is so important. Remember that advertising should be looked at as an investment, not an expense. And, it is an investment on which you can expect reasonable returns if it is planned and executed properly.

Jim Kleypas is the president of Boyd/ Kleypas & Associates, a full-service Advertising, Marketing and Public Relations Agency serving a variety of business-to-business, financial, construction, and retail clients.
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F O C U S
Service Providers
San Antonio Construction News • Aug 2003

Surveyor provides valuable service
By Nikki Young

W hile just about everybody in the construction industry knows that those orange-vested guys and gals on the side of the road are taking pictures of property and calculating boundaries, it’s not all that surveyors do—it’s just the most visible. There is much more happening in advance of the crews going out and then again after they return—than meets the eye as you speed past on the highway.

Commercial surveying can be anything from establishing lots in major subdivisions, topography, utility location, researching a chain of title from as far back as the 1700s, or geodetic positioning for the Federal Aviation Administration to install radar tower sites at the airport.

The whole field of commercial surveying is very much a comprehensive piece of the development and construction industry and is a professional service that Keith Jimenez, R.P.L.S., owner of SurveySA, and his staff of 19 provide, along with a thorough attention to history and detail.

Keith began his career when he was just 14 years old working for his father, Ernest Jimenez, R.P.L.S., as a Rodman (a person who helps in the field). After college, he became a Party Chief (the person in charge of a survey crew), where he had his first exposure to commercial surveying. Today, the Texas Department of Transportation uses one of his signature surveys as an example for all other surveys to follow in format, because he clearly displays all metric and imperial information.

Over the course of his career, Jimenez has been willing to face unique and multi-faceted, challenging projects. One in particular was that of the boundary retracement of Fort Sam Houston as established circa 1824 by Lt. Maybin Wilson. Jimenez incorporated years of history, research and surveying skills to complete the project, discovering numerous original monuments (or physical manifestations), which were used to mark each particular piece of land by the early surveyors. These discoveries helped to establish the original boundaries for Fort Sam Houston instead of what was “officially” recorded on the Bexar County plat.

“Challenges like these attracted me originally to the profession,” Keith said. “I grew up on a farm and still like trekking around in the forests, jumping over stream beds and ant beds to find a certain tree or fence line, and the excitement of the historical ‘paper chassis’ are mentally intriguing. I get to read original documents by sometimes-famous explorers and surveyors, reading their original intent, reviewing their drawings and figures. After checking their amazingly accurate measurements and angles with modern GPS (Global Positioning System) capabilities and signing the final survey for my client, I sometimes take an extra minute to read a few side notes about hardships they were enduring at the time, including snake, ant, and mosquito bites, sunburn, stomach ailments, and bone breaks. Well, then I find out that some things haven’t changed in my profession at all!”

Relationships are Key
By Glenn Thomas

I f you were to “shop” banks, you would learn that almost every bank offers the exact same basic services. In choosing your financial institution, you should look for a bank that believes all good business relationships should be seen as partnerships.

A quality necessary for a successful partnership is finding a banker who knows your business. Is your banker involved in the construction industry? Is your banker not only a member of trade organizations, but also involved and active in the group? Does the banker sponsor events? Does your banker sit on boards that discuss issues specific to the construction industry? How knowledgeable is your banker in discussing these issues with you? Does he offer you advice that makes sense to you? Does the banker bring research findings and competitive industry statistics to your attention? Your banker’s involvement and ability to share knowledge with you is essential in establishing a long-term relationship.

Another quality present in every good relationship is open, truthful communication. This means no surprises. You should, for example, provide frank and early disclosure of any troubles on the horizon. In addition to any bad news, you should also share a well thought out strategy for resolving the problem. I’m willing to bet that the vast majority of bankers go out of their way to come from your existing sources.

When times are tough, what you need is a fair hearing and a willing hand. And you’ll be less likely to face reluctant lenders if you’ve worked hard to build relationships based on trust, respect and honest communication. In fact, your banker will probably prove to be your strongest advocate.

Communicate even when you don’t need anything from your banker. And don’t be afraid to ask questions. I’m not implying that becoming your banker’s best friend will be all it takes to get you out of a hole when things go from boom to bust. But your best source for future capital is likely to come from your existing sources.

By Glenn Thomas, Senior Vice President, Corporate Banking, Frost Bank. Ph: 210-220-4238 E-mail: gthomas@frostbank.com

Construct This!
By Glenn Thomas

You do your job right, why should you expect anything less of the people you have to manage your computer networks, internet, and telephone systems? We have been supporting the construction and engineering industry since 1991.

We can set-up temporary office or site locations with high-speed connections to your office using our wireless DSL service! Pick-em up and move-em when you want to! We can also connect interoffice telephone lines to reduce local and long distance expenses.

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Curtis Cline opens C.D. Henderson in Austin

C.D. Henderson, Inc., a Dallas-based full-service provider of construction services, has opened an office in Austin. Long-time Austin construction executive, Curtis Cline, has been named regional vice president of the new office. Cline said the Austin office will focus on projects in the geographic region covering Houston to El Paso and south to San Antonio and the Lower Rio Grande Valley.

Through the Years


Structura grows in retail market across Austin

General contracting firm Structura broke ground the first of July for two new mixed-retail facilities in the Railyard, one of the growing developments in the city of Cedar Park.

Runyan honored as Texas Businessman of the Year

Ty Runyan, president of Titus Electrical Contracting, was honored on July 19, 2003 by being named Texas Businessman of the Year at the annual convention of the Texas Association of Mexican American Chambers of Commerce (TAMACC).

Flooring and design co. awarded

Two Austin businesses have been awarded for exemplary work and are sharing their rewards with students at the University of Texas at Austin. Commercial flooring company InterTech Flooring, and architecture/interior design firm Groeber, Simmons & Cowan, took top honors in this year’s national StarNet Design Awards. The award recognizes the firms’ work on the offices of international law firm Alkin Gunn Straus Hauer & Feld LLP, located at 300 W. Sixth Street in downtown Austin.
Spotlight

Steve Mechler
Steve Mechler & Associates, Inc.

Editor’s note: Manufacturer’s representative Steve Mechler is the president of Steve Mechler & Associates. We met at his new office on Guadalupe, an existing two-story complex that was transformed by interior decorator Barbara Mechler, who shares in the ownership of the firm. A most notable display of framed album covers from the sixties and seventies adorns Steve’s personal office, providing a backdrop of his passions.

SACN: Steve, are you a native son of Texas?
SM: Yes, I was born and raised on a 250-acre ranch west of San Antonio, in the Castroville-La Coste area.

SACN: So, your father was a rancher?
SM: Yes, my dad, Martin Mechler, was a multi-faceted man actually. For years he owned a country General Store, which is a vanished trade, and I found out he owned a property in San Antonio, doing residential work in Harmony Hills and Hollywood Park, as well as ranching.

SACN: As a kid, what were your farm and ranch responsibilities?
SM: Well, my grandfather had a dairy nearby, and I worked for him at times. We raised cattle, hogs, maize, hay, a garden and other crops. I had my share of responsibilities and developed a strong work ethic. My grandfather also owned a country store, which was the center of activity, where Dad and I helped out. When I was about ten, I started going with my dad on painting jobs. It was our first summer sanding and scraping, of course. We were busy all of the time!

SACN: Where did you go to high school and in what extracurricular activities did you participate?
SM: I attended St. Louis Catholic School for the first nine years. When it closed I attended Medina Valley High School, graduating in 1971. Besides working on the farm, I started going with my dad on painting jobs in the Castroville-La Coste area. I worked for him at times. We raised cattle, hogs, maize, hay, a garden and other crops. I had my share of responsibilities and developed a strong work ethic. My grandfather also owned a country store, which was the center of activity, where Dad and I helped out. When I was about ten, I started going with my dad on painting jobs. It was our first summer sanding and scraping, of course. We were busy all of the time!

SACN: When they offered me my first promotion to the Detroit sales office, I declined.

SM: Did you know anything about plumbing?
SM: No, but I knew I could learn. It was a typical two-man, two-room office with two phones, no computers, no fax machine, no inventory, and we had to carry a copy machine. The first time he took me to The Builder’s Exchange to do a job take-off, I’d never even seen a set of plans or plumbing in section 15! He showed me how to take-off one job, and that was Mr. Hylen, he was already 73 years old, and had no heirs for the business. We represented three or four lines when he taught me he was ready to retire.

SACN: Did you buy him out?
SM: Yes, and my wife Barbara and I, who were newlyweds at the time, started this company together in 1982. We operated out of the fourth bedroom of a rented house, and when we took out a $3000 loan for a copier, it almost broke the bank. We had telephones, vehicles, and that’s how we made our living back then.

SACN: How were your responsibilities divided?
SM: Barbara did most of the inside work, answering phones and typing the quotations. She did the outside sales calls, traveling locally and to Austin, Corpus Christi, Victoria and the Valley. She worked here for 40 years. The Detroit office spun off with her own interior decorating company Refresh and Renew, which specializes in one-day room makeovers.

SACN: How did you meet Barbara?
SM: I met her in 1981 when she asked me to dance. She had just moved here from Oklahoma, and we hit it off. We each had two children from previous marriages, Bryan, Brooke, Shawn and Nathan, who were all close in age. We became a blended family. My stepson Bryan has worked here for almost ten years. They’re all grown now, and Barbara and I have five wonderful grandchildren.

SACN: Steve, did you rely somewhat on your academic/torographic background to build this company?
SM: Absolutely! And the sales training and time-management without an organization I was exposed to at Burroughs was a clear asset as well.

SACN: What, in your opinion, was the most significant change in your industry over the years?
SM: There was a metamorphosis in our nation the nationals started buying up the “Mom and Pop” local wholesalers. As a rep, all of the products we sell go through a plumbing supply house. We bid every institutional, industrial and commercial plumbing job in South Texas, no matter how big or small. We call on mechanical contractors to buy product from supply houses that market our lines and on architects and engineers to specify our products. We’ve always utilized pull-through marketing techniques. But, there’s a huge change, a metamorphosis in our nation the nationals started buying up the “Mom and Pop” local wholesalers. As a rep, all of the products we sell go through a plumbing supply house.

SACN: How has fast-track construction affected your side of the business?
SM: That’s a huge phenomenon! Where we are used to three months just to clear dirt, now it’s like, I’m already late! I need my submittal, I need product here first, I worry about submittals later.

SACN: When did you diversify into the residential market?
SM: In the mid-90’s, I made a decision to take advantage of the booming residential growth. We added the high-end to our line, and it’s really taken off! We’ve always aligned ourselves with products that are high-performance and a little more expensive. Since 1992, we have also focused on products that meet the Texas Accessibility Standards (TAS).

SACN: Steve, would you classify yourself as a “Type A” personality?
SM: Absolutely! Which is why swimming is my one activity…

SACN: To what do you credit your successes, Steve?
SM: I have great people around me, including ten here, one in Austin, and we just opened an office in Dallas. I’m doing a joint venture with a rep in Houston. One thing about this business is, you have to keep growing like the competition. Downgrading is not in our options. Texas luddled a little bit after 9-11, but it’s on the rebound.

SACN: Are you hoping to take a bite out of the Toyota pie?
SM: Yes, we can’t wait until that comes to town, because those are the types of products we sell. We’re looking forward to that as well as the ancillary business coming with Toyota. The future for San Antonio and South Texas is fantastic, in my opinion.

SACN: The album covers that adorn your walls are practically collector’s items, and they speak volumes about you. Care to explain?
SM: Yes, like most of my generation, listening to rock and roll music and going to concerts was a favorite past-time. I remember in 1961 I got into the Grand Funk concert, we sat in the third row and it only cost six bucks. I’m not a musician, but I love rock and roll. You can look at half of our album covers and tell you what songs are on them and who was in the band. When I was a teenager and riding a tractor all day, the radio was my way to escape. I used to fantasize about becoming a rock star.

SACN: If you hadn’t taken the path that led you to your present career, what else might have interested you?
SM: Honestly, I might have been a teacher. I teach 8th grade Sunday school at Concordia Lutheran Church, and that’s one of the greatest joys of my week right now. For one thing, if you teach one child’s mind for 30 minutes, and make them think, the day is worth it. I like to teach careers and into my professional presentations with architects, plumbing contractors and others. I’m a hard worker!

SACN: Is your family ranch still in the family?
SM: Yes, it’s still run about 60 head of cattle. I go out there every Saturday like clockwork. We also have a larger ranch joint venture to market our lines.

SACN: Have you been back to Aliaco, to the “Old Country” to meet your relatives?
SM: Not yet, but it’s on my list of things to do. Thanks to the Internet, I’ve communicated with some Mechler’s in France and Germany. The Mechlers live in France, and they do go over, they’ve said they’ll be ready for me!

SACN: Steve, would you like our reader to know about your character?
SM: One of the disciplines instilled in me, probably as a result of a strict upbringing in the Alsatian Catholic family, is a strong work ethic. We taught to be honest and forthcoming. My mentor Mr. Leininger taught me to act on your promises. He told me, no matter what happens, never lie to your customer…about delivery times or product performance. There are a lot of great people in our industry, and I have great competitors. As a manufacturer’s rep, I can look at the door on that door, on the front of the building, it’s everything. Without a good, honest name out of this town, we have to have integrity to be in this business. I’m blessed to have the greatest people working for me.

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From time to time, many private citizens and business owners need the extra space that is provided by conveniently located mini-storage facilities. To the credit of owners, designers and contractors, they are becoming less of an eyesore than they were in earlier years. When San Antonio-based Brundage Management, owned by Tommy Brundage Jr., decided to build a state-of-the-art mini-storage facility near an upscale northwest San Antonio neighborhood, its general contractor of choice for the $4 million-plus project was Charles Plunkett's Artistic Builders Inc.

San Antonio Construction News spoke with senior project manager Glenda Jacoby, who said the design team burned the midnight oil developing plans for the climate-controlled, fully alarmed A-AAA Mini Storage at Bitters and Blanco. Recently completed, the project is being nominated for the Self-Storage Association's Overall Facility of the Year.

"We won't find out the results of the competition until September," Glenda said, "but we're keeping our fingers crossed. The 10-month project was preceded by months of planning. The results of our labors produced a neighborhood-friendly, non-typical, 89,000-sf storage facility." Glenda described some of the facility's architectural features, which met mandated guidelines and restrictions and contributed to its overall curbside appeal.

"A privacy wall, which meets a designated 8-ft height guideline, precludes passersby from seeing any storage room doors. A three-story, 55,000-sf climate-controlled portion of the facility features two towers and a central dome, which measures 57-ft in height and 55-ft in diameter. The towers and dome exteriors feature Berridge Metal Roofing systems and are very attractive. The tower exteriors are finished with Sisterdale-rock warrant and EIFS accents. Customers can drive through the first and second floor and the third floor carries over, so it has Class-A structural load capabilities."

Serving a community of affluent neighbors, the A-AAA Key Mini-Storage provides a startling example that storage facilities are not what they used to be. With high-tech security systems, intercoms, piped-in music, climate-controlled and regular storage accommodations, this facility represents a flagship model for the storage industry.

The 22nd Annual South Texas Industrial and Construction Show returns to San Antonio for two days this fall. Mark your calendars for Sept. 16th and 17th and plan to attend the large-scale trade show at the Joe & Harry Freeman Coliseum.

The STIC Show, which will feature over 250 exhibitor booths, is expected to draw thousands of industry and construction-related attendees. Many companies plan their budgets around prices and show specials available only at events of this magnitude.

Open on Tues., Sept. 16th, from 12 pm to 7 pm, members of the Dallas Cowboy Cheerleaders squad will be at the Kiolbassa Sausage Vendors' Mixer for autographs and pictures from 5 pm to 7 pm. On Wed., the show runs from 12 pm to 5 pm.

While exhibitors showcase the latest industrial technology indoors, cranes, bulldozers and other heavy equipment will be on display around the coliseum.

Local manufacturing and construction professionals won't want to miss the 22nd Annual South Texas Industrial and Construction Show, hosted by San Antonio-based SMC Events, and co-sponsored by Labor Ready. For more information, call 210-832-8444 ext 203, or pre-register at www.smc-events.com.

The following construction-related firms made the list:

#1 Alamo Controls Inc.: 47.86% growth.
#14 Bartlett Cocke General Contractors: 39.09% growth.
#15 Tessel & Catter Air Conditioning: 31.34% growth.
#20 Joeris General Contractors Ltd.: 26.05% growth.
#21 Beldon Enterprises: 26.01% growth.
#22 Aramendia Plumbing: 25.38% growth.
#23 Koonz McCombs: 23.18% growth.
#31 Yantis Company: 12.21% growth.
#32 San Antonio Steel: 10.77% growth.

Fast Track firms listed in SABJ

The 22nd Annual STIC Show in mid-Sept.

Volunteers weatherize city's older homes

By the end of the summer, 500 inner-city homes will be more energy efficient and their residents more comfortable despite summer heat and winter cold, thanks to the City Public Service (CPS) Weatherization Project. For the third consecutive summer, CPS employee volunteers are dedicating Saturdays to weatherproofing homes. The project, which began April 5th, will conclude Sept. 20th.

"Weatherization is relatively inexpensive but can go a long way toward making older homes more energy efficient and comfortable for elderly and economically disadvantaged residents," said Anthony Edwards, CPS vice president of community programs. "We not only install materials to help residents save on utility bills year-round but also provide helpful energy conservation information."

More than 1,000 older homes have been retrofitted since the Weatherization Project began in the summer of 2001, Edwards noted.

All participating homes are located within an eight-mile radius of downtown San Antonio in some of the city's oldest neighborhoods. CPS uses Census data to track the age of the homes and focuses on assisting the elderly and low-income households with small children.

More than 500 CPS employee volunteers are involved in the effort. Teams of two commit to weatherizing two homes over the course of the summer, spending up to eight hours at each home. To assure quality control, trained CPS personnel inspect all homes to make sure weatherization materials are properly applied.

As part of a typical weatherization visit, a team insulates the water heater, weather-strips external doors and windows, caulks windows, installs door sweeps and places foam gaskets behind switch plates and wall outlets. Donated materials include a water heater blanket, aluminum duct tape, caulking guns, switch and wall plate sealers, transparent weatherstripping tape, caulking, door sweeps, door and foam weatherstripping, and expanding foam insulation.
The July 15th meeting of the American Subcontractors Association drew a packed house as a panel of four general contractors presented their perspectives about the qualities that make a subcontractor “good.” The panel included Gary Joeris, Gary Joeris General Contracting; Shane Davis, T.M. Davis Construction; Bob Aniol, Vaughn Construction; and Doug Nunnelly, F.A. Nunnelly Co. Keith Colvin, C&E Erector, moderated the program.

Gary initiated the conversation with advice on “Getting Your Foot in the Door.” He said when a new subcontractor bids one of his jobs, he wants to be able to put a face with a name.

“We like to review letters of introduction and see a new sub take a proactive approach by coming by to meet the client and estimators. His qualification information should include names of company principals, a list of projects and references, number of employees, type of equipment, and abbreviated financials. Begin by bidding a job that you’re capable of completing. “And,” Gary added, “don’t forget your image and marketing package; a sloppy presentation could be perceived as sloppy and a sloppy proposal will be reviewed with qualms.”

Shane picked up the pace with comments on “Bidding Procedures.” He stressed the importance of defining the scope of work the subcontractor is going to bid.

“We need to have information about alternates you’re planning on bidding and the number of addenda. Are you bondable? We need to know. Putting your number on the front page of the bid helps us. Be sure your exclusions are marked out in bold letters and provide a complete bid…don’t skip anything. Everything we own is on the line and wins the bid, attention to “Job Site Operations”; the subject of Bob’s discussion, is paramount.

“Safety guidelines have never been as strict as they are today, and enforcement is deliberate,” Bob began. “I suggest putting forth the effort to create a solid company safety program, to include supervision, proper training and certification, that can be altered easily to be job-specific as required by many general contractors. Get the safety information to us early, so there aren’t any paperwork delays. With regard to quality assurance, enact a series of procedures to streamline competent supervision and to determine the quality levels of materials, installations and administration. What is your time sequence with regard to fabrication, delivery of materials or products? Put it in writing and make sure your submittals are accurate. Plan your schedule early, man the job with qualified and skilled people, and conduct inspections. Once your work is in place, be prepared for the punch list and warranty issues. Keep the general contractor informed all through the process.”

All of the GC’s agreed that solid communication leads to a successful ending.

In understanding how to “Be a Good Business Man,” Doug suggested the following:

“You have to realize you’re not just a sub out there doing work in the field. You are a professional businessperson, and you need to conduct yourself and your business as such. Know how a company operates, plan on having a good company, and think about how you can make it happen. Write a mission statement and stick to it. Utilize sound business practices through timely and accurate billing, proper bookkeeping, and secure solid insurance and bonding. Be prepared to prove your financial stability, understand all of the contract terms and requirements. These aspects are as important to your success as are your installations. Your financial statement is evidence of your strength and of your desire for the job.”

In conclusion, Gary brought it all home with a final statement on customer satisfaction, which is after all, the ultimate project goal for every general contractor and subcontractor.
management," Caldwell explained. "We will hire some temporary people from the area, forming an organization we call the Owners Representative Office (ORO). Together they will directly oversee all construction activities onsite. As a matter of practice, Toyota contracts to prime general contractors by breaking packages into manageable sizes. We anticipate the need for about 15 prime general contractors. Each of these contracts will be based on a finished design, hard-money bid for the package. People will bid to the drawing specifications and technical requirements that Toyota publishes for the bid.

For a company to be considered as a prime general contractor, Toyota stipulates that its previous year’s sales must be four times (4X) the bid package amount. For example, on a $10 million dollar bid package, a contractor’s previous year’s sales must be $40 million or above. In order, Toyota ‘prefers’ contractors with (1) Toyota experience; (2) automotive experience; or (3) manufacturing experience. Low bidders generally are preferred.

"Each contracted company onsite must sign and follow the Project Labor Agreement, which sets the working conditions for the project," Caldwell added. "It will set the wage scale for the project and will set the hiring requirements for the project."

"A union in concert with the Building and Construction Trades Council, wages will be determined in sums averaged from the union prevailing wage in a 5-state area, including Texas, Arizona, Louisiana, New Mexico and Oklahoma. Caldwell described two basic scenarios.

Scenario I - Union Contractors:
Step 1: A union contractor, one that normally hires union workers to do its construction, would contact the appropriate union hall for referral of greater San Antonio residents. Electricians, plumbers, etc. will be referred. A local San Antonio contractor, who has registered with the union, will be available.

Step 2: If the local union hall cannot refer a union contractor, it will refer a non-union contractor that has a B.A. degree from North Texas State University, has a B.A. degree from South Texas State University, has an A.S. degree from San Antonio Community College, has a B.S. degree from the University of Texas, has a B.S. degree from the University of Oklahoma, has a B.S. degree from the University of Texas, or has a B.S. degree from the University of Texas.

Step 3: Contact the union for qualified workers from outside San Antonio.

Scenario II - Non-union contractors:
Step 1: A non-union, open-shop contractor may employ its own verified skilled workforce. Any source beyond that.

Step 4: Any union referred by that contractor will be referred to the local union hall for referral of greater San Antonio residents.

"In every case, priority is given to hiring a local workforce," Caldwell emphasized. "Toyota is taking great pains to ensure this. We also place great emphasis on safety, investing a lot of money in keeping people safe. We want companies who are focused on safety to work for us. A current rating of less than 1.0 EMR is required. Our project goals are to be better than half the national average per incidents and lost time."

"Although supplier diversity is required," Toyota is still carefully studying the issue and is engaged in discussions with key groups in San Antonio. The details are still under development and are not ready to be announced. It will, reportedly, be based on a percent of the contractor’s dollar value.

"If a company does not qualify as a general contractor or prime contractor, subcontracting opportunities are still available.

"Most of the subcontractors will come from the local area. Toyota will contract with other services directly, like quality control, temporary offices, surveying, and others, through the direct bid process," Caldwell announced.

Construction schedule: 
Mid-Sept.: 03/A/E awarded, early design work begins.
Jan. 04: Site work, rough grading, and utilities bidding and bid awards.
April 04: Construction begins and continues.
April-May 04: Steel structures design.
June 04: Steel mill orders and fabrication begins. 
Sept. 04 - Dec. 04: Steel delivery with erection.
June 04 - Sept. 04: Bidding, bid awards, and foundation construction begins, while steel orders and fabrication are underway.
July 04: Prime contractors bid award, includes building the structures, cleaning the structures, and providing utility supplies.
Jan. 05 - Jan. 05: Test track construction begins.
Mar. 05 - Jan. 05: Process contractors (paint shop, weld shop people) install equipment in their appropriate buildings.

The project will use about 3.2 million construction hours, with onsite manpower peaking at 2,200 people. After the initial plant construction is complete, other contracting opportunities will include ongoing plant maintenance, lawn care, janitorial services, kitchen services, and small on-going projects as designated by plant engineering and staff, and annual model changes. Every four years, major model changes could result in $1 million of construction opportunities.

Communications:
Send all information and inquiries to: Toyota Motor Manufacturing North America, 25 Atlantic Avenue Erlanger, KY 41018 Attn: Mail Code PURIFIC-NA Subject: TMNTX Or: www.toyota.supplier.com

continued from Page 1 - White-Conlee Builders, Ltd. develops/constructs Montecito Apartments

are the owner/developer of most of our projects: B&A Architects, Inc. and MBC Engineers are heavily involved from day one on all of our projects. They both specialize in multi-family construction and, in our opinion, are the best in the business."

Design and engineering professionals included: Rick Brenderick, B&A Architects; Robert Copeland, MBC Engineers; Pilo Lozano, ABACO; Dick Martex, Strand Engineers; and landscape architect Pete Ollers.

Construction team subcontractors included: Gary Allison; DOA Pest Control; MG Insulation; T.S. Sellers Metal Roofing; Arturo Torres; Helotes Contractors; RW Jones; L.L. Construction; KC Double J Group; Capadonna Electric; Schaefer Mechanical; Unlimited Fire Sprinkler; Lopez de Castillo; Quality Fencing; General Supply Co.; Green Gems; G&W Carpet; & A Steel Fabricators; S&S Tile; and Ron Brady Drywall.

Commercial suppliers included: M.G. Building Materials; Wences Distributors; G.E. Appliances; Bradco; Builders Gypsum; Timber Tech; Fixture Exchange; Truckload Lighting; and Hardware Resources.

Company principal John White, who has a B.A. degree from North Texas State University and a J.D. (law) degree from St. Mary’s University, has thirty years of experience in every phase of developing, constructing, rehabilitating, supervising and inspecting apartments, condominiums, custom homes and commercial projects.

For more than sixteen years, John was a founding partner, co-owner, president, and the chief construction officer of the Duke Companies. Tom Conlee was its chief estimator and project manager, heavily involved in the plan development and budgeting for projects being constructed by the Duke Companies in San Antonio, Austin, El Paso, Dallas/Ft. Worth, Houston and Galveston. In 1996, John and Tom formed and became partners in White-Conlee Builders, Ltd. (formerly Legacy General Contractors, Inc.), a Texas Corporation specializing in the development and construction of apartments. To date they have completed approximately 15,000 units (72 projects).
**Round-Up**

Reinforcing steel fabricator D&G Enterprises eagerly welcomes industry veteran Brock Pittman as its new outside sales representative. Concentrating in the Hill Country, Pittman will develop new business contacts and strengthen existing accounts.

Richard A. Keeler, AIA, has become a principal in the San Antonio architectural firm of Keeler, Vaugan & Keone, Inc. Keeler joined RVK in 2002. He holds a Bachelor of Environmental Design from the University of Kansas and an MS in Urban Planning from UTSA. With 30 years of experience, Keeler’s primary focus is on the planning and design of healthcare facilities.

Dash Consulting Engineers Inc. has named Laura Campa, P.E., to the position of project manager for the geotechnical division. Campa holds a bachelor’s degree in civil engineering from UTSA and is a licensed Professional Engineer.

D&G Enterprises, Inc. gladly announces the appointment of Enrique Menchaca as Detailer. Menchaca brings 20 years of experience in structural and reinforcing steel detailing to the company.

Elgin Butler Brick welcomes Danny Bryan to its San Antonio-based regional representative. Bryan’s territory includes the western United States.

Spencer Higgs was named project manager for Dash Consulting Engineers Inc. geotechnical division. Higgs holds a bachelor’s degree in civil engineering from UTSA and is a licensed Professional Engineer in Texas.

Aerial lift and forklift dealer Briggs Equipment has named Mark Shaw to the position of Aerial Lift Specialist and Representative. An 18-year industry authority, Shaw’s responsibilities will include customer consultations to determine best-use practices.

Stahl Custom Builders, Inc. welcomes Stephen P. Blake, P.E., to the position of chief engineer and construction manager. Blake, who graduated from Texas A&M – Kingsville with a BS in civil engineering, brings 18 years of experience to the company. His responsibilities include structural and foundation design and construction management.

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**Energy award presented to CPS**

CPS Energy Public Service (CPS) recently announced the American Public Power Association’s (APPA) Energy Innovator Award at the association’s National Conference in Nashville, Tenn. APPA created the Energy Innovator Award in 1981 to honor publicly owned electric utilities that have made outstanding advances in the development or application of highly creative, energy-efficient techniques and technologies.

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**BXTX names 2003-2004 officers**

The Builder’s Exchange of Texas announces its slate of officers for the 2003-2004 term.

- **President:** Charlie Smith, Alamo Concrete Products Ltd.
- **First Vice President:** William “Bill” Dawley, Harding-Combo
- **Second Vice President:** Jerry Hoog, Bartlett Cocks, L. P.
- **Treasurer:** John F. Harty, SouthTrust Bank.
- **Secretary:** Kerry Kirby, Hutchison Supply Company.
- **Immediate Past President:** Ted A. Bentley, Bentley Sheet Metal and Roofing.

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**ACCA/PHCC coast tournament results**

Seabass dinner, catered by Island Cafe, preceded awards and raffle drawings.

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**Over 250 contractors from Plumbing Heating Cooling Contractors – San Antonio and Air Conditioning Contractors Association – San Antonio hit the gulf waters on Sat., June 28th to compete in their 10th annual joint fishing tournament.**

According to all reports, the weather cooperated, everyone had a great time, and the food was fabulous. The armada consisted of 35-guided boats and 17 self-guided boats.

Tournament winners were:

- **Kid’s Division:**
  - 1st Place: Mike Lynch (6.4 Red)
  - 2nd Place: Zachary Dickson (5.59 Red)
  - 3rd Place: Jarod Beyer (5.09 Red)

- **Guided – Individual Fish:**
  - Heaviest Red: Mark Edwards, Cintas, 7.46-lbs.
  - Heaviest Flounder: Steve Albert, Shafer Services, 3.9-lbs.

- **Unguided – Individual Fish:**
  - Heaviest Red: Bill Kitchins, Ferguson Ent, 6.72-lbs.
  - Heaviest Trout: Perry Beyer, Jr., Beyer Plumbing, 2.79-lbs.
  - Heaviest Flounder: Larry Martin, Beyer Plumbing, 3.92-lbs.

- **Guided Boats:**

- **Unguided Boats:**
  - 2nd Place: Larry Martin, Patt Martin and Rich Coban, Beyer Plumbing, 18.9-lbs. stringer.
  - 3rd Place: Buster Williams, Mike Manis and Jim Murray, PMI Sales, 17.52-lbs. stringer.
**SA’s NARI chapter launches Website**

In a press release issued in late June, the National Association of the Remodeling Industry – San Antonio Chapter (NARI-SA) announced the launch of its new website. Aimed at homeowners, it promises to be a definitive guide for tips on how to manage their remodeling projects.

Developed by Impact Multimedia and NARI-SA, the website features information, ideas and contacts to professional remodeling contractors and affiliated members all operating under the NARI Ethics Pledge. Simply stated, property owners can log-on 24 hours-a-day for the latest in remodeling services from local, respected members who are looking to serve.

The press release quoted a May 2003 New York Times article titled “Remodeling: Adventures in Inner Space,” which stated, “According to a research report issued in Feb. by Harvard’s Joint Center for Housing Studies, home improvement has become the great national pastime. In 2001, the most recent year for which annual figures were available, an estimated $2.54 billion was spent on home improvements, maintenance and repairs, including by owners of rental properties.”

In addition to serving the public, NARI members will be able to tap an increased supply of online leads. Local homeowners need a site that can guide and help them make the right decisions,” said NARI member Rudy Niño, CGR, SA Building & Remodeling. “Sometimes a project can feel a bit overwhelming, but people can think of this website as a place to get some sound advice. As for the members, it is a site to establish an identity and a place to build an image.”

The website features information about project financing options, tips on surviving the project, options for selecting the right remodeling contractor, links to material suppliers and contractors, and more.

Homeowners can protect themselves from unscrupulous contractors through education and a little research,” Rudy added. “NARI-SA endeavors to promote the value of the homeowner’s choice in selecting the remodeling contractor who is right for them.

Professional contractors and suppliers may also access links to information about joining NARI-SA, remodeling facts and figures, education and training services and good business practices. Local NARI members are encouraged to subscribe to the promotion of the remodeling and construction industry and the Code of Ethics. The NARI-SA website is www.narsanantonio.org.

**MCA-SMACNA**

Aug. 6: Mechanical Contractors Association membership meeting; Oak Hills Community Club at 11:30 am. Sept. 24: HUNTERS Symposium at Bexar Community Shooting Range.

**NARI**

Aug. 6: The National Association of the Remodeling Industry - San Antonio Chapter’s monthly meeting and training; Rullo & Designs, 10737 Gulftide, Ste. 300; from 8 am - 9:30 am. RSVP at 210-375-0121.

Aug. 22-24: NARI presents seminars at the Texas Home & Garden Show, Henry B. Gonzalez Convention Center. Sept. 29: 1st Annual Golf Tournament; Olympia Hills Golf Club; 1 pm shotgun. For information, call Dusty at 210-731-9400.

**NAWIC**

Aug. 6: The National Association of Women in Construction - San Antonio Chapter celebrates its 45th Anniversary Parade of Homes at Sonoma Ranch, 1604 and Muery Awards for innovative projects and young people with Sustainable Energy. In an effort to build a greener state in the nation's 10 largest cities.

**PHCC-SA**

Aug. 14: Plumbing Heating Cooling Contractors San Antonio monthly meeting; Dave & Buster's, from 11 am to 1 pm. Atomy Tom Walchal discusses “Effects of Latest Legislative Session on Lien Laws & Payment Rights.” Cost is $15; non-members $20. RSVP at 210-523-1547.

**TCA/SMCA**

Aug. 26: The San Antonio Masonry Contractors Association hosts its 8th Annual Sporting Clay Tournament and 3rd Annual Bar-B-Q Cook-Off. For information about the cook-off, call Michael Hunt at 210-635-8872. Debbie Ma for more information about the tournament or sponsorships at 830-606-5556.

**SE AoT**

Aug. 19: The Structural Engineers Association of Texas monthly meeting; Barn Door Restaurant at 12 pm. The speaker is Simplex Strong-tie; cost is $15 per person.

**TSPS**

July 17: Texas Society of Professional Surveyors Chapter Business Meeting; Hungry Horse Restaurant from 11:30 am - 1pm. Aug. 7: Charter Board Meeting; CSI Muery Services from 5:30 pm - 6:30 pm. Aug. 21: Charter Election and Business Meeting; Hungry Horse Restaurant from 11:30 am to 1:00 pm.

**HCA**

Aug 20: Hispanic Contractors Association monthly meeting; 6 pm at SouthTrust Bank, Rittiman Road.
Many helping hands and donations shaped the construction of the 2003 Greater San Antonio Education Foundation’s Charity Home. The Charity Home project was coordinated by the Greater San Antonio Builders Association and the house, now sold, was built by J.R. Howard Homes of Boerne, Texas, with contributions from many of San Antonio and Boerne’s construction-related businesses. This community service effort involved hundreds of different members of the building industry who donated labor, materials and funds to help a local builder construct the home. With these contributions, costs are kept to a minimum. The house is sold and after cost, the profits benefit local charities within the building/housing industry. A portion of the proceeds is used for The Greater San Antonio Education Foundation scholarship fund.

An appreciation party was held at the house on July 17th to celebrate the sale of the Charity House. J.R. Howard, and various companies that helped support the Charity Home through their donations of labor, materials and time.

The Charity Home 2003 is a one-story, 2,145-sf home, which features an open floor plan with three bedrooms, two baths, a study, plus a large living room and kitchen, large front and rear covered porches and a hill country rock elevation. The house is located at 262 English Oaks Circle, English Oaks Subdivision, Boerne, where homes are priced from the low $200,000 price range.

The Greater San Antonio Education Foundation is a non-profit foundation which seeks to stimulate economic growth, ensure housing affordability, enhance professionalism and elevate job skills through scholarships, providing seminars, conducting specialized training and supporting youth education.

The Mason-Dixon Line history

The Mason-Dixon Line was extended to the western limit of Maryland in 1773. In 1779 the line was extended to mark the southern boundary of Pennsylvania. The dispute was submitted to the English Court of Chancery in 1735. A compromise between the Penn and Calvert families in 1760 resulted in the apportionment of Mason and Dixon. By 1767 the surveys had run their line 244 miles west from the Delaware border, every fifth mile bearing the Penn and Calvert arms. Others completed the survey to the western limit of Maryland in 1773. In 1779 the line was extended to mark the southern boundary of Pennsylvania.
Last minute earth moving and hauling is underway prior to Calidad Partners groundbreaking for Sonterra Place at 1604.

UTSA School of Architecture summer intern, Juventino Esquivel and mentor Doug Nunnelly, F.A. Nunnelly Construction, take a break at the AGC Summer Celebration.

San Antonio Construction News staffers after luxurious noontime jaunt, courtesy of PRICE Limousine & Transportation, Inc.

Boys from Hutchison Supply pose for rare photo opportunity at ASA function.

Richard Mahnken, Valentine Plumbing & Utility Company, working on new utility lines for the Luna Middle School.

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We also offer an 8,000 sf Self Service Plumbing and Pipe, Valves and Fittings Counter to serve our customers better.
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When Reesa Doebbler, the Alpha Female of San Antonio Construction News, celebrated her birthday on July 18th, her loyal staff concocted a surprise she never anticipated. Promptly at 1 pm a well-dressed gentleman, Ken Sandoval, appeared at our office and requested Reesa’s assistance concerning a matter in the parking lot. The “Barefoot Contessa” reluctantly went outside, only to discover her luxurious carriage waited.

Meanwhile, Sue (graphics) snatched the Champagne and strawberries, Jane (editor) grabbed the camera, Kevin (administrator) posted a “We’ll be back at 2 pm” sign on the front door, and Buddy (publisher) brought cash.

Ken, our limousine driver and the business manager of PRICE Limousine & Transportation, Inc., acquainted us with the various amenities afforded by the motor-home-sized limousine. We felt like rock stars as he drove us to our destination, Pizza Hut, to pick up our “to go” order.

We raised our champagne glasses (Buddy drank water) to toast Reesa’s birthday, sat back and enjoyed our workday interlude in “The Ritz” on wheels.

Color Reprint ...
... $20
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ADI would like to announce a ground-breaking of our new Refurbish/Wholesale facility on I-35 between San Marcos and New Braunfels.

A Ladder May Get You To Heaven... But Are You Ready To Go?

The U.S. Consumer Product Safety Commission estimates that in one year 65,000 people end up in the emergency room due to accidents involving ladders.

Many fatalities occur when a ladder brushes against power lines while being carried or moved.

To avoid injury, remember these simple ladder safety tips when working around electricity:

1. Before carrying or moving a ladder, look up and flair! Check for power lines, because electrical contact can kill.
2. Use only a clean, dry, non-conductive wooden or fiberglass ladder when working around electrical wires or equipment.
3. Use only double insulated or properly grounded electrical tools on a ladder.
4. Select the right ladder for the job. Metal ladders should never be used near power lines or when doing electrical work.
5. Inspect and clean the ladder regularly before you use it. Replace any ladder that is bent, broken or otherwise damaged.
6. Never use a ladder in a strong wind.
7. Be sure the ladder has a label certifying that it complies with specifications of the North American National Standards Institute (ANSI) and that it is listed as approved by Underwriters Laboratories (UL).
8. Never stand on the top platform or top two steps; this can make the ladder unstable.
9. Store ladders properly in a well-ventilated area and in a manner that will prevent sagging and warping.

For additional information or to schedule FREE safety presentations for your employees, please call CPS Public Safety Awareness at (210) 353-2970.

 Putting on the Ritz!