Covering the Industry's News
Texas Style
San Antonio ★ Austin
Dallas/Fort Worth ★ Houston

P.O. Box 791290
San Antonio, Texas 78279-1290

Change Service Requested

PRSRT. STD.
U.S. POSTAGE
PAID
DALLAS, TX
PERMIT #1451

Dallas/Fort Worth
CONSTRUCTION™
NEWS
The Industry's Newspaper

www.constructionnews.net ★ (210) 308-5800 ★ Volume 16 ★ Number 10 ★ OCTOBER 2018

Loyal legacy

L-R: James Colten, Daniel Garcia-Glasscock, Grant Duckworth, Samantha Pedigo, Rick Farrell and Lorie Welch

It is because of a long-term team that was formed as far back as 1985 that allowed them to move forward and establish themselves as the premier commercial "wood only" flooring contractor in Texas.

Steve Welch and his uncle started a small wood floor installation company in 1985. They named the company ***Woodwright Hardwood Floor Company*** and began by mostly installing wood for other floor-covering contractors. In 1995, Steve Welch bought the company and began to focus on more commercial installations.

Around the year 2000, the company took a swift turn when the general contractors working in the Dallas market noticed Woodwright on job sites "over and over again," said **Rick Farrell**, vice president of business development. Most of the general contractors in the Dallas/Fort Worth market decided to simply hire Woodwright directly. Things took off from there.

Steve Welch hired Rick Farrell in 2007 when he realized the key to becoming the selected flooring contractor on commercial jobs was to be specified in the plans.

Tragically, Steve Welch passed away in Jan. 2016. His legacy and the Woodwright reputation remain through his wife **Lorie Welch**, CEO of the company. Welch transitioned from her role as a homeschool mom to their two children to running a multi million-dollar company. Welch's background is in interior design.

continued on Page 16

Heart of glass

Reena Papanickolauou Morris with husband Jim Morris, owners of Century Glass & Mirror

In its second half century of operation, ***Century Glass*** is steeped in Dallas history.

Jack Haley started Century Glass in 1945. He got his start back in the 1930s by working at United Glass on Swiss Avenue. At that time, this was the hangout area of noted Dallas "personalities" like Bonnie and Clyde and Benny Binion.

Haley had a partner in a business called Standard Glass. They split up, and Haley formed Century Glass. He had a friend who had Century Lumber and liked the name "Century."

In the 1950s, Haley moved Century Glass to its present location on Washington Avenue. His stepson **Jim Morris** worked for him throughout high school and college. Once Morris graduated from Rice University and made some money as a general contractor in Houston, he "decided that office work wasn't for me," so he bought two-thirds of Century in 1978. He inherited the other third when Haley passed away.

Morris remembers his stepfather fondly, saying, "I learned a lot more from him than I did in college."

The main concentration at that time was high-end residential homes. Morris said they did "some of the fanciest homes in Dallas."

Speaking of high-end residential, do the names Michael Dell in Austin and Jerry Jones in Dallas sound familiar? The glass above Jerry Jones' shower is so fan-

continued on Page 16

FOURTEEN 555

In a half century, ***Hill & Wilkinson*** has steadily grown from a small business to a respected industry leader providing a full range of services in a variety of markets. From a simple maintenance project to the design-build of a fast-track facility, Hill & Wilkinson delivers projects with an attitude of service and accountability. The firm was founded in 1968 by Luther Hill, a longtime member of the Dallas construction community, and subsequently bought by Greg Wilkinson and Fritz McKinstry in 1985. Hill & Wilkinson is now in its third generation leadership under the direction of **Paul Driscoll**, CEO, and **Mike Oswald**, COO.

FOURTEEN555 is the first of two-planned office buildings and combines high-end finishes and efficient floor plates with unique amenities. The project involved new construction on a 240,000sf Class A office building and includes a four-level pre-cast parking garage with top-level shade structures. A full-service restaurant, fitness center, rooftop terrace, courtyard area with fire pits and other amenities are housed in a separate three-story building called The Hub. The building is primarily built with concrete tilt walls, structural steel and steel stud framing and plaster.

FOURTEEN 555, 14555 Dallas Pkwy.

The stacked-panel structure and façade, which is not typical tilt-wall construction adds a unique feature to the project. In addition, The Hub amenities building is also very unique, giving individuals easy access to a workout facility while also providing multiple options for group activities in the courtyard or in the open-air third- floor entertainment space.

Despite 65-plus inclement weather days during critical periods of construction, the project ran smoothly thanks to the project's onsite team, strong owner and architect.

continued on Page 16

New owner, same dedication

Jason Scoggins (far left) with two of his team members outside a coffee processing plant.

Jason Scoggins is a self-confessed workaholic who loves what he does. When he and Trent Henckell started ***Alpha Industries LLC*** in 2013, they quickly established themselves as the go-to company for equipment installation (especially for the food industry) and structural welding. The Fort Worth Chamber of Commerce chose them as the best new small company of 2017.

The only downside of all this success was it was hard for Scoggins to be all things to all people, all at the same time. Something had to give.

What gave was his stake in the ownership of Alpha. Let's back up. Prior to starting Alpha, Scoggins was working in Pennsylvania. He did well, made many good contacts and life was good. Scoggins hooked up with Henckell and came back his native Texas to form Alpha.

Scoggins and Henckell had other business interests that they sold. They floated the idea of selling Alpha as well. As it turned out, a contact from Pennsylvania came into the picture, and the pair sold their ownership to **Jeff Homer** in July 2018.

Henckell has moved on to other business ventures in Colorado. Scoggins, however, is doing exactly what he was doing at Alpha, minus the duties that come with being an owner of a business.

"I still do the same type of leadership and same type of management [as before]," he said. "I'm in charge of everything that is going on within Alpha in terms of overseeing [day-to-day ops]." Simply put, Scoggins said, "I solve problems all day."

Homer has the title of president, while Scoggins is the chief operating officer.

Alpha Industries are experts in installing equipment for the food industry, such as a coffee processing plant in Fort Worth and a pasta installation in Cleburne. Installing equipment in food production facilities requires Alpha to be proficient in the various regulations that ensure that the consumer doesn't end up with metal shavings in one's coffee, or contaminated penne noodles. Sometimes vegetable oil is used as a lubricant, as opposed to other types used in industrial settings.

"I believe in extreme accountability," Scoggins said. "If you can develop a culture where everyone is accepting accountability for their actions, things tend to flow a lot better. And I try to implement that."

By not being the owner, Scoggins is better able "to give everyone what they deserve," be they his co-workers, his new boss, or his family. He said he doesn't need the title of "entrepreneur" to do that.

Alpha Industries stays mostly in the Fort Worth area, but has gone as far east as Longview, south to Austin and north to Denton. Scoggins would like to grow the employee number to over 100 within the next five years.

The main thing is to maintain the quality he wants to be known for. "Good people want to work with good people," Scoggins said. "When you work with good people and having fun…it makes you want to do better. And everyone benefits."

Now that Scoggins doesn't have to have the job description of owner as well as COO, he's free to deliver the goods to his customers, who, in turn, deliver the goods to us.

A good cup of coffee goes very well with a plate of pasta.

Alpha Industries LLC specializes in equipment installation, manufacturing and structural welding in the Fort Worth area. -dsz

Big metal in Big D

Phil Hoppman (front) and many of the employee owners of Big D Metalworks.

Big D Metalworks is perfectly situated in the middle of the country to be able to go to either coast to build its stunning stairways and other projects.

According to founder **Phil Hoppman**, Big D can get these jobs "because of our service and our quality," and they are "very price-competitive."

Big D Metalworks began in 1981 when Hoppman and two other friends pooled their money together to buy a company that became Big D. Hoppman first got into the welding/fabrication trade while in college, working as a welder in a shipyard. After working for several companies after graduation, he decided to branch out on his own.

Today, Big D Metalworks is an employee-owned company.

Beginning with the architect's design, Hoppman said, "It's our job to take those sketches and help them define the materials and finishes, as well as to process the engineering of the staircase and the railing systems to ensure the project meets structural requirements."

Sometimes the home or commercial project owner provides input into the design. Big D collaborates with the architects and owners to achieve the design intent while producing a structurally sound system.

Big D Metalworks has done projects on both coasts and up to Chicago. Once they got their foot in the door in Washington, D.C., they got more work via word of mouth. Currently, Big D's management team is looking at the potential to open up operations elsewhere in order to have easier access to those more distant markets.

When there is more than one element to a staircase design, such as wood or stone, Big D will work with those sub-contractors who have been hired to produce and assemble their pieces of the puzzle together for the finished whole. Big D also provides the glass if the project calls for it.

Hoppman said that every so often, a project will come their way that "captures everybody's attention." He specifically named the Dallas Police Memorial and Children's Garden at the Dallas Arboretum as examples of work that generated more excitement than usual.

Hoppman said that materials and processes are always improving in their field. A big advancement in technology is with both software and measuring/surveying techniques. They can now scan sites for their projects far more accurately and swiftly than before, ensuring everything fits before it even gets drawn up. Big D is "constantly investing as much as we can" in new technologies, he said.

Currently, Big D Metalworks is either wrapping up or working on projects in Colorado, California, D.C., Atlanta, Austin and, of course, Dallas. Big D has between 50-60 folks working on projects at any given time.

Some of their bigger projects have been the Walt Disney Family Museum, the California Academy of Science and the Ferry Building in San Francisco, the Bass Performance Hall in Fort Worth, and the Reliance Building in Chicago.

Hoppman and the Big D Metalwork team have found great success in the middle and both end of the country.

Big D Metalworks does design-build construction projects nationwide, based in Dallas. -dsz

Shooting clays at Alpine

Mark Beers with ***Anton Cabinetry*** accepts the traveling trophy for 1st place on behalf of team Anton Cabinetry with a score of 325.

Aug. 24 was a fun and exciting day for the American Subcontractors Association (ASA). The association held their annual clay shoot at the Alpine Shooting Range with a great turn out. Members and guests turned out in droves to partake in the shoot and try their luck with the raffle for a chance to win a Benelli Montefeltro Camo Semi automatic 12 ga. Shotgun; Browning Cynergy CX over/under 12 ga. Shotgun; Smith & Wesson Shield 9mm w/laser hand gun or a DeWalt 20 volt max 5-pc. tool combo kit. -cmw

Individual winners:
2nd Place: Josh Childers, Prime Controls – 88
3rd Place: Monte Sims, Anton Cabinetry - 87

Team winners:
2nd Place: Prime Controls – 316
3rd Place: Manhattan Construction – 292

1st Place Individual Shooter with a score of 89 – **Andrew Reese, *Manhattan Construction Company***

Getting floored

Phillip Chambers, president of Spectra Contract Flooring's Dallas office.

When it comes to floor products, **Phillip Chambers** knows from whence he speaks.

As president of ***Spectra Contract Flooring's*** Dallas office, Chambers has been in the floor business since right out of college, where he was recruited by Shaw Industries at a job fair/career day.

The business and marketing major has done it all, from the financial side, to sales, to working for a contractor.

Wanting to move back to the South from Virginia, the opportunity to work for Spectra came up, and to the South Chambers came. Now, Chambers heads up a team of 35 employees for Spectra, who only handles commercial flooring jobs. He's been at Spectra for four years now.

Projects include: Parkland Hospital; the Cowboys' AT & T stadium (the suites, not the field); the same for Baylor University's football stadium; and multiple high-rise, high-end apartments and condominiums (a big market these days in the Metroplex).

In terms of products, the LVT (luxury vinyl tile) flooring is popular now. Chambers says that they have "great visuals [which] make it look like a real wood product at a fraction of the cost."

Spectra also does a good amount of decorative, polished concrete.

The flooring company contracts out its installation work, but has field managers who go onsite to oversee the work.

Spectra gets its products from all over the world: Mexico, Spain, Italy, even exotic Tennessee.

Business is booming in DFW. Areas like Frisco and Plano show no sign of slowing down. Case in point: Toyota moved its North American headquarters from California to Plano. "Cranes are littering the skyline," Chambers said. As such, he has no plans on moving or changing jobs. He loves what he does. As long as companies build buildings with floors, Chambers is ready to make them just right.

Spectra Contract Flooring is a nationwide commercial flooring specialist with a Dallas branch. -dsz

Celestial current

Ronnie and Sandra Rossi, owners of Halo Electric

Ronnie and **Sandra Rossi** have a clear reason for naming their company ***Halo Electric***: "We're strong believers in God," she said, "and we wanted a name that would thank Him, because if it wasn't for Him, we wouldn't have what we have."

What they have is a small but robust electrical contracting business. The residential to commercial split is about 60-40. Halo doesn't do much advertising at all. "We have a lot of customers that we've had for years," Sandra said. "They never go anywhere else." The folks (residential and commercial) will refer Halo to other customers.

The Rossis have been in the electrical businesses for a while. They had an earlier company that worked in the oil and natural gas arena in north Texas, but changes in that field took them back to Fort Worth where they started Halo in 2014. It was one of their sons who picked the name, "Halo."

Sandra runs the office with fielding the calls and dispatching their folks. When it comes to doing electricity, she says of Ronnie, "There isn't much he can't do."

"You name it, we've done it," Sandra said. A big trend these days is people flipping houses, and that is going on in Fort Worth. An older home's electrical system is grandfathered, but has to be updated to current codes when it gets remodeled.

The Rossis get a lot of calls from do-it-yourselfers, who suddenly find that they really can't do their own wiring. It sometimes takes a little *zap* to discover that.

Halo services the entire Metroplex area, but will pick jobs carefully that are further out. They did upgrade the county jail in Muskogee, OK, when it went to all LED lighting.

Ronnie and Sandra don't want to grow so big that the quality of their work might suffer. "We pace ourselves," Sandra said. "We want to leave something behind for the sons."

"We're faithful to God and we service Him first," she said. And everything else will be added unto that, the Good Book says.

Halo Electric is an electrical contractor in Fort Worth. -dsz

Dallas/Fort Worth
CONSTRUCTION NEWS

If you are a construction-related company in the DFW area and would like an article about your company, your personnel or your event, call us for an interview.
There is absolutely no charge.
Call **210-308-5800**
or email information to:
DFWeditor@ConstructionNews.net

Publisher..... Buddy Doebbler
Editorial/Production .....Reesa Doebbler
Managing Editor ..... Carol Wiatrek
Production Manager.... Helen Greenwood
Administration .....Terri Adams
Account Manager .....Dana Calonge

Editors
Carol Wiatrek
Lexie Velasquez
Daniel Zulli
Reesa Doebbler

Contributing Editors
Melissa Jones-Meyer
Jesse Abercrombie
Ann Keil

DFW Area Counties
Dallas, Tarrant, Collin and Denton counties. Add'l Counties for Digital Subscriptions: only Ellis, Johnson, Kaufman, Parker & Rockwall.

Construction News Ltd. Home Office
P.O. Box 791290 • San Antonio, Tx 78279
210-308-5800 Fax 210-308-5960
www.ConstructionNews.net

Visit our Website to sign up for a
free monthly Digital Subscription
www.ConstructionNews.net

The *Dallas/Fort Worth Construction News* (ISSN 1547-7657) is published monthly by Construction News Ltd., dba *Dallas/Fort Worth Construction News,* and distributed by mail to construction related companies in the Dallas/Fort Worth metropolitan area.

All submissions should be mailed to our editorial offices. We reserve the right to edit any materials submitted. No fees for materials, copy or photographs submitted will be due unless agreed upon in advance in writing. Submissions will be published at our discretion on a space-available basis.

Construction News, Ltd., dba *Dallas ★ Fort Worth Construction News,* will not be liable for errors in copy or in advertisements beyond the actual cost of space occupied by the error. Publisher reserves the right to reject any advertisement at any time.

Spotlight

George Blakeman

Owner

Blakeman Steel Inc.

Fort Worth, TX

He knows all about the little and large things in life. The hurdles of life shaped him to become a true success story. Someone who comes from a small town may not know what to expect from a large metropolitan city, but Blakeman embraced what there was. While Blakeman works in a loud industry, his persona is of the exact opposite.

Where were you born?

Campbellsville, KY. I grew up there.

What was that like?

My large family and I lived in a small town on a farm. We went to grade school out in the country. I had to walk long ways to school. That was about 74 years ago.

How many siblings do you have?

There are 12 of us; I was next to the youngest. I have six sisters and five brothers.

What are some childhood memories from living on the farm?

We always had plenty to eat. We had cattle, hogs, and sheep. We raised all of our own [animals] on the farm. We bought very little produce because ours was good and fresh.

When did you move from Kentucky to Texas?

I believe it was '56 when I moved to Fort Worth. My brother Craddock Blakeman was in business over there, so I started working with him.

What did you think about Texas?

Oh, I loved it. I was from a very small town and Fort Worth seemed like it was huge back then.

What business was your brother in when you moved with him to Fort Worth?

Craddock owned a business called Redi-Mix Concrete and Industrial Concrete and Supply Company.

Describe your work experience with your brothers company.

I didn't know much [about this new line of work] coming from the farm. I managed to help where I could. It took time, but I finally got to learning about the business.

Why did you join the Air Force?

I joined the Air Force in March of 1956. I figured I was going to have to go into the military at that time, so I said I might as well get it over with. I joined the Air Force as an aircraft mechanic and was in the service for four years. I also joined the Air Force because I like airplanes.

Have you ever flown a plane?

I didn't fly planes in the Air Force, but rather worked on them. Years later I did get my pilot's license and flew privately. For 14 years I flew family and friends on a Cessna 210.

What happened when you returned to Texas?

When I got out of the service I moved back to Fort Worth and went back to working for my brother as a "roughneck". I continued operating different equipment, driving trucks and eventually operating the crane. I was working for my brother for about two years. At that time he was getting ready to sell the business and said you might want to find another job. Back then I had a friend that had another business, so I got a job with him as a crane operator. I was a crane operator for three years and eventually moved up into management.

What did you like about being a crane operator?

By then it was what I knew. I liked running the crane and setting steel and concrete panels.

Why did you choose to start a business in the steel erector industry?

Because of my previous work in steel erection and metal building erection I knew steel erection was what I wanted to focus on and what I was most experienced at.

L-R: George Blakeman, Christine, Judy Blakeman, Kim and Allen on vacation

You started the steel erector company with a partner back in '73 and then parted ways. When did you establish Blakeman Steel?

I started Blakeman Steel on January 1, 1988.

What came next?

I brought my son Allen Blakeman and nephew Billy Blakeman in and together we started Blakeman Steel Inc. and turned it into what it is today. When Blakeman Steel started in 1988, Allen, Billy and myself started the business together as an incorporated company with Billy as president, Allen as vice president and myself as secretary and treasurer. I originally started as the CEO and majority owner.

What would you like to see come next at Blakeman Steel?

I'm at the age to where I'm getting old enough to let the boys take over. Business is good and it looks like we are going to have another successful year. This year marks 30 years in business as Blakeman Steel.

Who is your mentor or someone you look up to?

That would be my oldest brother Craddock Blakeman.

Switching over to your family life, what is your wife's name and how long have you been married?

Her name is Judy and we've been married for 31 years.

How many children do you have?

We have three. Allen, Christine and Kim.

What places have you visited?

Judy and me spent some of our winter months in old Mexico near Puerto Vallarta in a motor home. It was very nice; we would park our motor home right near the ocean.

What are your hobbies/interests?

I am 79-years-old and I don't do a lot of activities or anything, but we do have a lake house with boats. I do like the outdoors and fishing.

What is your favorite place to eat? What meal do you enjoy?

My two favorite restaurants are Charleston's and Eddie V's. I enjoy the steaks and seafood at both places.

If you could meet anyone in the world who would it be and why?

George W. Bush, because he is a good man that cared for the United States and did everything he could to make it the best country to live in. He pulled his country together during 9/11 and I've admired him for that.

Now that football is back is there a team you enjoy watching?

I watch TCU and the Cowboys.

Can you share some advice for those starting their own business?

Most people think you have to have a lot of money to start up a business and it would be nice if you could do that, but we had very little and started and made a success out of it. It depends on what you are going to do, what experiences you are going to have and all the different things you need to know to start a business. It's probably harder today than it was when I started.

Blakeman is an honest man, who is devoted to his family, work and staff. His hard work as an owner has proved that you can start with nothing and turn it into something strong, like steel. -lv

Happy anniversary NAWIC

The National Association of Women in Construction (NAWIC) Dallas Chapter celebrated their 63rd anniversary Aug. 21 at the Wyndham Gardens North. L-R: NAWIC Dallas 2017-2018 Board of Directors **Jennifer VanBreda,** ***Johnson Controls Inc.;*** **Ann McCullough,** ***McCullough & Associates;*** **Candance Jones,** ***Gerdau Reinforcing Steel;*** **Debbie Parking;** ***King of Texas Roofing;*** **Kim Gibbons,** ***McCarthy Building Companies Inc.;*** **Britni Hammond,** ***Iowa Bridge & Culvert;*** **Lindsay Lauderdale,** ***Brasfield & Gorrie General Contractors;*** and **Deenie Kurtz,** ***Briggs Equipment,*** (not pictured, Laurel Wesso, United Rentals). -cwm

DACA shoot

Over 60 shooters turned out for the Dallas/Fort Worth Drywall & Acoustical Contractors Association (DACA) 9th Annual Roy Neu Clay Shoot on Aug. 2. "The event smoothly and everyone had a great time thanks to our volunteers who helped get everyone registered and signed up for the raffles and door prizes. Big thanks to Amanda Alcorn, Ramona Martel, Lisa Jose and Kristin Reznicek," boasts DACA Executive Director Eddie McCormick. -cmw

2nd Place: Barber Specialties, score 327
3rd Place: Lasco, score 295

1st Place Team: ***Baker Drywall***, score 335

DACA volunteers.

Top Shooter – **Guy McGuogh, *Lasco*** with a score of 94

Plastic yup

IPEX marketing development specialist Tony Lopez shows off a duraflo gooseneck roof exhaust vent.

Duraflo/IPEX USA LLC (IPEX) marketing development specialist **Tony Lopez** enjoys coming to Texas to sing the praises of the plastic mold manufacturer's products. However, contractors who have seen other manufacturers' weather- or delivery-damaged plastic products struggle to pick up the tune.

"I know that can be a hurdle for some contractors throughout the Texas market; they're used to an aluminum or metal-type product category," Lopez says. "However, we specialize in innovating against inclement weather, which can be pretty big in the Texas markets. We also back many of our products up with a pretty strong 35-year warranty, since we've got UV protection built into that product material. We know it's going to withstand."

Denver-based parent company IPEX offers municipal, plumbing, mechanical, industrial and electrical products for a wide range of applications. Lopez focuses on Duraflo, the ventilation division within that, but says IPEX uses its larger focus as a plastic mold manufacturer to "achieve whatever product industry we need to." IPEX is so sure it can convert Texas contractors it recently devoted Houston warehouse space to ventilation products.

"That is something we didn't always have and that helps us in terms of the distribution point," he says. "We get the product out to contractors, distributors and supply houses much faster."

Because most of his time is spent in Austin, Dallas, Houston and San Antonio, Lopez serves as Texas clients' first point of contact. He also relies on **Doug Stein** for North Texas clients and **Jerry Stein** to help Central/South Texas contractors. There is also a regional manager/sales manager in each state, and Lopez hosts contractor appreciation events.

"Our plan is to make sure that we target Texas as a whole and that we've got coverage there," Lopez says. "We're seeing traction in the Houston and Dallas markets; some are already hopping on board at the contractor and distributor level. We want to see it grow and populate the market with resources so they have anything they need."

IPEX Companies design and manufacture thermoplastic piping systems. –mjm

Behind the fence

A and A Fence & Concrete Inc. employees L-R: Bob Smith, sales rep and Art Juarez, general manger.

For 13 years **Tim Meier** was a salesman for a fence business that initially started as a one-man band. As the years went on and the business grew, Tim felt that it was time for him to make a change and start his own business.

In August 2007, Tim and his wife **Shelley Meier** started ***A and A Fence & Concrete Inc.***, with Tim as the company president and Shelley as the executive secretary. Together they have overcome the yellow page dark ages of 2007 and have established themselves as a well-known fence and concrete company.

Their work is focused on all types of wood fences for both commercial and residential. But they also offer iron, chain link, vinyl and automatic gates. Their concrete work is focused on flat work. They do not do retaining walls or decorative concrete.

Nonetheless, projects then and now have taken them all over Tarrant County. They generally service the Tarrant and Dallas counties.

Shelley shared the origin of their company name. The A's stand for their two daughters, Addie and Allee. Both Tim and Shelley wanted something meaningful and both daughters were named after family members.

What they didn't know was they would have to prove it. "When we chose the name we then had to advertise in the yellow pages. I remember they didn't believe our children's names were actually Addie and Allee, so we had to provide them with their birth certificates to prove those were their names," Shelley said.

Tim takes a moment to reflect on how much the company means to him. He said there have been a couple of times in his life that he felt he was being led to do something. "Starting this business was one of them. I think God was involved in it and I felt like it was something I was led to do. He has blessed it the whole time we've been doing it."

A and A Fence & Concrete Inc. is a subcontractor in Arlington, TX. –lv

Plastering clays

The Texas Lathing & Plastering Contractors Association (TLPCA) held its Annual Clay Shoot on Aug. 23. Guests were treated to lunch, door prizes and raffles. Parks Plaster and Stucco Inc.'s team Danny Abshire, Mike Hale, Randall Sears and Monte Ellison took first place. Danny Abshire and Joey Parks were the first and second place shooters respectively. –cmw

2nd Place Team: Adams Supply of Dallas – John Burton, Cole Hord, Ryan Newman and David Chiles.

Quiet and clear

Spagnola Land Solutions owner Austin Spagnola and Beau just being Beau

Most mornings, **Austin Spagnola** wakes up at 5 a.m. and tries to beat the morning traffic, with his equipment and Beau, his 1-year-old German shorthaired pointer, in tow. When he and Beau arrive on site, Spagnola queues up the day's entertainment and Beau begins the serious work of chasing birds and bugs. The quiet hours ahead riding the equipment and clearing the land is something the owner of ***Spagnola Land Solutions LLC*** savors.

"I listen to a lot of podcasts, mostly sports; that's usually how I pass the time," Spagnola says. "I've always been kind of to myself, so I like being alone in the machine."

He discovered his enjoyment of land clearing years ago when his parents purchased 70 acres in Salina.

"We bought and worked with equipment and spent two years clearing the land ourselves, and I just kind of had a passion for it," Spagnola says. "After I graduated from the University of Mississippi with a degree in finance real estate, I sold used trucks for a year and at the end of that year, I left the car business and decided I was going to start my own company."

Work has had him waking up at 5 am plenty since he established Spagnola Land Solutions LLC last year.

"We just finished with an abandoned warehouse on five acres in Dallas, which was completely overgrown and that we completely cleared," he says. "We graded the whole five acres, laid down gravel rock and compacted it for parking."

Spagnola says clearing land in the country, especially cattle farms, is his favorite work, and he has dreams of business growth.

"I would want to grow to a certain extent, although I don't think I want more locations," he says. "One location in Dallas with a lot more equipment and employees and a multi-million dollar company over what I am right now is where I would want to be."

Land clearing subcontractor Spagnola Land Solutions LLC is located in Aubrey, TX. –mjm

ACCOUNTING

Tax law impacts accounting

Scott Allen, CPA, Tax Partner
Cornwell Jackson
Plano, TX

Many commercial construction projects can extend beyond one year. Federal tax law provides special rules for accounting for these long-term contracts (Internal Revenue Code Section 460). The rules apply to all long-term contracts unless the contract is exempt due to several exceptions provided by the tax law.

Not a Long-term Contract

These contracts are not considered a long-term contract, and are therefore exempt from the accounting for long-term contract rules.

- Contracts with architects, engineers • or construction management
- Contracts for industrial and commercial painting
- Contracts completed before the end of the same tax year the contract commenced
- Contracts with de minimis (minor) elements of eligible construction activities

Exempt for AMT Purposes

Any individual business owner who is subject to Alternative Minimum Tax (AMT) must use the percentage of completion accounting method on long-term contracts, unless the business structure is a small C Corp (eff. 2018) or engages exclusively in home construction contracts (80% or more of the estimated total costs are expected to be attributable to 1) buildings containing 4 or less dwelling units and 2) improvements to real property located at the building site and directly related to the dwelling unit)

Talk to your CPA to determine if you will be subject to the increased AMT threshold for single or married filing jointly tax status.

To track expenses and income on non-exempt long-term contracts, contractors are typically required to use the "percentage of completion" accounting method for income tax reporting. The main disadvantage of this method is the inability to do much tax planning or tax deferment for things like accrued losses, uninstalled materials or retainage receivables, which can result in accelerated taxable income when compared with other accounting methods.

One of the exceptions to the tax law applies to companies with average gross receipts for the prior three years under $10 million. Under the new tax law effective for 2018, that threshold has been raised to $25 million. Now, long-term contracts of companies with average annual gross receipts under $25 million are considered exempt from the restrictive and complicated rules of Code Section 460.

For companies with average annual gross receipts above $25 million, compliance with the tax rules under Code Section 460 remains your only option.

If your CPA has not talked to you about the potential tax saving benefits of a different accounting method for your non-exempt long-term contracts — or explored if your company's long-term contract status is now exempt — this year is a good time to ask about it. Because the accounting method chosen for each long-term contract must remain the same through the life of each contract, choosing the right accounting method is critical for any new long-term construction contract in 2018.

What is a long-term contract?

Before we explore various accounting methods, here is the simple definition of a long-term contract according to the tax code.

- Long-term contracts are those that on the contract commencement date are reasonably expected to not be completed by the end of the tax year.

Ironically, under this definition, a contract that is expected to take a week to complete could be a long-term contract. For example, if a contractor with a calendar year-end begins work on December 27 and expects to end on January 2 – the contract is a long-term contract.

Due to the complexity of accounting for long-term contracts tax rules — with their exceptions — as well as the variable nature of construction revenue, we often find that contractors are using a catch-all accounting method across all contracts. The key pitfalls of using the same accounting method for all long-term contracts over time may include:

- paying tax earlier than necessary;
- potential noncompliance with IRS rules as the company's revenue grows;
- and noncompliance discovered during an IRS tax audit, which could result in additional taxes and penalties.

For more information on Tax Law Changes and how they will affect your company, read November's Accounting Column.

Scott Allen, CPA, joined Cornwell Jackson as a Tax Partner in 2016, bringing his expertise in the Construction and Oil and Gas industries and 25 years of experience in the accounting field. As the Partner in Charge of the Tax practice at Cornwell Jackson, Scott provides proactive tax planning and tax compliance to all Cornwell Jackson tax clients. Contact him at Scott.Allen@cornwelljackson.com or 972-202-8032.

INSURANCE

Strong return to work strategy; key to good Workers' Comp experience

Wes Pitts, Sr. V.P. and Southwest Regional Construction Practice Leader for USI Southwest
USI Southwest
Austin, TX

I'd like to share a best-practice strategy that can change your Workers' Comp. experience for the better. Strongly consider a dedicated person to manage your Workers' Comp. claims. This person needs to be genuinely caring for the welfare of your employees, but also a tough "bull dog" personality type. You want to be prepared with a strategy of using Return to Work and a Bona Fide Offer of Employment Letter (get sample from your agent and put on your letterhead) on all cases of an injured employee getting hurt, going to get checked out by the treating doctor and the doctor releasing them to light or modified duty, which is always what you want as an alternative to just sending them home off work.

A full release with no restrictions is ideal, but this is the next best strategy if released by the doctor with restrictions. Establish relationship with occ. med. clinic (in-network with carrier if elected) that supports your goals of returning employees to work. Your claims manager should constantly be on the doctor to see your employee, and constantly on the employee to get in to the doctor. Call and press the doctor prior to seeing your injured employee how important this is, and that you have light and/or modified duty positions for the injured employee available either at your job site, your office, or in your yard/shop, and may be as restrictive as just sitting watching safety videos–need to be able to accommodate the restrictions the doctor sets per his release with the DWC-73 work status form. As soon as the doctor sees your injured employee and assuming they are released to return to work with restrictions, that same day you want to provide to your injured employee your bona fide offer letter (with copy of DWC-73 attached) and ask for their written acceptance or declination by a reasonable time that same day (we actually amend the typical bona fide offer letter by adding two signature options at the bottom: Injured Employee Name, I accept the offer of temporary, modified-duty job assignment; and Injured Employee Name, I decline the offer of temporary, modified-duty job assignment). If they accept and don't show up they may eventually be subject to termination just like any other employee that doesn't show up (not that that removes the WC claim), and if they decline in writing, that could be same as their willingly terminating their employment and you might just write them a letter back acknowledging their desire to terminate employment with you. The main goal is to try to mitigate your Workers' Comp. claim (have better experience on your Workers' Comp., which is going to translate into a better modifier and better rates versus your peers) while positively bringing your injured employee back to their full duty, and often the dynamic of using this bona fide offer letter and bringing them back in on light/modified duty at same pay will motive them to want to get back to full duty. Same pay is recommended because you want to try to keep the claim medical only, no lost time–important because if the claim is medical only and coded this way by your carrier then NCCI for purposes of your experience modifier calculation will discount the claim by 70%. If the injured employee resigns or you terminate them that does not mean the WC claim just goes away, but it does often put you in a better position in ability to potentially remove a "bad apple" from your workforce. The most important thing this strategy accomplishes is the perception among your workforce that, "when you're employed here you won't just get off work with a WC claim." They are expected to return to modified/light duty immediately! This strategy begins to make a difference because they all talk to each other.

To run with this on Workers' Comp. claims need to: **1**. Get employee to treating doctor asap, reach out to employee and doctor, discuss game plan, your desire to get them back to work, was he released to full or restricted duty? You are seeking a Work Status Report (DWC-73). **2**. Clinic needs to follow any post-accident drug and alcohol screen requirement. **3**. Get claim form DWC-1 filed with carrier as first notice. **4**. Place bona fide offer letter on letterhead and send to the individual consistent with restrictions in DWC-73 (attach it to letter), and get this to the employee immediately after being seen and released. **5**. A new bona fide offer of modified duty must be executed every time a worker's restrictions change (after each follow up doctor appt.-attach the latest DWC-73 from doctor), accommodate updated restrictions (hopefully, able to perform more duties each time)..until released to full duty. **6**. Work closely and weekly with carrier assigned adjuster on the claim with goal of getting it brought to a close.

Involve your agent's claims manager or your producer as needed anytime and keep us updated of status or any questions with the claim.

Wes Pitts is a Sr. Vice President and Southwest Regional Construction Practice Leader for USI Southwest - Austin, TX. 512-651-4107, or Wesley.pitts@usi.com

Topping the tallest

L-R: ***KDC*** CEO **Steve Van Amburgh**, McKinney City Manager **Paul Grimes**, MEDC President & CEO **Peter Tokar III**, MEDC Executive VP **Abby Liu** and KDC Senior VP **Bill Guthrey** were present for the topping out of McKinney's tallest building, the Independent Bank Group's new 165,000sf corporate headquarters, McKinney Corporate Center Craig Ranch. -cmw

LEGAL

Getting your I-9 house in order

J. Shannon Gatlin, Senior Counsel
Cokinos | Young, P.C.
Houston, TX

From the 2016 Presidential campaign up through the furor over separation and detention of immigrant families this summer, immigration has been a top priority of President Donald Trump and his administration. Regardless of your personal politics, if you are an employer in construction or any related industry, you are in the crosshairs of Immigration and Customs Enforcement ("ICE") now more than ever before. In today's climate, Texas construction companies and others in related fields must take all reasonable steps to ensure compliance with the Immigration Reform and Control Act ("IRCA"), the federal law requiring the use of I-9s.

IRCA has three major requirements for employers: (1) complete I-9s for all employees within three days of the start of employment; (2) retain I-9s and any related documentation for government inspection; and (3) do not discriminate against employees or applicants based on their immigration status. ICE's primary enforcement responsibilities concern the first two of these requirements. To that end, in the first seven months of fiscal year 2018, ICE had already conducted approximately double the number of worksite investigations and I-9 audits compared to all of fiscal year 2017. The Trump Administration has promised to quadruple the number of ICE enforcement actions from the Obama years, and has instructed ICE to develop a process that would allow it to conduct over ten times the number of I-9 audits conducted in fiscal year 2017, when employers paid more than $105 million in penalties for I-9 violations.

IRCA's requirements for completing I-9s are not difficult but they are strict, and any failure to complete a necessary step or to complete the form within the required timeframes can subject an employer to monetary penalties. Establishing certain best practices and bearing in mind a few key points can help your company stay on the right side of the law if ICE pays a visit.

When it comes to filling out I-9s, the employee must complete Section I of the form by the end of the first day of work, while the employer must complete and sign Section II by the end of the third day after the employee has begun working. An employer must review original documents evidencing a worker's identity and employment authorization when completing Section II. Employers cannot require workers to provide a specific type of documentation, but instead must accept any of the approved documents listed in the instruction sheet that accompanies Form I-9; requiring particular documents is a form of discrimination known as "document abuse." If an employee has employment authorization documents that expire, then Section III of the I-9 must be completed to reflect any renewed employment authorization.

For ease of compliance with any ICE actions, retain I-9 forms and photocopies of presented documents for each employee in a file separate from employee personnel files. These records must be retained for at least three years after hire or one year after termination, whichever is longer. Because an employer has only 72 hours to submit documents to ICE after receiving a records request, I-9s and related photocopies should be organized to allow for easy sorting and access. Employers should use outside counsel to conduct self-audits of their I-9 records and procedures every two or three years so that the self-audit and any related communications are protected by attorney-client privilege.

By following the above steps, your company can rest assured that it is well-prepared for an audit or investigation if ICE comes calling, and the odds of that happening grow with each passing day.

J. Shannon Gatlin is Senior Counsel in the Houston office of Cokinos | Young, P.C. Mr. Gatlin has been Board Certified in Labor and Employment Law by the Texas Board of Legal Specialization since 2014, and has practiced labor and employment law on behalf of companies nationwide since 2009. Mr. Gatlin can be reached at (713) 535-5504 or sgatlin@cokinoslaw.com.

OSHA

Some frequently asked questions about the OSHA Silica law

Joann Natarajan
Compliance Assistance Specialist
OSHA
Austin, TX

OSHA's silica standard for construction applies to all occupational exposures to respirable crystalline silica in construction work, except where employee exposures will remain below 25 µg/m^3, calculated as an 8-hour Time Weighted Average, under any foreseeable conditions. The exception applies only where exposures below 25 µg/m^3 as an 8-hour TWA are expected or achieved without using engineering or other controls.

1. Has OSHA identified specific tasks that are likely to be outside the scope of the law because they typically generate exposures below the Action Limit of 25 µg/m^3 as an 8-hour Time Weighted Average under all foreseeable conditions?

Yes. When the following tasks are performed in isolation from other silica-generating tasks, they typically do not generate silica at or above the AL of 25 µg/m^3 as an 8-hour Time Weighted Average under any foreseeable conditions: mixing small amounts of mortar; mixing small amounts of concrete; mixing bagged, silica-free drywall compound; mixing bagged exterior insulation finishing system (EIFS) base and finish coat; and removing concrete formwork. In addition, tasks where employees are working with silica-containing products that are, and are intended to be, handled while wet, are likely to generate exposures below 25 µg/m^3 under any foreseeable conditions (examples include finishing and hand wiping block walls to remove excess wet mortar, pouring concrete, and grouting floor and wall tiles).

2. Does the OSHA law cover workers who they are exposed to silica for 15 minutes per day?

The standard does not include a specific exemption for tasks with exposures for 15 minutes a day or less. However, employees who perform construction tasks for very short periods of time, in isolation from activities that generate significant exposures to silica, will be exposed below 25 µg/m^3 as an 8-hour Time Weighted Average (TWA) under any foreseeable conditions. Short-term silica exposures must be very high in order for those exposures to reach or exceed 25 µg/m^3 as an 8-hour TWA; for example, if an employee is exposed for only 15 minutes, his or her exposure would have to be higher than 800 µg/m^3 for that 15-minute period before the 8-hour TWA exposure would be at or above 25 µg/m^3. Some examples of tasks that could generate very high short-term exposures include abrasive blasting and grinding, which are typically associated with high levels of visible dust.

OSHA has identified carpenters, plumbers, and electricians as types of workers who may perform tasks (*e.g.*, drilling with a handheld drill) involving occasional, brief exposures to silica that are incidental to their primary work. Provided that these employees perform these tasks in isolation from activities that generate significant exposures to silica, and perform them for no more than 15 minutes throughout the work day, their exposures will usually fall below the Action Limit of 25 µg/m^3 as an 8-hour TWA under all foreseeable conditions; when that is the case, these employees will not be covered by the law.

natarajan.joann@dol.gov
512-374-0271 x232

Clays, no matter what

The Independent Electrical Contractors (IEC) Forth Worth Chapter did not let a little rain keep them indoors. Members and guests gathered at Defenders Outdoors for the association's clay shoot on Aug. 10. It rained 90 percent of the shoot, drenching everyone. But man, did they have a blast! –cmw

Winning teams:
2nd Place Team: Humphrey & Associates
3rd Place Team: Sunstate Equipment
4th Place Team: Frost Bank

1st Place Team: FSG Electric L-R: Terry Simmons, Chad Lee, Craig Towson, Charles Darnall and Randy West

L-R: Steve Humphrey, Sr.; Jeff Bills; Buster Kirkland; EJ Guvernator and Jeff Wolfla – 2nd Place.

For a good cause

L-R: **Cori McCaffrey**, **Josh Naylor** and **Delaney Broyles** with ***Naylor Commercial Interiors Inc.*** are all set in the golf cart at the Michael David Schnoor Sporting Clay event held in mid August. –lv

Struggling at the end of the line

by Capt. Steve Schultz

Sponsored by:
Waypoint Marine, Shoalwater Boats, Evinrude Outboards, Fishing Tackle Unlimited, E-Z Bel Construction, Costa Sunglasses, Diawa Reels, Simms Fishing, ForEverlast Fishing Products, Interstate Batteries, MirrOlure, JL Marines Power-Pole, AFW and AFTCO Clothing

Daniel Bodie, San Antonio, hooked this 25-inch redfish free lining piggy perch in the land cut with Steve Schultz Outdoors.

As we approach the end of the summer season, I can't help but reflect back on what a great season it has been. Granted, trout fishing has tapered off in the last month due to weather and higher than normal tides. With the aftermath and destruction that was left after Hurricane Harvey, coastal bend guides were wondering if they would have a chance at all getting clients to come fishing. All in all, it turned out to be a pretty good year up to now. Fall and winter fishing is also shaping up to be pretty good for me also.

Lately, the area has been experiencing a lot of tropical rains and high tides due to the activity in the Gulf of Mexico. Combination of high tides and fresh water in our bay system has made it a bit more challenging to say the least. The areas we have been wading and catching decent numbers of fish are now too deep to wade. Fishing out of the boat is an option. However, you don't catch the numbers or see the better quality of fish as you do when wading. Our saving grace this fall has been the large schools of redfish and black drum that usually show up this time of year. As you have probably noticed, there have been lots of pictures of these fish hanging on boards all over social media. These fish will stay in the area until the first few cool fronts start arriving later this month.

Moving into the winter months, I will continue some winter fishing but will also concentrate on guided whitetail deer hunts and exotic hunts for axis and black buck. I have access to several private ranches and can accommodate single hunters to larger corporate groups. These are all inclusive hunt packages that can be tailored to your specific needs. For pricing and availability please contact me at one of the numbers below.

I will also be scheduling my winter wade fishing trips in Port Mansfield starting in late January through March. These trips are strictly wading with artificial lures for trophy trout. Trips are minimum two days with accommodations and do book up fairly quickly, so don't hesitate.

My 2019 calendar is now open for bookings for the entire fishing season. To schedule your next bay fishing trip or hunting adventure give Capt. Steve Schultz a call at 361-813-3716 or 361-334-3105 or e-mail me at SteveSchultzOutdoors@gmail.com. Good Luck and Good Fishing.

Commercial Metals Company – CMC Rebar NTX's showed off their best Halloween costums 2017.

Don't forget to send us your company Halloween photos

Email to DFWeditor@ConstructionNews.net Send photo and caption

Ken Milam's Fishing Line

Since 1981, Ken Milam has been guiding fishing trips for striped bass on Lake Buchanan in the Texas Hill Country, You can hear Ken on the radio as follows:
The Great Outdoors: 5-8 am Saturday on 1300, The Zone, Austin and
The Great Outdoors: 5-7 am Saturday on 1200 WOAI San Antonio
The Sunday Sportsman: 6-8 am Sunday on 1300, The Zone, Austin
All on iHeart Radio

Here came the RAINS!

Just when we were thinking we were about to be in big trouble again, here came the rain. We had so much heat this summer and so little rain, everyone was getting worried. It seemed that wildfires were getting way too frequent and hard to fight. We were beginning to think we would run out of water before we ran out of summer.

Up here on Lake Buchanan, we don't have an aquifer to rely on, only granite rock that might have you a crack that holds water or not. When the lake level falls, all too often we have to say good bye to our wells too. Lots of folks end up high and dry for even household water and nothing is sadder than having to watch old oak trees die for lack of water knowing you can't save them.

Now days when it rains here, it is like a holiday, a sacred thing that we don't take for granted.

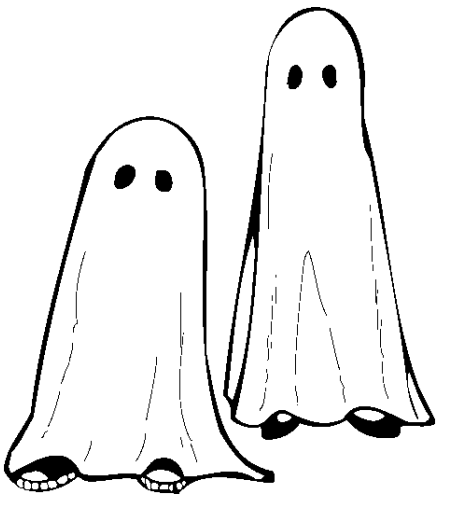
Along with the rain came the cool cloudy days we needed to start the transition into fall and I think we are all embracing that! The hunter's ears perk up at all the doves flying overhead and it is hard to go down the road for all the nice bucks that are parading around. I'll never know how the bucks can be so bold this time of year, out showing off their nice new horns, only to disappear when deer season opens. Deer are a lot smarter than we think. Acorns are beginning to drop off the oak trees and the deer and turkeys will be happy to find them.

Fishing is changing seasons too. The bit of nice fresh water from the rain brings in mud and nutrients that stir up the hot summer layers of water. Algae blooms energize the whole food chain of the lake and everybody gets plenty to eat so they can grow and get ready for spawning next spring.

Stripers suffer in our Texas heat and lose their appetite, so this cooler water turns them into eating machines making up for lost meals that will often give us some real nice top-water fishing in the upcoming weeks. Catfish can be found along humps in river channels. Crappie will be holding on deep structure. White bass will be found on humps, with large-mouth bass ranging up the warmer creeks. Fishing is pleasant this time of year and the catching can be some of the best of the year.

I'm looking forward to campfires and s'mores and watching the big old harvest moon rise over the lake. I love the comradery of the deer camp and all the tall tales that go with it.

It doesn't matter if you head for the pasture or the lake, maybe take off for a gridiron road trip, or just head out to some of the local Fall festivals, it's time to get back outside and remember all the things we love about Texas!



TRICK
OR TREAT

Send us your personal outdoor photos

Ever since we began our first *Construction News* paper in October 1998 for the San Antonio area, the center of the paper has always been devoted to outdoor. Each paper after that in Austin, Dallas/Fort Worth and Houston has followed the same path.

The folks in our industry work hard and play hard and The Great Outdoors section is a place to show your peers just how much fun YOU are having and making them a little jealous is okay too.

Hunting, fishing and other types of outdoor adventures are always welcome. Don't be shy and there is never a cost. So contact your Construction News editor and be a part of the Great Outdoors. -bd

Email to:
DFWeditor@ConstructionNews.net
Send photo & caption

FOCUS THIS MONTH **SPECIALTY CONTRACTORS**

Jan: Construction Forecast
Feb: Construction Safety
Mar: Construction Education
Apr: Women in Construction
May: Concrete Industry
Jun: HVAC & Plumbing
July: Electrical Industry
Aug: Service Providers
Sept: Green Building
Oct: Specialty Contractors
Nov: Architecture & Engineering
Dec: Construction Equipment

Misclassified labor

➤ **Randy Bradshaw,**
Executive Vice President,
MIINC, LP and President, Mechanical Contractors Associations of Texas
Dallas, TX

Glenn Rex, ➤
Executive Vice President
Mechanical Contractors Associations of Texas
Houston, TX

Randy Bradshaw has 46 years' experience in the mechanical/industrial contracting field, beginning his career as an apprentice in 1972 in the United Association. Working his way through the craft positions, he began his management career in 1980 and was included in the formation of Miinc LP.

Glenn Rex has served the Mechanical Contractors Association of Texas as executive vice president since 1977.

How would you describe the state of the construction industry in general terms?

Generally healthy, although in need of qualified additions to our existing skilled labor forces to meet the demand for our services in various parts of the State.

Has your company experienced an increase or a slowdown in business? What is driving this increase/slowdown?

Our commercial mechanical construction and service industry is cyclical. The North and Central Texas areas are quite busy with projects. The Houston and Southeast Texas area is slowing down after several years of strong growth. Texas appeals to many companies because of the business friendly attitudes of the State. Our population has grown consistently for more than 25 years. With growth comes the need for roads and bridges, houses and schools, and hospitals and healthcare related facilities. Population growth drives the demand for construction. On the Industrial side, the oil and gas industry has added opportunities for expansion on several fronts.

As a mechanical contractor, what is your biggest challenge and how are you dealing with it?

Misclassified labor is a big issue in our industry. There is a growing practice of contractors who are really nothing more than labor brokers employing "independent contractors." In theory, an independent contractor is truly independent, sets his own schedule, and is responsible for his continuing education, safety, payroll taxes and benefits. In practice, in our industry, there are more and more contractors who misclassify their employees to be independent contractors so as to avoid the responsibility for payroll taxes, workers compensation insurance and the like, while still directing them like employees. This creates quite an un-level playing field for the mechanical contractor who cares about his or her employees.

How has the recent steel tariffs affected your industry? As a business owner, how are you dealing with these effects?

Today, material cost escalations are a big challenge. Most all of our member contractors are shortening the time period that their project estimates are good for, due to the concern of locking in material prices only to see the material costs increase repeatedly. While a bid price may have been good for thirty days in the past, today the price is quoted for seven days or less, so as to not be caught up in a material price increase. The mechanical contractor has no control over these price escalations.

What is the most rewarding aspect of the type of work you do?

There has always been a sense of pride in the construction industry for the craftsman to say, "I built that," or for the company which has a resume of projects that generate the sense of identity of the company. That is certainly present today. That said, there are many external pressures on mechanical contractors, as well as all of the specialty craft contractors today. In certain markets, the low bid process is the predominant method of allocating work. Almost always, the lowest price comes at a cost to the quality of the construction. And this can make it hard to be proud of the work performed.

What has been your key to success?

Our member contractors are known for employing the highest skilled plumbers, pipe fitters, welders and sheet metal workers in the commercial construction and service industry in Texas. Too, we are known for our ability to deliver projects with professional project management, within the project schedule. When quality of construction counts, our mechanical contractor members are the preferred contractors of Texas' construction users.

Please feel free to add information relating to this industry that we would not think to ask.

Prefabrication is a growing practice in construction. Our member mechanical contractors are on the leading edge of developing prefabrication. Coupled with Building Information Modeling (BIM), mechanical contractors are leaders in applying prefabrication and advancing the technology employed by the construction industry for the sake of gains in productivity.

Miinc LP is a full-service provider of HVAC, commercial plumbing and mechanical solutions in Dallas, TX.

Mechanical Contractors Associations of Texas is a non-profit mechanical trade association. -cmw

New technology in demolition

Timothy Ramon, President
JR RAMON Demolition
San Antonio, TX

JR RAMON Demolition has provided house demolition and commercial demolition services to Central Texas and South Texas for over 50 years. They specialize in building demolition, bridge demolition, concrete removal, roll-off dumpster service, concrete saw cutting, asbestos abatement, site preparation/restoration services, disaster emergency response, and provider of recycled concrete aggregate. "We have earned our excellent reputation as the on-call demolition service provider for City of San Antonio, City of New Braunfels, and Texas Department of Transportation." The company also offers debris removal reduction and final disposition resulting from natural disasters.

What types of demolition work do you perform?

JR RAMON Demolition performs demolition projects of all sizes. We demolish bridges, water towers, school buildings, hotels, apartment complexes, air-traffic control towers, grain silos, hospitals, warehouses, office buildings, and anything else that needs to be removed. We demolish about 500 houses per year. We have worked on school districts in the Central/South Texas area, every military base in Texas, and in just about every zip code in the San Antonio and Austin areas. We have even demolished quite a few aircrafts, defunct military or commercial airliners that get recycled for their valuable aluminum construction. A good portion of our work is in selective demolition, the interior gutting or partial removal of components of structures to accommodate renovations and additions to existing structures.

Are there any new demolition equipment or products that have made a significant difference in your production?

We've made a significant capital investment in robust technology to enhance capabilities of our large demolition excavators on mass structural demolition projects.

We've replaced old-style, mechanical couplers with a new automated hydraulic system that is like going from dial-up to broadband. We now have five excavators adapted to use up to 15 different attachments for various projects. The attachments are interchangeable and all integrated within one automated, hydraulic system provided by OilQuick®.

How has this new technology changed your production?

In the past, demolition excavators' tasks like breaking concrete and loading concrete would each require a different attachment that could take hours to swap out. The OilQuick system is designed and built for demolition applications and enables us to change from one attachment to another in seconds versus hours.

How is your business impacted?

The OilQuick system increases our efficiency by increasing the versatility of a single machine on a job site. One machine now performs tasks that in the past required two to three machines. Now we send one machine with three different attachments to accomplish the same work in the course of a day that in the past would have taken two to three machines to do. It's like turning a pocket knife into a Swiss Army knife. Operations are safer because what once required hours of physical labor is now completely automated.

What does this mean for your customers?

It means we get their jobs done safer and more efficiently. Less man-hours and less mobilization of heavy equipment results in less time on the job, which translates to lower overall cost to our customers.

Is this technology unique to your company?

JR RAMON is the only demolition company in the state of Texas currently operating an OilQuick system. For the last two decades the product and technology was in the European market and was only recently brought to the U.S. We are the first company in Texas to utilize their technology in the demolition industry. -cmw

FOCUS THIS MONTH SPECIALTY CONTRACTORS

To represent your company in an upcoming FOCUS, contact DFWeditor@ConstructionNews.net (210) 308-5800

NEXT MONTH (November 2018) ARCHITECTURE & ENGINEERING

The future of roofing

Jody C. Delino, Chief Financial Officer
Texas Fifth Wall Systems Inc.
Austin, TX

Jody C. Delino graduated Summa Cum Laude with a Bachelor of Science in Business Administration from Lamar University. He has been part of the Fifth Wall family since 2007.

What is on the horizon for the roofing industry?

Industry leaders are continually exploring ways to better manage the construction process through easier, more efficient construction and project management methodologies. For example, using technology to communicate more efficiently, drones to explore existing structures and infrared cameras to inspect hidden substructures for water intrusion have marked benefits to productivity, safety management, and customer satisfaction.

In addition, the roofing industry is developing the means to minimize the environmental impact by extending the life of roofing systems through asset management programs, recycling of waste materials, developing the use of energy efficient/low impact products such as zero VOC products, new cutting edge roof coatings to defer roof replacement for a time, and achieving higher energy efficient ratings using high tech insulation products. The industry is also focused on devoting resources to better position us in the labor market by improving our professional image through certified education programs and better communicating roofing career opportunities. For example, the National Roofing Contractors Association (NRCA) offers professional development opportunities to help advance executives' and career minded individuals' roles as leaders, managers and skilled workers.

With the construction industry's big push on sustainability, where is the roofing industry headed?

Roofing system manufacturers and providers of building products are offering a wider selection of energy-saving options that are LEED® compliant, Energy Star® certified, and Cool Roof Rating Council listed. A few examples of the roofing industry's effort to optimize sustainability include highly reflective roofing membranes that reduce air conditioning costs; skylight and day lighting products to optimize overall energy costs; roof garden systems with inherent environmental benefits while also aiding in storm water management; and life cycle management tools and processes to extend the roofing system lifespan.

In response to the increasing use of sustainable energy sources, roofing system manufacturers have developed solar ready roofing systems to accommodate the structural requirements, wind uplift ratings, and additional foot traffic needs of rooftop solar systems. Energy efficiency goals are also driving the need for a tighter building envelope, which likely amplifies the design and installation complexities of the roofing system. However, energy efficiency gains could be costly as such designs can lead to greater risks for realizing, as an example, the unintended consequence of trapping moisture within the building envelope.

Have there been any changes in regulations/codes affecting the roofing industry and what are they? How have they affected your company and the way you do business?

There is a regular cycle of building code updates that occur in the roofing industry. We are accustomed to dealing with such changes. A couple of the more significant changes scheduled to hit Texas soon are revisions to the Hail Storm Map and the Roof Wind Uplift Ratings. The result of which will be slightly more costly yet more robust roofing system designs to reduce catastrophic failures under certain weather conditions. As well prepared as we are to deal with code changes, we feel like we are challenged to navigate the ever-changing regulatory landscape. Our commitment to ensuring our business practices comply with the increasingly complex and often times poorly constructed or conflicting federal, state and local regulations is a constant distraction for our leadership. Most recently, the City's efforts to deploy ordinances such as Ban the Box and City of Austin Sick Time Ordinance are examples of well-intended policy that increases business complexity. This can be very costly, interfere with our ability to meet the needs of our customers and forces us to choose winners and losers amongst our employee base.

Overreaching actions taken by one governing body that is eventually overridden by another further compounds the issue. Many times the risk of noncompliance built into such ordinances or actions are sufficiently significant that we are required to devote time and effort to revise policies and procedures anticipating compliance for rules or regulations that are ambiguous or never come to bear. Our preference would be that these various governing bodies are held to the same standard as those in private industry: operate within the confines of existing laws and regulations while working to influence desired and worthy change using established procedures offered by the responsible institution. -cmw

Painting, a strong industry

Jay Elizalde, Vice President
Santex Painting & Drywall Inc.
San Antonio, TX

Founded in 1977 by **Gerardo Elizalde**, Santex Painting & Drywall Inc. has been family owned and operated since the beginning. "I like to think of our company as being in the customer service business, specializing in construction. The satisfaction of our clients is our number one priority, and we hope to service them successfully for another 40 plus years."

Having been around the family business since he was a small child, Jay eventually found his way back after graduating from UTSA and working in the commercial real estate market. "Being a part of our family business is just a natural fit. I love what we do."

How would you describe the state of the construction industry in general terms?

The current state of the construction industry is strong. Locally, the opportunities for quality specialty contractors have been steady for several years now. Recently we have noticed an increase in residential remodels coming online, which we view as a great indication of continued overall consumer confidence.

How has this increase affected your company and how you conduct business?

We are constantly looking for ways to service our clients more effectively. This includes expanding our team with valuable new members to keep up with the needs of our clients here and in surrounding markets.

What are the "hot button" issues in your industry?

Quality labor is a big one. Most people outside our industry probably wouldn't put much weight on the difficulty of painting, taping and floating. However, those who have tried it for themselves understand that it takes a special level of skills to do a quality job. The pool of those skilled laborers can be shallow at times like these where we're seeing increased workloads across the board.

What are the major changes in the industry in recent years relating to the type of work you do?

There are updated OSHO requirements regarding crystalline silica exposure in the workplace that we are keeping a close watch on. According to the sources we track, the current tested respirable levels of silica related to sanding joint compound are low enough not to require us to use engineering controls or respirators. However, these new challenges could be on the horizon.

What is the most significant challenge your industry faces? Labor shortages? Cost increases? Other?

The most significant challenge the painting and drywall industry faces, like every other trade, is a shortage of qualified tradesmen.

What are the cost increases relating to your industry?

Material and labor costs only increase. Metal studs, sheetrock, paint, even plastic sheathing and tape see increases year to year.

How are you dealing with these challenges?

We are charged with the responsibility of educating our clients on these cost increases and rely heavily on our suppliers to assist with this. They do a wonderful job of providing access to information when needed.

What is on the horizon for your industry? Changes in technology, codes, ordinances, laws, other?

A lot of research and development goes into making paint products safer, more effective and more accessible to both contractors and the general consumer. Staying up to date with the new products and their methods of application presents its own set of challenges as it relates to educating our workforce as well as our clients.

What are the rewards of the industry?

The rewards are enormous. Nothing makes us happier than knowing we've exceeded our client's expectations. It's all about the call back.

What are keys to being successful in your industry?

Do what you say you're going to do and know your limitations. These go hand in hand.

Santex Painting & Drywall is a painting and drywall contractor in San Antonio, TX. -cmw

Milestone 35

Dallas Purchasing Manager for ***Baker Triangle***, **Tracy Latimer** reached his 35-year milestone with the company. L-R: **Bryan Baker**, CEO; **Mark Streetman** (retired); Tracy Latimer, **Steve Baker**, Chairman and Dallas President **John Barnes.** - cmw

Built by generations

L-R: Elias, Concepcion, Eduardo and Emmanuel Arias

Eduardo Arias says ***Father and Sons Masonry and Stucco Inc.*** is a "family business" but actually, it's a family-upon-family-upon-family business. Since they were old enough to carry bricks, Eduardo and all of his brothers have been a part of the masonry trade, a profession that's been in the family for four generations.

It started with Eduardo's great-grandfather, Aurelio Arias from Cedral San Luis Potosi, who was a mason, as was Eduardo's grandfather, Ladislado Arias or "Maistro Layo," which translates to "Layo the Mason." Maistro Layo was well-known in his hometown of General Terán Nuevo Leon. Eduardo's father, **Concepcion Arias**, came to the U.S. in 1975 and began to work as a bricklayer. After working for Fox and Jacobs Homes and other masonry subcontractors, he started his first business with several relatives. Seventeen years later, Concepcion turned over his ownership to Eduardo's two younger brothers, **Elias Arias** and **Emmanuel Arias**.

"Both of my younger brothers are great partners and have had a positive impact to the business," Eduardo says. "We get along very well. The way our parents raised us has a lot to do with it. There's respect, trust and good communication between us."

The company has grown to nearly 100 employees, and the projects are more prominent as well.

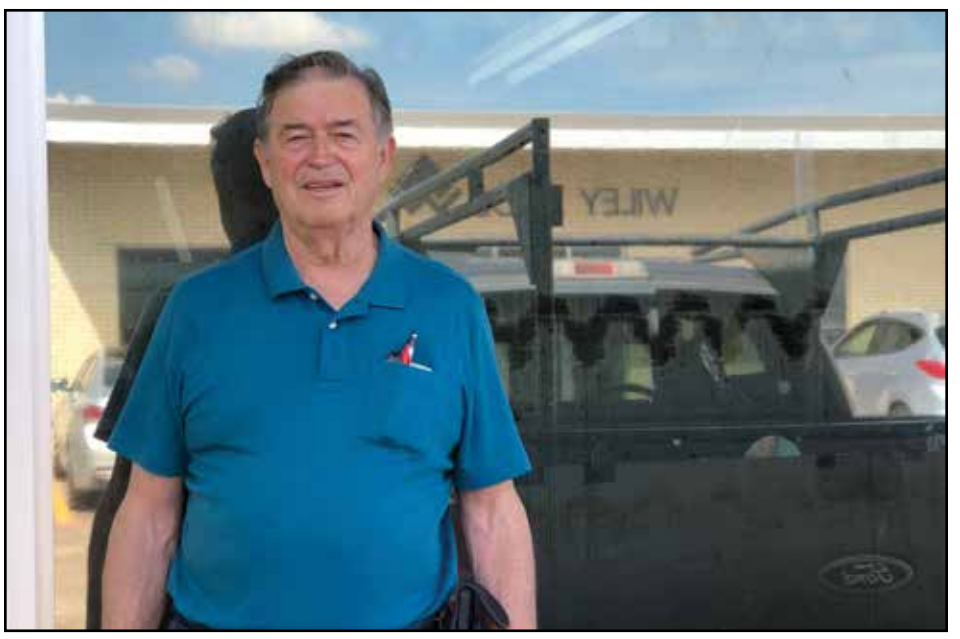
"We're blessed to be at the scale that we are now," Eduardo says.

The company's increasing size and workload means the fifth generation is already being recruited.

"Our kids are in the background; they've been in talks," Eduardo says. "My oldest son is a junior and is interested in keeping up with the business. He's going to UT Tyler after graduation for project management and business management classes. My brothers' kids are younger, but we know they will most likely be in the picture down the road. Our vision is to continue to grow the business and have future generations carry on with the business."

Subcontractor Father and Sons Masonry and Stucco Inc. is in Dallas. –mjm

Paint this



Larry Gray, owner of Gray Painting.

Question: What's a couple of nice Texas boys doing in southern California? Answer: Painting.

Brothers **Jim** and **Larry Gray** went out to the Los Angeles area after high school to work painting houses in Tinseltown.

Question: How long did it take for the two Texas boys to return to Texas? Answer: Not long. Larry said it was an okay gig, but Texas was calling.

The brothers got jobs with Fulton Painting. It wasn't too long before the pair looked around and figured to go into business for themselves.

"We just decided, 'Hey, we can do this,'" Larry recalled. They formed ***Gray Painting*** in 1970. Jim has retired now, but Larry still mans the helm from their location on Monroe Dr., going on 30 years at this location.

Their first location was at Exchange Park, working out of another person's basement.

Speaking of the early days, Larry said of the he and his brother, "We were both out working on jobs." They grew to maybe five other painters. Some of the early jobs included Weir's Furniture and the University Computing Company. Larry slyly talks about he and Jim taking some of the customers that Fulton Painting used to have to start their business.

Now, Gray Painting intentionally remains small with about 20-24 people.

Gray Painting stays mostly with commercial jobs, with many being repeat customers Larry has known over the years. "We don't pay much attention to advertising," he said. "We just try to get out there and do a good job."

One thing Larry won't do is send his guys up high on scaffolds to do large, imposing projects. They do a good deal of retail customers.

Since the '70s, styles have come and gone, with paint schemes the same as clothing fashion. Currently, the move is away from stained wood to going all white.

But even with styles and trends changing, Larry is still on the job. "I feel okay and I want to keep going."

Gray Painting is a painting contractor in Dallas. -dsz

ON THE SPOT

Who is the most famous person you've met? When and where?

Disc jockey Kidd Kraddick, 106.1 FM, in Fort Worth, 2008.

Sandra Rossi
Halo Electric

Muhammad Ali, in the Atlanta airport lounge, 2008.

Scott Pereth
Durango Doors

President George W. Bush, in Washington at the White house Christmas Party.

Reena Morris
Century Glass & Mirror

I was in Las Vegas in January of 2016 with the former CEO of Alpha at SHOT Show and I had the opportunity to meet R. Lee Ermey as he was hanging around the Team Glock booth. He signed an autograph, took a picture with us, and he was happy to visit with us. He was very hospitable and he didn't seem like he was in any hurry to get away from us, or anyone that wanted to chat with him. He looked the exact same as we have all seen him in *Full Metal Jacket*, he had a firm handshake, and I swear his eyes looked right through you.

Jason Scoggins
Alpha Industries LLC

Suzy Bogguss at the Mucky Duck Bar, we sat right up front. We got to meet and talk to her. That was fun. It was about 10 years ago.

Mary Stafford
Stafford Services

I met Jerry Jones, Dallas Cowboys.

George Blakeman
Blakeman Steel

I met David Keith. The only reason I met him was because I had worked for Acme Boot Company in Tennessee and he came in with his girlfriend and I waited on her. I sold her a pair of boots.

Shelley Meier
A and A Fence & Concrete Inc.

One of the most recent I can think of is meeting Larry from "Impractical Jokers." I met him at an airport as he was waiting for a flight. I talked to him and he was a very nice guy. I asked if he could take a picture with me and he actually took the phone and took a selfie for us. He was very kind about it. I had actually just seen him a month prior at one of their shows. It was pretty cool.

Tony Lopez, ***IPEX***

Roger Staubach, on an elevator.

Larry Gray
Gray Painting

Who would you like to hear about? I've had the pleasure to meet Former President George Bush Sr., Martina McBride, Clint Black, Lyle Lovett, Mark Chestnut, Steve Warner, Rodney Carrington, Houston Astro's Roger Clemens, Oakland A's Jose Canseco, Jerry Jeff Walker, Rich Little, Johnnie Rodriguez, John Michael Montgomery, Moe Bandy, Gene Watson, T.G. Shepherd, David Allen Coe, Houston Oiler's Dan Pastorini, Houston Oiler's Greg Bingham, Houston Oiler's John Shulmacher, Houston Oiler's Earl Campbell, NBA Star Robert Horry, David Ball, Gary P. Nunn, Larry Gatlin, Kinky Friedman, Houston Rocket's Robert Reed. And if you give me a few minutes, there's a few more. Oh, Reesa and Buddy Doebbler!

Stan Rothman
Blueline Rental

Over the years, I've met: John Wayne at a restaurant in California-got his autograph signed "Duke." Personal invite to meet Tom Landry, coaches and various players at the Cowboys practice field. Friends with Clint Black while living in Houston. Had a press pass for the first open house of the Intrepid Center at Fort Sam in SA – Big and Rich, Michele Pfeiffer, John McCain, John Cougar Mellencamp. Met and talked with Allen West at a luncheon in SA.

Reesa Doebbler
Construction News

The ON THE SPOT question next month (November issue) is:

What is your favority restaurant in the Dallas/Fort Worth area and why?

Email your answer to:
DFW editor @
ConstructionNews.net

The value of a handshake

The Subcontractors Association of the Metroplex (SAM) presented **Clem Lesch** with the first Norma Mann Award. Lesch was recognized for the way he has exemplified the values of our founder, **Norma Mann**, in his dedication to the DFW subcontractor network. Mann committed herself to give subcontractors a voice in the construction industry, and Lesch built his career in carrying on her legacy. He was presented the handshake trophy as Lesch is know for the value he places in a good handshake -cmw

continued from Page 1 — Woodwright Hardwood Floor Company

"Shortly after I took over, we decided to get a WMBE certification. We got it around the end of 2016," said Welch. The company also carries a HUB certification.

They operate with two distinct sides: the installation side and the manufacturing shop. The shop has transformed into its own entity. "They not only supply almost everything that we install, but they also manufacture custom components, flooring and walls that we sell to other installers outside of the region," mentioned Farrell.

The work is about 95 percent commercial and their focus is 100 percent on wood. "In the past several years the company has increased its scope of work by adding wall, ceiling and wood stair installations to our portfolio," Farrell said. That has become a large percentage of the business now. "Bigger than we ever expected it would be," he added.

The employee count today is around 50-55. That number includes the 35-40 workers who are out in the field. Welch credits her strong and loyal team of construction professionals. "It is because of this long-term team that was in place when Steve passed away that we've been able to move forward and thrive. My COO, **James Colten**, has been with the company for 25 years and he runs the technical aspect of everything."

Colten was Steve's right-hand man. "My daily business decisions consciously follow Steve's vision for the company," Colten stated.

In fact, other staff members have been with the company for over 20 years. "Our project manager and our superintendents have been with us over 20 years, even our estimator has been with us for 15 years," said Farrell.

Welch also commends the Woodwright artist on staff, Aaron Craft. Craft comes up with different ideas and patterns. Farrell said, "He creates stunning decorative elements for our clients using wood cutting lasers and a CNC (computer controlled router)."

Woodwright had to walk before they could run; now they can't stop running. Welch shared, "The company is at a record-breaking number, and that is because of the team that is in place." The future can only bring new opportunities.

Woodwright Hardwood Floor Company is a commercial wood-flooring subcontractor located in Dallas, TX. –lv

continued from Page 1 — Century Glass & Mirror

cy that Morris had to go to New York to have it made. "It was [a] very ornate and tough job," he said.

But, when it comes to taking care of the glass needs of the rich and famous, Morris laughs and says, "God bless 'em. It keeps me from having to get a real job!"

On the commercial side, Morris said his company started working on them in earnest in the 1980s. Today, Century Glass & Mirror's commercial résumé reads like a who's-who in Dallas: Dallas Power & Light; Aston Martin showroom; Edgemere Retirement Center; Jesuit College Preparatory; Santa Fe Terminal Building, just to name a few.

And if that were not enough, how about the governor's mansion in Austin?

Century Glass has gone as far as New York City to do work, and to Florida to do a beach house. The interesting thing about the beach house is its windows and glass had to be approved of by the state so as to - this is for real - not confuse the turtles.

Morris has seen a lot of changes in Dallas. One thing that hasn't changed is how relationships are the most important factor in the construction business. "I've done half a million dollar jobs and no one ever thought about having a contract," he said.

The advancement in the glass industry has been in doing edgework. Doing edges by hand was very labor-intensive. Now, by using a CNC (computer numerical control) machine, edges are done more quickly and efficiently.

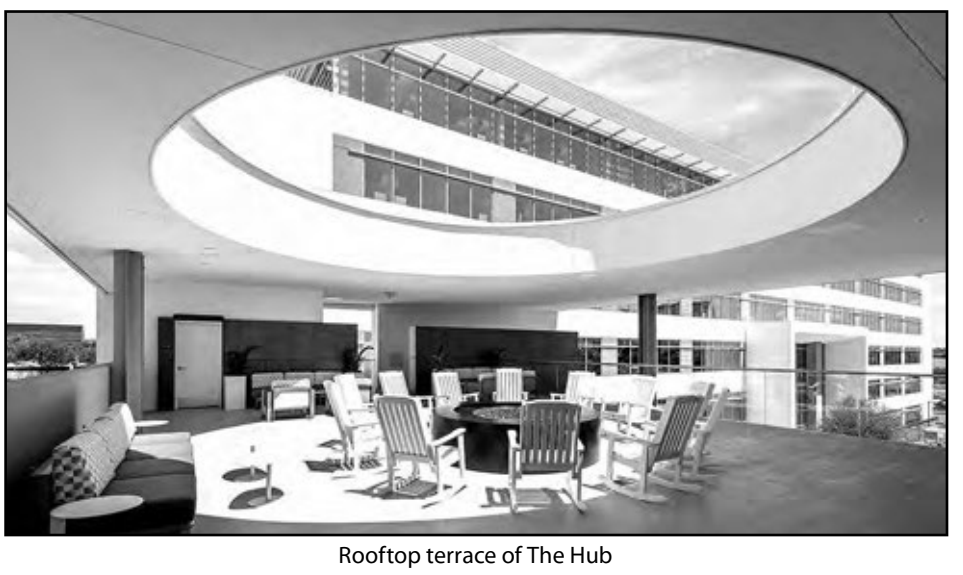
Morris has enjoyed moving on from being a general contractor to a glass subcontractor. Instead of worrying about and being responsible for the whole puzzle, he's just responsible for his piece of it. "Less moving parts," he said.

The plan for the future is to have his son take over the family tradition. He was an architectural design major in college and is also doing general contracting work. Some day, Morris will pass his stepfather's business on to the third generation.

Hopefully, Morris will pass on to his son not just the family glass business, but also the rich history of Dallas his family has been a part of and. That's the real heart of the matter.

Century Glass & Mirror is a glass contractor in Dallas. -dsz

continued from Page 1 — Hill & Wilkinson



Rooftop terrace of The Hub

The working relationship with owner and architect had a positive impact on the completion of FOURTEEN 555. The team that owner ***Cawley Partners*** put together for the completion of the project worked very well together. Project Manager **Kyle Swenor** and Project Superintendent **Tom Syverson** worked closely with ***Architect-BOKA Powell.*** Their close-knit communication allowed for timely responses and attention to inevitable changes that arose with any project of this size. As a result, the project, which began in May 2017, was completed in July 2018.

FOURTEEN 555's courtyard

Hill & Wilkinson is a full-service general contractor in Richardson, TX. -cmw

Association Calendar

Content submitted by Associations to Construction News

AIA
American Institute of Architects
Dallas Chapter

Oct. 4: 2018 Built Design Awards Announcment Celebration, The Carlisle Room, 1990 Jackson St. 6:30-9:30pm.
Oct. 11: Rockitecture, New Republic Center Home
Oct. 13: Latinos in Architecture| Sporting Clay Classic, ACME Brick Ranch, Brock, TX., 12-6pm.
Oct. 26: 2nd Annual Empowering Conference, Cityplace Events, 2711 N. Haskell Ave. For more info, call 214-880-1508 or email sche@aiadallas.org

AIA
American Institute of Architects
Fort Worth Chapter

Sept. 30 – Oct. 14: CANstruction, Northeast Mall, 1101 Melbourne Rd., Hurst, TX.
Oct. 23: Tuesday night at the Modern, The Modern Art Museum Fort Worth, 3200 Darnell St., 5:30-8pm.
Oct. 30: 15th Annual Topping Out Networking Event & Awards Program, The Statler, 1914 Commerce St., Dallas, TX, 5pm. For more info, go to 222.aiafw@aiafortworth.org

ASA
American Subcontractors Assn.

Oct. 15: 37th Annual Golf Tournament, Cowboys Golf Club, 1600 Fairway Dr., Grapevine, TX. For more info, call Beverly Reynal, 817-640-8275.

ASCE
American Society of Civil Engineers
Dallas Chapter

Oct. 8: Chapter Meeting, 11am-2pm. For more info, go to www.dallasasce.org

CFMA
Construction Financial Management Assn.

Oct. 18: Membership Meeting, Hackberry Country Club, 1901 W. Royal Ln., Irving, TX,11:30am. Ethics Training, 8am.
Oct. 29: 16th Annual CFMA Golf Tournament, Timarron Country Club, 1400 Byron Nelson Pkwy., Southlake, TX. For more info, contact Kelly Dando at 615-440-7486 or email cfmadfw@gmail.com

ICRI
International Concrete Repair Institute

Oct. 5: 17th Annual Golf Classic, Waterchase Golf Club, 8951 Creek Run Rd. For more info, contact Steve Grelle at sgrelle@wje.com

IEC
Independent Electrical Contractors
Fort Worth/Tarrant County

Oct. 11: Fall Golf Tournament, Waterchase Golf Course, 8951 Creek Run. For more info, call Jo Britt at 817-496-8422

NARI
National Assn. of the Remodeling Industry
Greater Dallas

Oct. 9: NARI Night, Levantina, 11180 Zodiac Ln, 6-7:30pm. For more info, call Kim Savelsbergh at 214-943-6274

NAWIC
National Assn. of Women in Construction
Forth Worth Chapter

Oct. 6: Ruffolution, Trinity Trails at Waterside, 10am.

Oct. 18: Monthly Business Meeting, Diamond Oaks Country Club, 5821 Diamond Oaks Dr. N, 5:30pm. For more info, email Lori Donnell at lorid.nawic@gmail.com

NTX ICRI
North Texas International Concrete Restoration Institute

Oct. 5. 17th Annual North Texas ICRI, Jesse Points Memorial Golf Classic, Waterchase Golf Club, 8951 Creek Run Rd., Fort Worth, TX., 10:30am. For more info, call Pete Haveron at 214-317-2226 or Clay Broyles at 318-471-1131

NUCA
National Utility & Excavation Contractors Assn. North Texas Chapter

Oct. 26: 5th Annual Pork-A-Pulluza, Defenders Outdoors, 2900 Shotts St., Fort Worth, TX. For more info, email lisa@nucatexas.com

NTRCA
North Texas Roofing Contractors Assn.

Oct. 10-12: Texas Roofing Conference, Gaylord Texan Resort & Conference Center, 1501 Gaylord Trail, Grapevine, TX. For more info, call 817-734-8373

PHCC
Plumbing Heating Cooling Contractors Assn.

Oct. 25: 2nd Annual Fan Favorite Tailgate, Ferguson Plumbing Supply, 514 Bennett Ln. #200, Lewisville, TX, 3-5pm. For more info, call Alicia Baron at 817-554-2314

RBCA
Regional Black Contractors Assn.

Oct. 20: Year End Awards Gala, Hilton Hotel & Resort, 2401 E. Lamar Blvd., Arlington, TX.
Oct. 23: RBCA Partnership Event – In the Mix, Bill J. Priest Center, Hoblitzelle Auditorium, 1402 Corinth Street Rd., 4-7pm. For more info, call 214-565-8946 or go to www.blackcontractors.org

RCAT
Roofing Contractors Assn. of Texas

Oct. 10-12: RCAT 43rd Annual Event, Texas Roofing Conference, Gaylord Texan Resort & Conference Center, 1501 Gaylord Trail, Grapevine, TX. For more info, call 800-997-6631 or go to www.rooftex.com/tradeshow
Oct. 10: RCAT Annual Golf Tournament, Bear Creek Golf Club, 500 Bear Creek Court, 12pm. For more info, 512-251-7690 or email rcat.tradeshow@rooftex.com

RHCA
Regional Hispanic Contractors Assn.

Oct. 23: Dallas ISD In the Mix Construction Networking Event, Bill J. Priest Center Hoblitzelle Auditorium, 1402 Corinth Street Rd., 4-7pm. For more info, call Yolanda at 972-786-0909

SAM
Subcontractors Assn. of the Metroplex

Oct. 4: DFW Construction Forecast, MCM Elegante Hotel, 2330 W. Northwest Hwy., 5-8pm. For more info, contact Carrie Edomm at 972-438-1110

Clay fun at the Elm

The Regional Hispanic Contractors Association (RHCA) held their annual clay shoot Sept. 7 at the Elm Fork Shooting Sport. One hundred fifty eight individuals participated in the annual event with a good time had by all. –cmw

1st Place: Archer Western Construction – Allen Chupik, Jeff Kendall, Jason Davis and Mark Tepera
2nd Place: Wright Construction – Kyle Marsh, Mark Quintero, John O'Connor and Chris Schmidt
3rd Place: Carrco Painting – Javier Huerta, Chris Jackson, Brian Bell and Waylon Minshew

1st Place Team - ***Archer Western Construction***

Top Shooter – **Kyle Marsh**

Submitted to Construction News

Round-Up

MYCON General Contractors is pleased to announce:

MYCON General Contractors announces the addition of **Roger Pavlovich as** vice president through the firm's acquisition of Pavlovich Construction Services. Pavlovich holds a Bachelor of Science degree in Industrial Technology from California State College. He has over 30 years experience in the construction industry. He founded and led Pavlovich Construction, which offered design/build, pre-construction, new construction, tenant improvements and landlord services. -cmw

Timothy Keys has joined the MYCON family as project director overseeing the company's expanding office and hospitality markets. Keys brings 31 years experience to MYCON. He holds a Bachelor of Science degree in construction management from Boise State Univ. –cmw

Alexis Semach, PE has been appointed director of business fevelopment. She will identify, build and develop new client business opportunities with strategic targets in key industries while nurturing relationships with existing clients. Semach holds Bachelor and Master Degrees in civil engineering with a focus in geotechnical engineering from Ohio State Univ. -cmw

David Kimberly is the new director of operations and will be directly responsible for supervising the company's project management team. He has 29 plus years in corporate executive leadership and management roles and will play a vital role in advancing the company's technologies to support efficient and consistent process execution across the organization. -cmw

Cadence McShane Construction is pleased to announce the hiring of **Lara Reenan** as the firm's corporate attorney. Reenan has over 21 years of professional legal experience, 11 of which have been dedicated to commercial construction. Reenan earned a Bachelor of Arts in History from Texas Chrisitan Univ. and J.D. from Southern Methodist Univ.-cmw

BC Commercial (Beach Construction) is thrilled to announce the addition of **Jeff Gilmore** as senior project manager. Gilmore will be overseeing the Job Order Contracting division, meeting with pre-construction teams to create schedules and budgets ensuring client projects are completed on time and on budget. -cmw

The wonder of wood

John Loftis, owner of LoneStar Artisans, staining a desk for a customer in Colorado.

When **John Loftis** began learning woodworking in high school, he knew it could become a lifelong passion. After earning a liberal arts degree from the University of Texas and a masters in business administration with a concentration in marketing and entrepreneurship from Rice University, he landed in the corporate world. Woodworking soon served as an escape from his 9-to-5 pressures.

"My therapy was to go to my garage where I had basic woodworking equipment and make little things, furniture or built-ins for the house," he says. "After shuffling paper all day, it was a good outlet for me. When I got laid off, I went through the "What's next?" crisis and decided I could take my hobby, something I was really passionate about, and carve out a living doing it."

Loftis established ***LoneStar Artisans*** in 2010 but, even with the help of his wife Jennie's accounting degree and access to economic data on the state of woodworking in America, he called those first years "hard, hard, hard."

"I knew that there were very few people trying to do this or making a living doing this anymore," he says. "I think I probably felt like I was going to be an exception, like the rules were somehow not going to apply to me, and they really did. What kept me going is that I really loved it."

Loftis says career highlights include crafting the pulpit for his place of worship, Midland Bible Church, as well as commissions for two U.S. presidents and Dallas Cowboy's Jerry Jones' jet. But his most satisfying work was when a customer saved up for six months to hire Loftis for a project.

Comfortably established, Loftis hopes to pass his woodworking passion to others, whether it is interns or family.

"My kids are so interested," Loftis says. "My 9-year old son, Luke, in particular, loves being with Daddy in the shop. My oldest son, Landry, asked if he could start working on the weekends to make some money, so we'll see how that goes. I think the two boys will definitely get some sawdust on their hands."

LoneStar Artisans is a woodworking subcontractor in Plano. –mjm

Not fading out

Now here is something we may all be guilty of, and that is assuming a company offers a service based on their company name. Hey, it happens. At least that's what happened to **Mason Marquis**, owner of ***Spray Tex Painting***.

Marquis shares a challenge he over came last year when they were hired to finish an apartment complex interior paint job that the prior paint crew could not finish on time. "It was about 10 buildings and a ton of units," he said. The job had to be done in 10 days.

Spray Tex got the call because of their name. Marquis adds, "They ended up reaching out to us directly, because our name was Spray Tex so they thought, 'Oh, these guys spray, they must be pretty quick.'" In the end the Spray Tex crew finished the project on time.

Marquis said they chose this name because the name has their location, Texas. That is important to them.

"We wanted people to know we are a Texas-based company. We are not exclusive to spraying paint, but a lot of our exterior projects are sprayed and that was the market we are leaning towards."

Spray Tex is based in Denton, TX with only one employee. But Marquis said he has a production manager, sales manager and 10 to 15 painters that will work at any given time.

The company has been up and running since March 2017.

Marquis recalls working on a few fascinating venues. To name a few, there was a classic car shop, a construction company's warehouse and an airplane hangar in Texas.

"That hangar job stood out to me; it was a fairly simple job. I enjoyed the experience of being able to work with an aviation company." Marquis notes that working with on other businesses is a "huge benefit" on getting a closer insight.

Mason Marquis, owner of Spray Tex Painting.

The construction industry is not a family trade, instead Marquis says, "being an entrepreneur and a business owner is in the family, but not paint."

Even though it's not a family taught trade, it looks like Marquis has found his niche in the painting industry. He said, "We are passionate about our brand and customers. We will go the extra mile to make sure people are happy."

Spray Tex is an interior/exterior residential/commercial painting company in Denton, TX. –lv

Seeing the West

Scott Pereth, owner of Durango Doors in Fort Worth and Houston

Since 1925, over 30 movies have been filmed in and around Durango, CO. The beautiful scenery lends itself perfectly to the western film genre.

In Texas, ***Durango Doors*** lets one look outside through beautiful doors and windows to the scenery.

Durango Doors started in 1999 in Austin by **John Gibbs**. **Scott Pereth**, who had been in the door and window industry prior, approached Gibbs about letting him open a Durango Doors shop in Fort Worth, which he did in 2002. Pereth also runs the Houston branch as well, commuting to Space City about every other week.

Durango Doors has two primary lines of door design: the Millennium Line and the Wrought Iron Line. The difference in the two is the Millennium Line is contemporary, while the Wrought Iron Line is traditional. Pereth introduced the Millennium Line about seven years ago, and "it's really taking off," he said. "It accounts for about half our sales."

Durango does both residential and commercial structures. It has done banks, medical and business offices, distribution centers, and many private homes. Pereth has welders and blacksmiths on hand in Fort Worth to do much of the crafting, while maintaining a fabrication shop in Monterrey, Mexico, as well. The Fort Worth showroom opened in 2005.

"We work with architects, specifying the projects," Pereth said. "It works better if we install the product." Durango does both new construction and "a lot of retrofits." Their bi-fold doors are made in-house locally.

Pereth has done work in most of Texas and into Oklahoma. Interestingly, Pereth sells other products that the main Durango Doors office doesn't. "Eventually," he said, "I'll have to change the name [from Durango] because I'm bringing on different lines."

Durango: home of beautiful western scenery, as well as the name of the company that lets one sees the scenery through beautiful doors and windows.

Durango Doors makes custom steel doors in windows, with an office in Fort Worth. -dsz

RHCA Day of the Construction Worker 2018 Award Winners

Lifetime Achievement Award

Fernando De Anda
FD Concrete LLC

Construction Worker of the Year - Man

Vidal Jara
ANDRES Construction Services

Construction Worker of the Year - Woman

Suleima Menjivar
Cleaning Wonders & More, LLC

Superintendent of the Year

Luis Rodriguez
Turner Construction Company

Foreman of the Year

Edgar Ruan
Rice Drywall, Inc.

Excellence in Safety of the Year Field Worker

Victor Lozano
NTD Mechanical

Excellence in Safety of the Year Professional

Dave Hernandez
Structure Tone Southwest

Congratulations to all the 2018 Nominees!

Lifetime Achievement

Isidro Alvizo
MCL Contracting, LLC

Elsa Brown
EJ Smith Construction Company

Fernando De Anda
FD Concrete LLC

Rolando Espinoza
Archer Western Herzog

Andrew Foster
Ferrovial Agroman

Heliodoro Garcia
Archer Western

Richard Garcia
EJ Smith Construction Company

Jose Guerrero
Archer Western Herzog

Ricardo Hernandez
Balfour Beatty Construction

Alfredo Jimenez
Oscar Renda Contracting, Inc.

Lee Johnson
Mas-Tek Engineering & Associates

Brenda Matissen
Alltex Coring & Sawing, LLC

Abel Mendez
ANDRES Construction Services

Artemio Morales
Balfour Beatty Construction

Don Napoleon
Mas-Tek Engineering & Associates

Oscar Ortiz
Vintage Tile & Stone LLC

Gary Pustejovsky
Diversified Electrical Solutions

Manuel Serrano, Sr.
M Serrano Construction, LLC

Ralph Smith
United Rentals

Agustin Valles
A&J Excavation and Demolition Services LLC

Roy Homer White
Ferrovial Agroman

Field Worker

Efrain Banales
Archer Western

David Barrera
NTD Mechanical

Efrain Barboza Jr.
Archer Western

Ernesto Cabrera
Alltex Coring & Sawing, LLC

Jose Calderon
EJ Smith Construction Company

Merlin Corrales
All Janitorial Professional Services, Inc.

Hugo Davila
Archer Western Herzog

Gonzalo Duenas
Alltex Coring & Sawing, LLC

Jose Garcia
M Serrano Construction, LLC

Rene Gonzalez
JLS Specialty

Belen Gomez
Rogers-O'Brien Construction Company

James Hammer
Rogers-O'Brien Construction Company

Xavier Hernandez
Alltex Coring & Sawing, LLC

Vidal Jara
ANDRES Construction Services

Edgar Limon
Tres Mujeres Construction

Amadeo Marroquin
M Serrano Construction, LLC

Jose Martinez
Alltex Coring & Sawing, LLC

Cristian Mena
Kiewit

Victor Mendiola
Alltex Coring & Sawing, LLC

Suleima Menjivar
Cleaning Wonders and More, LLC

Moises Mora
Archer Western Herzog

Cesar Ortiz
Vintage Tile & Stone LLC

Salvador Paulin
Rogers-O'Brien Construction Company

Mauricio Recendiz
Ferrovial Agroman

Juan Rios
United Rentals

Gilberto Romero
Balfour Beatty Construction

Margarito Salinas
M Serrano Construction, LLC

Regulo Sanchez
A&J Excavation and Demolition Services LLC

Frankie Tovar
Alltex Coring & Sawing, LLC

Superintendent

Randy Applegate
MCL Contracting, LLC

Teodoro Araiza
Archer Western Herzog

Nelson Barbosa
DPR Construction

Charles Briscoe
Oscar Renda Contracting, Inc.

Tyler Bly
MWH Constructors, Inc.

James Campbell
MCL Contracting, LLC

Juan Castro
Archer Western Herzog

Frank Cepeda Jr.
Ferrovial Agroman

Jeff Charlton
Phillips|May Corporation

Daniel Chavez
Phillips|May Corporation

Martin Davilla
Ferrovial Agroman

Andy DeLeon
ANDRES Construction Services

Michael Diaz
EJ Smith Construction Company

Don Diehl
MWH Constructors, Inc.

Aaron Flores
Rogers-O'Brien Construction Co.

Gerardo Garcia Mata
Rogers-O'Brien Construction Company

Fidencio Gonzalez
Azteca-Omega Group

Jaime Gutierrez
MWH Constructors, Inc.

Bryan Hernandez
JNT Developers, Inc.

Pat Kolb
MWH Constructors, Inc.

Israel Laguna
EJ Smith Construction Company

Ben Lane
MWH Constructors, Inc.

Jose Mancilla
JLS Specialty

Gilbert Marquez
Kiewit

Alfredo Marron
Archer Western

Jeff Pustejovsky
Diversified Electrical Solutions

Chad Reynolds
Ferrovial Agroman

Daryl Reynolds
Ferrovial Agroman

Shane Robinson
Ferrovial Agroman

Luis Rodriguez
Turner Construction Company

Anthony Ross
Phillips/May Corporation

Jesse Villalobos
MCL Contracting, LLC

Frank Wade
Herzog Contracting

Foreman

Abraham Adame
Ferrovial Agroman

Magdaleno Alvarado
MCL Contracting, LLC

Jose Escobar
Herzog

José Manuel Flores
EJ Smith Construction Company

Alfredo Frias
MWH Constructors

Juan Garcia
Rogers-O'Brien Construction Company

Jose O. Gonzales
Ferrovial Agroman

Manuel Herrera
Archer Western Herzog

Adrian Hernandez
Archer Western

Julio Jimenez
Phillips|May Corporation

Enrique Lopez
MCL Contracting, LLC

Victor Lozano
NTD Mechanical

Luis Martinez
Vintage Tile & Stone LLC

Feliciano Miranda
Oscar Renda Contracting, Inc.

Jose Mojica
Archer Western Herzog

Fidel Perez
Oscar Renda Contracting, Inc.

Luis Miguel Pina
Roque Flooring LLC

Sinai Rodriguez
MCL Contracting, LLC

Edgar Ruan
Rice Drywall, Inc.

Rolando Sanchez
Archer Western Herzog

Mario Sandino
Picasso Contractors LLC

Hector Serrano
M Serrano Construction LLC

Erika Silvia
Cleaning Wonders and More, LLC

Frank Vasquez
ANDRES Construction Services

Excellence in Safety - Field Worker

Zeferino Escalera
Archer Western Herzog

Victor Lozano
NTD Mechanical

George Marsic
MCL Contracting, LLC

Fernando Popoca
Rogers-O'Brien Construction Company

Chad Reynolds
Ferrovial Agroman

David Sanchez
Archer Western

Randy Tipton
United Rentals

Excellence in Safety - Professional

Chris Boyd
Taylor Construction Management

Joseph Cresswell
Point Blank Safety Services, LLC

Anita De La Rosa
Ferrovial Agroman

Desmond Denman
Taylor Construction Management

Kyle Freeman
Ferrovial Agroman

Dave Hernandez
Structure Tone Southwest

Thomas Holfert
Herzog

Michael Magovern
Point Blank Safety Services, LLC

Tony Meza
Global Learning Solutions

Kevin Milligan
NTD Mechanical

Darrell Mobley
Vintage Tile & Stone LLC

Cevastian Molina
All Janitorial Professional Services, Inc.

Artemio Morales
Balfour Beatty Construction

Israel Moreno
MWH Constructors, Inc.

Travis Roberts
Kiewit

Marco Villasana
Azteca-Omega Group

Dennis Waller
Alpha & Omega Industries, LLC

RI Young
Point Blank Safety Services, LLC

Special Recognitions

Viridiana Alvarado
JLS Specialty

Oscar Arredondo
IMT Construction LLC

Robbyn Arriola
MCL Contracting, LLC

Demetrio Chacon
Mas-Tek Engineering & Associates

Felipe Cruz
IMT Construction LLC

Jordan Dayhoff
MWH Constructors, Inc.

Tom DeMayo
MWH Constructors, Inc.

Michael Francesco
Lyfetyme Homes

Juan Flores
M Serrano Construction, LLC

Steve Fox
MWH Constructors, Inc.

Jose Galvan
Vertical Construction Management

Edgar Garcia Cantu
M Serrano Construction, LLC

Arturo Gomez
Oscar Renda Contracting, Inc.

Nathan Gonzales
Rice Drywall, Inc.

Patrick Hanner
Mas-Tek Engineering & Associates

Charles Jackson
Oscar Renda Contracting, Inc.

Angel Jimenez
Oscar Renda Contracting, Inc.

Shaun Justice
Mas-Tek Engineering & Associates

Bob Long
Big Sky Construction

Ray Loza
RAMA

Carlos Munoz
RAMA

Steve Munoz
Rogers-O'Brien Construction Company

Thomas Powell
Mas-Tek Engineering & Associates

Sipriano Quesada
Oscar Renda Contracting, Inc.

Angie Rea
MCL Contracting, LLC

Eric Serrano
M Serrano Construction, LLC

Miguel Rodriguez
IMT Construction LLC

Jose Vasquez
EJ Smith Construction Company

Jamie Voigt
MWH Constructors, Inc.

Ernesto Zamarripa
Pietra Tiles

PLATINUM SPONSORS

DART vamos.
CITY OF DALLAS
Ford

MEDIA PARTNER

UNIVISION
LOCAL MEDIA | DALLAS - FORT WORTH

GOLD SPONSORS

PPG PAINTS
RHCA Preferred Partner
PHILLIPS|MAY CORPORATION
AZTECA OCI
NTTC
Kiewit

CORNER STONE SPONSORS

ferrovial agroman
ACME BRICK
REDI-MIX CONCRETE
RENAISSANCE RC CONTRACTORS
Cow Town
SOUTHLAND
ANDRES
DFW
Turner

SILVER SPONSORS

Balfour Beatty Construction
NTTA NORTH TEXAS TOLLWAY AUTHORITY
BAR
ComericA
JIM LAKE
Mountain View College

COLUMN SPONSORS

KPOST ROOFING & WATERPROOFING
BloodPro
Austin
AECOM
RAMA
Frost
DALLAS Minority / Women Business Enterprise
KDC
LEVINES
TEXAS
moderne
All Janitorial
Versa
Las Rancheras
COCONUT WATER
Cielito
TAXCO
MISSION
MASECA
Lowe's ProServices
The Law Firm of Christopher D. Mentor, PLLC