

Systems Building Review™

Volume 2, Issue 2

Fall 1991

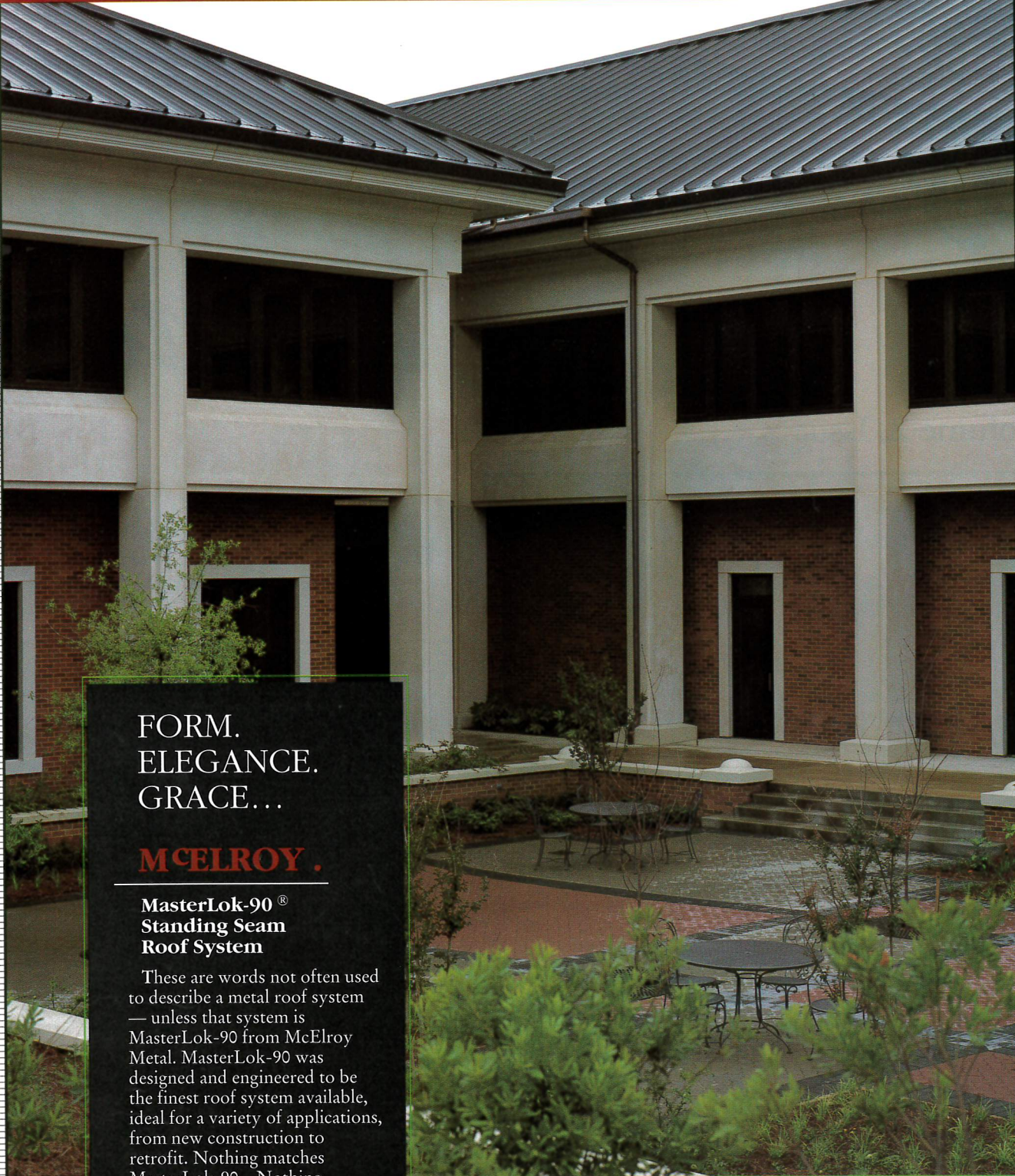


Anaheim, California is site for
1992 Systems Construction Meeting.
See page 5 for details.

Project Review page 7



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TABLE OF CONTENTS

Fall 1991
Volume 2, Issue 2

EDITORIAL: Anaheim Meeting Theme: Focus On Systems Building Construction

By Jim Bright 5

PROJECT REVIEW: Timing ... With A Nashville Beat!

By Donald A. Mounce, APR 7

TAX TIPS: How Not To Play The Estate Tax Game

By Irving L. Blackman 15

Systems Construction Meeting Agenda 16

FIELD SUPERVISION: The View From The Field

By David Cheatham 17

WHO'S WHO DIRECTORY 18

LETTER OF THE LAW: "Project Arbitration" In Multiparty Claims

By Perry R. Safran 29

ADVERTISER'S INDEX 27



Page 5



Page 7



Page 29

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How to Win a "Beauty Contest" on a Budget



Before: The garage doors that once marked the front of this formerly drab green, basic metal building were moved to the back. The size of the building was increased from 4,000 sq. ft. to 8,420 sq. ft., which now includes new garage bays.



After: Middle Smithfield Township's renovated municipal office and public works center is now a handsome building with an attractive facade, arched headers on inset windows and a stylish entryway, all capped with a standing seam roof.

Here's how Renaissance III Corporation, an independent authorized Chief Builder in Lake Ariel, PA, worked with an innovative architect to do just that.

When work began on the renovation and expansion plans for Middle Smithfield Township's municipal offices and public works center, aesthetics were an important consideration.

Being adjacent to a multimillion dollar shopping center designed around Colonial Williamsburg lines, township officials wanted their building to complement the shopping center, yet stay within the budget.

"Although the township had a tight budget, our goal was to package the additional space within a design and material solution that delivered lasting architectural character," explained James Constantine, project architect with Schoonover, Strunk & Vanderhoof, Architects.

Middle Smithfield Township's "new" center demonstrates that a construction program can meet both aesthetic and budgetary goals by fully capitalizing on the advanced, pre-engineered materials supplied by Chief Industries.

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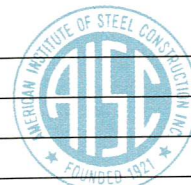
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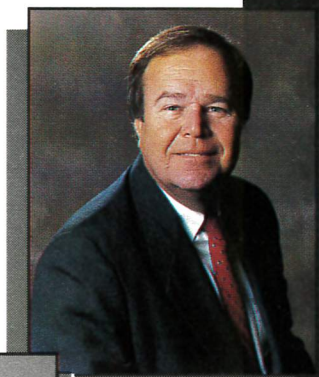
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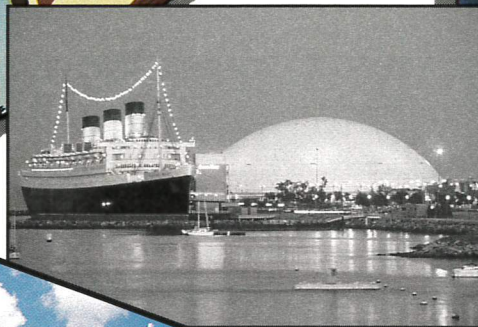
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EDITORIAL

ANAHEIM MEETING THEME: FOCUS ON SYSTEMS BUILDING CONSTRUCTION



*by Jim Bright
President
Systems Builders
Association*



On Friday, February 7, the Systems Builders Association will sponsor an indepth program on systems building construction. The event will be conducted in Anaheim, California at the Anaheim Hilton and Anaheim Convention Center. The program is intended for all professions associated with the construction industry.

When one considers the fact that systems construction is a marriage of numerous construction products, it is easy to recognize the need for the diversity of subjects being covered during the educational sessions and exhibits. The program will feature sessions on Tilt-Up and Concrete Block Construction, Exterior Wall and Finish Systems, Roofing and Mansards, Concrete Slabs on Grade, Standing Seam Roof Systems and Pre-engineered Metal Building Systems.

Featured speakers will include representatives of the American Iron and Steel Institute, Metal Building Manufacturers Association, Systems Builders Association, Portland Cement Association and the California Building Systems Institute.

On display in the Anaheim Convention Center will be numerous construction products and a systems building demonstration structure. The

demonstration building will include a metal building structural system, standing seam roof, mansard facade, insulation system, hardwall system, tilt-up products and door systems. Attendees will enjoy the opportunity to have a "hands on" experience regarding the technical related aspects of systems building construction.

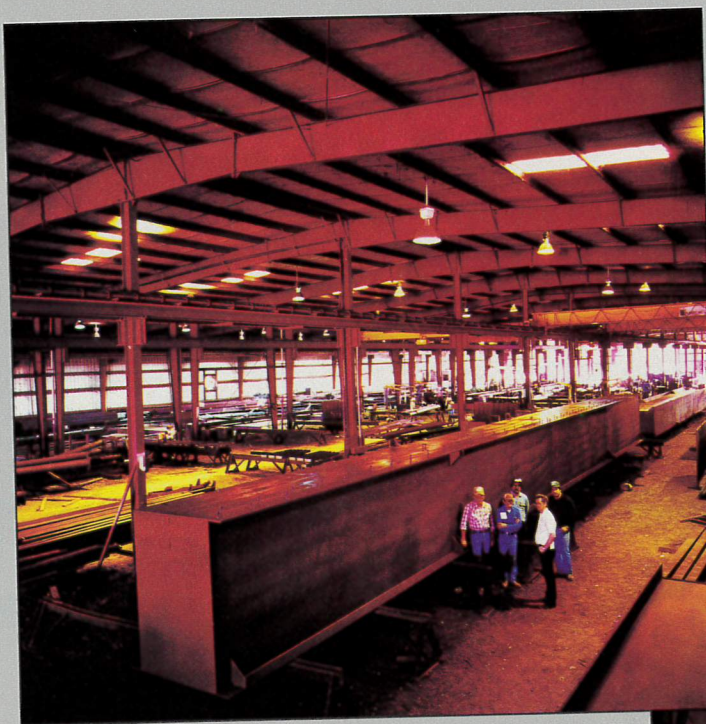
For those who are design professionals, construction specifiers, developers, governmental officials and financial executives, the program is available at *no charge*. You will be the guest of the Systems Builders Association.

For complete information a schedule of events and registration form are on page 16. Please contact SBA by calling 1-800-866-NSBA. We'll be glad to answer your questions and register you for the Anaheim program. Come and learn more about how systems building construction is an attractive, economical and flexible way to build.

This issue of *SYSTEMS BUILDING REVIEW* includes other information about systems buildings. We sincerely hope you'll find it both interesting and helpful. The members of the Systems Builders Association can be helpful, too. A complete listing of these firms are included in this issue.

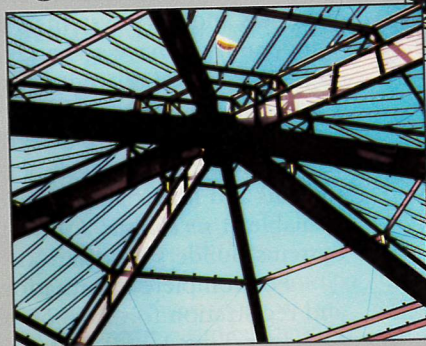


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PROJECT REVIEW

TIMING . . . WITH A NASHVILLE BEAT!

by Donald A. Mounce, APR



The Hamilton Test System sites are a blend of pre-engineered metal construction with accented masonry and crisp landscaping.

Nashville, Tennessee
Music City, USA

These names are synonymous for the Davidson County community of nearly 500,000 people. Nashville rivals Hollywood, Las Vegas and New York as a leader in the entertainment industry. While the state motto is "agriculture and commerce", it is the music of Nashville that truly invigorates the people of Tennessee. The strong pride of the Smoky Mountains, Dollywood, "The Tennessee Waltz", Graceland Mansion and the late Elvis Presley all take a back seat to the music of Nashville.

The heritage of the "Volunteer State" is to always be ready to step forward and get the job done. This is very evident at the Grand Old Opry in Nashville. They have never, ever missed a perform-

ance. The show must always go on... and be on time... regardless of the consequences.

A sense of timing permeates the Nashville society. If you are going to do a job, do it right, and do it on time.

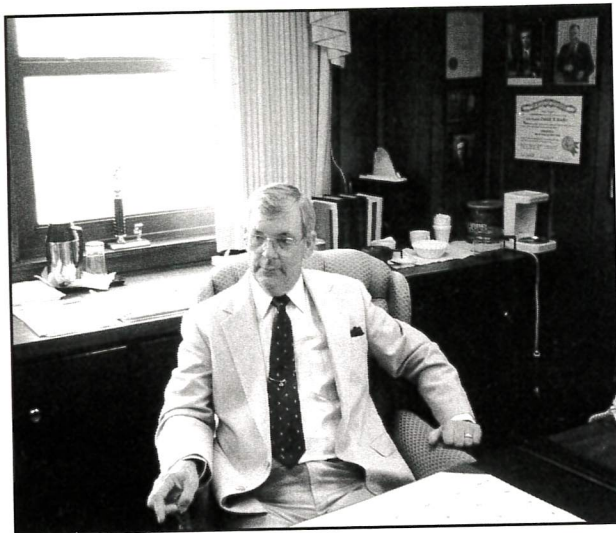
Nowhere was this more evident than in the construction and operation of six auto emission testing centers by Hamilton Test Systems in Nashville and Davidson County. If Hamilton was not operational by January 1, 1991, the contracted work they had successfully bid to secure would revert to the previous contracted operator.

Hamilton called upon Hunt Construction of Nashville to utilize systems building construction to get the job done on time in order that they might

continued on page 8

Project Review

continued from page 7



Purchaser Everett Medlin of Nashville and Davidson County.

initiate the project. This timing and urgency makes the Hamilton auto emission testing centers in Nashville an interesting case study for *Systems Building Review*.

The Contract Purchaser

Everett Medlin serves as purchasing agent for the metropolitan government of Nashville and Davidson County, a position he has held since 1988. His role was to send out the bids and conduct the pre-bid conference.

"Nashville is a forerunner on metropolitan clean air and auto emission standards in the U.S. We've been working on this for some time," says Medlin. "Once you get your title from the state, you have to get an automobile sticker. Before you can get either one of these, you have to take it through an emission test system. You can't get a license or a sticker until you have that emission document. If you pass the test, they give you a slip stating that you have passed. Then you can turn that in to the county clerk, who will issue tags and stickers. This is repeated once a year."

Medlin notes the system is not without flaw. "We have a lot of outlying counties whose people actually work in the city. They don't pay the taxes or do those things. We're trying to get those cars tested at the same time. We've even gotten the governor's office involved to help expand the effort."

"The contract with our vendor ended after five years, the original duration," says Medlin. "About six months prior to that, we had to get all the specifications together through the health department, re-bid the project, and then get the selected contractor on-board in a timely fashion."

Three or four companies showed interest nationally, and Hamilton Test Systems was chosen,"

says Medlin. They had the lowest and best bid for this government. Based on our charter and our ordinance, they met the specs and were the low bidder, so that's why they were accepted."

"When the health department first started getting the specs together, we had something like six months to get all of it moving and to get it on the table," says Medlin. "We had to have start-up meetings and that delayed some things. Once we got all of that out of the way, and declared Hamilton as the successful bidder, they got on it and did an outstanding job to get it done in a short length of time."

"I personally don't see how they did it," says Medlin. "Had they failed, we would have had to reject their bid or extend the other contract, for a period of probably one year, in order to get new bids and new specs out again. That whole process would have been very time consuming. We had to fight through legal justification as it was, as everyone thought they should have gotten the bid. We actually went to court with this bid, as a lawsuit was filed."

"The former vendor felt there were improper-



The Hamilton Test System sites are accented with crisp landscaping.

eties," says Medlin. "We reviewed all the specs, the Board of Health recommendations, and I had to make my recommendation. My first recommendation was that we stay with the current vendor, Marlin, because they had five years service and we hadn't had any problems with them. But after meeting with everyone, we found out that money could be saved, and we knew that the best bid was from Hamilton Test Systems."

Following clarification and justification on the selection, time was cut out of the project which Medlin notes was really not available. "The lawsuit really cut us down to a short period of time to

Project Review

actually get Hamilton on board so they could get their sites built. They didn't take over the existing sites, as they chose to build all new ones. One site was down near what we call the Germantown historic area, with a bunch of older homes and an old church. Hamilton Test Systems bought a lot across the street from Germantown, which was properly zoned, and actually started construction. Then, all the people in that neighborhood got with the mayor, and the mayor decided to try to get something done with Hamilton to do away with that site, and also to get them another site somewhere close in proximity. That pleased all concerned, but cut out project time."

"Hamilton is operating very well," says Medlin. "I've had no complaints. I've personally taken my car to a new station that they built, an excellent place in Hermitage. It's easy to get to, it's a nice building, and everything was in order. I had no problem at all. I wasn't there more than 45 seconds or so; I was in and out, and that's nice."

Medlin notes there is growth potential in the Nashville area, but that the current six units should be able to serve the immediate needs of the community. "We've talked about a seventh site, but cost has prohibited us from doing that at this time. Somewhere down the road, we'll probably have to add another site. Maybe two sites."

As a purchasing agent, Medlin said he had no other experience with pre-engineered steel construction before. "Other than just putting out bids to buy buildings and those type things. My primary concern was just not being familiar with pre-engineered steel. However when I saw the completed product, I was very satisfied with it. I thought Hamilton did an excellent job with them."

"The pre-engineered construction and engineering was advantageous to us," says Medlin. "And, it was a pleasure for me to work with the people from Hamilton. Once we got started, we had no problems. They got their sites together, the buildings were constructed fast and we had a good relationship."

The Project Engineer

Craig Beecher, Project Engineer for Computerized Structural Design in Madison, Wisconsin, had planned for systems building construction from the beginning. "The relationship we have with Hamilton is such that we have done the design work for the majority of their projects since 1986. We've worked on a network in Wisconsin, Connecticut, Cleveland, Ohio, and the network in Nashville. The previous design that we employed was that of masonry exterior walls with joists and a built-up roof. This particular project was one where cost was very, very



acute. We concluded that pre-engineered metal building construction was the most economical approach to solving their cost constraints."

"A previous project completed in Ohio had allowed us to design an architectural finish with the pre-engineered metal frame. It was our intention to do something similar in Nashville," says Beecher. "We used a flat wall panel in Nashville as opposed to a corrugated panel, looking for a more architectural finish." We took efforts to conceal the roof line on the ends of the building where we had a level eave, and on the side of the building with a level fascia. We also took some pains to conceal the pre-engineered metal so that it's not a paramount architectural feature of the building."

Besides cost, Beecher says time was an important consideration. "Speed of construction was a definite concern. But, it wasn't until we discovered that the last building had to be built in a month's time did the benefit of construction really pay off. I'm not sure that we realized the pre-engineered metal building was going to save us a lot of time. But, in fact, it did."

Beecher says the bidding process helped create the tight time frame. "Hamilton Test Systems bid on the project much like a general contractor would bid on a building project. Once they put together a price for these tests, which involved the building, land costs and operational cost, they submitted the bid to the metro government of Nashville/Davidson County. Along with the contract award goes a completion date. You must have the buildings and the network operational by a particular time."

"We were on-board with them as they prepared that bid, and we did some preliminary design work in advance of the bid preparation," says Beecher. "We prepared a preliminary set of plans for their selective

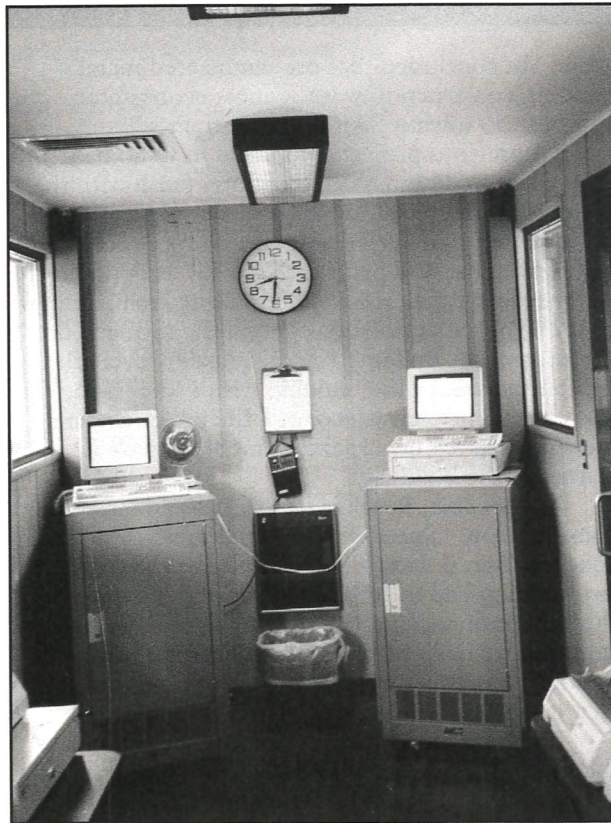
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Project Review

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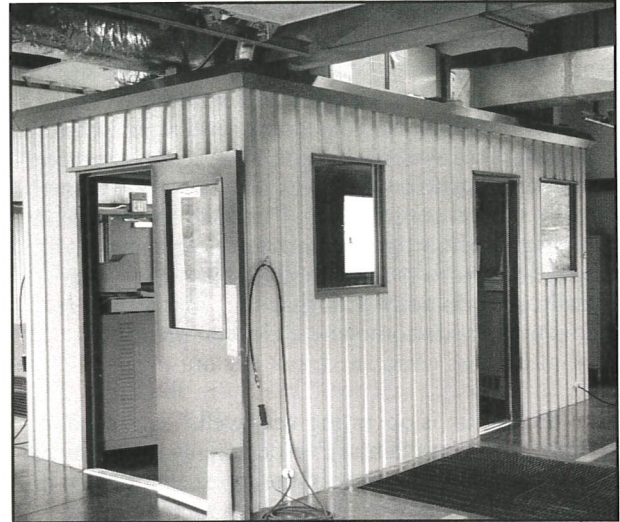
bid process in order to get some idea about the construction costs. With this particular project we were fortunate, because we were working concurrently on a project in Ohio in which the buildings were very similar, though the architecture was different. Once Hamilton received the contract, it became a very demanding project due to time limitations. We had to get the plans and specifications completed, get them out for bid, get the bids solicited, and get the project under construction."

Weather didn't help the process, according to Beecher. "Nashville at that particular time of the year was uncooperative; it rained a whole lot. The tight time schedule made the decision to select a pre-engineered metal building one of the key elements which allowed the project to be completed on time.



On-site computerized testing equipment gives a quick response on the air quality of the tested vehicle.

The last building was constructed in less than six weeks from when earth work began until Hamilton Test Systems took it over. That's a pretty mean feat, even for a building as small as these. To mobilize all the different trades involved with the test lane, the booth, and the office area made this a fairly complicated building. While it looks on the outside to be a very simple structure, the internal engineering makes it complex."



The "metal building inside the metal building" for all the sensitive computer equipment.

"The potential for utilizing pre-engineered construction for any purpose is great," says Beecher. "One downside is the scaling, making a building fit the modules, and some of the constraints that a metal building puts upon you. To be competitive, you have to use the standard components that the metal building provides. If you have requirements which pre-empt that or cause you not to be able to use those custom components, you have some problems. But, there are definite market advantages to metal building in certain applications."

"I have designed other buildings using pre-engineered metal building systems, I have also designed standard component buildings, and I don't hang my hat on either one of them," says Beecher. "We try to tailor the product to the application, or tailor the building to the various parameters that have been laid upon us. Even when masonry or seismic requirements require a more traditional framing system, a standing seam metal roof is always considered as an option. But, pre-engineered metal was the perfect choice for Hamilton in Nashville."

The Project Coordinator

Dan Walters, Hamilton Test Systems Project Construction Coordinator based in Tucson, Arizona, concurs with Beecher in acknowledging the cost and the time challenges. "We were using pre-engineered buildings in Cleveland and the similarities helped reduce engineering time," says Walters.

"We had all the buildings engineered, manufactured, shipped, and stored prior to erection," says Walters. "This allowed us to have the materials ready and to cut the lead time out of the equation, which certainly helped in the end. The pre-engineering was

Project Review

essential.

"We used an optional, architectural panel which complemented some of the masonry. We've had comments from many different people involved with the project noting how well the buildings look. They're a very attractive package. We have an extensive amount of underground equipment beneath the slab, such as an exhaust removal system, gas lines, cable lines and power feeds. Pre-engineering helped get the buildings up quickly and provided protection in order to work on the inside."

"The standing seam metal roof was fast to install," says Walters. "We specifically designed the building with a standing seam roof to hold costs down. There are 1000-pound exhaust fans and coolers on the roof. We potentially put everything on the roof, and the buildings are open on both ends for continuous operation. The roof sees a lot of action and pressure differential, so it moves a lot. The standing seam metal roof is ideal."

"Pre-engineering is prominent in many parts of the country, and is very well accepted. We certainly tend to use it," says Walters. There are many applications, especially in smaller communities. New regulations are causing them to fit nicely into many types of programs. Most importantly for us, it helps bring the cost of testing down to the public. That's a major element. It's good business."

The Project Supervisor



Robert Oliver of Hunt Construction.

Robert Oliver is the Project Superintendent for Hunt Construction, Inc., and was the man primarily responsible for supervising the Hamilton Test Systems Nashville project. From his perspective, time was the biggest enemy of the construction effort, particularly in its latter stages. "We only had about

45 days to complete the last project on Antioch Pike. The subs had lots of practice on the other buildings, so that gave us an advantage. We just coordinated everything and went to it. We were substantially complete in two weeks to where we could install the equipment. The project was totally completed in three weeks."

Oliver stated that the Hamilton structures were actually two pre-engineered buildings in one. The pressurized building on the inside is actually a separate pre-engineered structure. "The test booth for the inside of the main building sits right on the slab. We had the roof on the main building, so we were able to erect the test booths quickly, even in case of bad weather—another time saver."

Oliver noted that the need for speed made the choice of pre-engineered metal construction perfect for this project. "We actually had the building up and the roof on in two to three days at most of the sites. If we had used structural steel or block, it would have taken two to three weeks for construction instead of two to three days."

The Construction Supervisor



Hunt Construction Vice President Chuck Hoover.

Chuck Hoover, the Construction Supervisor, reported that subcontractor cooperation with the pre-engineered project made it occur on time, including the timely process of weather-proofing every site. "We had to prepare for inclement weather at every site."

"Given the time of year, if it had been load-bearing masonry construction, we'd have never made it," says Hoover. "We were able to get right back on those foundations while they were finishing the floor. We could not have done that with ordinary load-

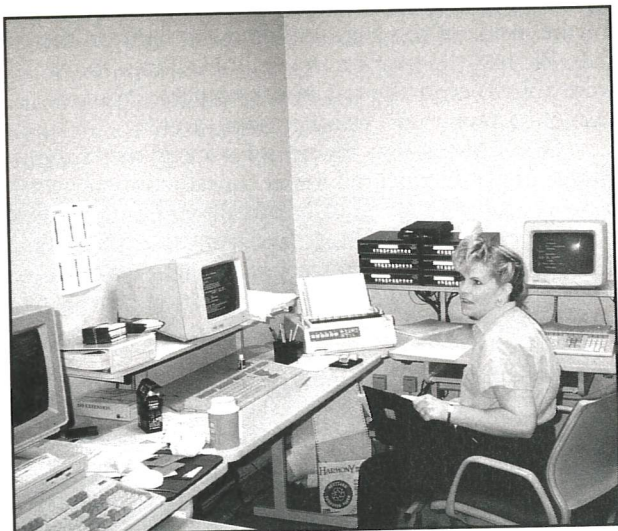
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Project Review

continued from page 11

bearing construction."

"The front end of the operation was easy. We were in mid-summer, we knew Hamilton had until the end of the year, and the projects were not so involved that we could not handle a three or four month schedule. We knew we could perform," says Hoover. "It was relatively a light load to schedule a 100 day construction schedule. It wasn't pushing us hard at all." Hoover noted that having a professional



A main computer network verifies and logs all test information. Relationship with a reputable building manufacturer allowed him to commit to the project.

"The project would not have been the same without systems building construction. We would have had to recreate the wheel on each project. With pre-engineering we had quality control throughout. It also allowed our erectors to overcome any special applications. Once they handled a condition at one location, they knew how to handle that same condition in all the locations."

"Hamilton is very satisfied with the pre-engineered construction," says Hoover. Pre-engineering allowed us, as the builder, to have hands on control of the scheduling of the walls, structural system, and the roof. It gave us a better handle on the entire project."

The Operation Manager

Hamilton Test Systems has long been a leader in auto emission testing. Incorporated in 1974, they became the first contractor operated emissions testing program in the United States.

Emissions testing has come to the forefront in the last five to ten years in urban America. There are a variety of testing programs: contractor-operated programs, like the one in Nashville; state-run programs; and, city and county-operated programs.



Hamilton Test Systems Program Manager Paul S. Cherepinsky.

These efforts are driven by the EPA, according to Paul S. Cherepinsky, Program Manager for the Hamilton Test Systems Vehicle Inspection Program in Nashville. "The EPA tells governments what kind of air quality emission reductions need to be in place, and the government decides what type of program they want to operate."

"The EPA is demanding that governments do something about metropolitan auto pollution. The Clean Air Act was modified and rewritten for 1990, and those new amendments will greatly enlarge this type of business in the next five years."

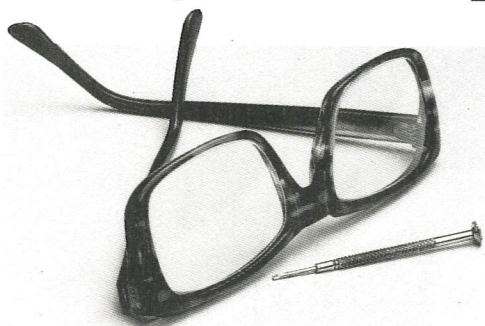
Cherepinsky says EPA studies show that contractor-run, centralized programs are the best option. "There have been numerous studies in the last 10 or 15 years on what are called decentralized and centralized programs, and both contractor and government-operated programs. The findings of the EPA are that contractor-run programs are more efficient, less costly, and easier to control."

"Nashville appears to be responding well to us," says Cherepinsky. "We've had very positive comments on both the appearance of the buildings themselves and the fast operation of the equipment."

Pre-engineered systems building construction helped Hamilton Test Systems, Computerized Structural Design, and Hunt Construction live up to the standards of community and contractual expectations. They got the job done on time and in tune with the Nashville beat.

Donald A. Mounce, an accredited public relations counselor, is with the firm of Comet Communications, Inc., in Dayton, Ohio, and serves as Managing Editor for SYSTEMS BUILDING REVIEW.

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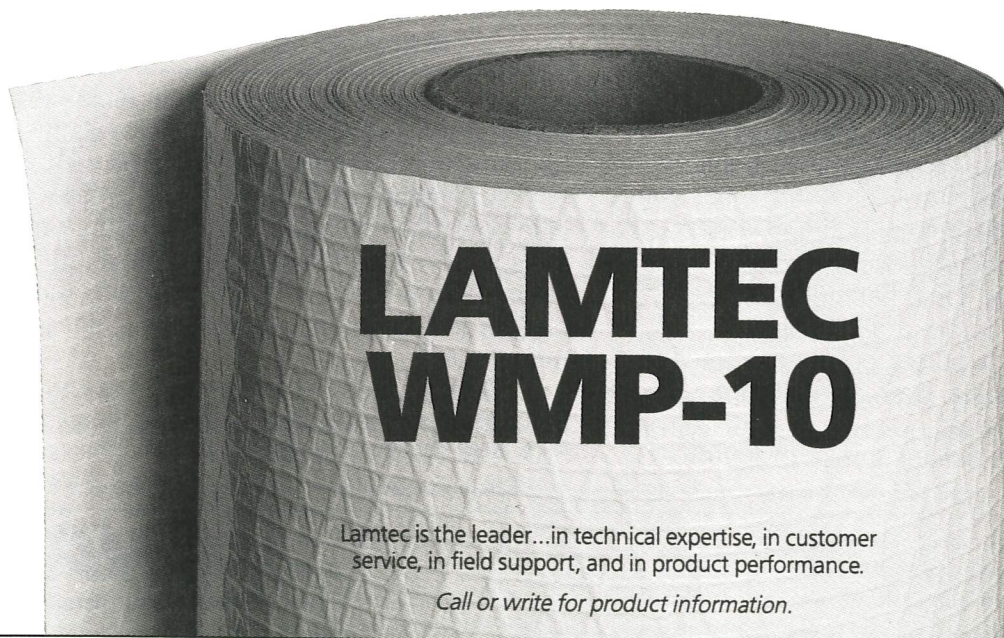
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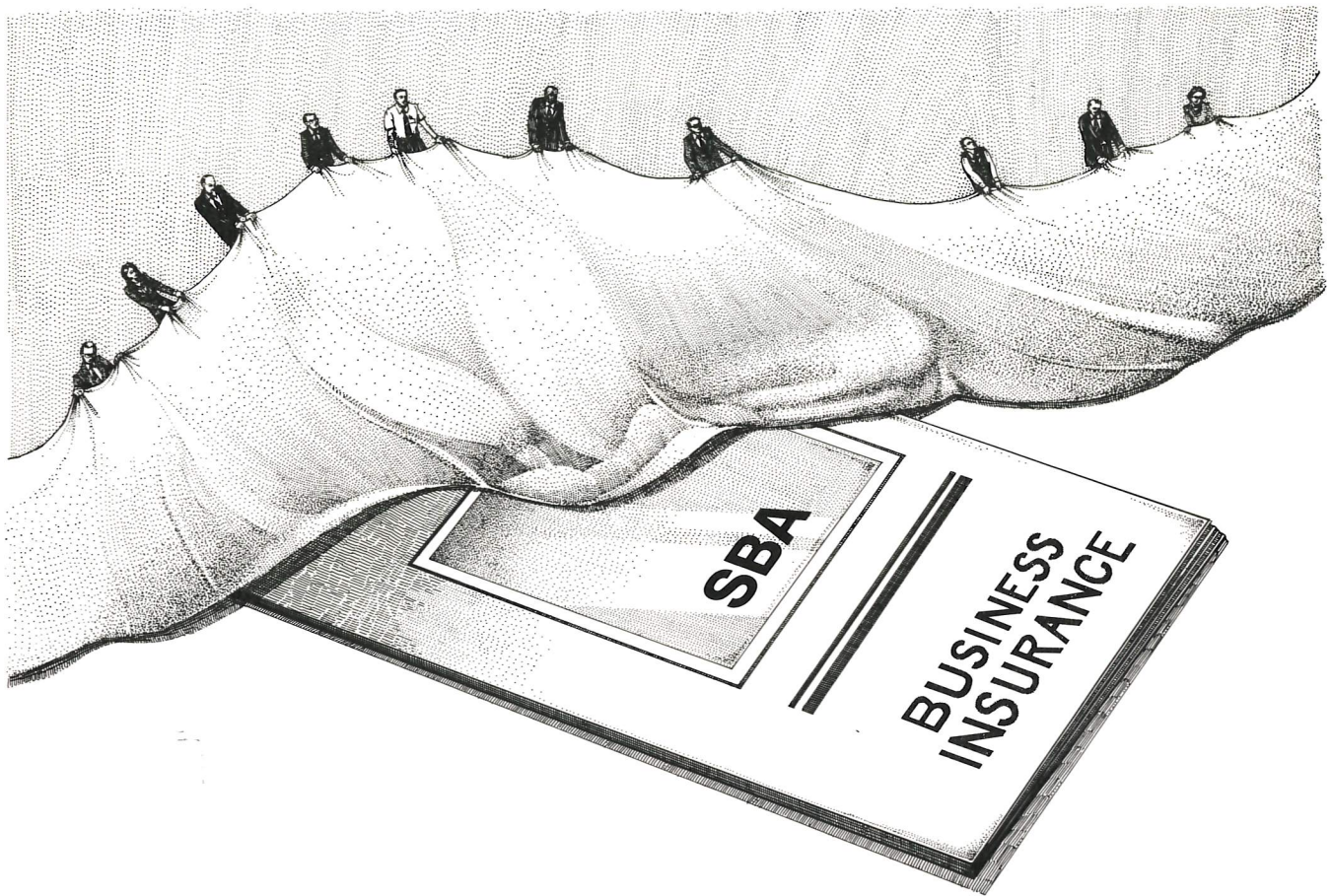
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The CNA Insurance Companies underwriting this program will vary according to the coverage. Available in the Continental U.S. only. These companies include: Transportation Insurance Company, Valley Forge Insurance Company, Continental Casualty Company, National Fire Insurance Company of Hartford, American Casualty of Reading, Pennsylvania or Transcontinental Insurance Company. CNA Plaza/Chicago, IL 60685.

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TAX TIPS

HOW NOT TO PLAY THE ESTATE TAX GAME

Sometimes the IRS beats up a taxpayer because of a complex tax law. The taxpayer may be technically wrong, but, in my opinion, the complex tax law is what's wrong. Such cases really make me angry. This is the story behind a real case that tripped up a real taxpayer and could affect every married reader of this column.

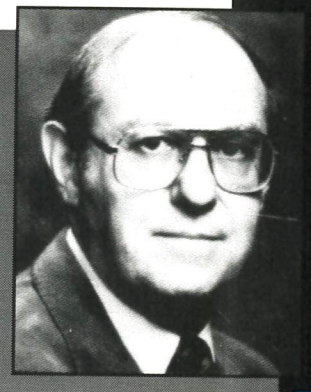
Here are the facts. Corinne, a Texas resident, had a typical Will — she left everything to her husband, Charles, and wanted her estate to go to her two children if Charles died before she did. One clause in her Will gave her estate to the kids if Charles should “predecease me or die before this Will is admitted to probate” (emphasis added). Reread those last eight words of the Will — slowly.

“It is, impossible for anyone, except a professional who specializes in this area of the tax law, to recognize the opportunities, traps, and exceptions when planning an estate.”

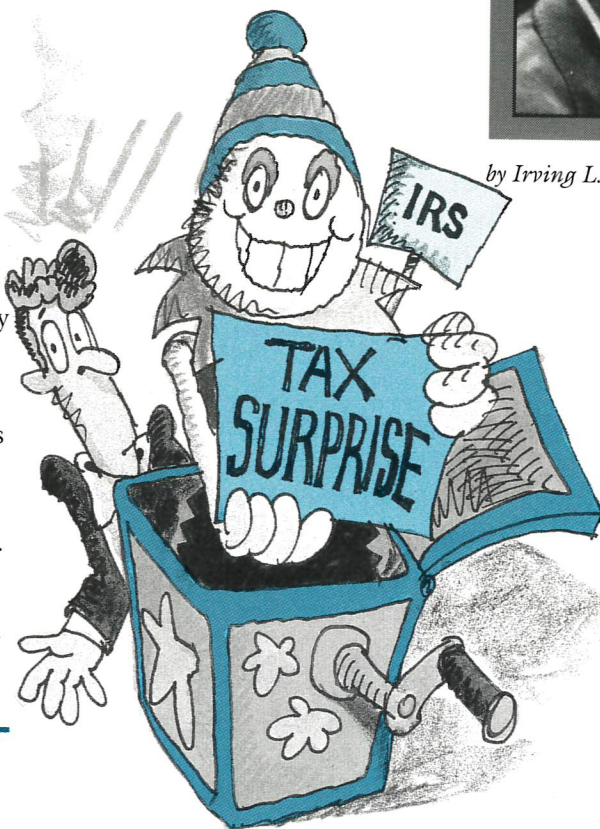
The kids would get the property, instead of Charles, if two things happened: First, Charles had to survive Corinne and, second, Charles had to die before Corinne's Will was admitted to probate. This is exactly what happened after Corinne died: Charles survived her; her Will was admitted to probate within three weeks of her death, so Charles got Corinne's property, not the kids.

Now, a little lesson in the federal estate tax law. A wonderful rule called the “unlimited marital deduction” allows a husband or wife to make unlimited gifts to each other, during life or at death, free of any estate tax. Hey, that's a good law. But wait. You can blow the marital deduction by giving your spouse a “terminable interest,” defined as an interest that will cease after a certain length of time or upon the occurrence of an event.

Okay, now let's apply the law to Corinne's case. The IRS did, and blew away a marital deduction of over \$500,000 claimed by Corinne's estate. Is the IRS right? Yes, said the Tax Court. You see, under



by Irving L. Blackman



Texas law, a Will can be admitted to probate at any time within four years after death. So what? Well, legally, Charles's interest in the estate could have been terminated up to four years after Corinne died, if the Will took that long to get to probate and he had died within that period. Simply put, even though it didn't happen that way, it was a possibility. Result? Charles's interest was terminable. No marital deduction (See Tax Court Memo, 1989-610).

A mistake like this could cost your family thousands, or millions, of dollars depending on the size of your estate. It is, in my opinion, impossible for anyone, except a professional who specializes in this area of the tax law, to recognize the opportunities, traps, and exceptions when planning an estate. How can you protect your family? Use only full-time tax practitioners who are experts in this area. Others can be dangerous to your family's tax and economic health.

Irving L. Blackman, CPA and attorney, is the most published tax authority in the United States. He lectures nationally on taxation and is the author of many books, special reports and regular columns devoted to taxes. Mr. Blackman is a senior partner in the CPA firm of Blackman, Kallick & Co., Ltd

Learn More About Systems Building Construction

Attend the SBA Convention, February 7, 1992, Anaheim, California



Exhibits and Product Demonstration:
Anaheim Convention Center, South Hall

Meetings and Lodging:
The Anaheim Hilton and Towers
Reservations 1-800-HILTONS



Registration is absolutely free if you are an:

- Architect
- Building Official
- Code Official
- Loan Officer
- Planning Board Official
- Construction Specifier
- Educator
- Building Department Official

The schedule of events:

Event	Time
Tilt-Up and Block Workshop.....	8:30 am-10:00 am
Exterior Wall and Finish Systems Workshop.....	8:30 am-10:00 am
Architectural Store Front Window Walls Workshop.....	8:30 am-10:00 am
Roof and Mansards Workshop.....	8:30 am-10:00 am
Metal Roofing Contractor Seminar.....	9:00 am-12:00 Noon
Construction Influencers Special Session.....	9:00 am-12:00 Noon
Refreshment Break.....	10:00 am-10:15 am
8:30 am Workshops Repeat.....	10:15 am-11:45 am
Concrete Slabs on Grade Seminar.....	11:45 am-12:45 pm
Lunch with Industry Speaker Richard Jarman, Chairman	
Metal Building Manufacturers Association.....	12:30 pm-1:30 pm
Exhibits.....	1:30 pm-5:00 pm
Product Demonstrations.....	2:00 pm-4:00 pm

Construction Influencers Special Session

This program is partially sponsored by the American Iron and Steel Institute. It will feature a session by Paul Nimtz, AIA focusing on standing seam roof systems; a session pertaining to structural design characteristics by J. R. Miller, Structural Engineer; and design attributes by William F. Golden, California Building Systems Institute.

Product Demonstrations

A demonstration structure will be constructed in the Anaheim Convention Center to show all attendees the various products associated with systems building construction.

Advance Registration

- ☐ Yes, I plan to participate in the program on Friday, February 7, 1992. I understand that the registration fees are free.
Please register me as follows:

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Mail this form to:
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P. O. Box 117
West Milton, OH 44383
For additional information
please call: 1-800-866-NSBA
or FAX 1-513-698-6153

FIELD SUPERVISION:

THE VIEW FROM THE FIELD

by David Cheatham

FMI surveyed 1,200 senior managers of contracting companies in 1990 to determine field supervision trends, needs and challenges.

Overwhelmingly, contractors said that planning is the number one skill that their job-site supervisors need most to improve. They see effective planning and scheduling as the greatest management challenge facing their field supervisors.

But what do foremen and crews see as the greatest challenge to effective field supervision?

To find out, *Job/Scope* conducted a parallel study in which field people were asked to rank field supervisor challenges. 6,000 readers were surveyed.

Perhaps the most significant difference in responses is that effective communication is a bigger

problem in the eyes of field foremen and crews than it is to contractors.

Job/Scope believes that the survey sends a message to contractors: "Many field people would appreciate—and respond positively to—stronger management efforts to improve job site communication."

David Cheatham is the Editor of FMI Publications at FMI Management Consultants in Raleigh, North Carolina. For a copy of the complete Job/Scope report, "How the Industry Sees Field Supervision Needs," contact Durward Humes, Editor, Box 484 Wilmette, IL 60091.

Ranking Today's Field Supervision Challenges

RANK	Contractors	Supervisors	Field Crews
1	Effective planning and scheduling	Effective planning and scheduling	Effective planning and scheduling
2	Leading/recruiting field crews	Effective communications	Effective communications
3	Effective communications	Leading/recruiting field crews	Leading/recruiting field crews
4	Managing subcontractors	Controlling work quality	Controlling work quality
5	Controlling work quality	Customer relations	Delegating responsibilities
6	Cost reporting and record-keeping	Working with generals	Working with generals
7	Customer relations	Delegating responsibilities	Customer relations
8	Time Management	Managing time	Managing time
9	Managing risks/claims	Cost reporting and record-keeping	Cost reporting and record-keeping
10	Delegating responsibilities	Managing subcontractors	Managing subcontractors
11	Working with generals	Managing risks and claims	Managing risks and claims
12	Controlling substance abuse	Controlling substance abuse	Controlling substance abuse

WHO'S WHO IN THE SYSTEMS BUILDING INDUSTRY

Quality products are essential to any successful construction project. However, people make the ultimate difference. SYSTEMS BUILDING REVIEW is pleased to provide this listing of quality-oriented members of the Systems Builders Association. Use it as a handy reference or contact SBA's headquarters by calling 1-800-866-NSBA.

Building Contractors (Alpha by Country/State/Firm)

CANADA

Argyle Steel Construction Ltd.
Ed Gramiak
112-A Scurfield Blvd.
Winnipeg, MB Canada R3Y 1G4
204/489-8022

Central Canadian Structures Ltd.
Walter Wilms
P.O. Box 130, 2245 McGillivray Blv
Winnipeg, MB Canada R3Y 1G5

Contemfara Steel Ltd.
Bob Gagnon
1712 St. James Street
Winnipeg, MB Canada R3H 0L3
204/633-7672

North Perimeter Construction
Robert Garet
Box 59, GRP 200, R.R. 2
Winnipeg, MB Canada R3C 2E6
204/694-1130

Pre-Con Builders
Robert Keith
1301 Admiral Avenue
Winnipeg, MB Canada R2X 1E6
204/633-2515

Steelman Distributors Ltd.
N. Daher
101-1280 Archibald Street
Winnipeg, MB Canada R2J 0Z3
204/253-2042

Thomas Design Builders Ltd.
Dan Vallance
430-D Dovercourt Drive
Winnipeg, MB Canada R3Y 1G4

Valley Steel Ltd.
Ron Breland
Box 550
Morris, MB Canada R0G 1K0
204/746-8792

ALABAMA

Coastal Steel Buildings
James J. Jurkiewicz
P.O. Box 669
Foley, AL USA 36536
205/943-1112

ARIZONA

Colton Building Systems Company
John G. Colton
878 West Illini
Phoenix, AZ USA 85041
602/268-3411

Sunbelt Steel Buildings
John G. Colton
878 West Illini
Phoenix, AZ USA 85041
602/268-1373

CALIFORNIA

Biltec, Inc.
Craig B. Chung
P.O. Box 1507
San Leandro, CA USA 94577
415/357-7430

Building Constr. Assoc.
G.W. Michael Murphy
175 San Lorenzo Street
Pomona, CA USA 91766
714/623-2438

Carl Brooks Inc.
Carl Brooks
1366 Coronado Ave.
Long Beach, CA USA 90804
213/597-3611

Carsey & Carsey
Doug Carsey
Box 27
Fowler, CA USA 93625
209/834-5384

Crane of Ukiah
Doug Crane
4 Banker
Ukiah, CA USA 95482
707/462-1412

Dancot Construction
Danny D. Cotten
P.O. Box 1339
Lancaster, CA USA 93584
805/949-6655

Delcon Development
James M. Heady
375 Preda Street
San Leandro, CA USA 94577
415/887-7111

Dirks Construction
Ray Dirks
P.O. Box 1034
Yuba City, CA USA 95991
000/000-0000

Equidyne Corporation
Steven S. Stewart
2288 Westwood Blvd.
W. Los Angeles, CA USA 90064
213/457-7646

Flory Construction
Jerry Flory
2325 Verna Court
San Leandro, CA USA 94577
415/483-6860

Fred Knee Construction, Inc.
Fred M. Knee
P.O. Box 580
Lemoore, CA USA 93245
209/924-3494

H.E. Hammer Construction Corp.
Michael Hammer
31407 Outer I-10
Redlands, CA USA 92373
714/794-1239

J.C. Cargill Construction Co.
Jay Cargill Sr.
P.O. Box 289
Santa Margarita, CA USA 93453
805/466-3050

J. Miller Construction
John R. Miller
P.O. Box 53
San Luis Obispo, CA USA 93406
805/545-8188

J.W. Design & Construction
Jerry Williams
P.O. Box 1154
San Luis Obispo, CA USA 93406
805/544-3130

Kilburn-Western, Inc.
Jack Thompson
3825 Hopyard Road, Suite #167
Pleasanton, CA USA 94588
510/734-8025

Laughlin Corporation
Sheree M. Woodworth
9513-D Business Center Drive
Rancho Cucamonga, CA USA 91730
714/980-7414

McCarthy Steel Constr. Co.
Gregory F. Gilli
P.O. Box 1887/3030 M St.
Bakersfield, CA USA 93303
805/327-3811

Merit Construction Co.
George Carpenter
P.O. Box 4954
Whittier, CA USA 90607
213/944-9883

Mill Construction Company
Thomas Mill
41 Clark Street
Salinas, CA USA 93901
408/424-0781

Modern Steel Structures
William Coppedge
3924 Starlite Drive
Ceres, CA USA 95355
209/537-8985

Nilan Construction
Don Nilan
19220 South Court
Sondra, CA USA 95370
209/532-7825

Palmer Bldg. Systems Corp.
Kenneth Palmer
16582 Gothard St, Suite N.
Huntington Bch, CA USA 92647
714/842-7474

Raymond Greer Construction
Raymond Greer
1111 First Street
Escalon, CA USA 95320
209/465-7279

Roland Construction
James Hoagland
1121 E. Waterloo Rd.
Stockton, CA USA 95205
209/462-2687

Romac Pacific Co.
Steven Harold
1370-D Industrial Avenue
Petaluma, CA USA 94952
707/763-4474

Salinas Steel Builders
Warren D. Goldman
1161 Terven Ave.
Salinas, CA USA 93901
408/424-1647

Shook Building Systems, Inc.
Greg Newton
2055 South Baker Avenue
Ontario, CA USA 91761
714/947-5817

Solano Construction
Gary E. Pontious
7438 Demello Rd.
Vacaville, CA USA 95688
707/446-3131

Span Constr. & Engineering
King Husein
1841 Howard Road
Madera, CA USA 93637
209/661-1111

Style-Line Construction
Gene Ingram
P.O. Box 6093
Fresno, CA USA 93703
209/436-0753

Ted A Molfino
Ted Molfino
P.O. Box 678
Lodi, CA USA 95241
209/369-8271

Tyler Construction, Inc.

Bob Tyler
P.O. Box 3195
Antioch, CA USA 94531
415/757-0517

Valley Steel Construction

John Antonino
P.O. Box 1446
Bakersfield, CA USA 93302
805/327-8697

Van Dyke Construction Inc.

Jim Van Dyke
845 Remor Street
Redding, CA USA 96002
916/221-6515

Wyatt Construction

Randy Wyatt
350 N. Rancho
San Bernardino, CA USA 92410
714/825-1400

COLORADO

C-G Construction, Inc.

Richard J. Goodman
5280 Ward Road
Arvada, CO USA 80002
303/421-6434

Denver Commrc. Bldrs. Inc.

John Barna
100 E. 62nd Avenue
Denver, CO USA 80216
303/287-5525

Kunz Construction Company

Harold Kunz
1145 W. 48th Avenue
Wheat Ridge, CO 80033
303/423-9700

FLORIDA

Milco Construction, Inc.

Jeffrey E. Miller
P.O. Box 547
Eaton Park, FL USA 33840
813/665-6504

Sperry & Associates, Inc.

Donald B. Sperry
P.O. Box 3968
Tallahassee, FL USA 32315
904/562-1101

Steel Structures Inc.

John Wilson
721 N.E. 44th Place
Ft. Lauderdale, FL USA 33334
305/772-0440

GEORGIA

All-Steel Building Inc.

Joe F. Jones
3507 Chamblee Dunwoody Rd.
Atlanta, GA USA 30341
404/455-1686

Fox Building Company, Inc.

Terry C. Fox
5815 Live Oak Parkway, Suite 2G
Norcross, GA USA 30093
770/447-1481

Atlanta All-Steel Structures, Inc.

Steve Browning
P.O. Box 649
Sparks, GA USA 31647
912/549-8287

IDAHO

Reinco, Inc.

Bob Renfro
19785 Upper Pleasant Ridge Road
Caldwell, ID USA 83605
208/459-7038

ILLINOIS

Central Illinois Building Systems

Walter Kemp
Route 1 Box 255
Decatur, IL USA 62526
216/875-2616

Felesena Commercial Builders, Inc.

G. Norman Felesena
P.O. Box 869
Kankakee, IL USA 60901
815/932-0613

H&H Steel Bldgs. Co. Inc.

Charles Hudson
P.O. Box 348
Carlinville, IL USA 62626
217/854-3133

International Crown Const. Co. Inc.

Herb Lande
23810 County Farm Road
Joliet, IL USA 60436
815/729-3122

Phalen Steel Const. Co.

George Steele
Rt. 52 North/P.O. Drawer 45
Mendota, IL USA 61342
815/539-9391

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Robert Hoffman
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Wheatfield, IN USA 46392
219/956-3111

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Nicholas J. Runnebohm
R.R. 2 - Box 18A
Shelbyville, IN USA 46176
317/398-4722

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R. N. Cox
P.O. Box 17385
Wichita, KS USA 67217
316/942-9344

Collins Construction Company

G. Edward Wharff
1030 Pawnee
Kansas City, KS USA 66105
913/342-7030

Conco, Inc.

Tim Nightingale
3030 All Hallows
Wichita, KS USA 67277-0166
316/943-7111

Descon, Inc.

Steve Shepherd
P.O. Box 461
Goddard, KS USA 67052
316/794-2249

Evans Bldg. Co. Inc.

John D. Evans
P.O. Box 12086
Wichita, KS USA 67277
316/524-0103

J&N Elliott Construction

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Box 127
Morrowville, KS USA 66958
913/265-3872

Simpson & Associates, Inc.

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1831 South Anna
Wichita, KS USA 67209
316/942-3206

Smith Construction Co. Inc.

William Smith
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Wichita, KS USA 67213
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MAINE

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Ron Hamlin
P.O. Box 1217
Portland, ME USA 04104
207/797-6152

C. M. Builders Inc.

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P.O. Box 309
Clinton, ME USA 04927
207/426-8006

M.D. Hardy Inc.

David M. Hardy
603 Main Rd. N.
Hampden, ME USA 04444
207/942-4686

Sheridan Corp.

Douglas Cutchin
Western Ave/Box 266
Fairfield, ME USA 04937
207/453-9311

MARYLAND

CMI Contractors, Inc.

John Parlett
Rt. 2, Box 652
White Plains, MD USA 20695
301/645-6919

Morgan-Keller Inc.

Louis J. Shuba
P.O. Box 1165
Frederick, MD USA 21701
301/293-2344

MASSACHUSETTS

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Howard Barss III
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Southborough, MA USA 01772
617/481-1300

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Roger R. Card
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Mt. Pleasant, MI USA 48858
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Doring Inc.

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Southfield, MI USA 48075
313/424-8860

Dunn Construction Engr. Inc.

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Port Huron, MI USA 48061
313/984-5131

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616/723-2982

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Grand Rapids, MI USA 49508
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Rochester, MN USA 55904
507/288-9397

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P.O. Box 103 Hwy. 112 S.
Le Sueur, MN USA 56058
612/665-2033

Johnson Wilson Builders

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218/628-0202

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Minnetonka, MN USA 55343
612/541-0927

Preneer Systems Inc.

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5851 Duluth St.
Minneapolis, MN USA 55422
612/546-3609

Steel Structures, Inc.

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Minneapolis, MN USA 55414
612/623-1000

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RR #6 Box 250
Mankato, MN USA 56001
507/387-1667

Winkelman Building Corporation

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P.O. Box 1144
St. Cloud, MN USA 56075
612/253-2411

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P.O. Box 7716
Jackson, MS USA 39284
601/372-4562

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Kansas City, MO USA 64130
816/921-2700

Korte Construction Co.
Ralph Korte
700 St. Louis Station
St. Louis, MO USA 63103
618/654-8611

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402/435-8600

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Lincoln, NE USA 68502
402/435-8600

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Marlin Meisinger
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Norfolk, NE USA 68701
402/379-0777

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Omaha, NE USA 68137
402/330-1440

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Ronald Krump
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702/358-5679

Porter Construction Co.
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5615 S. Cameron Suite 3
Las Vegas, NV USA 89118
702/367-6191

Sierra Builders of Nevada
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Sparks, NV USA 89431
702/356-8300

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Arthur J. Ogren, Jr.
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Vineland, NJ USA 08360
609/692-4226

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80 Main Street
West Orange, NJ USA 07052
201/736-9350

Stanker & Galetto Inc.
Peter Galetto
P.O. Box 248
Vineland, NJ USA 08360
609/692-8098

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Arthur C. Johnson
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Calverton, NY USA 11933
516/727-6365

M.J. Posner Construction
Martin J. Posner
165 Route 208
New Paltz, NY USA 12561
914/255-7187

Tioga Building Company, Inc.
James R. Wells
Rd #1 Box 300 Gros Blvd.
Herkimer, NY USA 13350
315/866-3199

NORTH CAROLINA

Adams Building Systems
R. Edward Adams
P.O. Box 18585
Charlotte, NC USA 28218
704/567-9806

American Builders of Anson
W. Bruce Thomas
P.O. Box 8
Polkton, NC USA 28135
704/272-7655

American Eastern Builders Inc.
Thomas Frick Sr.
3820 Miriam Drive
Charlotte, NC USA 28205
704/342-1968

Bar Construction Company
Dick Howard
816 A Post Street
Greensboro, NC USA 27405
919/274-2477

Bobbitt & Associates, Inc.
Glenn Adams
3404 Lake Woodard Dr.
Raleigh, NC USA 27604
919/832-2738

Building Systems
Mike Isenhour
P.O. Box 3409
Hickory, NC USA 28603
704/327-6677

Canter Construction Company
Richard K. Canter
Route 2 Box 8
Wilkesboro, NC USA 28697
919/838-8131

Carrol Fisher Construction Co. Inc.
Luke C. Fisher
614 North Main Street
Salisbury, NC USA 28144
704/633-6124

Cooper Enterprises, Inc.
Wade Cooper
5 Taylor Street
Asheville, NC USA 28804
704/298-4223

Davis Concrete & Constr.
Davis Beck
P.O. Box 671
Matthews, NC USA 28105
704/821-8005

Frank H. Conner Company
Frank H. Conner
P.O. Box 36837
Charlotte, NC USA 28236
704/375-1466

Industrial Construction & Maint.
Samuel J. Fleeman
P.O. Box 3568
Gastonia, NC USA 28053
704/824-5635

J.G. Coram Co. Inc.
Gordon S. Holder
P.O. Box 1644
Mount Airy, NC USA 27030
919/789-6251

Jackson Builders Inc.
Curtis Jackson
P.O. Box 148
Goldsboro, NC USA 27530
919/734-5428

Jordan Constr. Co. of Laurinburg
Charles L. Jordan
3496 U.S. 401 South
Laurinburg, NC USA 28352
919/276-3344

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John Williams
425 Hebron Road
Charlotte, NC 28273
704/553-0834

O'Connor Company
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Southern Pines, NC USA 28387
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R. J. Fisher Construction Co., Inc.
Richard J. Fisher
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Concord, NC USA 28025
704/788-8600

Randolph & Son Builders Inc.
Ray Randolph
P.O. Box 410283
Charlotte, NC USA 28241
704/588-7116

Turner Building Systems, Inc.
J. Leon Turner
P.O. Box 8219
Greensboro, NC USA 27419
919/643-3341

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Farm Builders, Inc.
Kevin Johnson
3451 South University Drive
Fargo, ND USA 58103
701/293-7202

Heitkamp Construction Company, Inc.
Neil E. Heitkamp
P.O. Box 1056
Wahpeton, ND USA 58074
701/642-5948

Kolling & Kolling Inc.
Kim Kolling
Box 1225
Dickinson, ND USA 58601
701/225-8279

Leapaldt Construction Inc.
Al Leapaldt
1313 Business Loop East, Box 1269
Jamestown, ND USA 58402
701/252-6541

Minnko Building Systems, Inc.
Larry Roth
Box 1743
Grand Forks, ND USA 58206
701/775-3196

Northstar Steel, Inc.
Edward D. Schall
P.O. Box 635
Minot, ND USA 58702
701/852-3744

Retro Building Systems, Inc.
Fred Tuominen
3125 Fiechtner Drive
Fargo, ND USA 58103
701/293-8037

Roers' Construction, Inc.
James P. Roers
4025 4th Avenue, SW
Fargo, ND USA 58103
701/282-6413

Structures, Inc.
Joe Solseng
Box 5087
Grand Forks, ND USA 58206
701/775-0645

Tooz Construction Inc.
Fred Tooz
Rt #3 Box 118D
Dickinson, ND USA 58601
701/225-4431

Urban Steel Development Corp.
Peter Vandenberg
P.O. Box 1386
Fargo, ND USA 58107
701/232-3206

OHIO

All Ohio Buildings, Inc.
Charles Straits
Box 130
Millersburg, OH USA 44654
216/674-4036

Bon Builders, Inc.
Don Shoup
4286 Old Springfield Road
Vandalia, OH USA 45377
513/898-3671

Charles Associates Inc.
Charles G. Wenner
811 E. Bigelow Ave.
Findlay, OH USA 45840
419/423-5090

Ferguson Constr. Co.
Tom Given
P.O. Box 726
Sidney, OH USA 45365
513/498-2381

Lugbill Bros., Inc.
Marvin Nafziger
Box 198, 1396 S. Defiance Street
Archbold, OH USA 43502
419/445-0815

Mosser Construction, Inc.
William Lavine
122 South Wilson Avenue Drawer D
Fremont, OH USA 43420
419/334-3801

Nelson Building Corp.
Leon Nelson
2245 Cleveland Massillon Road
Bath, OH USA 44210
216/923-5700

PENNSYLVANIA

American Engineering & Contracting

Larry E. Wanamaker
P.O. Box 3116
Allentown, PA USA 18106
215/398-2200

Conewago Contractors Inc.

Donald Smith
P.O. Box 143
Hanover, PA USA 17331
717/632-7722

Kramer Steel Systems

Larry E. Wanamaker
P.O. Box 3116
Allentown, PA USA 18106
215/797-7711

Twin County Const. Company

Ronald Dinnocenti
324 Limerick Center Road
Pottstown, PA USA 19464
215/495-7001

SOUTH CAROLINA

Apple Tree Contractors, Inc.

Baxter Simpson, Jr.
P.O. Box 10187
Rock Hill, SC USA 29731
803/324-3104

Bartley & Group Construction Co.

Ed Bright
1401 H Hwy. 72-221
Greenwood, SC USA 29649
803/223-2468

Build-Lease Associates, Inc.

Jim Bright
P.O. Box 17127/1865 E. Main St.
Spartanburg, SC USA 29301
803/439-1401

Built Wright Construction

Lawrence Markey
P.O. Box 1256
Lexington, SC USA 29071
803/794-1456

Burriss Building Systems

Moffatt Burriss Jr.
P.O. Box 55
Columbia, SC USA 29202
803/781-6800

Cleckly & McGee Inc.

Paul R. Behles, Jr.
P.O. Box 1264
Orangeburg, SC USA 29116
803/534-5580

ECB Constr. Co. Inc.

Ernest Brown
P.O. Box 1492
Sumter, SC USA 29150
803/773-3346

Endecon Corporation

Edwin C. Cuttino, Jr.
1051 Hwy. 17 Bypass Suite H
Mt. Pleasant, SC USA 29464
803/881-3388

Gerald Smith Construction, Inc.

Ed Smith
P.O. Box 357
North Myrtle Beach, SC USA 29597
803/272-6416

Hicks Construction Co., Inc.

Jimmy C. Hicks
P.O. Box 1304
Aiken, SC USA 29802
803/649-0910

Huskey Construction Co., Inc.

Bill Huskey
P.O. Box 5097-B
Greenville, SC USA 29606
803/269-2122

Jacon Associates, Inc.

Steve L. Jackson
P.O. Box 6743
West Columbia, SC USA 29171
803/796-8117

Limehouse & Frampton Cons.

Charles T. Frampton
P.O. Box 808
Ladson, SC USA 29456
803/572-2400

Marsh-Bell Construction Co., Inc.

Dwayne Bell
Rt. 3 Box 141
Piedmont, SC USA 29673
803/295-2728

Poinsett Construction Co.

Robert Latham
P.O. Box 8838
Greenville, SC USA 29604
803/299-1050

Potter-Shackelford Constr.

Randy Davidson
P.O. Box 6459
Greenville, SC USA 29606
803/242-9720

Roebuck Buildings Co. Inc.

Dean Anderson
P.O. Box 130
Roebuck, SC USA 29376
803/576-6330

Ruscon Builders, Inc.

G.H. "Sonny" Powell
P.O. Drawer 837
Charleston, SC USA 29402
803/723-9861

Scism Construction Co.

John Scism
304 South Parsonage Street
Bennettsville, SC USA 29512
803/479-7809

T N Construction Co. Inc.

Thad O. Strickland
P.O. Box 466
Fairforest, SC USA 29336
803/574-2113

Trident Construction Co., Inc.

Robert D. Fairey
P.O. Box 60939
N. Charleston, SC USA 29419
803/572-7600

West Electrical Contract./Newberry

Billye L. West
P.O. Box 734
Newberry, SC USA 29108
803/276-1884

TENNESSEE

Hunt Construction, Inc.

Chuck Hoover
240 Great Circle Rd. Suite 339
Nashville, TN USA 37228
615/244-4868

TEXAS

Burkleo Construction, Inc.

Gary Burkleo
P.O. Box 16209
Lubbock, TX USA 79490
806/763-2381

Commercial Structures

Rick West
420 Southfork Drive
Lewisville, TX 75067
214/221-6511

Component Constr. Corp.

Randall Haefli
6333 Airport Freeway
Fort Worth, TX USA 76117
817/834-6274

Davis & Hawkins

Wendell Davis
821 Beach
Fort Worth, TX 76111
817/831-1982

Fort Worth Design & Build Inc.

Michael Jackson
2400 Great Southwest Pkwy.
Ft. Worth, TX USA 76106
817/595-1111

Industrial Construction

Leroy Nishek
1301 E. Parkerville Road
Desoto, TX USA 75115
214/223-4050

Jatex Construction Inc.

Seale John
150 N. Peachtree
Jasper, TX USA 75951
409/384-3459

Moore Modern Builders Inc.

J. Frank Moore
P.O. Box 967
Irving, TX USA 75060
214/445-1551

Pyramid Building Systems, Inc.

Jay D. Hedges
409 West Vickery Blvd.
Ft. Worth, TX USA 76104
817/335-1800

VERMONT

E.F. Wall & Associates

Robert P. Lord
P.O. Box 259
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VIRGINIA

Barr Construction Company

Charley White
130 Business Park Drive
Virginia Beach, VA USA 23462
804/490-1261

C.L. Pincus, Jr. & Co., Inc.

Michael Goldmeier
2700 Sonic Drive
Virginia Beach, VA USA 23456
804/468-5100

Cardinal Building Corp.

Ronnie Anglin
3345 Croft Street
Norfolk, VA USA 23513
804/853-4163

Challenge Constructors, Inc.

George Fuller
450 Virginia Ave.
Portsmouth, VA USA 23707
804/393-2000

Cochran Construction Co.

John Edelblute
P.O. Box 9329
Hampton, VA USA 23670
804/826-2510

G. L. Cline & Son, Inc.

Buddy Cline
P.O. Box 3287
Portsmouth, VA USA 23601
804/487-5396

Gresham Building Systems

Shelton Nixon
P.O. Box 1077/1038 W. 26th Street
Norfolk, VA USA 23501
804/627-4583

H. S. Williams & Co. Inc.

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Independence Construction Co. of VA

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Virginia Beach, VA USA 23462
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John R. Kurfees & Associates, Inc.

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4661 Haygood Road, Suite 102
Virginia Beach, VA USA 23455
804/460-4406

L. White & Co. Inc.

Linden White
208 Hudgins Road
Fredericksburg, VA USA 22401
703/898-2029

Mid Eastern Builders, Inc.

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Chesapeake, VA USA 23323
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R. D. Lambert & Son, Inc.

Tommy Phelps
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804/420-5860

R. Jordan, Inc.

Ronald Jordan
2209 Land of Promise Road
Chesapeake, VA USA 23322
804/421-9777

Ritchie Curbow Const. Co., Inc.

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Newport News, VA USA 23606
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206/483-6688

Commercial Industries Co. Inc.

Roger Benton
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Bellvue, WA USA 98009
206/885-2400

Hobbit Homes
 Marv Dean
 1843 Park Ridge Lane
 Sedro Woolley, WA USA 98284
 206/724-5011

Schlecht Construction, Inc.
 Pat Grendon
 1302 Walnut Street
 Kelso, WA USA 98626
 206/636-0150

Wright Company
 Robert L. Wright
 34839 Pacific Hwy, South
 Federal Way, WA USA 98003
 206/927-1393

WISCONSIN

Bane-Nelson Inc.
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 P.O. Box 188
 Kenosha, WI USA 53141
 414/552-8960

Building Constr. Inc.
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 Middleton, WI USA 53562
 608/831-0011

Buildings Systems Gen. Corp.
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 Madison, WI USA 53705
 608/274-6777

Consolidated Constr. Co.
 Bill Novotny
 4300 N. Richmond Street
 Appleton, WI USA 54911
 414/739-3555

Debco Corporation
 Robert T. Swenson
 428 N. U.S. Hwy. 14
 Janesville, WI USA 53545
 608/755-1500

Durand Bldrs.
 Larry Hagness
 Box 126
 Durand, WI USA 54736
 715/672-5941

Eau Claire American Bldgs.
 Mike McGinnis
 Box 126
 Eau Claire, WI USA 54702
 715/832-3244

Friede Brothers Construction
 Roger Friede
 P.O. Box 248
 Reedsburg, WI USA 53959
 608/524-4383

Indianhead Construction & Develop.
 Richard Foster
 3301 Golf Road
 Eau Claire, WI USA 54701
 715/834-8892

J.R. Jensen & Son Inc.
 Keith H. Jensen
 814 21st Avenue East
 Superior, WI USA 54880
 713/398-6626

Keller Structures, Inc.
 Thomas G. Berghuis
 P.O. Box 620
 Kaukauna, WI USA 54130
 414/766-5795

Kenneth F. Sullivan Co.
 Robert Riley
 P.O. Box 9463
 Madison, WI USA 53715
 608/257-2289

Link Associates Inc.
 Dick Sotherland
 200 S. Prairie Ave.
 Waukesha, WI USA 53186
 414/542-5373

Renschler Company
 Gordon Renschler
 555 D'Onofrio Dr.
 Madison, WI USA 53719
 608/833-2321

Ribsteel Buildings Inc.
 Gerald E. Meyer
 P.O. Box 35
 Rochester, WI USA 53167
 414/534-3143

Stell Construction Company
 Clyde Stell
 P.O. Box 14003
 Arlington, TX USA 76019
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Westra Construction, Inc.
 Thomas P. Weith
 W7185 Hwy. 49
 Waupun, WI USA 53963
 414/324-3545

Independent Erectors (Alpha by Firm)

Ace Construction
 Brenda
 5095 NW 114 Street
 Grimes, IA USA 50111
 515/986-4479

Alpha Beam Erectors, Inc.
 Jerry Calloway
 164 Blackberry Inn Road
 Weaverville, NC USA 28787
 704/658-2408

A. R. Kessel, Inc.
 Alan Kessel
 6531-A Orr Rd.
 Charlotte, NC USA 28213
 704/597-8505

Badgerland Metal Building Erectors
 Dave Rickey
 P.O. Box 486
 Mazomanie, WI USA 53560
 608/795-4607

Beckett Erection Company
 J. M. Beckett
 5252 W. 65th Place
 Mission, KS USA 66202
 913/432-3376

Building Erection Services Co. Inc.
 Mary Farrar
 P.O. Box 963
 Olathe, KS USA 66061
 913/362-7766

Building G-C's, Inc.
 Leonard Pease
 P.O. Box 224 42 Bissell St.
 Tower Hill, IL USA 62571
 217/567-3632

Carolina Steel Erectors
 Dave Amelung
 1027 Linger Road
 Winston Salem, NC USA 27107
 919/784-5626

Case Erection Company
 Arnold R. Toller
 17 MacMillan Way
 Newark, DE USA 19713
 302/737-3800

Certified Erectors Inc.
 Kelly Christensen
 P.O. Box 16230
 Salt Lake City, UT USA 84116
 801/322-2070

Compton Construction Company
 Brian D. Compton
 2542 Marketwest Springs Road
 Santa Rosa, CA USA 95404
 707/575-0195

Divis Construction, Inc.
 Donald D. Divis
 2238 Gaeth Avenue
 Fremont, NE USA 68025
 402/721-8955

Duain Swenson Construction Co., Inc.
 Wayne Swenson
 P.O. Box 103, Hwy. 112 South
 Le Sueur, MN 56058
 612/665-2033

Ewing Construction Inc.
 Joseph W. Ewing
 RFD #1 Box 232AA
 Exeter, ME USA 04435
 207/379-2901

F.J.R. Builders, Inc.
 Jack R. Murphy
 8225 Grey Eagle Drive
 Upper Marlboro, MD USA 20772
 301/773-4900

Glover Metal Bldg. Erector
 Michael Glover
 P.O. Box 102
 Kingston, WI USA 53939
 414/394-3566

Grand Steel Erectors, Inc.
 Edward F. Shea
 240 Grand Ave. P.O. Box 285
 Leonia, NJ USA 07605
 201/944-9101

Helm Building Enterprises
 Sam Helm
 2224 Timberview Road
 Roanoke, VA USA 24019
 703/563-4880

Ibar Industrial Roofing & Siding
 John A. Iveson
 P.O. Box 234, 21 Boston Road
 Southborough, MA USA 01772
 508/481-8699

Imperial Construction Assoc., Inc.
 Cathy A. Jones
 23810 County Farm Rd.
 Joliet, IL USA 60436
 815/729-3122

JHM Construction
 Ricky Friedrich
 P.O. Box 34428
 Houston, TX USA 77234
 713/946-7140

J.W. Dahlgren Inc.
 John Dalgren
 815 Kellogg Mill Road
 Falmouth, VA USA 22405
 703/659-2052

Lasco Inc.
 Rod Borchering
 1715 N. 21st Street
 Decatur, IL USA 62526
 217/428-4663

LeMaster Steel Erectors
 Robert LeMaster
 P.O. Box 2365
 Elkhart, IN USA 46515
 219/262-1531

Metal Building Repair, Inc.
 Ken Simon
 375 Preda Street
 San Leandro, CA USA 94577
 415/569-1446

MML Construction Inc.
 Thomas Lehman
 730 Locust Street
 Lebanon, PA USA 17042
 717/272-5551

North Central Builders
 Joseph E. Emanuel
 Box 765, 312 N. Broadway
 Hartington, NE USA 68739
 402/254-6847

Northeast Steel Erectors, Inc.
 Charles Kingman
 1091 Route 28
 Somerville, NJ USA 08876
 908/526-3175

North Jersey Steel Erectors

Harold E. Scott
Box 1051
Chester, NJ USA 07930
201/879-6512

Owens Construction Co., Inc.

Tom Owens
313 Hospital Drive
Virginia Beach, VA USA 23452
804/340-5643

Peeples Erec. & Constr. Inc.

Raymond Peeples
P.O. Box 7 Sta 2
Houma, LA USA 70360
504/876-6160

Performance Development, Inc.

Shawn Olesen
19502 48th Ave, West
Lynnwood, WA USA 98036
206/363-7784

Phoenix Steel Erectors, Inc.

John Gebhardt
1137 Dearborn Avenue
Aurora, IL USA 60505
312/554-2898

Pre-Fab Erectors Inc.

Harry Lynn Schlitz
P.O. Box 1816
South Gate, CA USA 90280
213/567-2255

R. Marker & Sons Inc.

Richard A. Marker Jr.
P.O. Box 1026
Lewiston, PA USA 17044
717/242-2529

Servicon, S.A.

Javier Sales
Insurgentas Sur 724 2 Piso
Mexico, DF Mexico 03100
905/543-9816

Seven States Steel

Rob Haddock
8765 Table Butte Road
Colorado Springs, CO USA 80908
719/495-2258

Spacemark Inc.

Robert Ketenbrink
Route 1 Box 255
Decatur, IL USA 62526
217/875-2611

S & S Structures, Inc.

Tim Seyler
P.O. Box 200
Blandon, PA USA 19510
215/944-9956

Steel Building Erectors Inc.

Charles Travitz Jr.
1261 Claremont Road
Carlisle, PA USA 17013
717/243-4441

Story's Steel Erec. Co. Inc.

James Story
2210 1/2 S. Combee Road
Lakeland, FL USA 33801
813/665-0246

Systems Contractors Inc.

Steve Carr
919 E. 62nd Ave.
Denver, CO USA 80216
303/287-1331

Tenco Construction Inc.

Tom Block
13502 Giles Road Unit G
Omaha, NE USA 68138
402/895-4406

Vos Construction

Dan Vos
Box 387
Green Isle, MN USA 55338
612/326-7901

West Jersey Industries

Raymond Smith
P.O. Box 549
Lebanon, NJ USA 08833
201/236-2472

W. F. Carter Construction Inc.

Janet Bilbrey
5809 E. Berry
Ft. Worth, TX 76119
817/451-0410

Manufacturers & Suppliers (Alpha by Firm)

A and S Building Systems

Jim Jackson
P.O. Box 53
Caryville, TN USA 37714
615/426-2141

Access Overhead Door Inc.

Carroll Reed
630 E. Shelby
Fort Worth, TX USA 76140
817/293-1755

Achilles USA, Inc.

Chuck Kessler
P.O. Box 2287
Everett, WA USA 98204
206/353-7000

ACI Building Systems, Inc.

Mitch Broadway
P.O. Box 1316
Batesville, MS USA 38606
601/563-4574

Akzo Coatings Inc.

Edward L. Heider
P.O. Box 147
Columbus, OH USA 43226
614/294-3361

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Two Amboy Ave.
Woodbridge, NJ USA 07095
734-5700

American Buildings Company

Alvan E. Richey, Jr.
St. Francis Point
Eufaula, AL USA 36027
205/687-2032

American Buildings Company

Jack Jordan
2421 Loreine's Landing Lane
Richmond, VA USA 23233
919/847-2377

American Buildings Company

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Raleigh, NC USA 27624
919/847-2377

American Buildings Company

James R. Larrimore Jr.
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Royal Oak, MD USA 21662
301/745-2222

American Buildings Company

Norm P. Craven
10637 Thomas Avenue S.
Bloomington, MN USA 55431
612/888-0037

American Buildings Company

D. Jay Murphy
2613 Pine Lakes Dr.
W. Columbia, SC USA 29169
803/794-0173

American Industrial Corp.

E. L. Fall
P.O. Box 4527
Virginia Beach, VA USA 23454
804/425-1818

American Steel Building Co.

Trudy Halvorson
P.O. Box 14244
Houston, TX USA 77021
713/433-5661

Amp Electric, Inc.

Joseph Sheehy
P.O. Box 736
Janesville, WI USA 53545
608/755-1525

Amsco Products, Inc.

Al Podsednik
6949 Fairbanks, N. Houston Rd
Houston, TX USA 77040
713/466-6790

A.P.I. Construction Co.

Tom Warner
2366 Rose Place
Saint Paul, MN USA 55113
612/636-4320

Aquarius Sprinkler System

John A. Willmsen
P.O. Box 326
Marion, IA USA 52302
319/377-8261

Architects Plus, Inc.

David J. Medin
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Fairbault, MN USA 55021
507/334-2251

Armco Building Systems

W. Loring Lee
P.O. Box 639
Sumter, SC USA 29151
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ASC Pacific, Inc. (Western Region)

Mark Pickens
2110 Enterprise Blvd.
West Sacramento, CA USA 95691
913/372-6857

Atlas Bolt & Screw Company

Hal Nyggard
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Chicago, IL USA 60611
312/852-6088

Atlas Energy Products

Timothy L. Lagod
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Atlanta, GA USA 30339
404/952-1442

Baltes Electric Corporation

Richard J. Baltes
Middleton, WI USA 53562
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Bay Insulation Supply Company

Daniel Schmidt
P.O. Box 8005
Green Bay, WI 54308
414/437-5484

Beazer West, Inc.

John Choate
P.O. Box 4630
Fort Worth, TX USA 76164
817/626-8201

Behlen Mfg. Co.

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Columbus, NE USA 68602
402/564-3111

Bradbury Co., Inc.

David Bradbury
Air Industrial Park
Moundridge, KS USA 67107
316/345-6394

Brite Insulation Corp.

Jerry Killingsworth
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Houston, TX USA 77038
713/447-6400

Buckley Industries

Ron Riddle
P.O. Box 574
Wichita, KS USA 67201
316/262-0425

Buildex Div. of Il. Tool Wk.

John P. Paterson, Jr.
1349 Bryn Mawr Ave.
Itasca, IL USA 60143
312/595-3500

Buildex-A Div. of Il. Tl. Wk.

C. R. Monnich
5731 Caladium Drive
Dallas, TX USA 75230
214/363-6953

Butler Manufacturing Co.

Richard Jarman
P.O. Box 917
Kansas City, MO USA 64141
816/968-3000

Butler Manufacturing Company

Randall W. Sallee
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Southlake, TX USA 76092
817/481-1641

Butler Manufacturing Co.

Mike Heiting
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414/521-0659

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Ceco Buildings Division

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Ceco Buildings Division

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Ceco Buildings Division

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Celotex

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CertainTeed Corporation

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CGI/Silvercote

Kenneth D. Chapman
4066 Sesame Path
Liverpool, NY USA 13090

CGI/Silvercote

William J. Bogumill
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CHS Engineering Associates, Inc.

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N. Charleston, SC USA 29418
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Chapman Grading & Concrete Company

Harold Dunagin
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Spartanburg, SC USA 29303
803/585-8133

Cheney Door Company

Keith Bornholt
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Chief Industries

Roger Bullington
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Grand Island, NE USA 68802
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Chief Industries Inc.

John Hodson
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Grand Island, NE USA 68802
308/382-8820

Cimco A/C Sheet Metal

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Santa Fe Springs, CA USA 90670
213/944-9991

Cliff Compton, Inc.

Andres A. Hiltunen
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Braintree, MA USA 02184
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Commercial Building Components Inc.

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Box 1009
Lathrop, CA USA 95330
209/983-0910

Compac Corporation

John McGowan
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Netcong, NJ USA 07857
201/347-3900

Construction Fasteners

Barry L. Boone
Spring St. at Van Reed Rd.
Wyomissing, PA USA 19610
215/376-5751

Construction Supply & Equipment Co.

Diann Cook
P.O. Box 2086
Chesapeake, VA 23320
804/436-0010

Continental Fire Sprinkler

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4518 South 133rd Street
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Cornett Bolt & Screw

Dorothea W. Jones
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601/864-8349

Craneveyor Corp.

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S. El Monte, CA USA 91733
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Crawford Sprinkler Co.

Bill Phifer
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Columbia, SC USA 29224
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Curoco Steel Systems

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Custom Curb Inc.

Robert Jedrychowski
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615/629-6241

Dan Brailsford, PA

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Denver Fabrication Inc.

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704/663-1261

Design Components Inc.

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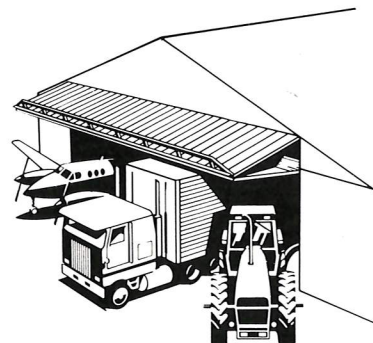
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Chief Industries	4
CNA Insurance	14
Kirby	30
Lamtec	13
McElroy Metal	2
Metallic Buildings	6
Nucor	31
Schweiss Bi-Fold Door	27
WedgCor	32

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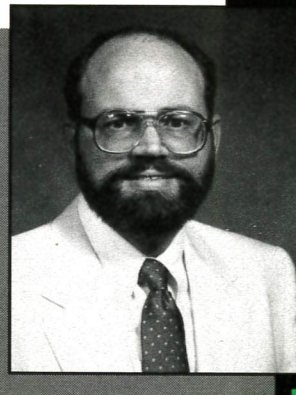
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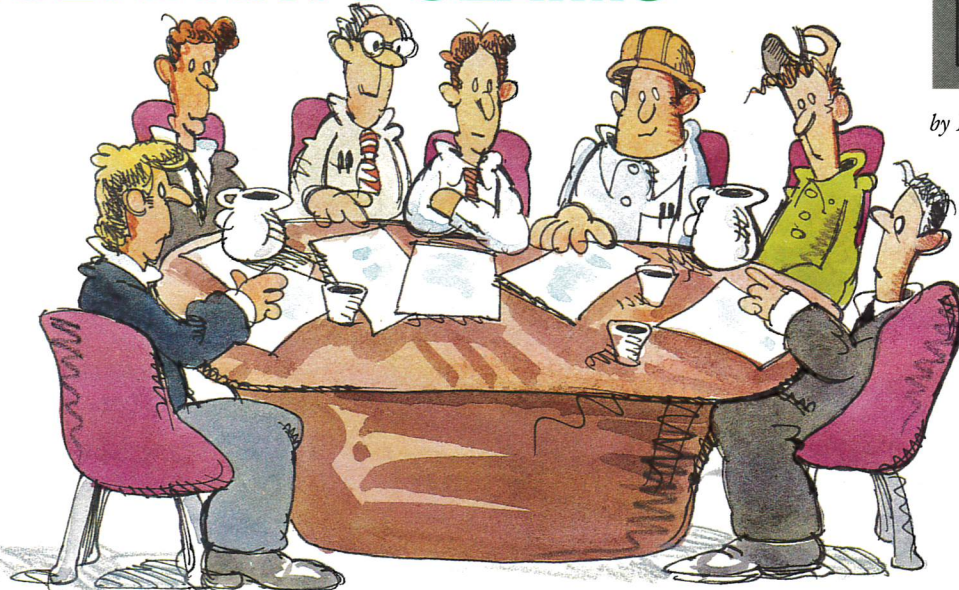
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LETTER OF THE LAW

"PROJECT ARBITRATION" IN MULTIPARTY CLAIMS



by Perry R. Safran



As is commonly the case, construction disputes are multiparty affairs with interrelated claims and defenses. Under state and federal rules of procedure, these parties can usually be brought into the same court for litigation. When this is the case, all claims, counterclaims and defenses of these parties can be heard.

Standard form construction arbitration agreements, however, have provided separate arbitration agreements between parties. Consolidation of interrelated claims, therefore, is usually restricted at best.

Owners and contractors—vulnerable to added costs under this framework—should assess the risks before adopting standard form agreements.

As an alternative, owners and contractors should consider "project arbitration" agreements which bind all of the relevant parties to one arbitration clause. This would effectively give the dispute the advantages of consolidated claims while at the same time provide the benefits of arbitration.

While such agreements could take on many forms, the following is a possible model agreement:

Sec. 1 "All claims, disputes or controversies arising out of or relating to this project and between or among parties with agreements arising out of or relating to this project shall be settled and decided by arbitration in accordance with the Construction Industry Arbitration Rules of the American Arbitration Association and judgment upon any award rendered by the Project Board of Arbitration may be entered in any Court having jurisdiction."

Sec. 2 "The parties to this project shall include the Owner, Architect, Engineer, Construction Manager, Contractors, Subcontractors, Suppliers, Sureties, Professional Liability Carriers and other persons with express or implied agreements to provide services, labor, materials, plant supplies, equipment, guarantees or indemnification for the planning, design or construction of this project."

Sec. 3 "Upon the filing of any demand for arbitration by any party to the project, the American Arbitration Association shall appoint a Project Board of Arbitration of three members who shall serve until all claims, disputes or controversies are decided regarding all parties to the project."

Sec. 4 "The Owner agrees to include this Project Arbitration Agreement in all of its agreements with parties to this project. All parties further agree to incorporate this agreement by reference in all of their agreements with all other parties to this project."

Sec. 5 "The parties mutually agree that this Project Arbitration Agreement is severable from the other terms and conditions of agreements between project parties. All parties mutually agree that all claims, counter-claims, defenses or issues of arbitrability, consolidation or other matters involving the interpretation and application of this Project Arbitration Agreement and all other agreements shall be decided and determined by the Project Arbitrators."

continued on page 30

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Letter of the Law

continued from page 29

Sec. 6 "Notice of the demand for arbitration shall be filed with the American Arbitration Association and with all adverse parties. The demand shall be filed with the American Arbitration Association within the time limits specified by the applicable statute of limitations.

Owners often rely on design professionals to prepare standard form agreements. But because arbitration clauses can increase an owner's litigation costs and risk of inconsistent awards, a designer may be legally obligated to disclose potential problems with these clauses.

In any event, owners, design professionals and contractors should consider the consequences of these standard arbitration agreements. They may save valuable time and resources in the face of complicated controversies for all parties involved.

Perry Safran is a Raleigh, North Carolina construction engineer/attorney who specializes in Construction Law. Perry combines 10 years of construction engineering with 10 years of legal practice to offer a unique service. Perry travels frequently and lectures on a variety of construction industry issues. If you have a question for Perry, please contact him at: SAFRAN LAW OFFICES, 120 South Boylan Avenue, P.O. Box 587, Raleigh, NC 27602-0587, Telephone: (919) 828-1396, Fax: (919) 828-7993. With thanks to James P. Laurie III, Campbell University School of Law.



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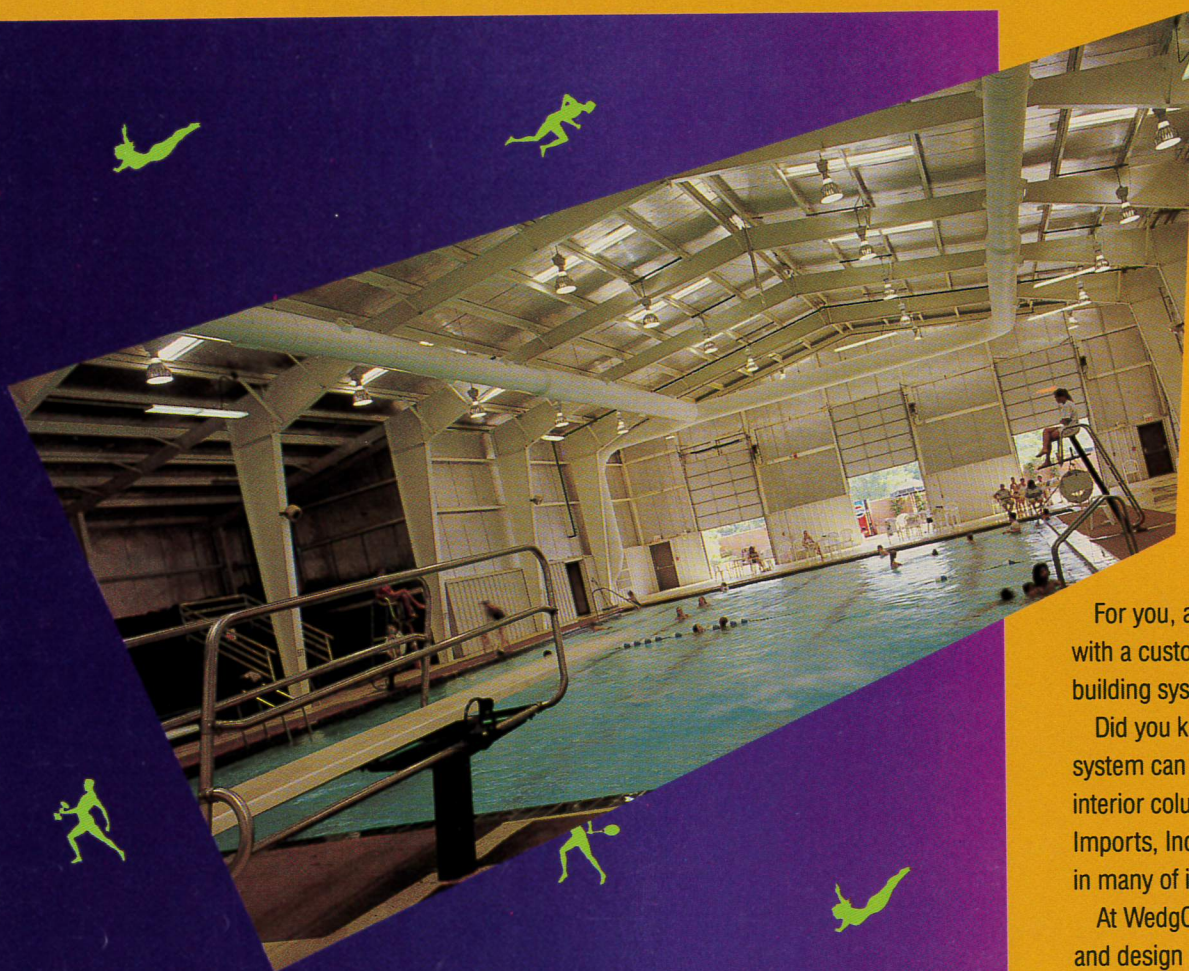
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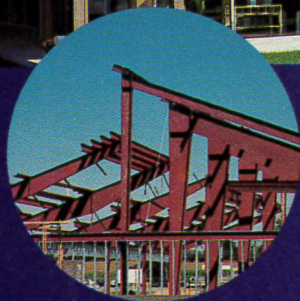
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