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100 years - Cowboys, too

Fred Heldenfels IV is a member of the fourth generation of his family to help construct Texas.

'he owner of one of Texas' oldest construction companies smiles like a schoolboy when asked about how it felt to help build a football stadium for the Dallas Cowboys.

"Well, my brothers and I grew up in Texas," he says. "Of course, we loved the Cowboys.'

Fred Heldenfels IV recalls many a Saturday spent in the truck with his grandfather listening to "the game" on the radio as they traversed south Texas to their favorite hunting and fishing spots.

"I remember listening to guys like Don Meredith and Bob Hayes playing on the radio when we were with my grandfather," says Heldenfels, "so it was a thrill to be a part of that project."

In addition to providing over 3,000 pieces of prefabricated concrete components for the new Cowboys stadium in Arlington, Heldenfels Enterprises is no stranger to projects with a big name, nor history-making impact.

Ancestors F.W. Heldenfels Sr. and his brother, C.A. Heldenfels, founded Heldenfels Brothers, a lumber and materials business in 1909. They went on to build the largest ships west of Houston after securing a government, contract during World War I. Soon they were dredging their shipyard for oyster shell to build roads.

continued on Page 18

Hook 'em golfers



The management team at Longhorn Stucco & Masonry Supply consists of three men - and their dogs.

ichael Stephenson, business development manager, says the company name – **Longhorn** Stucco & Masonry Supply – was "pretty obvious."

"Thank goodness it wasn't taken yet,"

The supplier opened for business in June 2008 in Manor, TX, which is a good location for a couple of reasons, Stephen-

First, it's an untapped territory that's a prime spot for residential growth, he notes.

The other reason is that several golf courses are in the area, and all of the guys at Longhorn Stucco like to golf. "We're not very good at it," he admits.

The other golfers are Jake Burleson, operations manager, and Jeremiah Barney, outside sales - not that they're into job titles. "We share all the responsibilities," Stephenson says.

He supports architectural "lunch and learn" seminars and also gives hands-on workshops on how to lay stone or on different stucco techniques.

"Interesting" is how he describes the company's first year.

"We started out right before the economy took a dive. So it's been a rollercoaster ride. It's been real high highs and real low lows.

continued on Page 18

Blessed conversion

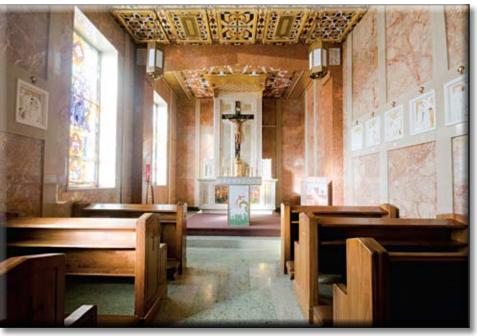
enovation of the interior of a Catholic Diocese of Austin building locatled downtown was a very special project for RG Tate & Associates Inc.

As project manager Jacque Tate notes, "The team on this project - from the owner to the architect, engineering firm to the last subcontractor - was amazing!"

She attributes everyone's successful work on the remodel to a Bible verse from I Peter about using one's gifts to serve one another. "When the team is centered on God and uses their talents as good stewards, it is incredible how everything works for the good of all involved."

The project – primarily to change the function of the 10,000-sf space from office to residence - began in March and was substantially completed in July, Tate

The building was originally constructed in 1957 for the Chancery of the



Renovation in the chapel includes electrical work and rear wall infill and cabinets.

Catholic Diocese of Austin. The renovation was undertaken under the shepherd of the Austin Diocese, Bishop Gregory Aymond, who dedicated and blessed the building before leaving to become the Archbishop of New Orleans, according to

The MEP work was substantial due to the change of use, she said. "Converting commercial mechanical systems for residential use, at the same time bringing mechanical and electrical systems up to code compliance, took team work. The expertise of Johnson Consulting Engineering along with Air Conditioning Company Inc. (ACCI), Joe Clark Mechanical Services (JCMS) and KDR Electrical Services contributed to the success of this monumental task." While the structure was not an official historical landmark, the architect, Sixth River Ar*chitects*, wanted to maintain the integrity

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Blast of inspiration



Jesse J. Garcia started his sandblasting company in 1984.

// prayed for direction, and it was as if I received an answer right away, ' says Jesse J. Garcia, president, Austin Sandblasting.

Beginning at 8 years old, Garcia learned the sandblasting trade by working alongside his father. Although sandblasting was a family trade, Garcia says he always felt it was inappropriate for him to start his own company.

"I never wanted to compete against my father, so I tried other types of businesses. None were right for me.

"When my dad passed, it was as if God said, 'Why don't you do what you know best?' At that point, I felt like it was OK for me to do this on my own."

Garcia started his business in 1984. He says he continues to learn about the materials he works with every day.

"The surface – the concrete, the wood - it talks to you. It tells you what to do, and it tells you what not to do, and

every job is a little bit different."

Garcia's crews have been working with him for many years, he says. Garcia considers them to be more than employees.

"They are my family. As we've gotten older, we've watched our kids grow, we've lost family, and we've gotten sick. When you work together for so long, you get to know and love the people you work with."

Garcia says he is "playing with the cards that God dealt him," and is very am very happy with his business, his team, and the trade he returned to.

"I've gotten a little older, a little heavier, and I've gotten newer trucks. It works for me, and my father always said that if it's not broken, don't fix it. So, this is working, and I'm not changing a thing!"

Austin Sandblasting provides sandblasting, waterblasting, priming and painting services for commercial and industrial projects. -va

Settled in and ready to appreciate



A year has passed since **Brandt** has settled into their location on Airport Commerce Drive, and according to Matt Summerville, it was the perfect time to invite Brandt clients over to see the facility and to show them some appreciation. The party, which included food, prizes and live music, was held in October.

L-R: John Ferencak, Brandt San Antonio; Jennifer Morton and Curtis Harbour, Brandt Austin; Laura Culin, Austin Lumber Company;

Charles Gilbert, Brandt Austin; and Toni Osberry, AGC Austin

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Tracey Dean

Dean Contracting

Kyle, TX

n Austin since 1969, Tracey Dean can tell a few stories based on his more than 25 years in the roofing business. And he even has a favorite Aggie joke he pulls out every time he meets one.

"I always tell 'em that there had to be at least one conservative Christian that went to that liberal snake pit," he claims affectionately of his alma mater, the University of Texas, "and I guess it was me!"

He quickly adds, "Of course, I only say that after I make sure they know I'm proud to have attended THE University of Texas.

"That's why I love Aggies. I like 'em because they're conservative.

"Yep, I'm a T-sip," he says, and one's inclined to believe him. Since starting his company with "absolutely nothing" he's now got the slick burnt orange Longhorn-themed truck to prove it.

How long have you been in the roofing business, Tracey?

Oh, close to 30 years. I started in business in Austin with E. M. Durbin, which was an over 40-year business when I went to work for them.

Things in roofing have changed quite a bit since then!

When the owner passed on, the company's estimator and I started Kimble and Dean. And then after about five years I started Dean Contracting.

When I started, I had absolutely nothing. I had a little Ford Ranger pickup and a bucket of plastic cement and a trowel - and the debt on the pickup! That was it.

What year was this?

This was 1982, back during the last recession...the last bad recession.

A recession is kind of a good time to start a business. Not a good time to try to keep one going, but it's OK to start one because you learn how to start out with nothing...to be frugal.

You say that things have changed quite a bit. How would you say that roofing has changed - the way you operate today compared to the time when you first got started?

Well, certainly it's a lot more technical than it used to be. Back in those days, you just had two or three different systems and basically everybody did the same thing: nail a base sheet, mop three plies of felt, and throw gravel on top of

Now days we have EPDMs and TPOs and PVCs. And we have modified bitumen and polyester mats and glass mats, and we have metal roofs and all these different types of things. It's quite a bit more technical, which is good.

You know I like it a lot. Things work a

So why is all this change good? Do things really work better?

The products are more specifically designed for different applications.

The only bad thing about it is that they don't make architects go to work in the field for a year or two before they let 'em loose. Sometimes they know very little about roofing, so what has come along to alleviate that void is the roofing

There are a lot of roofing consultants now and it's really good for the industry. I really enjoy working with them. We just see them as another set of eyes to help us put out an excellent product.

What is the most interesting project you've been involved in?

One time in the late '80s there were 11 tower cranes on Congress downtown. At that time I was working on the State Capitol, on the dome. And four of the other cranes were jobs that I had going on down Congress Avenue.

That was a really interesting job. Working on the State Capitol, the only



Tracey Dean's humidor holds a place of honor in his office: right next to his classic fly-fishing rods.

way to get to the roof we were working on was up 330 steps on a spiral staircase through the inside.

Everything in those days had to be done by hand. Tear it off, put it in burlap sacks, lower down to one deck, then lower it from there to the ground. Then bump the asphalt up, put it in a bucket, and pull it up by rope to the next level.

That was just what you did to get the job done. Nowadays we have skytraks and cranes and man lifts and all that

Entering your office it's hard to miss the gorgeous cigar cabinet. How and when did you become a cigar aficio-

I got into cigars about seven or eight years ago. It started out with my best friend and my son, actually.

A lot of people say, "I'm going to start my own business so I can control my schedule." And it's absolutely the opposite. You absolutely have no control over your schedule as a small business owner. I still work 14-hour days, six or seven days

Well, I have a good friend that goes to my church and he asked me one day, "Do you have any friends?"

And I thought for a minute and I said, "No, I don't need any friends because every time I seem to get a friend all they want is something from me."

Then he said, "Everybody needs just a few friends. Less than a handful, but the kind of friends that will shed a tear when they carry your casket to the grave." And that really hit home for me.

And then the next question he asked me is, "Do you have any hobbies?" And I said, "Well I have work. That's my hobby, that's what I enjoy doing."

He says, "Tracey, I enjoy what I do but everyone needs a little something in their life that makes their life better, that gets their mind off of work."

And so he happened to do a lot of fishing and he smoked cigars while he was fishing. Well, guess what my hobby is now? I LOVE to fish. It's my passion.

I'm fly-fishing now. Over time it developed from all kinds of fishing to saltwater fly-fishing.

And I love to smoke a good cigar late in the day or while I'm fishing.

That's kind of where that came from.

Hence, the cabinet?

Yeah, it's kind of like everything else. You could get all whacked out about how intricate keeping them can be, but the fact is that a cigar needs to be kept at 70 degrees with 70 percent humidity. If it's not, it won't smoke worth a darn.

So that's how I got into it, and I just really enjoy it. It's my hobby. -ap

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e camped out, and at night it was silent ... pitch black, and all you could hear were generators."

Christine Merrigan, owner, Merrigan Electric LLC, remembers the damage that Hurricane Ike caused in South Texas. She and her husband, Chad Merrigan, president, packed their RV and headed south to help.

"When the economy started to get tough, right after

Hurricane lke, we went down and stayed in a friend's driveway in an RV. It was amazing that a storm could change so many lives."

Though the company focuses on commercial and industrial projects, Christine says they did what they could to help those families whose homes had no power or water for weeks.

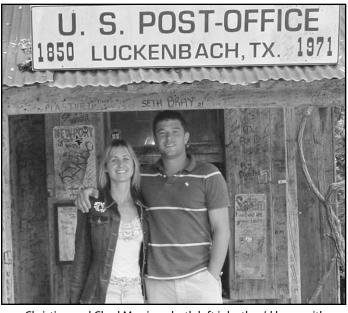
The couple returned home with an appreciation for the type of work they regularly take on. Chad has a 25-year history in the electrical field, and his day

Construction News ON LOCATION

Artistry in metal

Designer and GC Amy Hovis, Artifice, confers

with head of production **Travis Norman** on the fabrication of a large commercial door for one



Christine and Chad Merrigan both left jobs they'd been with for yearsto take a shot at living the American dream.

consists of reviewing blueprints, estimating, bidding and inspecting jobs. Christine handles the business details of the company, and is also a two-year electrical apprentice.

She says, "There are a couple of factors that played into me going through the apprenticeship program: one was I that I didn't want to be completely ignorant, and the other was that I wanted to be able to contribute. I handle the calls and scheduling, but I am also able to answer questions when people call. As an

owner, that's important."

The couple's son, **Pat- rick Merrigan**, is also part
of the company. He is a

third-year apprentice. Christine says, "He has a knack for this, like his dad. He will make an excellent

electrician one day!"

Merrigan Electric is a
WBE, DBE and HUB electrical contracting and supply
company that specializing
in industrial and commercial projects. –va

Season's
Greetings
from the
Construction
News staff



Motivated for millwork



Father and son Daniel and Justin Janov, far right, and the Janov Millwork team.

uality is a team effort" reads a banner in the Janov Millwork & Manufacturing workshop. Though it is covered in a layer of sawdust, the message reads loud and clear to father-son duo Daniel Janov, president; Justin Janov, LEED AP, vice president; and the Janov team.

"In Justin and I working together, there is a strong mutual dependency, a strong loyalty and more than anything a very strong level of trust that is critical to managing the growth of the business," Daniel says.

Daniel had been working in the mill-work industry for a number of years before he and Justin decided to start their own commercial millwork company in 1997. Though Justin had aspirations of making a career in the medical field, working with his father seemed to make more sense.

"I figured that I would have a much better opportunity helping run a small business," Justin says.

Though the initial team included just Daniel and Justin, the two managed to expand the company several times, and have held on to a team of 35 people for a number of years, Daniel says.

Justin adds, "We want everyone here to realize that we are more of a family. It helps with morale, and we are truly a team."

At least every six to eight weeks, they bring out the barbecue and let people off early. Justin says these activities build up spirit and keeps the team motivated.

Daniel says that even with the challenging economy, they have been fortunate throughout the years.

"It hasn't been without challenge, but looking back, I have no regrets!"

Janov Millwork & Manufacturing LLC manufactures and installs architectural woodwork and casework for healthcare, education and office /commercial projects in Texas. –va

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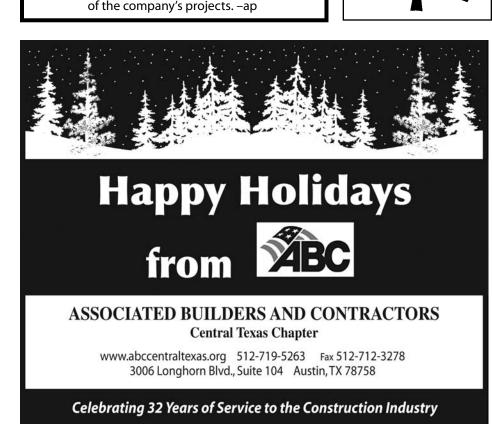
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INSURANCE



How to prepare for a 'hard' insurance market

Rod Tootle, Producer/Broker **Wortham Insurance & Risk Management**San Antonio, TX

What goes up must come down." Sir Isaac Newton was obviously referring to his theory of gravity; however, the same observation also holds true for

insurance pricing cycles.

The property & casualty insurance industry alternates between periods of hard and soft market conditions. There are times when rates are low, deductibles are small, competition is ample, capacity is plentiful, and coverage terms are broad. This is what is commonly referred to as a "soft" or "buyer's" market. Alternatively, at other times prices escalate, capacity shrinks, deductibles soar, and coverage becomes restrictive and difficult to find. This is defined as a "hard" market.

What causes these market variances? Several factors, but predominantly they are driven by losses (claims), reinsurance capacity, and investment income for insurers. When investment income is high and catastrophes are low, carriers loosen terms and lower prices to compete for premium dollars, which are then used to invest more heavily. This approach is commonly referred to as "cash-flow underwriting." But, if any of the above factors change, it frequently pushes the market toward harder conditions.

So, where's the market now? It's been soft for roughly five years, but most carriers indicate pricing is as low as it can go. No one knows for sure when it will shift, but most industry experts expect a hardening within the next nine to 12 months.

While a hard insurance market is always challenging, there are proactive steps that can be taken now to minimize the future impact upon your organization

Emphasize and showcase loss control

This is critically important, particularly within the construction industry. Employee training, safety, and loss control programs should be up-to-date and actively utilized. In a hard market, underwriters become much more selective, and it's crucial to distinguish your organization. What's the easiest way insurance carriers can offset low investment income? Reduce claims. Hence, in a hard market underwriters shift their focus from cash-flow underwriting to insuring only the most safety-conscious organizations.

If you have a great safety and risk control program, document it clearly so it can be available for underwriters. If possible, track results to show the impact of your program(s). If you don't, get management committed and put one in place ASAP.

Get an early start on renewals

Be proactive. Depending upon the size and complexity of your insurance

program, strategic planning with your agent should begin as much as six months in advance, particularly if renewal will involve a full-blown marketing effort. If you are pleased with your current insurer(s) and program, meet with underwriters early to get a sense of their position on renewal. Armed with this information, you and your broker can determine the extent of marketing effort required.

Consider retooling your renewal dates

If your policies expire near Jan. 1 or July 1, consider shifting the renewal date to a less popular time. Underwriters are much busier than normal during these periods, so your account may not get the consideration it deserves. Use oddball dates like April 30 or Oct. 31, and try to use the last day of a month because underwriters often review renewals one month at a time.

Tune up your loss runs

Have loss runs in tip-top condition. Get dormant claims closed and have realistic numbers put on those remaining open. Include summaries on larger claims and document measures taken to avoid incurring similar losses.

Prepare for larger deductibles, retentions

Deductibles tend to rise during hard market cycles. Analyze your organization's risk retention capability and prepare to assume higher deductibles/retentions.

Pick your partners wisely

Select an experienced firm/agent that has in-house loss control resources, knows your business, and is sizeable enough to be a player when the hard market emerges. In addition, seek to partner with a construction-focused insurance carrier with value-added services that can help you continually improve your organization's risk profile.

Don't be caught off-guard. Shore up problem areas now, and utilize the aforementioned techniques to better position your organization to cope with the approaching hard insurance market.

Rod Tootle is a producer/broker and sits on the Construction Practice Group with Wortham Insurance & Risk Management in San Antonio, TX

ACCOUNTING



So, when do YOU plan to RETIRE?

Patricia Quintana-Perron, MBA, CPA, Director and Partner **BKD,LLP**San Antonio, TX

Retirement signals the end of something and the beginning of something new and different and can be contemplated at any age. You are probably considering several questions. Below are a few you might be contemplating

When will I retire?

Retirement or transition is a personal decision. Many people have an age in mind for retirement.

Under Social Security laws, you may choose early retirement at age 62 and draw reduced Social Security benefits (this requires limited earnings; 2009 limits are \$14,160 to qualify), full retirement at age 65 (or up to age 67 depending on date of birth) or late retirement at age 70 for a premium benefit.

The Social Security Administration generally pays retirement benefits to individuals who have contributed for at least 40 quarters of past employment.

When do I need to start planning for retirement?

You should start planning for retirement as soon as you can financially afford to set money aside through tax advantaged retirement plans and generally at least 15 years before retirement.

Many employers offer 401(k) plans, which allow you to contribute up to \$16,500 for 2009 and 2010. Many other retirement plan options are available and should be sized to your business's needs.

Do I have enough money saved for retirement?

Your comprehensive personal financial plan should include education planning, retirement planning, estate planning, asset allocation, risk management, budgeting and coordinating your investment assets.

You should analyze your current cash flow needs and your expected cash flow needs for retirement. In doing so, you can determine the amount of money you will need for a comfortable retirement.

What do I do with my business? Can I sell my business?

During the course of your financial planning, you will determine what you need to do with your business.

In many cases, you will find the need for business continuity through succession. Succession planning should begin at least eight to 10 years prior to your expected retirement age.

You should assemble a team of professionals with a good understanding of the construction business, including a certified professional accountant (CPA), attorney and certified financial planner.

You should create a plan for your business's continuity, including choosing the right entity type, evaluating buy/sell strategies (covenants not to compete, partial retirement, seniority issues), transitioning your business to younger associates or selling your business to another entity, developing formula approaches to compensation, addressing risk management, management succession and operational succession.

With proper succession planning, you can position your business for continuity by establishing methods, timelines and intermittent goals to get you to your intended goal.

If I sell my business, what am I selling?

It depends. The answer to this question partially depends on the entity type of your business (i.e., C corporation, S corporation, partnership, etc.).

You could be selling your common stock, partnership interests, fixed assets, accounts receivable, contracts in place, intellectual property, investments or goodwill, just to name a few. The way you structure the sale of your business is critical since it will determine the tax implications of the sale; tax on such a transaction can range from 15 percent to 35 percent.

Therefore, it is critical to evaluate your business's entity type and what you expect to sell during your succession planning, so you can design a tax advantaged sales situation.

What is my business worth?

The age-old question! The business should be professionally valued to determine the selling price. Keep in mind, buy/ sell agreements may dictate how the buy-out price will be determined. You should hire a qualified accredited valuator who has expertise and experience in valuing construction businesses.

Given today's challenging construction environment, two important points in valuing construction businesses remain:

1) the strength of the business's income stream

2) the continuity and expectation the business's income will not be significantly affected in the future

As you can see, answering the question, "when should I plan to retire?" is complicated. Getting ready to retire is lengthy process that requires your personal attention, knowledgeable professionals and action.

Do not let happenstance decide your retirement future and that of your business: PLAN IT.

Patricia Quintana-Perron is a Regional WealthPlan Director and partner with BKD, LLP, with 19 years experience specializing in tax and financial planning for closely held businesses. She may be contacted at pperron@bkd.com





LEGAL



Bid issues – What every subcontractor needs to know

Travis W. Brown, Associate **Allensworth & Porter, L.L.P.** Austin, TX

Construction bidding is a complicated task, and unsurprisingly, the bid mistake is the most commonly litigated construction bidding issue.

The first sign that a bid mistake has occurred is usually when a subcontractor submits a bid and later realizes that its bid was too low. When the subcontractor refuses to perform, or seeks a higher price or requests to withdraw its bid, the contractor typically sues.

This article will explore the rights of the general contractor who relies on a subcontractor's bid to prepare its own bid, and several circumstances where the subcontractor can be excused for its bid mistake.

The submission of a bid does not form a legal contract.

Under Texas law, the submission of a bid, and the subsequent reliance by the general contractor on that bid, do <u>not</u> combine to form a legal contract. However, Texas courts recognize a legal theory called promissory estoppel. Promissory estoppel can be claimed by the general contractor and applied by the court in circumstances where it would be unfair to let the bidder walk away from its bid. This legal theory requires that the general contractor prove the following elements:

- 1. The subcontractor made a promise [the bid];
- 2. The subcontractor should have reasonably expected that the bid would induce action or forbearance on the part of the general contractor; and
- 3. The general contractor did take such action or forbearance. The action is binding if injustice can be avoided only by enforcement of the promise.

The court's application of promissory estoppel against the subcontractor makes the subcontractor's bid incapable of being withdrawn for some reasonable period so that the general contractor may accept the bid.

If the subcontractor refuses to, or is incapable of, performing in accordance with its bid, the general contractor may be entitled to the difference between the amount paid to the replacement subcontractor and the amount of the reneging subcontractor's bid.

When is the subcontractor let off the hook?

The general contractor's conduct will often be a central factor in deciding whether the subcontractor is let off the hook.

1. **Bid Mistake.** A general contractor is not entitled to rely on the subcontractor's bid if it knew, or should have known, that the bid price was a mistake. A significant disparity between bidders should alert a general contractor that a

mistake has been made. Some experienced construction lawyers suggest that a bid disparity of 50 percent would likely place the general contractor on notice that it should not be entitled to rely on the low bid.

- 2. **Bid-Chiseling.** A general contractor's attempt to negotiate a lower price than that bid by threatening to subcontract the work to another subcontractor may destroy the general contractor's ability to hold the subcontractor to its bid
- 3. **Bid-Shopping.** Courts consistently reject claims where there is evidence that the general contractor sought bids from subcontractors other than the one whose bid amount the general contractor used in calculating its own bid.

Suggestions to subcontractors

Subcontractors can help protect themselves from the unwanted enforcement of a bid by putting the following suggestions into practice:

- 1. **Be clear as to what you are bidding on.** Seek clarification prior to submitting your bid if you are unclear or condition your bid on your understanding of the contract documents.
- 2. **Submit bids in writing.** Always follow up oral communications with a written communication.
- 3. **Condition the acceptance of your bid.** Specifically, make your bid contingent upon the acceptance of a written subcontract agreement. Also, consider specifying that your bid is valid for a specific period of time.
- 5. **Do not delay.** If a mistake is made, inform the general contractor of the mistake as soon as possible, in writing

While construction bidding is often described as a one-way street benefiting only general contractors, subcontractors can protect themselves by conditioning their bids, papering up all communications, and reporting any mistakes as soon as possible.

The foregoing is provided for informational purposes only and is not intended to provide legal advice or to serve as an alternative to seeking legal counsel

Travis Brown is an associate with Allensworth & Porter, L.L.P. in Austin, Texas. He represents general contractors subcontractors, suppliers, architects and engineers, and can be reached at twb@aaplaw.com.

OSHA



High visibility apparel

Joann Natarajan, compliance assistance specialist **OSHA**Austin, TX

Question: Construction employees working on highway/road construction work zones often risk being struck by traffic. Do the OSHA standards require

high-visibility apparel for these construction workers?

Answer: Road and construction traffic poses an obvious and well-recognized hazard to highway/road construction work zone employees. OSHA standards require such employees to wear high visibility garments in two specific circumstances: when they work as flaggers and when they are exposed to public vehicular traffic in the vicinity of excavations. However, other construction workers in highway/road construction work zones are also exposed to the danger of being struck by the vehicles operating near them. for such workers, section 5(a)(1) of the OSH Act, 29 U.S.C. §654(a)(1), also known as the General Duty Clause, requires similar protection.

The Federal Highway Administration's (FHWA) recent issuance of a final rule (Worker Visibility, 23 CFR Part 634) demonstrates the need for all workers who are exposed either to public traffic or to construction vehicles and equipment to wear high-visibility apparel. Section 634.3 of the Worker Visibility Rule states: All workers within the right-of-way of a Federal-aid highway who are exposed either to traffic (vehicles using the highway for purposes of travel) or to construction equipment within the work area shall wear high-visibility safety apparel.

The purpose of this requirement, as stated in section 634.1, is "to decrease the likelihood of worker fatalities or injuries caused by motor vehicles and construction vehicles and equipment...." In the preamble to the Worker Visibility rule (Volume 71 of the Federal Register, page 67792), the FHWA stated:

High visibility is one of the most prominent needs for workers who must perform tasks near moving vehicles or equipment. The need to be seen by those who drive or operate vehicles or equipment is recognized as a critical issue for worker safety. The sooner a worker in or near the path of travel is seen, the more time the operator has to avoid an accident. The FHWA recognized this fact and included language in the 2000 Edition of the Manual on Uniform Traffic Control Devices (MUTCD) to address this issue.

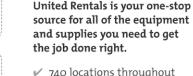
The FHWA's rationale underlying the rule well illustrates that the industry recognizes that construction workers in highway/road construction work zones need protection against the hazard posed by moving traffic. The FHWA's recent mandatory standard for workers on federal-aid highways shows that struckby hazards in highway/road construction work zones are well recognized by the construction industry. Furthermore, the standard indicates that a feasible means of addressing that hazard is the wearing of high-visibility apparel. Accordingly, high-visibility apparel is required under the General Duty Clause to protect employees exposed to the danger of being struck by public and construction traffic while working in highway/road construction work zones. Typically, workers in a highway/road work zone are exposed to that hazard most of the time.

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Industry FOLKS

Art Aja H R Marc Company, Inc.

Austin, Tx

consider myself to be a people person," says Art Aja, who joined concrete contractor H R Marc Company Inc. several months ago.

Aja has been involved in the construction industry for 13 years, and in that time he has made plenty of contacts. In joining H R Marc, Aja says that he is happy that he's been able to maintain working relationships with those people he has met over the years.

"The transition has been great and quite smooth, especially since I still have the opportunity to work with a lot of the same people, just in another area of the industry, which is concrete."

Though Aja's title is estimator, he also oversees projects his company is involved with, and is responsible for seeking new business. In this economy, finding new business can be a challenge, but Aja believes having a positive, sociable personality helps him.

"I am outgoing and easygoing, as long as I'm going!"

Extrovert that he is, Aja has become a familiar face at a number of industry events throughout Austin. He says that networking with others in the industry is the key to overcoming the challenge of a slow economy.

"My favorite thing about what I do is meeting new people," Aja says, noting, of course, that there are other things that bring him job satisfaction,



such as when his efforts have helped the company to gain a new job.

"When we get awarded a job because of what I have contributed, it feels great! I know that I am on the right track and I'm proud to be a part of it."

Aja says he is also proud to be a part of construction in general. He says that he enjoys the challenges, the people, and being a part of the building process.

As Aja has an appreciation for the art of construction, he says that he is most appreciative of his family and the time they get to spend together. He enjoys going to church, observing the Austin skyline and checking out Austin's restaurant and live music scenes.

"I also enjoy the outdoors – hunting and fishing. Hunting is my *main* hobby!"

As Aja continues to meet new people in the industry, he says he also hopes he's doing his part to take care of his family, and keep H R Marc on the track to growth.

"My hope is that they see me as a generous and respectful man with integrity." –va

ON THE SPOT

What are you most thankful for?

I would have to say happiness!

Casey Cowman, SpawGlass

I am definitely most thankful for my family! We are very close, and I am so thankful to be surrounded by such wonderful people!

Linda Holt, Holt Engineering Inc.

Without a doubt, I am thankful for my three children – easily my number one answer!

Aaron Googins, King Engineering

I am thankful for the freedom we have as Americans to be with our families and accomplish our goals and dreams. We need to be thankful for those servicemen and women who have sacrificed in the past and continue to today.

David Polser, Sunrise Vistas

Every day is a new day, and I am just thankful to be alive to live it!

Mark Petrikat, Silicone Specialties Inc. (SSI)

Even though unemployment is at an alltime high, I am thankful that I haven't been laid off!

> Andrew McKinnert, Portable Rental Solutions

Thanks for my two dogs, my home and my job.

Philip Marxton, Armstrong Steel Buildings

I am thankful that Texas still has work going on. It has slowed down some, but at least there is still work for us!

Richard Bonners, Lonestar Construction Management My home, my family and my health. **Russ Gregory**, *Tristan Electrical*

I'm thankful that we didn't get the Olympics! I know it can bring new money into our country, but it is just another big target for a terrorist attack. We don't need that here.

Ashleigh Meisner, The Sollami Company

There are so many things that it is hard to say one or even a few things to be thankful for. I guess I am thankful that I have so much to be thankful for!

Aldon Hales, Excel Machinery LTD

I am thankful for my parents. They brought me into this world, and they tried their best to raise my siblings and I the best way they could.

Jesse J. Garcia, Austin Sandblasting

I'm thankful to starting our new business here in Austin. We love Austin! Also, I'm thankful to be celebrating my 10-year wedding anniversary with my husband, Rob.

Meg Arnold, Fast Wrap Austin

Finally having my little dream place in the country – and all the people who helped me get there!

Kathie Fox, Construction News

I am thankful I didn't have to take the architect's exam after they invented Auto-CAD and BIM!

Michael Burrill, AIA, AICP, PARSONS Infrastructure & Technology Group Austin Construction News • Dec 2009 ------- Page 9









Fishing during the holiday season

by Capt. Steve Schultz

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ow! Can you folks believe that we are in the last month of 2009? How time flies when you're having fun. After some much needed rain in October, a moderate case of red tide, and a late season hurricane (Ida) that passed through the Gulf in November, the Laguna Madre is shaped up for some prime winter fishing. The turn of the season is finally noticeable and fishing should improve as both water temperatures and levels start to drop. This is the time of year when I am torn between casting plugs for trophy trout and glassing South Texas brush for Bullwinkle. Either way I'm living a dream that most outdoors men envy.

Predicting winter patterns can be some what tricky to say the least. Weather conditions can change every few days moving fish deeper during falling temperatures and shallower during warming trends. Higher than normal tides that have scattered fish should start to



Capt. Steve spent one of his days off fishing with his wife Jodi and his boys Carson and Connor pictured above.



Sonny Herring of Austin caught this multi spotted redfish on a recent outing with Capt. Steve Schultz.

recede, pulling shrimp and other bait fish from back lakes and tidal flats. Look for bird activity to spark-up during sunrise and mid-morning feed times and before and after cold fronts in December and January.

As we make our way into the early stages of winter, pre-dawn starts are not so necessary. Take your time by having a good breakfast or that extra cup of Joe and make sure you have everything you will need for an extended day on the water. Many days during the winter, the fish bite might not start till late afternoon. Also be aware that you will be sharing the water with avid duck hunters. Steer clear of duck blinds near shorelines and spoil islands as these outdoors men are masters at concealing themselves and may unintentionally pepper you passing by.

As I prepare my wade box for the day, I make sure I have all the bases covered. Winter fishing requires a slower presentation and a smaller offering. Top Pups and Spook Jr's are at the top of the list. Your favorite soft plastic should be readily available with either a 1/16 oz or 1/8 oz jig head. Another bait that I always carry and is the one that gets the most press is the original Corky and Corky fat boy. These hard-to-come-by baits are top producers of trophy trout during winter months. Other lures I add to the arsenal are the MirrOlure Catch 5 and Catch 2000. These are proven favorites of mine and I seldom leave the boat without them.

As I prepare to close, I'd like to thank the good Lord for keeping us safe on the water throughout the 2009 season. I also like to thank all my clients and friends who made this season one of the best in the 11 years I've been in business. I look forward to seeing you all for the 2010 season and burn memories that will last the rest of our lives. Please keep in mind that I get booked up early, so don't wait too long to get your dates to me.

For information in booking your next fishing trip, give Capt. Steve Schultz a call at 361-949-7359 or visit Baffinbaycharters.com. Also please make note of Steve's new e-mail address: **SteveSchultzOutdoors@gmail. com**. Good Luck and Good Fishing.



Terry Lacy as Marilyn Monroe, Bryan Baxter as Monster Manand Barbara

Gattis as Pocahontas – enjoy Halloween fun at the office. –mjm/ld





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Ken Milam's Fishing Line

Sponsored by Tropical Marine and Honda Marine

My name is Ken Milam and, for the past 26 years, I have been guiding fishing trips for striped bass on Lake Buchanan in the Texas Hill Country. Over the years, I've had the opportunity of getting to know a good many folks in the construction trade.





Pickup stuck in the mud on the way out to launch

Yeah, it's kinda like that!

oy, the recent rain has sure been nice. When I was just a big knuckleheaded kid, I worked on a turkey farm. I'll never forget how the turkey farmers dreaded a good downpour. It seems that domesticated turkeys, being the highly intelligent creatures that they are, will actually look straight up and watch it rain until they drown. After such

a dry spell, I had to remember the turkey story to keep myself from just standing in the rain for the joy of seeing it fall.

We have had enough rain to get the ground caught up on rainfall and just about any rain now will get the creeks running. We still are waiting for the right rain in the right place to benefit the



"A lazy Sunday afternoon at the lake...sunbathing, napping and fishing."

Colorado River watershed and bring our Lake Buchanan water levels up again. We are about 25 ft. low. The good news is that Lake Travis has come up quite a bit and so have a lot of the other lakes. It is just typical for Texas that we can see such

extremes in rainfall amounts.

We are still fishing and catching. Anytime we get a little shower and some fresh water hits the lake the cat-fishing gets good. The cooler temperatures have the stripers and hybrids biting pretty good again, although most of them we are getting on right now are just a little bit too small to keep. We are doing a lot catching and a little keeping. It translates into lots of action though, and it makes a good time to get the kids hooked on fishing.

Now about that picture above: that is what we guides have been going through for just about every trip we have fished in recent months. To get our boats into the water, we have been traveling a mile or so across the dry lake bottom to a natural rock outcropping to launch. Add a little rain and the lake bottom is full of little creeks and gullies that are usually under water. You never know when the little creek you splashed through a couple of days ago will be a "bottomless" pit the next time you bail off into it! Ah, the perfect end to a perfect fishing trip! Thank goodness the customers are already halfway home by now.

Things really are looking up around here, though. It is raining again. The tiny little bluebonnets are sprouting and promising to bring the Hill Country the most beautiful crop of wildflowers we have seen in a while for next spring. We are catching scads of young, hungry fish who just need a little more time before we can start loading them up on future fishing trips.

Yep, it's about to get real good. For now we are just gonna enjoy the Fall. We are in for our first frost tonight and the bucks are really starting to be fascinated by the does and deer hunting is about to pick

Happy Holidays to you and yours!



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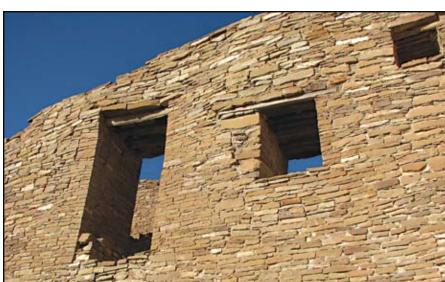
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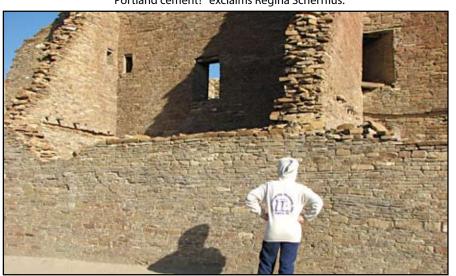
Chaco Culture National Historical Park is maintained by the U.S. National Park Service in close consultation with tribal elders of the Hopi and Pueblo peoples.



A striking example of ancient masonry technique. "Remember, they had no Portland cement!" exclaims Regina Scherffius.



Evidence of archeoastronomy abounds at Chaco Canyon. Here the alignment of two doorways allows the sunrise to shine through.



Graphic art imitates life as Scherffius makes sure to capture the Jim Connolly Masonry logo featuring its depiction of ancients stones in front of an ancient building constructed of masonry!

Masonry, old style

Regina Scherffius, Jim Connelly Masonry, recently returned from an excursion to New Mexico for the Fall Equinox. Along the way she was able to snap some amazing photos of ancient masonry structures, some dating back to 900 AD.

"My husband and I welcomed the fall equinox sunrise at Chaco Culture National Historical Park in northwestern New Mexico," says Scherffius.

The area is known as one of the most exceptional concentrations of pueblos in the American southwest. One of the most interesting features is the inclusion of archeoastronomical principles in the design of many of the structures.

Generations of astronomical observation and centuries of skillfully coordinated construction were required to lay the buildings out to capture certain aspects of the solar and lunar cycles. –ap





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Pablo Serna, Residential Designer

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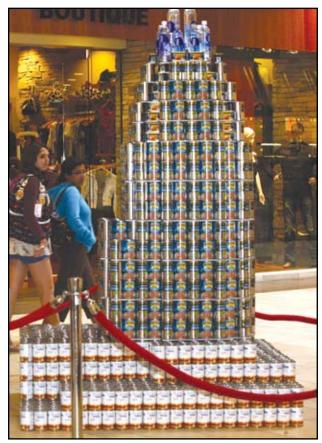
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Can-do attitude

eams of design and construction professionals and students recently raised awareness and food for hungry Central Texans at the second annual Canstruction event at Barton Creek Square Mall. Mall goers on a busy Saturday afternoon acted as judges for the competition.

The Nov. 14 event was sponsored by local chapters of the Design-Build Institute of America (DBIA) and the Society for Design Administration (SDA) to benefit the Capital Area Food Bank of Texas. –ap



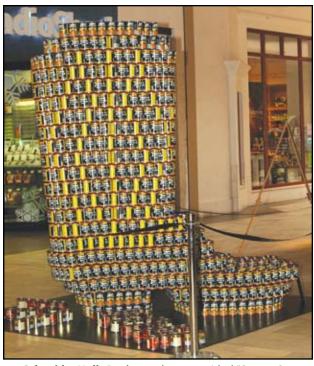
"Towering Over Hunger" by **Workman Commercial** & **KGA Architecture** receives an Honorable Mention.



"Hot Food Balloon" by **CJG Engineers, PBK Architects** and **Goetting & Associates** wins the Structural Ingenuity Award.



L-R: Capital Area Food Bank's Paige DeLeon, senior director of volunteer resources, and volunteer Kate Baigrie are on hand to sell T-shirts and collect food items.



Schneider Halls Design sculpture entitled "Stomp Out Hunger" wins both Best Use of Labels and Jurors' Favorite categories.



Both People's Favorite and a Jurors' Honorable Mention go to the team of **GS&C**, **JQ** and **SpawGlass** for its "Drive Smart for Hunger," which includes an actual smart car on display with the sculpture.



Best Meal Award goes to "The Very Hungry CANerpillar" by *Hardin Construction Company, Bury + Partners* and *Structures*.



HNTB Corporation's "Capital of Texas" sculpture is topped with a familiar syrup container shaped like a woman in place of the Goddess of Liberty on the real thing!



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Students from the *UT Chapter American Society of Civil Engineers* work on "A Solution With a Twist," their collaboration with *Flintco Inc.*

Construction News ON LOCATION

Never in one place



L-R: Steven Wall and Denny McMaster, Wall to Wall Construction, are on the move again with their big boy toys. -ap

Construction News ON LOCATION Creature from another planet?



No, that's not an alien, it's one of the Accent Coatings crew right out of the sandblasting booth. These guys can paint just about anything. They're commercial, industrial, automotive, motorcycle, and marine specialists. -ap

Submitted to Construction News Spirited competition and BBQ



Associated General Contractors (AGC) held an afternoon of shooting at Capitol City Trap and Skeet Club Oct. 28. AGC's Curtis Cline, second from left, presents spoils to the winners: L-R: Jack Odom, SpawGlass; Cline; John Kerr, Hagler & Kerr, LLC.; and Mark Green, SpawGlass.

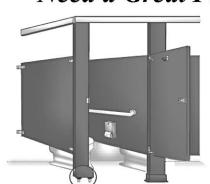
Not pictured is team member P.J. Kerr, Hagler & Kerr, LLC -ap



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A woman always remembers her first

Then I began working as a writer and photojournalist in the Arabian horse industry several years ago, it was a gorgeous white stallion named Shahir. Gathering photos was the easy part. It took digging into the feelings of the people who knew and worked with this gorgeous horse to get the real story, since unlike Mr. Ed of classic television fame my lovely subject didn't talk!

And when Cox News sent me on assignment to Jefferson, TX, for the *Longview News Journal*, it was a vivacious descendant of one of the town's founding scions of industry that was my first. I was assigned the task of writing about the town's history and finding descendants of the people that forged the town into what it became. And boy, did I find some interesting characters.

Now I have a new "first" to add to my memory banks. Recently I conducted my first interview for Austin Construction News. The fact that it was a historical piece is probably no accident. I love writing about history; therefore, it was a pleasure to learn of the 100-year anniversary of Heldenfels Enterprises and have the pleasure of looking over the old photographs and clippings that mark the company's history.

When asked if I would enjoy writing about the construction industry in Austin and the people who make it what it is, my answer was an emphatic "yes." Actually, I think the phrase I used was "I could be happy writing about dirt!"

And I could. But what really keeps me happy to go to work every day for *Construction News* is the photography duties in my new job as editor of the Austin edition.

As a little girl, I was lucky to have a fa-



Allison Peacock, Editor, Austin Construction News

ther who worked for Kodak. He obliged me many a weekend with cameras and film to soothe my obsession with taking pictures. So when I was interviewed as a fifth-grader by a local newspaper it was a natural for me to answer "photojournalist " when asked what I wanted to be when I grew up.

Although I began my working years in the commercial construction and design industry, after I began having children it didn't take long for me to return to my childhood passion. And when my four children got tired of being my subjects I decided that getting paid to do what I love would make a lot of sense.

And now here I am, having come full circle, once again involved with commercial construction and design. However, this time I have camera and digital recorder in hand. What a life!







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Contractors honored

The city of Austin's Small and Minority Business Resources (SMBR)
Department held its Fourth Annual
Contractors' Appreciation Night Oct.
20 at City Hall and honored the following construction-related companies:

Contractor of the Year **Harutunian Engineering Inc.**

Small Businesses of the Year:

ASD Consultants Inc.

Benitez Construction Inc.

Frank Lam & Associates Inc.

Roadway Specialties Inc.

Small businesses that exceed the Small Business Administration's size standards limits or dollar amounts in gross receipts become SMBR Graduates.

SMBR Graduates of the Year:
CivilTech Engineering Inc.
Greenscape Pump Services Inc.

-va



Customer service is key

Cory Mancuso, Operations Manager 2-C Equipment LLC Jarrell, TX

One of the biggest concerns for our industry lately has been the state of the economy. Other industries have obviously been affected, but why do you believe the construction industry is experiencing a

I believe that construction in general has been hit due to the banking situation. Less money is being lent out to developers, and it creates a domino effect: it affects the developers, which hurts the contractors, which hurts the subcontractors and suppliers. It affects everyone.

Has any one area slowed down more than another?

In Austin, we've seen the demand for bigger pieces of equipment slow down. Our smaller dozers and excavators are renting out more in the Austin area, and I believe that it's because the smaller jobs, which appear to be less risky, are still receiving financing. However, being a family-run business has allowed us to cross some barriers and expand into wider markets throughout Texas.

What are some of the hot-button issues equipment dealers face?

Suppliers now are doing drastic things to attract customers. We try to stay ahead of that trend, and we really work with our customers to give them the best deal possible.

It's important to stay competitive with your rates, which hasn't been a problem for us. But giving great service is always vital for our customers.

Is it difficult to find people who understand the mechanics of large-scale equipment that 2-C keeps on hand?

Luckily, we've had one head me-

chanic that has been with us since the start of the company. He knows everything about the mechanical and hydraulic components of the equipment, and he trains others who want to learn. We've been very fortunate to maintain a great team of mechanics.

What is the company's most soughtafter piece of equipment?

It varies with customers. We have a wide array of equipment from articulated trucks, excavators, dozers, motor graders, backhoes, water trucks and compaction equipment.

However, my personal favorite piece of equipment is the one that is out on rent.

What are rewards of this industry?

I enjoy talking to different contractors, learning about the new developments, and listening to details about different projects before the general public even knows. It is an honor to work with people who appreciate construction.

What are keys to being successful in construction equipment?

There are several things: first, always keeping your customer first. All customers - if they are renting one piece of equipment or 30 – want to feel that they are taking their business where it is appreciated. We not only act that way but we truly appreciate every rental from every customer.

Secondly, maintaining your fleet. You can't send something out there that is going to break down or set the customer behind. You need to have good quality construction equipment on hand, and you need to maintain it.

Communication and honesty are also key. If you don't have something that the customer needs, don't lead him on. Make sure they know the truth from the start.

It's tough to tell a customer you don't have what he needs, but it's essential to be honest with them and keep the lines of communication open.

Finally, always being accessible to current and potential your customers.

How do you foresee the upcoming year for equipment dealers?

We are keeping optimistic. There are people who are speculating the worst, but we are staying positive because really, that's all you can do.

The companies that can grow in this market are those who think positively, and they will be in the best position after we get out of this.

2-C Equipment is a family-owned company specializing in sales, rentals, trades and buys for large-scale construction equipment and attachments. -va



they were during better times.

Do see any new trends?

shaped and a flat recovery.

for parts.

They are dealing with reduced staff

so they have been bringing a lot of their

repair work internally. We are seeing some aftermarket parts business increas-

es because customers are looking for al-

ternatives to going back to the original

equipment manufacturer or the dealer

bottom. I don't feel our recovery is going

to be V-shaped. We are probably not go-

ing to see any drastic increases in recov-

ery. I think it is going to be more of a U-

to the way things are now because it will

be this way for a while. I recently heard a

well-accredited forecaster speak at con-

I think people need to get acclimated

I feel as though we may have hit the

Equipment people 'tell you like it is'

Andy Hotchkiss, Managing Partner Alliance Heavy Equipment Houston, TX

struction industry conference and his thoughts were the same on the U.S.

Things are extremely slow these days. It seems like there is more funding

for public or government jobs. Road construction is doing fairly well. A challenge for our business right I think the smaller contractors are suffering greatly. Our business is primarily parts and service and supporting

those types of customers. Our customers say they are lucky to get a bid on a job nowadays and that the equipment business? they are not running at the same level

business because the people are straightforward. They tell you like it is. There are no false pretenses behind anyone.

equipment business?

Typically, a young person should start at a smaller construction equipment company. He could work as a helper around the jobs and also participate in technical training school.

It would also be beneficial to hire on

How do you stay up to date in the in-

We attend construction industry conferences and are involved in the Independent Distributors Association (IDA) and the Associated Equipment Distributors (AED).

We stay up to speed with industry news by having conversations with other members and reading newsletters.

What is on the horizon?

It is going to be a long and slow recovery. I think the little bump we got from the stimulus packet offered out is creating somewhat of a false bump. I don't see it sustaining and I think we are in a bit of a deflation period that is not going to last too much longer.

What are the keys to success?

Don't borrow too much money at this time - if you can find anyone to lend it to you. Banks are putting a strain on things by tightening up their lending practices. It is important to stay in a good cash position.

Established in 2000, Alliance Heavy Equipment provides heavy equipment parts and services. -ab

n your opinion, what is the current state of the Houston construction industry? economy.

What are the challenges in your indus-

now is primarily getting work. When there is no work, there are limited oppor-

What is the best part about working in

I enjoy working in the equipment

Do you have any advice for a young person who wants to work in the

with a dealer as a helper. It is a process. The key thing in our industry is experi-



Rocky road ahead

Rocky Hill, Owner Rocky Hill Equipment Rentals Inc. San Antonio, TX

What is your perspective on the current state of the construction industry?

I think we are in for more of the same. I get the AGC reports and look at those, and see what jobs are on the horizon. There is a possibility that things might look up, but what I see on jobs that are coming up, it's all public money.

There is going to come a day of reckoning for that, too. But as far as your private money being spent out there, there is not any. The developers that have money aren't spending it, and the ones that don't have money can't get it. When you look at the whole picture, until the banking industry loosens up and starts financing projects, I think it is going to be more of the same. Fortunately down here we have a lot of bases and government, but there is not enough to keep that many people busy.

When you get a federal a job down here, and it's slow all over the United States, you have people bidding from all over, which puts a bind on the contractors that are from here. There is a lot of competition.

What types of positive changes have you observed in 2009?

I know from my side of it, equipment that I buy, it would go up 12 to 15 percent every six months. Now, manufacturers are hurting because they are not selling anything. It's bringing equipment costs

down. I have bought several machines at good prices. I think everybody is watching their spending instead of buying everything on credit.

How is your company dealing with a slowing economy?

Fortunately, and I am not an expert and not the smartest businessman in the world, but I started this business from nothing 25 years ago. This is about the fourth recession I have been through, and this is by far the worst.

After about my fifth year in business I paid off all my original notes, and I said, if I ever get out of debt I would do my best to stay out of debt. The last 10 to 12 years, if I could pay cash for a machine I would try my best not to finance it.

I don't have the big overhead, because it has always been my philosophy to pay for it as you go. We are also watching our expenses real close.

Besides the economy, what are other hot-button issues in the equipment industry?

I am finding that more people are

price shopping than before. I don't think you have your loyalty customers that you used to. If somebody is \$30 a month cheaper on a machine, they will go with the cheaper machine. There are a lot of national chain rental stores that are discounting quite a bit to get the market share, and I understand that.

You have too much equipment chasing too few jobs. They are all competing for market share and it's dropping the prices of rental equipment in half or 40

What would you like to see change?

I would like to see construction go back up and less of the discounting of prices in our area. I would like to see banks and companies start private funding again. I think it's going to come, but it's going to come slow.

It's not going to be a big bang, and we wake up and everything's fine again. It will be a slow road back.

Specializing in heavy construction equipment rental, Rocky Hill Equipment Rentals Inc. was founded in 1985. -kf

Case

The newly introduced Case crawler dozer delivers more performance, a lower overall operating height and weight, and superior maintenance features that boost productivity.

The 650L retains the features of the Case crawler dozer line, such as hydrostatic drive that delivers

precise variable power turning, a comfortable operator compartment, choice of undercarriage options and superior maintainability.

The 74 net horsepower Tier 3-certified, four-cylinder, 4.5-liter turbocharged Case Family IV engine has electronic fuel injection for maximum fuel efficiency and easier starts in cold weather. A highpressure common-rail injection system delivers excellent combustion. A charge air cooler reduces emissions and provides a cleaner and more efficient fuel burn.

The lower operating height allows



the 650L to work around low overhangs, while its lighter weight is ideal for work in soft soil conditions. The shorter track means easier turning, making the machine extremely maneuverable on the job site. The compact size also makes the crawler dozer easy to transport from job to job.

"Case also offers a 90-inch blade for more precise work in confined job conditions," said Ion Warner, senior director of marketing. "This allows for operation between buildings with narrow lot lines."

SkyTrak

SkyTrak telehandlers are available in five models that offer lifting capacities from 6,000 to 10,000 lbs., lifting heights to 53 ft. 2 in., and horizontal reach to 39 ft. with outriggers down.

The SkyTrak Model 8042 (pictured) has an 8,000-lb maximum lift capacity with a maximum lift height of 41 ft. 11 in. and a

1.800-lb. maximum lift capacity at a maximum forward reach of 26 ft. 7 in.

Other features include:

- Drivetrain using axles with heavyduty inboard wet brakes for longer disc and pad life, limited slip front differential and a fully modulated power shift transmission.
- · Weatherproof controls and functions in the redesigned cab allow for greater operator productivity and com-



- · No hydraulic valves under the cab, and no requirement for hydro-filled tires. Key functions that are standard on
- this model include: • The patented Stabil-TRAK rear axle stability system
- · Auxiliary hydraulics for added versatility with the use of many SkyTrak attachments.

New Holland

Danging from 140 to 1205hp, with standard blade lengths from 12 to 14 ft., New Holland Construction motor graders are engineered to perform in every application, from ripping and rough grading to precise and accurate finishing work.

The operator's cab is mounted behind the articulation point, providing an excellent view of both ends

of the working blade, and enabling the op- livers an exceptionally smooth ride. erator to maneuver and respond quickly.

struction, the rugged frames of the G140, G170 and G200 (pictured) motor graders are designed to endure the most rigorous working conditions. Durable front axles stand up to the toughest grading jobs and oscillate up to 19 degrees to manage rough terrain. An extra-long wheelbase helps de-



Featuring thin corner posts and door-With heavy-duty, box-section con- frames, and more than 62sf of glass area, the cab on New Holland motor graders provides an excellent view in all directions. An integrated sunshade reduces glare, and standard front and rear windshield wipers/ washers ensure a clear view. Interior and exterior mirrors help the operator keep tabs on any activity behind the machine.

LiuGong

iuGong Construction Machinery North America's new 816III Wheel Loader is designed to be compact in size while maintaining the necessary power to get a variety of work completed.

The wheel loader has an operating weight of 12,346 lbs. and comes standard with a 1.0 cubic yard loader bucket. The bucket breakout force exceeds 12,000 lbs., which helps

contractors get through even the toughest of materials.

For added versatility, the machine comes with a quick coupler as standard equipment. The loader is powered by a Yanmar (Tier III compliant) engine, which produces 64 hp.

"LiuGong's dealer network is extremely excited by the introduction of



this compact wheel loader," says Ron Hargrave, president of LiuGong North

America. The 816III is a smaller version in terms of size to the line of larger LiuGong wheel loaders, which range up to 65,000 lbs in operating weight and can support up to a 7.0 cubic yard bucket.

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Komatsu

KOMATSU KOMATSU

Momatsu America Corp. recently introduced the Hybrid PC200LC-8 excavator into the North American market.

This excavator uses a newly developed electric swing motor, power generator motor, capacitor and diesel engine.

Komatsu developed its hybrid system to work on the principle of swing energy regeneration and energy storage using the Komatsu Ultra Capacitor system.

The kinetic energy generated during the swingbraking phase is converted to electricity that is sent through an inverter and then captured by the Ultra Capacitor. This captured energy is then discharged very quickly for upper structure rotation and to assist the engine as commanded by the hybrid controller when accelerating under workload conditions.

When compared in tests with the same model standard hydraulic excavator, the hybrid model reduced fuel consumption by approximately 25 to 40 percent, depending on the application.

The hybrid model is powered by the turbocharged and air-to-air after-cooled Komatsu SAA4D107E-1, which provides 138hp. With an operating weight of 43,643 to 47,260 lbs., the excavator has a bucket capacity of 0.66 to 1.57 yd3.

It is also equipped with KOMTRAX technology that sends information – such as operating hours, fuel consumption, machine location and machine utilization – to a secure website for analysis.

Ditch Witch



Ditch Witch's most powerful directional drill, the JT100 Mach 1 is equipped with a 268-hp engine.

The machine is designed so that rotation, thrust, and drilling fluid flow can operate simultaneously at full power.

The power of this model allows for the addition of two optional features. One is an onboard crane, which is used to load and unload pipe boxes, anchor the unit, and handle downhole tools, especially drill pipe. Directional drills without an onboard crane require additional equipment, such as an excavator, to perform these functions.

The other optional feature is an onboard anchor system – an exclusive Ditch Witch equipment option – that stabilizes the machine on virtually any terrain. Directional drills without this feature typically have to be anchored to another heavier piece of equipment, such as a backhoe or track hoe, to maintain stability during drilling operations.

Difficult conditions are not limited to the surface: below ground is where the majority of directional drilling challenges lie, such as rocky soil. Ditch Witch says that JT100's heavy-duty, double rack-and-pinion thrust drive is field-proven to push through the longest, toughest bores. Instead of a three-speed gearbox, the drill has an infinitely variable rotary drive that can match spindle speed and torque.

Link-Belt



The TCC-750, designed and built from the ground up in Lexington, KY, has the same features and hydraulics as Link-Belt's lineup of telescopic cranes. The CE compliant 8675 features outstanding maneuverability and capacities, and rugged simplicity.

This model has a completely sealed lower and hydraulically retractable side frames for easy transport and onsite flexibility. The retracted gauge, good for transport or work, is 8.4 ft. Two additional working modes at 11.9 ft. and, fully extended, at 14 ft. add jobsite versatility. And depending on local restrictions, it moves in either one or two loads.

Link-Belt's exclusive four-section, full-power formed boom with greaseless Teflon wear pads adorns the crane. Boom length is 38 to 115 ft. with a maximum tip height of 121 ft. Optional equipment includes a 35 to 58 ft., two-piece, on board lattice fly with offsets of 2, 15, 30, and 45 degrees. The maximum boom and jib length is 179 ft.

John Deere



John Deere's G-Series motor graders offer users a choice of console-mounted standard controls or arm-rest-mounted standard fingertip controls, as well as features like cross slope control, automatic differential lock and a rearview camera.

"With the G-Series, it's not 'one size fits all' – you're free to choose the control style that makes you the most comfortable and productive," said Kent Stickler, product marketing manager for motor graders, John Deere Construction & Forestry. "And every grader has a steering wheel, no matter which control pattern you pick."

Using extensive customer input and the D-Series as a platform, Deere has introduced six G-Series models, ranging from 185 to 275 net hp, each engineered for increased productivity, reliability, durability, serviceability and low daily operating costs.

There's also a choice of ground-engaging tools. G-Series graders are available with a front- or mid-mount scarifier, or a rear ripper/scarifier.

Each grader is engineered with a convenient transmission, hydraulic and differential filter bank for fast access. There's also ground level fueling and a swing-out cool-on-demand automatic reversing fan standard on every model.

"If you work in a dusty environment or one prone to debris, the standard auto reversing fan is going to save you time and maintenance costs," Stickler said.

Bobcat



New Bobcat M-Series skid-steer and compact track loaders feature the most significant design changes undertaken by the company.

This new design enables the operator to accomplish more work through performance and durability enhancements that provide more power and keep the loader working longer, while increasing operator comfort.

The first M-Series models are the S630 skid-steer loader (pictured) and the T630 compact track loader. The S650 and the T650 came out in August and additional models will be available in the future.

The hydraulic systems on the loaders have been engineered for higher standard flow and pressure that give attachments more power to work more quickly. Hydraulic horsepower has been increased more than 15 percent.

Bobcat increased the size of the cab by 10 percent, redesigned the interior to allow operators to adjust the environment to their individual preference and improved cab pressurization.

Keeping dirt and dust outside the cab keeps the operator clean and prevents fatigue. The loaders have a best-in-class pressurized cab, with a new one-piece seal that goes all the way around the door and fits into a special curved pocket. This pressurization minimizes the dirt and dust that might enter the cab.

Caterpillar



The Cat D7E Track-Type Tractor uses an electric drive system that delivers 10 to 30 percent greater fuel economy, greater productivity and lower lifetime service costs, compared with conventionally designed crawler tractors of equal weight and horsepower.

The overall efficiency of the new model results from its ability to better deliver engine power to the ground. This efficiency means the D7E can use a smaller engine than comparable competitive machines, yet it can outperform them. In addition, the engine runs in a narrow speed range (1,500-1,800 rpm) to further reduce fuel consumption and extend engine life.

Electric drive eliminates the torque converter, powershift transmission and related drive shafts used in all-mechanical designs. Eliminating these components significantly lessens cooling requirements, decreases the number of moving parts and reduces the volume of fluids required.

The care Caterpillar used in designing the operator station is apparent in the details. The cab's single center post, for example, aligns perfectly with the exhaust stack, air intake and single blade-lift cylinder to enhance forward visibility, and the angled door and mating side panel allow excellent sightlines to the blade. Interior sound level is a quiet 73 dB(A), and an integrated display screen provides a range of machine status information.

continued from Page 1—100 years - Cowboys, too

Over the years and generations, the company has morphed into what it is to-day.

You'll find the Heldenfels name associated with the creation of the federal interstate highway system, the world's tallest concrete water tower (ask Guinness!) and the first precast concrete segmental bridge built in the U.S., connecting Padre Island with the mainland in 1973.

The company recently celebrated its centennial this year. It was no accident that the actual festivities were held in late November.

"We planned our anniversary to coincide with Thanksgiving. We're very thankful for the successes of our team," Heldenfels said. Headquarters for this titan of the construction industry is actually an unassuming complex of prefabricated metal buildings in San Marcos.

"Some of the guys have been thinking we need to expand our office. We're getting kind of cramped," Heldenfels admitted. "Yeah, I guess it's about time we built something."

Heldenfels Enterprises Inc. in San Marcos and Corpus Christi, TX, manufactures precast/prestressed concrete structures and provides project management for highway, bridge, stadium, industrial, marine and commercial construction projects. –ap



A team of mules in 1937 helped Heldenfels Brothers build the longest stretch of highway at the time using the soil-cement technique. It was the first highway ever cut through south Texas and the historic King Ranch.

continued from Page 1— Blessed conversion

of the historical structure and use the same construction methods and materials as in the original construction, with a few improvements to correct some original flaws and limitations, Tate said.

The unusual challenge was both matching finishes aged over 50 years that are not easily replaced (if replaceable at all), and maintaining the integrity of the structure during construction, she said.

"Old structures have inherent problems," Tate said. "Existing plaster in some areas just fell off from vibration from construction activities. And the existing walls and ceilings were not always plumb, square or level, which created many ingenious plans.

"Working with and around plaster walls and ceilings tested everyone's creativity – as the MEP subs will attest."

Plus, there was the matter of matching the new to the old: "It couldn't look like there was a time difference in construction; the new had to look like the old. Perfection was expected and took the best craftsman to make it happen."

Richard Hampton, a second generation plaster specialist and owner of *Hampton Plaster*, had the level of skill needed to accomplish plaster work that was seamless, according to Tate. "The quality of the millwork and casework proves the craftsmanship of Hershel Stewart with *Nagelhout and Company*, who spent countless hours meticulously perfecting each detail in the field. Craftsman of this caliber is rare and it is intriguing to watch," Tate said.

"Thick-set wall and floor tile in the restrooms and kitchen is a rarity in new structures, but **Commercial Flooring**

Systems (CFS) worked rewardingly through many obstacles to accomplish the vision of the architect perfectly," Tate said. "Goldstar Marble worked tirelessly to match 50-year-old terrazzo – no small feat of fortitude – and their restoration of the terrazzo floor and marble

"The finishing touches to anything left that needed a facelift required the life-long expertise of one of the best goto refurbishers in town, *Leatherman Services*.

work was superb.

"And all that work would have been in vain if we didn't protect it with a new roof, provided and installed by **Port Roofing,"** Tate said.

"The magnificence of the structure surpasses the physical building. The depth of the beauty of the project reflects the blessings received and given during the duration of the project. Thanks be to God."

Tom Hand was project superintendent, and **Monty Vermace** was assistant superintendent.

Additional members of the remodel team were GL Painting, Hull Services, Listo Glass, Capital Demolition, Austex Drilling & Sawing, Kiva Kitchen & Bath, KT Metal, ARC Abate-ment and Terracon Consultants.

Vice President Ron Tate founded RG Tate & Associates in 1989 after Partners Construction, of which he was Austin CEO, closed its Austin office. His wife, Jacque Tate, president, joined the company in 1995. horizontal or vertical photo)

Photograph by Greg Galvan, Galvan Photography, courtesy of the Catholic Diocese of Austin. –Id

continued from Page 1— Hook 'em golfers

"But thankfully right now, we're starting to trend up again. I think we got through the hard times."

In fact, Longhorn Stucco, which is currently leasing its space, has plans to build on a piece of land nearby – still in Manor, but "a little bit easier to access."

So far, though, the relocation plans "keep getting put farther on the back burner because of the economy."

Once the new location is ready, they plan to have an open house, he says.

Longhorn Stucco & Masonry Supply in Manor, TX, sells building materials and masonry supplies for commercial, light commercial and residential projects. –Id

Association Calendar

Content submitted by Associations to Construction News

ABC

Associated Builders & Contractors

Dec. 8-10: Training: OSHA 3110: Fall Protection, 8am-5pm **Dec. 17:** Training: 8-hour Fall Protection

Dec. 17: Training: 8-nour Fall Protection **Dec. 24-25:** ABC Office closed for Christmas holiday

For more info call 512-719-5273 or visit www.abccentraltexas.org

ACCA

Air Conditioning Contractors of America

Dec. 1: Monthly Meeting: Susan Davenport: Economic Update and Outlook, Springhill Restaurant in Pflugerville For more info call 512- 897-8290 or visit www.accaaustin.org

ACEA

Austin Contractors & Engineers Assn.

Dec. 3: Thirsty Thursday, 4pm-7pm, Third Base at South Park Meadows, note new location

Dec. 10: Membership Luncheon, 11:30, County Line on the Hill

Dec. 17: Thirsty Thursday, 4pm-7pm, Third Base in Round Rock

For more info call 512-836-3140 or visit <u>www.aceatx.com</u>

AGC

Associated General Contractors

*Unless otherwise noted, events are held at the AGC Office

Dec. 3-4: Training: OSHA 10-hr in SPAN-ISH, 8am

Dec. 6-11: Construction Project Manager Course in Dallas

Dec. 8: Safety Committee Meeting

Dec. 9: Holiday Party, AT&T Conference Center

Dec. 17: Training: AHA 1st Aid/CPR/AED, 12pm

Dec. 18: Training: AHA 1st Aid/CPR/AED in SPANISH, 12pm

Dec. 24-25: AGC Office closed for Christmas Holiday

Dec. 31-Jan. 1: AGC Office closed for New Year's Holiday

For more info call 512-442-7887 or visit www.agcaustin.org

AIA American Institute of Architects

*Unless otherwise noted events are held at the Austin Center for Architecture

Dec. 1: Austonian Building Tour, members only, 4:30-6pm, The Austonian

Dec. 2: ARE Study Group, 6-8pm **Dec. 3:** Austin Foundation for Architecture End of Year Event, 6-8pm

Dec. 7 Design Awards Committee Meeting, 12-1pm

Dec 8: Joint Officers and Directors Meeting, 11:30am-1pm; Emerging Professionals Committee Meeting, 4:30-6pm; Vectorworks User Group, 6:30-8pm

Dec. 9: ARE Study Group, 6-8pm **Dec. 10:** ArchiCAD User Group, 6-8pm

Dec. 12: Architects' Studio Tour – East Austin (Various Locations), 3-6pm **Dec. 14:** COTE Meeting, 12-1pm

Dec. 16: Center for Architectural Rental, 8:15-12pm; ARE Study Group, 6-8pm

Dec. 17: Small Firms Roundtable, 11:45am-1pm

Dec. 18-Jan. 3: Center Closed

For more info call 512-452-4332 or visit www.aiaaustin.org

APHCC

Assoc. Plumbing-Heating-Cooling Contractors

*Unless otherwise noted, events are held at the Buda APHCC Office

Dec. 12: Plumbing CE, 8:00am-3:30pm For more info call 1-800-831-9313 or <u>visit</u> <u>www.phcc-tx.org</u>

CSI

Construction Specifications Institute

Dec. 14: Holiday party at Sullivan's Steakhouse, 6:30pm. For more info email Guy Cornett at <u>cornettg@whjarch.com</u>.

CTSA

Central Texas Subcontractors Association

Dec. 8: Monthly Meeting: Ann Riddel, Assn Attorney, 5:30-8pm, Embassy Suites N. Austin

For more info call 512-255-6373 or email wendy@ctsaonline.org

IEC

CenTx Independent Electrical Contractors

Dec. 8: Annual Christmas Party and Casino Night, Stephen F. Austin Hotel For more info call 512-832-1333 or visit www.centexiec.com

NARI

Natl Assn of the Remodeling Industry

Dec. 4: Board of Directors Meeting and General Membership Meeting For more info call 512-708-0637 or visit www.austinnari.org

NAWIC

Nat'l Assn. of Women in Construction

Dec. 4: Annual Holiday Party and Toy Drive, TBD

Dec. 10: Informational Networking Luncheon, 11:45am, Cannoli Joe's

Dec. 15: \$1.00 Tecate Tuesday Happy Hour, Lavaca St. Bar, downtown Austin **Dec. 17:** Board Meeting, IHOP Mopac S.

Jan 7: Chapter Meeting, Rio Grande Restaurant

For more info email Kasey Delz at kdelz@austin-ind.com

NECA

National Electrical Contractors Assn.

Dec. 23: Central Texas Chapter Meeting, Austin Division

Dec. 24-25: NECA Office Closed for Christmas Holiday **Dec. 31-Jan. 1:** NECA Office Closed for

New Year Holiday For more info call 512-249-0001 or visit www.centraltxneca.org

TSPS

Texas Society of Professional Surveyors

Dec. 5: CE: GNSS, Geodesy & Map Projections for TX Land Surveyors Seminar CE: Advanced Survey Technology For more info visit www.tsps.org

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Job Sights



At the site of a new Petco store in West Lake Hills, a *Monreal Corporation* framing crew works on a playhouse, which will be donated to the Junior League of Austin's "A Christmas Áffair." GC DCA Construction's superintendent is Luis Ugalde. Project manager for both the Petco project and the playhouse is Jerry Dollar. -ap



A man's gotta eat! The guys from Bravo Roofing take a lunch break while working on the new city of San Marcos Fire Station No. 1. GC of the project is **Stokes Construction**. –ap



CC Carlton Industries' Alejo Figeroa and Jose Luis Granadas are up to their knees in mud



Jaster-Quintanilla – a structural and civil engineering firm with offices in Austin, Dallas/ Fort Worth and San Antonio – and Mehta West Brashear Group LLC, a Dallas-based minority-owned consulting engineering firm, recently agreed to merge. L-R: **Gary W. Jaster**, P.E., co-founder and principal of Jaster-Quintanilla, with **Charles** Raajan Mehta, P.E., founder and principal of Mehta West Brashear Group LLC. -ap



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