

OFFICERS

Tom Eckinger
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 Eckinger Construction Co.
 330.453.2566
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 Email: tom@eckinger.com

James Healy
Vice President
Membership Chairman
 Healy Construction Services, Inc.
 708.396.0440
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Robert D. Benda
Secretary/Treasurer
 Westwood Contractors, Inc.
 817.877.3800
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DIRECTORS

Dean Olivieri .2003
 Michael Kolakowski .2005
 Gene Colley .2004
 Bill Winkel (Interim) .2003
 Win Johnson (Interim) .2003

PAST PRESIDENTS

David Weekes .1990-92
 W. L. Winkel .1993
 Robert D. Benda .1994
 John S. Elder .1995
 Ronald M. Martinez .1996
 Jack E. Sims .1997
 Michael H. Ratner .1998
 Barry Shames .1999
 Win Johnson .2000
 Dean Olivieri .2001

President's Message

Tom Eckinger, VP - Eckinger Construction Company

The Board of Directors met on December 7th for their winter meeting. This meeting was held in conjunction with the ICSC Centerbuild Conference. RCA participated in the show by facilitating three round table discussions regarding "Project Management." All three sessions were well attended and proved informative to all participating.

Along with all the Board Members, past presidents John Elder and Ron Martinez attended the meeting. Development of member programs and benefits continue to be a high priority. Roni Townson, with the firm of Strategic Marketing Solutions Inc., made a presentation based on their survey of members, non-member contractors, retailers, and others associated with the retail industry. This presentation summarized the survey results and Strategic Marketing Solution's suggestions for the further development of RCA. The Board will follow up on these suggestions and formulate a plan to further develop member programs. We are always

seeking input from members and others for the bettering of the organization.

An election of officers for the 2003-2004 year was held. Jim Healy was elected president, Bob Benda Vice President, and Gene Colley Secretary/Treasurer. These terms start May 1, 2003.

Plans are being made for our annual meeting of members at the SPECS show on March 1, 2003. This year's meeting will be similar to last year's meeting with a presentation by Advisory Board member Thomas Horwitz, along with round table discussions facilitated by FMI Corporation. For those who have not attended any of these meetings, I encourage you to attend. The networking with other members is always enjoyable and educational.

Please feel free to contact me or any board member with any suggestion to better our organization or with any concerns.

"Only those who risk going too far will ever know how far they can go."

Anonymous

Scholarship Committee Report

Barry Shames, Shames Construction

The Committee has selected the 18 schools that will receive one \$1500 scholarship from the RCA this year. The schools are; Bowling Green, Penn State, Purdue, Cal Poly San Luis Obispo, Northern Arizona, Pratt, Roger Williams, Wentworth, Minnesota State Mankato, Michigan State, Nebraska, Texas A&M, Oklahoma, Clemson, Georgia Tech, University of Florida, Colorado State and The University of Washington. We are very proud to present these schools with our scholarship

awards this year.

The web based Intern/Employment program is posted at our website and although we have not received a large amount of resumes or job postings, we feel this is a good addition to our association and encourage everyone to give it a try. I am sure we will have many resumes posted in the Spring, as the end of the school year approaches. If you need the passwords to the site, feel free to contact me at bshames@shames.com

ADVISORY BOARD

Dick Brunetti (2002)

FootStar

Dave Gearing (2002)

Gear Management

Thomas Horwitz (2002)

FRCH Design International

James F. Rose (2003)

Blockbuster Video

Jane Rappleyea (2003)

Linens 'N Things

Larry Tureff (2003)

Borders Group, Inc.

Troy Butts (2004)

The Disney Store, Inc.

James Dobbs (2004)

Autozone, Inc.,

Committees:

Membership - James Healy

Phone 708-396-0440

Fax 708-396-0412

Email jhealy@healyconst.com

Safety - Frank Trainor

Phone 617-770-0050

Fax 617-472-4734

Email frankt@combuild.com

Education - Michael Kolakowski

Phone 860-284-7100

Fax 860-284-1176

Email

mkolakowski@konover.com

Advertising - Gene Colley

Phone 214-539-6771

Fax 214-355-1360

Email gene@royalseal.com

Trade Show/Annual Meeting

Jim Healy

Phone 708-396-0440

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Email jhealy@healyconst.com

Scholarship - Barry Shames

Phone 925-606-3000

Fax 925-606-3003

Email bshames@shames.com

Web Site Administrator

Barry Shames

Membership

Tom Eckinger, Eckinger Construction Company

There has been increased interest from new contractors applying for membership in the Retail Contractors Association. It is important that we continue to have steady growth with the increase of our membership and our presence in the retail community. New ideas from new members are a continued goal of the Retail Contractors

Association. We ask that any member knowing of an interested, qualified non-member to please submit their names and phone numbers to Jim Healy at 708-396-0440 ext. 112 or e-mail at jhealy@healyconst.com so that we can contact them and continue our goal of being the best. I hope everyone had a happy holiday.

Trade Shows / Annual Meeting

James D. Healy, Healy Construction Services, Inc.

This year we will continue to have a booth at both the SPECS Conference on March 2-5, 2002 at the Wyndham Anatole in Dallas, TX and at Global-Shop March 16-18, 2002 at McCormick Place in Chicago, IL. Our annual meeting will be held in the same manner as last year. More information as to the

date and time of our annual meeting will be forthcoming as we coordinate the RCA's agenda with the shows. If anyone has any special ideas or subjects to include at our annual meeting, please bring them to my attention so that we can possibly add them to our program.

Today's Youth...Tomorrow's Construction Leaders.

Retail Contractors Association's Scholarship Program



The Scholarship provided by Retail Contractors Association helped this graduate afford the college of his choice and has landed him a good job with a great company.

Every year, RCA awards scholarships to America's top construction management students at universities throughout the United States. It's a great program that helps develop the business leaders of tomorrow.

For information on or donating to the Retail Contractors Association Scholarship program, contact RCA's Scholarship Program Chairman at 800.847.5085.

If you're not a member of Retail Contractors Association, ask about joining. RCA is a national organization comprised of well-established, highly-qualified contractors committed to providing a solid foundation of ethics, competence and professionalism within the retail industry.

For information and details on RCA's scholarship program call our Scholarship Chairman at the number below or visit our website.

My OSHA Job Site Meetings Are Now Quick and Productive

Retail Contractors Association's National Safety Program



The National Safety Program offered by Retail Contractors Association is one of the best in the business. It includes the most up-to-date and accurate OSHA rules and regulations that keep our safety record on track.

The program includes a comprehensive safety manual along with posters that help keep our employees thinking about safety.

RCA's National Safety Program is available to member companies. It's the easiest, most effective method I've found yet for maintaining OSHA standards, and this sure makes my OSHA job site meetings go much smoother.

If you're not a member of Retail Contractors Association, ask about joining. RCA is a national organization comprised of well-established, highly qualified contractors committed to providing a solid foundation of ethics, competence and professionalism within the retail industry.

For dates and details, call our Safety Chairman at the number below, or visit our website.

"There is no such thing in anyone's life as an unimportant day."

Alexander Walcott

Advertising & Marketing Update

Gene Colley, Royal Seal Construction, Inc.

Can you believe that 2002 went by so fast and that now we have to adjust to saying 03?

As many of you have noticed, some of the trade magazines have allowed the RCA to submit articles to their publication from the membership. Recently an article ran regarding the Storm Water Pollution Plans that many of us have encountered recently. Another article ran concerning OSHA. If you have an interesting topic that you feel should be brought to the attention of the industry, please contact me, and I will help you get published. It is good publicity for you and for the RCA.

The RCA is continuing to run the seven part series discussing the seven

phases of the construction cycle in the *RETAIL CONSTRUCTION MAGAZINE*. We want to thank them again for that publishing partnership. In 2003, the RCA will be advertising in several different trade publications to continue to spread the word about the quality of RCA Contractors.

Also, thank you to those of you that responded to the survey from Strategic Marketing Solutions Inc. This survey will assist the RCA in defining and achieving it's industry goals. Your answers to the questions were very helpful and insightful.

Please feel free to contact me with your input and ideas for the Advertising Committee.

Correction

We apologize to John Bodory of Woods Construction, Inc. for inadvertently leaving their names off the member list in the September 2002 issue of The Retail Contractor.

RCA MEMBERS

<u>Company</u>	<u>Contact</u>	<u>Phone</u>	<u>State</u>
All-Rite Construction Co., Inc.	Leonard Zysman	973-340-3100	NJ
Allegheny Design Management, Inc.	John S. Kuruc	724-845-7336	PA
Amakor Inc.	Steven Serbu	302-834-8664	DE
Bay Planning Company, Inc.	Frank Amonte	781-331-4000	MA
Chance Construction Co.	Jay Chance	409-787-2615	TX
Citadel Design Construction, Inc.	Richard A. Cashen	214-342-8890	TX
Coastland Construction, Inc.	Stan Robinson	979-848-0965	TX
Commercial Contractors, Inc.	Art O'Strander	616-394-0722	MI
Commercial Contractors, Incorporated	Michael Sturges	860-647-8446	CT
Commonwealth Building, Inc.	Frank Trainor	617-770-0050	MA
Construction One, Inc.	Steven Moberger	614-235-0057	OH
Contractor Management Group	Thomas Speroni	310-343-3430	CA
R. E. Crawford Company	Tom Churchick	724-274-5000	PA
David A. Nice Builders, Inc.	Deborah Nice	757-566-3032	VA
DeJager Construction, Inc.	Dan DeJager	616-530-0060	MI
Desco Professional Builders, Inc.	Robert Anderson	860-870-7070	CT
Devcon Enterprises, Inc.	Debbie Rae	480-850-6900	AZ
Eckinger Construction Company	Tom Eckinger	330-453-2566	OH
EDC	Adrien Jacob	804-320-5555	VA
Elder-Jones, Inc.	John S. Elder	952-854-2854	MN
Epstein Contracting, Inc.	Robert Epstein	201-646-9646	NJ
Flynn Construction, Incorporated	Thomas O'Connor	412-243-2483	PA
fpf Construction Corp.	Felix Paz	631-420-8282	NY
Fred Olivieri Construction Company	Dean L. Olivieri	330-494-1007	OH
Gledson Cashman Construction, Inc.	Michael Cashman	909-944-6446	CA
Greenwood Construction Company	Michael D. Stone	801-576-0550	UT
Greg Construction Company	Sean Pfent	810-757-4000	MI
Hambleton Group Companies, Inc.	Celso Suarez	787-781-8186	PR
Hanlin-Rainaldi Construction	Michael Hanlin	614-436-4204	OH
Hardy Building Corporation	Charles F. Hardy	757-463-5666	VA
Hays Construction Co., Inc.	Roy Hays	303-794-5469	CO
Healy Construction Services, Inc.	James D. Healy	708-396-0440	IL
S. Hecht & Sons, Inc.	Scott Hecht	215-925-6337	PA
Herman/Stewart Const. & Dev., Inc.	Raymond Herman	301-731-5555	MD
International Contractors, Inc.	Bruce Bronge	630-834-8043	IL
J. G. Construction	Jack Grothe	909-993-9393	CA
John B. Sullivan Jr. Corp. of N.H., Inc.	Thomas Sullivan	603-647-1777	NH
Jord Construction, LLC	Kathryn Stenwall	203-877-6438	CT
Kelly Wood Company	Casey Wood	806-379-9696	TX
Konover Construction Corp.	Michael Kolakowski	860-284-7110	CT

RCA MEMBERS

Continued from page 4

<u>Company</u>	<u>Contact</u>	<u>Phone</u>	<u>State</u>
Lakeview Construction, Inc.	Kent Moon	262-857-3336	WI
Lehto Construction, Inc.	Al Lehto, Jr.	941-925-7141	FL
Management Resource Systems, Inc.	Michael L. Swaim	336-861-1960	NC
Marco Contractors, Inc.	Erica Gillis	724-741-0300	PA
Metropolitan Contracting Company	Tim Swan	210-829-5542	TX
Mid-Com Inc.	Carmine Comitini	718-815-3375	NY
Milric Construction Corp.	Frank E. Ricciardelli	732-919-3700	NJ
Montgomery Development Corporation	John W. Fugo	919-969-7301	NC
MYCON	Charlie Myers	972-529-2444	TX
Ozark Mountain Interiors, Inc.	Alvin Clifton	417-865-6656	MO
Possell Construction, Inc.	Wiley C. Possell	818-785-1151	CA
Price Woods, Inc.	LaDonna West	480-948-9451	AZ
E. C. Provini Company, Inc.	Edmund C. Provini	732-739-8884	NJ
RCC Associates, Inc.	Beverly Rafael	954-429-3700	FL
Rectenwald Brothers Construction, Inc.	Arthur A. Rectenwald	724-772-8282	PA
Retail Construction Services, Inc.	Steve Bachman	651-704-9000	MN
Richter + Ratner Contracting Corp.	Michael H. Ratner	718-497-1600	NY
Rosewood Construction Group, Inc.	Larry Prace	773-935-6727	IL
Royal Seal Construction, Inc.	Gene Colley	972-539-6771	TX
Russco, Inc.	Matthew Pichette	508-674-5280	MA
Ryan Construction	Richard Shields	508-668-6788	MA
Schimenti Construction Company, Inc.	Matthew Schimenti	914-251-0001	NY
Scorpio Construction, Inc.	Stephen J. Romeo	609-296-0308	NJ
Shames Construction	Barry Shames	925-606-3000	CA
Shrader - Martinez Construction, Inc.	Ronald Martinez	928-282-7554	AZ
Soltani Construction, Inc.	Hassan Soltani	818-774-1972	CA
Summit General Contractors	Cliff Bianchine	949-499-9700	CA
TDS Construction, Inc.	David K. Scherer	941-795-6100	FL
Tesco Construction, Inc.	Thomas Sqjerczynski	630-595-2219	IL
Tri-North Builders, Inc.	Carl Hardy	608-271-8717	WI
Tuscan Builders Corporation	Mike Adams	713-952-8800	TX
U.S. Builders, Inc.	Charles Mormino	713-661-1987	TX
U.S. Design & Construction Corp.	Thomas L. LaFaver	713-953-9090	TX
Virtexco Corporation	Michael Aliff	757-466-1114	VA
Weekes Construction, Inc.	David Weekes	864-233-0061	SC
Westwood Contractors, Inc.	Guy Thornberg	817-877-3800	TX
Win and Associates, Inc.	Win Johnson	336-547-8912	NC
Winkel Construction, Inc.	W. L. Winkel	352-860-0500	FL
Woods Construction, Inc.	John Bodary	810-296-9550	MI

Note from the editor: If you wish to comment concerning the contents or would like to submit an article, please contact Editor: Guy Thornberg 817-877-3800, ext. 135 • E-Mail: guyt@westwoodcontractors.com

MISSION STATEMENT

To encourage participation in educational opportunities and industry seminars that will increase our understanding of our clients' needs and increase our ability to support those needs.

To promote our members as professionals who are responsible, well-qualified, top-performers.

To legitimize our industry and members.

To promote the concept of value.

To provide our members with a forum for the appropriate exchange of information relative to retailers, landlords, superintendents, subcontractors, tradesmen and other factors that affect our business practices.

Secretary/Treasurer Report

Bob Benda, Westwood Contractors, Inc.

In my absence at the December board meeting held in Scottsdale during the Centerbuild Conference, Dean Olivieri and Tom Eckinger filled in for me, acting as secretary and giving the treasurer's reports respectively. Thanks to both, and all my fellow board members for their support and patience during my recent illness. I am back to a regular routine now and look forward to 'doing my part' going forward!

The following is a synopsis of the meeting and some key dates and activities coming up for all to note. Tom Eckinger reported that Win Johnson has agreed to fill the unexpired term of Mike Hanlin. Mike resigned from the board August 19th. We thank Mike for all he has done to grow RCA and welcome Win, who was RCA president in 2000, back to the board. Tom then gave the Treasurer's Report including all fund balances and activity since the prior meeting and the report was approved as submitted. He also presented a proposal from BC Basics, the accounting firm which handles the Association's tax returns to handle accounting services and reporting. It is felt that given the size of the Association's financial activity and fund balances, it is no longer appropriate to pass this duty from volunteer to volunteer each year and that there will be better consistency and security if these functions are handled by a third party accounting firm. The proposal was accepted and approved by the Board. Next a presentation was made to the Board by Roni Townson of Strategic Marketing Solutions of recent surveys of members, retailers and developers which she had conducted for RCA. Several new ideas for expanding member services, improving communications and marketing programs and raising the visibility of the Association and its individual members came out of the review of this data. Several initiatives are under way to explore these new opportunities. Jim Healy gave the membership report and Tom Eckinger gave reports for Safety and Scholarship/web site in the absence of those committee chairs. Gene Colley gave an update on marketing/advertising activities completed and underway and new Education committee chairman Mike Kolakowski reported on his plans for

offering superintendent and project management training for the coming year. Feel free to contact any of the committee chairs if you would like additional information or to volunteer for any area which interests you.

Nominations were then opened for candidates for the 3 board positions to be filled for next, 1 - 4 year, 1 - 3 year and 1- 2 year terms. Nominees were Matthew Schimenti of Schimenti Construction, Mike Adams of Tuscan Builders, Matthew Pichette of Russco, John Fugo of Montgomery Development and Bill Winkel of Winkel Construction. These names will be put forth for a general membership vote and will take office at the beginning of the Association's new year. Nominations were then opened for officers for next year. Following nominations and a board vote, the officers for the 2003-2004 year will be President – Jim Healy, Healy Construction, Vice-President – Bob Benda, Westwood Contractors and Secretary/Treasurer – Gene Colley, Royal Seal Construction. Finally there was discussion about the next board meeting being in Atlanta, April 26th, however conflicts have come up since the meeting and we are now planning to meet April 4th or 5th and a location has yet to be determined. A discussion of trade show participation was led by Jim Healy and Tom Eckinger. Your association continues to work hard at raising the visibility of its membership at these events and you are encouraged as an individual member to build on this exposure for your company by your personal presence. We can always use another pair of hands to hand out information to interested individuals and tell the story of RCA. We will, of course, be at SPECS held this year in Dallas in conjunction with our Annual Meeting and if you only go to one show a year this would be it! We will have a member reception cocktail party Friday, February 28th and a dinner following the meeting on Saturday. In addition, RCA will have booths at GlobalShop and at the new Retail Expo. Contact Jim or I if you need more information on any of these events. Hope everyone's year is starting off with a bang and look forward to seeing you all in Dallas during SPECS... Ya'll come now, ya hear!

RCA Scholarship Recipients for 2002

RCA appreciates the high standards of these learning institutions and students. We are proud to have contributed to the education process and look forward to the contributions these students will make in the retail construction industry.

Bowling Green State University
• *Nicholas Paul Nemire* •

California State Polytechnic University/Pomona
• *Andrew J. Thompson* •

California State Polytechnic University/SLO
• *Joshua Price* •

Clemson University
• *Laurie Hall* •

Georgia Institute of Technology
• *Lindsay Whitehead* •

Minnesota State University/Mankato
• *Jason Gabrick* •

Michigan State University
• *Alexander M. Babcock* •

Northern Arizona University
• *Wayne Nez* •

Pennsylvania State
• *Gina M. Russell* •

Pratt Institute
• *Steve Trilivas* •

Purdue University
• *Jeremy Alan Scheitlin* •

Roger Williams University
• *Travis Varney* •

Texas A&M University
• *Scott Clark* •

University of Florida
• *Scott Remer* •

University of Nebraska
• *Miranda Mueller* •

University of Oklahoma
• *Derek Robbins* •

Wentworth Institute of Technology
• *Micah Shook* •

CODE OF ETHICS

The construction profession relies upon a system of technical competence, management excellence and fair dealing to serve the public with safety, efficiency, and economy. Each member of the association is committed to the following STANDARDS OF PROFESSIONAL CONDUCT:

1. A member shall maintain full regard to the public interest in fulfilling his or her professional responsibilities.

2. A member shall not engage in any deceptive practice, or in any practice that creates an unfair advantage for the member or another.

3. A member shall not maliciously or recklessly injure, or attempt to injure the professional reputation of others.

4. A member shall insure that when providing a service that includes advice, such advice shall be fair and unbiased.

5. A member shall not divulge to any person, firm, or company, information of a confidential nature acquired during the course of professional activities.

6. A member shall carry out his or her responsibilities in accordance with current professional practice.

7. A member shall keep informed of new concepts and developments in the construction process appropriate to the type and level of his or her responsibilities.

Adopted by permission from the American Institute of Constructors. April 1999 Revision

“A smile is contagious; be a carrier.”

UPCOMING EVENTS

SPECS 2003 • March 2-5, 2003 • Dallas, TX

PRSM 2003 • April 13-15, 2003 • Las Vegas, NV

GlobalShop • April 18-20, 2003 • Chicago, IL

Retail Construction EXPO • April 23-25, 2003 • Atlanta, GA

ICSC Spring Convention • May 18-21, 2003 • Las Vegas, NV

RCA Safety Program

Frank Trainor, Commonwealth Building, Inc.

I would like to start out by wishing everyone a happy and successful New Year. As the year 2002 comes to an end, so does the yearly sales figure for our safety program. In 2001, our sales totaled \$4840. In 2002, sales dropped considerably to \$2017, which is over a 50% decrease. In this case, bad is good. I feel this trend is due to our new CD program, more companies are making their own manuals. With the anticipation of up coming sales, we have depleted our inventory to a safe level of 100 manuals. We have also redesigned the RCA yellow binder, we elected to keep the same *icon* colors, but, with new safety phrases. Our price structure remains the same, see the order form for information.

In these times, where insurance companies are demanding and reviewing safety programs, our program seems to be weathering the storm. Any feed-back would be helpful. Please E-mail any comments to frankt@combuild.com.

NEW E-MAIL ORDER PROCESS FOR SAFETY PUBLICATIONS

- E-Mail your order to ashea@combuild.com
- The complete order will be calculated (including shipping) and the total cost will be e-mailed back to you.
- A check for that amount should be made payable to the **R.C.A.**
- All materials will be sent out upon receipt of the check.
- **Manuals** - Still only \$25.00 each
- **Posters** - A surprising \$5.00 each
- No E-Mail - call Addy at 617-770-0050

SEND CHECK TO: **RCA**

C/O COMMONWEALTH BUILDING, INC.
265 WILLARD ST.,
QUINCY, MA 02169

*For any information regarding the Safety Program,
please e-mail :* Frank Trainor or Addy Shea at
frankt@combuild.com or ashea@combuild.com

Presorted Standard
U.S. Postage
PAID
Permit No. 419
Arlington, TX

Arlington, TX 76007-3534

P.O. Box 3534

RETAIL CONTRACTORS ASSOCIATION

RCA