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DIRECTORS

- |                    |      |
|--------------------|------|
| James D. Healy     | 2005 |
| Michael Adams      | 2005 |
| Michael Kolakowski | 2005 |
| Matt Pichette      | 2006 |
| Ken Sharkey        | 2006 |
| Carl Hardy         | 2007 |
| W. L. Winkel       | 2007 |
| Dan DeJager        | 2008 |
| Art Rectenwald     | 2008 |

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    |
| Tom Eckinger       | 2002    |
| James D. Healy     | 2003    |

## PRESIDENT'S MESSAGE

Robert D. Benda, Westwood Contractors, Inc.

Your board had a great summer meeting! We had an excellent turnout including many past President's (all who refrained from saying 'we never used to do it that way'!) By the time you read this issue of The Retail Contractor, the full minutes of the meeting should be posted in the 'Members' area of the web site for your review and I encourage you to read them at your earliest convenience. Major work topics included the 2004-05 education program, association participation in trade shows, 2004-05 budgets and the hiring of a third party vendor to manage the administrative functions for the association. Task forces were also appointed to review our current mission statement and to analyze the benefits/challenges of offering an associate membership for industry firms (vendors and retailers). You will be receiving additional information on these and other important initiatives either elsewhere in this edition or by other means in the near future.

The number one takeaway from our meeting, however, was the need to rekindle our focus on membership growth. It is critical to the mission of our association that we involve the greatest number of qualified contractors in our group to ensure the furthering of our mission to promote integrity,

financial stability and professionalism throughout the retail construction industry. It is vitally important that you and every member of your firm are effective 'ambassadors' of the RCA. The conduct of every member of your firm and the business ethics which this conduct exhibits along with that of each of your fellow members will serve to define the true nature of the Retail Contractors Association better than all the marketing brochures, newsletters and symposiums we provide. You have been selected as a member because of your firm's excellent reputation ..... keep up the good work and spread the word to others who you believe qualify or would benefit from a closer adherence to RCA principles in their business conduct. Anyone knowing of a good prospect should let Gene Colley or I know by e-mail and we will see that they are contacted with membership information. Don't be shy about letting all of your clients know about the exclusive club to which you belong as well and of the strict code of ethics you adhere to in the conduct of your business. The more retailers support our values, the more contractors will want to be a part of our group. As always, we would love to hear from you and may all of your projects end on time and under budget! bb

## RCA SCHOLARSHIP RECIPIENT CALLED TO DUTY

John S. Elder, Elder-Jones, Inc.

This year's RCA Scholarship presentation at the University of Nebraska took an unusual turn when RCA Scholarship recipient Jonathan Naber's National Guard unit was placed on alert the day of the banquet. The Scholarship was given to Jonathan in full uniform on his way to the mobilization; which was photographed and placed on a big screen at the award ceremony while RCA representative Jay Saterbak was at the podium.

Since the presentation, his unit has been deployed for a period of unknown duration. The RCA has requested that the University of Nebraska keep the Scholarship in Jonathon's name and make it available to him when he returns from active duty.



Jonathan Naber - University of Nebraska

## ADVISORY BOARD

### Cai Eberhardt (2005)

Foot Locker Inc.

### John Hays (2005)

Saks, Inc.

### Thomas Horwitz (2005)

FRCH Design Worldwide

### Jane Rappleyea (2005)

Linens 'N Things

### Larry Tureff (2005)

Borders Group, Inc.

### Craig Hale (2006)

Carter & Burgess, Inc.

### Roger Henry (2006)

Cato Corporation

## Committees:

### Advertising - Gene Colley

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### Education - Michael Kolakowski

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### Scholarship - Barry Shames

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bshames@shames.com

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Fax 914-244-9104

mschimenti@schimenti.com

### Web Site Administrator

#### Barry Shames

Phone 925-606-3000

Fax 925-606-3003

www.retailcontractors.org

bshames@shames.com

# TRADE SHOWS/ANNUAL MEETING REPORT

*Matthew Schimenti, Schimenti Construction Co., Inc.*

While the planning continues for our upcoming annual trade events I'd like to extend a request to all members for feedback regarding the upcoming 2005 annual meeting which will be held prior to SPECS in Dallas on February 26th, 2005. It is our intent that we develop a program this year that will include a presentation for each RCA committee delivered by the director responsible. We have asked Mr. Tom Horowitz to once again develop his one of a kind presentations as we have enjoyed in the past, along with possibly some round tables or an additional speaker.

ICSC CENTERBUILD CONFERENCE will be held on December 8th thru 11th in Phoenix, AZ will include (10) RCA member led lunch roundtables along with a feature workshop/panel discussion that will include several RCA members. This will be the 2nd year that we participate in this capacity and the shows looks to be one not to miss.

SPECS 2005 will be held at the Wyndham Anatole in Dallas from February 27th thru March 2nd, 2005. We will be exhibiting our booth at the show and are looking for volunteers to take shifts in the booth representing the RCA.

Global Shop will be held again in Las Vegas, NV on March 21st thru March 23rd.

Retail Construction Expo will be held in Atlanta on May 11th & 12th. The RCA exhibit booth will be here also as in the past.

I hope this newsletter finds everyone busy as we approach the end of the busy season and as always please do not hesitate to contact me with any questions.

## RCA MEMBER SCHOLARSHIP CONTRIBUTIONS

*The RCA greatly appreciates contributions from these member companies to the RCA Scholarship Fund.*

### President's Circle - \$5,000 and up

#### Patron - \$2,500 - \$4,999

Scorpio Construction

#### Platinum - \$1,500 - \$2,499

Commonwealth Building, Inc.  
Elder-Jones, Inc.  
Fred Olivieri Construction Co.  
Possell Construction Co., Inc.  
Richter + Ratner Contracting Corp.

Royal Seal Construction  
Shrader Martinez Construction, Inc.  
Westwood Contractors, Inc.  
Woods Construction, Inc.

#### Gold - \$750 - \$1,499

Allegheny Design Management, Inc.  
Commercial Contractors, Inc.  
GC Builders, Inc.

Healy Construction Services, Inc.  
R.E. Crawford Company  
Shames Construction Co., Ltd.

#### Silver - Up To \$749

Chance Construction Co.  
De Jager Construction, Inc.  
E.C. Provini Co., Inc.  
Eckinger Construction Company  
Epstein Contractors, Inc.  
Hays Construction Co.  
Konover Construction  
Lehto Construction, Inc.  
Marco Contractors  
Mid-Com, Inc.

Retail Construction Services  
Russco, Inc.  
Schimenti Construction Co.  
Tri-North Builders, Inc.  
Tuscan Builders Corp.  
U.S. Design & Construction Corp.  
Valco Associates, Inc.  
Weekes Construction, Inc.  
Win & Associates, Inc.

# RCA BOARD MEMBER BIO

*Carl Hardy of Tri-North Builders*

Through his 28 years in the industry, Carl has seen the retail market from almost every angle-architect, developer, and contractor. After managing the construction and renovation of over 1,000 stores, his passion remains with retail.

Since he was a child, Carl watched his father and grandfather work as stonemasons. Their inspiration led him to spend his younger years working as a mason laborer. Carl received his education in architectural technology and drafting from Oakton Community College and the University of Illinois-Chicago. His hands-on experience has included projects across the world, specifically in the Middle East. Carl's work began while with an international architectural and engineering firm. He later joined one of the 10 largest developers in the country, where he was heavily involved with large retailers and shopping centers across the United States.

Carl's first taste of the construction side of the industry came when he joined Capital Construction in the early 1980's. There, he gained estimating and superintendent skills for clients like

Limited and Herman's Sporting Goods. After nearly ten years, Carl joined Tri-North Builders, where he has found a home for 14 years.

Carl has helped grow Tri-North to annual revenues of over \$100 million. As Vice President of the Retail Division, he successfully oversees new business development efforts in addition to the construction of retail projects across 46 states. Carl has been an RCA member since 1993, is an active corporate member of the Associated General Contractors of Wisconsin (AGC), and devotes significant efforts to United Cerebral Palsy of Dane County. His industry expertise has even earned him the honor of being a panelist at the 2004 SPECS Convention.

Carl has been married to Nancy for 25 years. They have two children-Nicole, 24, who is a recent Marketing/Public Relations graduate from the University of Wisconsin-Whitewater, and Jason, 20, who is a Forestry student at the University of Wisconsin-Madison. In his free time, Carl enjoys fishing, hunting, skiing and golf.



*Texas A&M University Aaron Mynar at RCA Scholarship presentation.*

*L to R: Dean Regan, Mike McBride, Aaron Mynar & Dr. Smith.*

## OU STUDENT INTERNS FOR RCA MEMBER

Daniel Crossland is a 4th year student at the University of Oklahoma. He is majoring in Construction Science and expects to graduate in May, 2005. Though Daniel did not receive an RCA Scholarship this year, it was through the University of Oklahoma contact for the RCA Scholarship Program, Professor Douglas Gransberg, that Westwood was able to locate Daniel for our summer intern program. Daniel was able to contribute to Westwood with his newly acquired skills in construction technology and in turn, Daniel was introduced to a different view into the world of the retail specialty contractor. The paper Dan was required to write as a part of his internship program can be read at: [www.retailcontractors.org](http://www.retailcontractors.org). We encourage you to post internship openings on the association website and to become familiar with the RCA Scholarship Program contacts at the universities in your area of the country. It is a great way to find new employees and tell the story of the retail construction industry.



## 2004 RCA SCHOLARSHIP RECIPIENTS

**Bowling Green State University**  
Recipient: Ephraim J. Smith

**Cal Poly SLO**  
Recipient: Sarah Joubert

**Clemson University**  
Recipient: Cody Albergotti

**Colorado State University**  
Recipient: Jason Watson

**Georgia Institute of Technology**  
Recipient: Tahirah Wilson

**Michigan State**  
Recipient: Peter Linsmeier

**Minnesota State University Mankato**  
Recipient: Calie Caric

**Northern Arizona**  
Recipient: Paul E. Grider

**Pratt Institute**  
Recipient: Francesco Gambino

**Purdue University**  
Recipient: Nathaniel David Ward

**Roger Williams University**  
Recipient: Carlos C. Neves

**Texas A & M University**  
Recipient: Aaron Mynar

**University of Florida**  
Recipient: Matthew Widmaier

**University of Nebraska**  
Recipient: Jonathan Naber

**University of Oklahoma**  
Recipient: James Gates

**University of Washington**  
Recipient: Scott P. Leimgruber

**Wentworth Institute**  
Recipient: Danielle L. Schrank



# RCA MEMBERS

<u>COMPANY</u>	<u>NAME</u>	<u>PHONE</u>	<u>ST</u>	<u>EMAIL</u>	<u>MEMBER SINCE</u>
Allegheny Design Management, Inc.	John Kuruc	(724) 845-7336	PA	jkuruc@alleghenydesignmgmt.com	1997
All-Rite Construction Co., Inc.	Jeff Zysman	(973) 340-3100	NJ	jeff@all-riteconstruction.com	1993
Amakor, Inc.	Steven Serbu	(302) 834-8664	DE	amakor@aol.com	2000
AOI Of Des Moines Inc.	Bill Shockey	(515) 986-3848	IA	bshockey@aoidesmoines.com	2000
Bay Planning Co., Inc.	Frank Amonte	(781) 331-4000	MA	famonte@bayplanning.com	1990
The Benmore Construction Group, Inc.	Jeffrey Pillel	(201) 489-4466	NJ	thebenmoreconstructiongroup@verizon.com	2004
Chance Construction Co.	D. Jay Chance	(409) 787-2615	TX	tellinaw@chanceconstruction.com	2000
Coastland Construction, Inc.	Stan Robinson	(979) 848-0965	TX	stanr@coastland.net	1992
Commercial Contractors, Inc.	Kenneth Sharkey	(616) 394-0722	MI	sharkeyk@comcont.com	1990
Commonwealth Building, Inc.	Frank Trainor	(617) 770-0050	MA	frankt@combuild.com	1992
Construction One, Inc.	Steve Moberger	(614) 235-0057	OH	smoberger@constructionone.com	1996
Crawford R.E. Construction	Tom Churchill	(724) 274-5000	PA	tomchurchick@recrawford.com	1990
De Jager Construction, Inc.	Dan De Jager	(616) 530-0060	MI	dandj@dejagerconstruction.com	1990
Desco Professional Builders, Inc.	Robert Anderson	(860) 870-7070	CT	jridzon@descopro.com	1995
Eastern Development	Diane Eliopoulos	(954) 523-5157	FL	Eastern123@aol.com	2003
Eckinger Construction Company	Thomas Eckinger	(330) 453-2566	OH	tome@eckinger.com	1994
EDC	Christopher Johnson	(804) 897-0900	VA	cjohnson@edcweb.com	1998
Elder-Jones, Inc.	John Elder	(952) 854-2854	MN	jselder@elderjones.com	1990
Flynn Construction, Inc.	Thomas O'Connor	(412) 243-2483	PA	tomocconor@flynn-construction.co	2000
Fries B.R. & Associates	Barry Fries	(212) 563-3300	NY	normanr@brfries.com	2002
GC Builders, Inc.	George Gledson	(909) 944-6446	CA	georgeg@gcbuildersinc.com	2000
Greenwood Construction Company	Allison Forbush	(801) 576-0550	UT	aforbush@grnwood.com	1995
Greg Construction Company	Sean Pfent	(586) 725-4400	MI	sphent@gregconstruction.com	1996
Hambleton Group Companies, Inc.	Tito Suarez	(787) 781-8186	PR	tito@hambletongroupcompanies.com	2001
Hanlin Rainaldi Construction Corp.	Michael Hanlin	(614) 436-4204	OH	mike.hanlin@hanlinrainaldi.com	1997
Hardy Building Corporation	Charles Hardy	(757) 463-5666	VA	hbc@hardybuilding.com	1990
Hays Construction Co., Inc.	Roy Hays	(303) 794-5469	CO	r.hays@haysco.biz	2002
Healy Construction Services, Inc.	James Healy	(708) 396-0440	IL	jhealy@healyconstruct.com	1996
Herman/Stewart Construction	Michael Dennis	(301) 731-5555	MD	mdennis@herman-stewart.com	1995
International Contractors, Inc.	Bruce Bronge	(630) 834-8043	IL	info@iciinc.com	1995
J.G. Construction	Jack Grothe	(909) 993-9393	CA	jackg@jgconstruction.com	1998
Konover Construction Corp.	Michael Kolakowski	(860) 284-7408	CT	mkolakowski@konover.com	1998
Lakeview Construction, Inc.	Kent Moon	(262) 857-3336	WI	kent@lvconstruction.com	1998
Lehto Construction, Inc.	Allan Lehto, Jr.	(941) 925-7141	FL	Ajl6231@aol.com	1998
Mackenzie Design & Construction	Daniel Keck	(908) 850-1006	NJ	dkeck@mackenziecompanies.com	2003
Management Resources Systems, Inc.	Michael Swaim, Sr.	(336) 861-1960	NC	mswaim@buildgroup.com	1992
Marco Contractors, Inc.	Martin Smith	(724) 741-0300	PA	marty@martycontractors.com	1994

## RCA MEMBERS

There has been a change of format in the Membership Listings.

Please check your listing for accuracy!

Contact me directly with any changes.

-Guy

# RCA MEMBERS

<u>COMPANY</u>	<u>NAME</u>	<u>PHONE</u>	<u>ST</u>	<u>EMAIL</u>	<u>MEMBER SINCE</u>
A.R Mays Construction	Eric Larson	(480) 850-6900	AZ	elarson@armays.com	1995
Menemsha Companies	Robyn Goldstein	(310) 343-3430	CA	rgoldstein@cmgtip.com	2001
Metropolitan Contracting Co., Ltd.	Tim Swan	(210) 829-5542	TX	tswan@metcontracting.com	1995
Milestone CM	Phillip Brown	(303) 792-5179	CO	pbrown@milestonecm.com	2003
Milric Construction Corporation	Frank E. Ricciardelli	(732) 919-3700	NJ	milric@milric.com	1996
Montgomery Development Carolina Corp.	John Fugo	(919) 969-7301	NC	jfugo@montgomerydevelopment.com	1999
Mycon General Contractors, Inc.	Charles Myers	(972) 529-2444	TX	cmyers@mycon.com	1992
David A. Nice Builders, Inc.	Brian Bacon	(757) 566-3032	VA	bbacon@davidnicebldrs.com	2000
Fred Olivieri Construction Company	Dean Olivieri	(330) 494-1007	OH	dean@fredolivieri.com	1992
Possell Construction Co., Inc.	Wiley Possell	(818) 785-1151	CA	possell@aol.com	1994
E.C. Provini Co., Inc.	Edmund Provini	(732) 739-8884	NJ	ecp.provini@verizon.com	1992
PWI Construction, Inc.	Jeff Price	(480) 948-9451	AZ	price@pwiconstruction.com	2003
Radford Construction Company, Inc.	Kelly Radford	(609) 978-9900	NJ	kradford@radfordinc.com	2004
RCC Associates, Inc.	Beverly Raphael	(954) 429-3700	FL	dpopkin@rccassociates.com	1990
Rectenwald Brothers Construction, Inc.	Arthur Rectenwald	(724) 772-8282	PA	art@rectenwald.com	1996
Retail Construction Services, Inc.	Stephen Bachman	(651) 704-9000	MN	sbachman@retailconstruction.com	1998
Richter+Ratner Contracting, Corp.	Michael Ratner	(718) 497-1600	NY	mratner@richterratner.com	1990
Rosewood Construction Group, Inc.	Larry Prace	(773) 935-4646	IL	rosewood6727@aol.com	1995
Royal Seal Construction, Inc.	Eugene Colley	(972) 539-6771	TX	gene@royalseal.com	1994
Russco, Inc.	Matthew Pichette	(508) 674-5280	MA	mattp@russcoinc.com	1995
Ryan Construction, Inc.	Richard Shields	(508) 668-6788	MA	rshields@ryanconstruction.com	1995
Schimenti Construction Company, Inc.	Matthew Schimenti	(914) 244-9100	NY	mschimenti@schimenti.com	1994
Scorpio Construction, Inc.	Stephen Romeo	(609) 296-0308	NJ	sromeo@scorpio1.net	1995
Shames Construction Co., Ltd.	Barry Shames	(925) 606-3000	CA	bshames@shames.com	1994
Shrader & Martinez Construction, Inc.	Ronald Martinez	(928) 282-7554	AZ	martinez@shradermartinez.com	1990
Summit General Contractors, Inc.	Cliff Bianchine	(949) 499-9700	CA	cliff@summitgcinc.com	2000
TDS Construction, Inc.	David Scherer	(941) 795-6100	FL	inbox@tdsconstruction.com	1994
Tesco Construction, Inc.	Thomas Swierczynski	(630) 595-2219	IL	Tesco gc@aol.com	1995
Tri-North Builders, Inc.	Carl Hardy	(608) 271-8717	WI	chardy@tri-north.com	1993
Tuscan Builders Corporation	Mike Adams	(713) 952-8800	TX	mikea@tuscanbuilders.com	1998
U.S. Builders, Inc.	Tom Buttaccio	(713) 661-1987	TX	tbuttaccio@usbiweb.com	2000
U.S. Design & Construction Corp.	Peter Ferri	(713) 953-9090	TX	peterf@usdesign-const.com	1990
Valco Associates, Inc	William Star	(717) 295-0895	PA	valcoassociates@comcast.net	2001
VIRTEXCO Corporation	Michael Aliff	(757) 466-1114	VA	maliff@virtexco.com	1999
Weekes Construction, Inc.	Chandler Weekes	(864) 233-0061	SC	cweekes@weekesconstruction.com	1990
Westwood Contractors, Inc.	Robert D. Benda	(817) 302-2050	TX	bbenda@westwoodcontractors.com	1990
White-Spunner Construction, Inc.	John White-Spunner	(251) 471-5189	AL	judys@white-spunner.com	2003
Win and Associates, Inc.	Win Johnson	(336) 547-8912	NC	winj@winandassociates.com	1991
Winkel Construction, Inc.	W.L. Winkel	(352) 860-0500	FL	wlw@winkel-construction.com	1990
Kelly Wood Company	Casey Wood	(806) 379-9696	TX	casey@kellywood.com	2000
Woods Construction, Inc.	John Bodary	(810) 296-9550	MI	jbodary@woodsconstruction.com	1996

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](mailto: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.

# SAFETY PROGRAM

*Frank Trainor, Commonwealth Building, Inc.*

In the last issue, I rambled on about a frequently asked question:

"Is our safety program OSHA approved?" The answer is yes, providing you personalize our program to your company needs. (Complex projects require more information.)

Although somewhat unknown, OSHA's "Focused Inspection" program is very worthwhile. OSHA assembled the leading hazards that cause 90% of workplace injuries/deaths, which are Falls from elevations, Struck by, Caught in/between and Electrical shock and created this new inspection tool. Then a program was designed to allow OSHA to focus their inspections on certain limited areas instead of a complete top to bottom inspection. To reaffirm the RCA program - you can review the two conditions listed below on this policy.

The two conditions employers must meet to qualify for this type of inspection are:

1. The project's safety program meets the requirements of 29 CFR 1926, Subpart C, General Safety & Health Provisions. (RCA program does)

2. There is a designated competent person responsible for & capable of implementing the program. (Your program should.)

If you qualify, OSHA "can" perform the "Focused Inspection" and is not mandated to complete a full project inspection. In a nutshell, this allows an inspector to walk on site, see that a company is on the ball and can save both sides a lot of time and possibly a lot of money. It is a form of reward for the companies that are safety minded.

For more information about this type of inspection go to: [osha.gov](http://osha.gov) then type in; focused inspection and click on 1929 Subpart C

Any suggestions or comments, please e-mail me at [frankt@combuild.com](mailto:frankt@combuild.com).

## ANNIVERSARY CELEBRATIONS!

### 10 YEARS

Allegheny Design Management, Inc.  
John Kuruc

Marco Contractors, Inc.  
Martin Smith

Possell Construction Co., Inc.  
Wiley Possell

Royal Seal Construction, Inc.  
Gene Colley

TDS Construction, Inc.  
David Scherer

1 YEAR  
Milestone CM  
Phillip Brown

Congratulations to all and thank you for your continued support!

From: All Your RCA Colleagues.

***When you make the finding yourself - even if you are the last person on Earth to see the light - you will never forget it.*** **Carl Sagan**

## UPCOMING EVENTS

Retail Construction Expo West  
November 10-11, 2004  
Long Beach Convention Center  
Long Beach, California

CenterBuild Conference  
December 8-11, 2004  
JW Desert Ridge Resort & Spa  
Phoenix, Arizona

SPECS/ 2005  
February 27- March 2, 2005  
Wyndham Anatole Hotel  
Dallas, Texas

Retail Construction Expo  
May 11-12, 2005  
Georgia World Congress Center  
Atlanta, Georgia



Photos of the RCA Summer Board Meeting held in Telluride, Colorado. Two upper photos are of the Board Meeting and the lower photo is of the dinner reception.

**One's mind, once stretched by a new idea, never regains its original dimensions.**

**Oliver Wendell Holmes**

## RETAIL CONTRACTORS ASSOCIATION MEMBER BENEFITS PROGRAM

*Michael L. Adams, Tuscan Builders Corporation*

Last February, at the annual meeting, I introduced what was then referred to as the Affinity Program to the membership. Since that meeting it was decided that the name of the program be the Member Benefits Program. For those of you that were in attendance, you might recall the Member Benefits Program was implemented in an effort to increase the value of the RCA membership to its members while allowing vendors that we use on a regular basis to be given more access to the membership, so that all parties involved benefit.

To date, the firms that are a part of the program are:

Plan Express (a bid solicitation-plan service organization)

Hertz (discount auto/truck rentals)

Best Western Motels

Viking Office Products

Williams-Scotsman (portable buildings)

Total Choice Communications (authorized Nextel dealer-nationwide)

PROforma ONEStop (promotional products)

Carl Hardy and Ken Sharkey are now helping with the program. It is our intention to grow the list of vendors substantially. To do this we need your help. By the time this newsletter reaches you, you will have received a questionnaire regarding frequently used business types. Please take the time to fill out and return this questionnaire. Your time invested filling out the questionnaire will be well worth the effort.

Additionally, you will receive additional information outlining the specific benefits of each firm and how you can take advantage of these benefits.

The Member Benefits Program is in its infancy, but well on its way to becoming a useful tool for each of us. Please feel free to contact me with any ideas to improve this important program. Your participation is greatly appreciated.  
mikea@tuscanbuilders.com

### 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 following the **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*



## MEMBER ANNOUNCEMENTS

Dean Olivieri has a supply of RCA Brouchures for members that need them. Contact Dean at: [dean@fredolivieri.com](mailto:dean@fredolivieri.com) or 330/494-1007

Additional copies of THE RETAIL CONTRACTOR newsletter are available by contacting Guy Thornberg at [guyt@westwoodcontractors.com](mailto:guyt@westwoodcontractors.com) or 817.877.3800 X 135

## RCA Safety Program

### REVISED SAFETY PUBLICATIONS E-MAIL ORDER PROCESS

- E-mail your order to [ashea@combuild.com](mailto:ashea@combuild.com) or call Addy Shea at CBI: 617-770-0050
- 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 RCA
- All materials will be sent out upon receipt of the check

Both manuals include: divider tabs, laminated Safety Rules and MSDS sheets.

- **Shell Manuals** - Insert your own text using CD Program **\$25.00** each
- **Complete Manual** - Generic Text - Needs your company information - **\$35.00** each
- **Replacement CD** - **\$10.00** each
- **Posters** - Laminated (*includes Federal minimum wage only*) - **\$5.00** each

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](mailto:frankt@combuild.com) or [ashea@combuild.com](mailto:ashea@combuild.com)*

**Read, every day, something  
no one else is reading. Think,  
every day, something no one  
else is thinking. Do, every  
day, something no one else  
would be silly enough to do. It  
is bad for the mind to  
continually be part of  
unanimity. Christopher Morley**

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