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

Gold - $750 - $1,499
Healy Construction Services, Inc.
R.E. Crawford Company
Shames Construction Co., Ltd.

Silver - Up To $749
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.

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

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

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.
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.

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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: Taharah Wilson

Michigan State
Recipient: Peter Linsmeier

Minnesota State University
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

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. 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.
## RCA MEMBERS

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

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

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
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 then type in; focused inspection and click on 1929 Subpart C

Any suggestions or comments, please e-mail me at 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
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

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 Weldell Holmes

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 or 330/494-1007

Additional copies of THE RETAIL CONTRACTOR newsletter are available by contacting Guy Thornberg at guyt@westwoodcontractors.com or 817.877.3800 X 135

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

RCA Safety Program

REVISED SAFETY PUBLICATIONS
E-MAIL ORDER PROCESS

- E-mail your order to 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 or ashea@combuild.com