

## 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.

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April 1999 Revision

## Inside This Issue

Past Presidents: Where Are They Now? Win Johnson	Page 2
Home Depot Rebate Program	Page 3
Full Member Directory	Page 4
Member Directory Icons	Page 5
President's Message	Page 6
RCA Sustaining Sponsors	Page 8

## RCA's Annual Meeting

RCA's 22nd Annual Meeting, entitled "Choosing Success: How business decisions that benefit us in the short term, affect us in the long term," was held March 2-4, 2012, at the Gaylord Palms in Kissimmee, FL, prior to SPECS 2012.

The weekend included a variety of activities: a RCA Board meeting, two evening networking receptions, topical remarks by first-rate speakers, sponsor presentations, and an invitation-only owner's breakfast.

For the fourth year, Mark Vitner, Managing Director and Senior Economist, Wells Fargo, held the rapt attention of members as he presented an economic update on the markets that affect the retail construction sector.

Mike Stark, Senior Director, Building Division, Associated General Contractors of America, gave a presentation on Integrated Project Delivery (IPD), Lean Construction, and Building Information Modeling (BIM). He discussed their impact on projects of varying sizes and scope and how the systems can be utilized on their own or in combination.

The day included two presentations by Gene Marks, Owner, Marks Group PC: "In God We Trust: Everyone Else Pays Cash – Political, Economic, and Other Major Trends That Will Affect Your Business in 2012 And Beyond," and "Gadgets, Gizmos, Geeks: 25 Tools, Technologies and Web-Based Services that Smart Businesses Are Using to Keep Their Customers Happy." Marks infused his remarks with humor and useful information that attendees



Outgoing RCA President Matt Schimenti presented a token of appreciation to Dan De Jager for his service as RCA Secretary/Treasurer.



RCA Vice President Mike Wolff, Timberwolff Construction, Inc. and RCA Board member Chandler Weekes, Weekes Construction, Inc.

can apply to improve the way they operate their businesses. He focused on pending legislation that will affect businesses and new technologies that can be integrated and implemented for more efficient operations.

As is tradition, the weekend concluded with an



The RCA Board honored outgoing Board member Ken Sharkey by donning Harley Davidson gear at his last board meeting.



RCA Advisory Board member Ken Kosinski, Nike Retail Services, Inc.; John Norton, Preferred Inc.; and incoming RCA President Art Rectenwald, Rectenwald Brothers Construction, Inc.



RCA Board member Kent Moon, Lakeview Construction, Inc.; RCA past president Gene Colley, Royal Seal Construction, Inc.; Dina Pichette; and RCA Board member Matt Pichette, Russco, Inc.



Jennifer Danquist Kilgore, Marco Contractors, Inc.; Rachel Andrews, Bogart Construction, Inc.; and Jennifer Davis, Ardex Engineered Cements

Continued on page 3

## RCA's Mission:

**RCA's Mission is to promote professionalism and integrity in retail construction through industry leadership in education, information exchange, and jobsite safety.**



## OFFICERS

President  
**Art Rectenwald**

Vice President  
**Mike Wolff**

Secretary/Treasurer  
**Robert Moore**

Immediate Past President  
**Matthew Schimenti**  
Schimenti Construction Company

## BOARD OF DIRECTORS

**Brad Bogart** 2014  
Bogart Construction, Inc.

**Dan DeJager** 2013  
DeJager Construction, Inc.

**Michael Kolakowski** 2013  
KBE Building Corporation

**Mike McBride** 2013  
Westwood Contractors

**Kent Moon** 2015  
Lakeview Construction, Inc.

**Robert Moore** 2015  
Gray-I.C.E. Builders, Inc.

**Matt Pichette** 2014  
Russco, Inc.

**Art Rectenwald** 2016  
Rectenwald Brothers Construction, Inc.

**Chandler Weekes** 2013  
Weekes Construction, Inc.

**Rick Winkel** 2016  
Winkel Construction, Inc.

**Mike Wolff** 2015  
Timberwolff Construction, Inc.

## PAST PRESIDENTS

David Weekes	1990-1992
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
Thomas Eckinger	2002
James Healy	2003
Robert D. Benda	2004-2006
K. Eugene Colley	2006-2008
Matthew Schimenti	2008-2012

# Past Presidents: Where are They Now? Win Johnson

By Jennifer Danquist Kilgore, Director of Business Development & Marketing/Project Manager Assistant, Marco Contractors, Inc.

When it comes to the RCA, we would not be here without our Past Presidents, who have guided this association, built it up, and watched it continue to grow. For this we are all grateful. In an effort to recognize these "founding fathers," remember our beginnings, and review our history, each edition features a RCA past president and gives some insight into their time at the helm as well as talks about what they're doing now.

It's hard to believe this is our ninth installment of "Past Presidents – Where Are They Now?" I remember when this column was just a concept; now we've learned so much about RCA's history through the fine gentlemen that have been featured. From founders David Weekes and Bill Winkel to Bob Benda and John Elder, there was also Ron Martinez, Jack Sims, and Michael Ratner, as well as our last featured past president, Barry Shames.

With this installment, we arrive at the year 2000 and feature Win Johnson, President of Win & Associates, Inc., a retail/office construction and design company for retail stores in malls and shopping centers as well as offices since 1988; completing over 1000 projects thus far. Johnson has over 40 years experience as a retailer, chain store owner, and contractor. He has owned eight different businesses over the last half century, including a chain store that became the basis for his move into retail construction.

Win's board included Dean Olivieri, Michael Ratner, Tom Eckinger, Jim Healy, Bill Winkel, Frank Trainor, and Barry Shames, to name a few. "The RCA made my business better and my company better, in many ways. The relationships I've gained and built over the years have been instrumental in my continued success," commented Johnson.

"My first impression of Win was, 'How deep can you bury yourself in the South?' shared Frank Trainor, President of Commonwealth Building, Inc. "Country bumpkin was an understatement. But it wasn't long before you realized this man knew his stuff. He has always brought along his own agenda about how and why something could work. I think the 'long walks on the beach' became his inspiration for life. He was and still is a huge part of the evolution process in the RCA."

Johnson counts the experience he gained in education and the management positions

he held after college as what gave him the knowledge and experience to develop the many businesses he has owned. In the late seventies and early eighties, he developed a 48-store

chain that spanned 17 states: The Pierced Ear, jewelry stores specializing in earrings and ear piercing.

Among the other companies that Johnson founded is Concept Marketing, Inc. where he was Executive Vice President for over 20 years. Concept Marketing is a jewelry manufacturer, wholesaler, and promotional company that also developed a patent on an ear piercing instrument and earrings. Next is Win Associates, Inc., where Johnson worked for three years as a manufacturers' representative of 12 jewelry lines, covering the southeast selling jewelry and jewelry-related products. Futures Unlimited is a personnel agency based in Greensboro, NC, assisting in promotion, marketing, and business consulting. To complement all that jewelry is Lin's Bridal and Formal, a retail bridal store in Morehead, NC, which offers bridal consultation including full lines of bridal gowns and tuxedo rentals. Back to the jewels, Johnson was the Director of Management, Assistant to the Executive Vice President, and a District Supervisor for the southeast at Jewel Box Store Corporation, where he created and taught a two-year jewelry management program designed to produce fully trained and qualified store managers. He trained a total of 384 managers during his time there. Johnson also helped with long range planning for a 500+ retail store chain and supervised the operations of the stores.

When asked what he would be doing if he wasn't in the construction industry, Johnson said he would be a teacher. "A major part of my life has been to guide others in their career development, to embrace their career objectives, and in doing so they become a valuable asset not only to themselves but to my companies," stated Johnson. Throughout his career, he has been a trusted advisor to his customers. This practice has developed many valuable working and personal relationships built on a solid foundation of trust.

Early in his career, Johnson was a State Supervisor for 35 counties in Southern Virginia. He oversaw 35 school systems as a coordinator



Win Johnson



Win and Lin Johnson at a reception in honor of the U.S. Coast Guard's Smiley, after the oldest commissioned cutter was crowned Queen of the Fleet.

Continued on page 7





## ADVISORY BOARD

**Chuck Barnes**  
Barnes & Associates

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JCPenney

**Ken Kosinski**  
Nike

**Tony Maldonado**  
Gap, Inc.

**Tom McDermott**  
Limited Brands

**Jason Miller**  
Kohl's

**Sam Pena, AIA**  
JACOBS

**Steven R. Olson**  
CESO Inc.

**Kevin Townson**  
The Townson Company

**Scott Winstead**  
FMI Corporation

**Michael Yorio**  
Bed, Bath & Beyond

## COMMITTEE CHAIRS

**ANNUAL MEETING**  
**Matthew Pichette**  
508-674-5280  
mattp@russcoinc.com

**EDUCATION & CAREER DEVELOPMENT**  
**Robert Moore**  
714-491-1317  
ramoore@gray-iceb.com

**MARKETING & COMMUNICATIONS**  
**Kent Moon**  
262-857-3336  
kent@lvconstruction.com

**Chandler Weekes**  
864-233-0061  
cweekes@weekesconstruction.com

**MEMBERSHIP**  
**Mike Wolff**  
909-949-0380  
mike@timberwolff.com

**QUALITY ASSURANCE PROGRAM**  
**Ken Sharkey**  
616-842-4540  
ken.t.sharkey@comcont.com

**SAFETY**  
**Frank Trainor**  
617-770-0050  
frankt@combuild.com

**SCHOLARSHIP**  
**Mike McBride**  
817-302-2050  
mikem@westwoodcontractors.com

**SPONSORSHIP**  
**Brad Bogart**  
949-453-1400  
brad@bogartconstruction.com

## RCA's Annual Meeting

*Continued from page 1*

Owner's Breakfast. This year the program was hosted by RCA Past President Win Johnson, of Win and Associates, Inc. The discussion focused on "Lean & Mean Operations," specifically the operational changes contractors had to make to survive the economic downturn and the lessons learned that will change the way business is conducted going forward.

Speaker presentations are available on [retailcontractors.org](http://retailcontractors.org); click on Events.



RCA immediate past president Matthew Schimenti, Schimenti Construction Company and RCA Board member Kent Moon, Lakeview Construction, Inc.



Almost 100 people attended the annual meeting.



RCA Advisory Board member Kevin Townson, The Townson Company, with Jeff Katkowsky and Noah Wolfson, both of Sachse Construction and Development Corp.

Kelley Scheiner, Scheiner Commercial Group, Inc; RCA Board member Dan De Jager, De Jager Construction, Inc.; and Adrian Johnson, ELAN General Contracting Inc.



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## RCA Announces Home Depot Rebate Program

*RCA Members Can Earn Cash Back from The Home Depot*

RCA is pleased to announce a partnership with Home Depot that will provide RCA member companies with a rebate incentive program.

RCA members can receive a 2% annual rebate on all qualifying pre-tax purchases. There is no cost to enroll and signing up is a quick and simple process. You can register any form of payment accepted at The Home Depot — including checking accounts, credit cards, debit cards and existing The Home Depot accounts. Rebate payments are issued annually (rebate year is April 1 – March 31).

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# RCA Membership Means Quality



RCA members must meet and maintain a series of qualifications and are approved by the Board of Directors for membership. They have been in the retail construction business as general contractors for at least five years; agree to comply with the Association's Code of Ethics and Bylaws; are properly insured and bonded; are licensed in the states in which they do business; and have submitted letters of recommendation.

COMPANY	CONTACT	PHONE	STATE	EMAIL	MEMBER SINCE
Acme Enterprises, Inc.	Robert Russell	586-771-4800	MI	rrussell@acme-enterprises.com	2009
All-Rite Construction Co., Inc.	Warren Zysman	973-340-3100	NJ	warren@all-riteconstruction.com	1993
B.R. Fries & Associates	Barry Fries	212- 563-3300	NY	barryf@brfries.com	2002
Bogart Construction, Inc.	Brad Bogart	949-453-1400	CA	brad@bogartconstruction.com	2008
Chance Construction Co.	D. Jay Chance	409-787-2615	TX	tellinaw@chanceconstruction.com	2000
Commercial Contractors, Inc.	Kenneth Sharkey	616-842-4540	MI	ken.sharkey@teamcci.net	1990
Commonwealth Building, Inc.	Frank Trainor	617-770-0050	MA	frankt@combuild.com	1992
David A Nice Builders	Brian Bacon	757-566-3032	VA	bbacon@davidnicebuilders.com	2011
db Construction Group, Inc.	Dan Boehme	412-464-4600	PA	dan@dbconstructiongroup.com	2006
De Jager Construction, Inc.	Dan De Jager	616-530-0060	MI	dandj@dejagerconstruction.com	1990
Desco Professional Builders, Inc.	John Ridzon	860-870-7070	CT	jridzon@descopro.com	1995
DLP Construction	Dennis Pigg, Jr.	770-887-3573	GA	dpigg@dlpconstruction.com	2008
Donnelly Construction	Frank Leone	973-672-1800	NJ	fleone@donnellyind.com	2012
E.C. Provini, Co., Inc.	Edmund Provini	732-739-8884	NJ	eprovin@eprovin.com	1992
Eckinger Construction Company	Thomas Eckinger	330-453-2566	OH	tome@eckinger.com	1994
EDC	Christopher Johnson	804-897-0900	VA	cjohnson@edcweb.com	1998
ELAN General Contracting Inc.	Adrian Johnson	619-284-4174	CA	ajohnson@elangc.com	2010
Elder-Jones, Inc.	Brian Perkio	952-854-2854	MN	brian@elderjones.com	1990
Fred Olivieri Construction Company	Dean Olivieri	330-494-1007	OH	dean@fredolivieri.com	1992
Greg Construction Company	Sean Pfent	586-725-4400	MI	spfent@gregconstruction.com	1996
Hays Construction Company, Inc.	Roy Hays	303-794-5469	CO	r.hays@haysco.biz	2002
Healy Construction Services, Inc.	James Healy	708-396-0440	IL	jhealy@healyconstructionservices.com	1996
Herman/Stewart Construction	Michael Dennis	301-731-5555	MD	mdennis@herman-stewart.com	1995
I.C.E. Builders	Robert Moore	714-491-1317	CA	ramoore@gray-iceb.com	2005
International Contractors, Inc.	Bruce Bronge	630-834-8043	IL	bbronge@iciinc.com	1995
J. G. Construction	June Grothe	909-993-9393	CA	june@jgconstruction.com	1998
KBE Building Corporation	Michael Kolakowski	860-284-7110	CT	mkolakowski@kbebuilding.com	1998
Lakeview Construction, Inc.	Kent Moon	262-857-3336	WI	kent@lvconstruction.com	1998
Management Resources Systems, Inc.	Michael Swaim, Sr.	336-861-1960	NC	mswaim@mrs1977.com	1992
Marco Contractors, Inc.	Martin Smith	724-741-0300	PA	marty@marcocontractors.com	1994
Metropolitan Contracting Co., Ltd.	Jane Feigenbaum	210-829-5542	TX	jfeigenbaum@metcontracting.com	1995
Montgomery Development Carolina Corp.	John Fugo	919-969-7301	NC	jfugo@montgomerydevelopment.com	1999
Pinnacle Construction, Inc.	Greg Esterling	712-527-9745	IA	grege@pinconstr.com	2007
PWI Construction, Inc.	Jeff Price	480-461-0777	AZ	lipka@pwiconstruction.com	2003
RCC Associates, Inc.	Beverly Raphael	954-429-3700	FL	braphael@rccassociates.com	1990
R.E. Crawford Construction LLC	Jeffrey T. Smith	941-907-0010	FL	jeffsmith@recrawford.com	2011
Rectenwald Brothers Construction, Inc.	Art Rectenwald	724-772-8282	PA	art@rectenwald.com	1996
Retail Construction Services, Inc.	Stephen Bachman	651-704-9000	MN	sbachman@retailconstruction.com	1998
Roche Construction, Inc.	Thomas Roche	970-356-3611	CO	troche@rocheconstructors.com	2008
Royal Seal Construction, Inc.	Gene Colley	817-491-6400	TX	gene@royalseal.com	1994
Russco, Inc.	Matthew Pichette	508-674-5280	MA	mattp@russcoinc.com	1995
Sachse Construction and Development Corp.	Jeff Katkowsky	248-647-4200	MI	jkatkowsky@sachseconstruction.com	2009
Scheiner Commercial Group, Inc.	Joe Scheiner	719-487-1600	CO	joe@scheinercg.com	2012
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





COMPANY	CONTACT	PHONE	STATE	EMAIL	MEMBER SINCE
Shames Construction Co., Ltd.	Barry Shames	925-606-3000	CA	bshames@shames.com	1994
Shrader & Martinez Construction, Inc.	Ronald Martinez	928-282-7554	AZ	info@shradermartinez.com	1990
Singleton Construction, LLC	Denise Doczy-Delong	740-756-7331	OH	denisedelong@singletonconstruction.net	2012
TDS Construction, Inc.	David Scherer	941-795-6100	FL	inbox@tdsconstruction.com	1994
Timberwolff Construction	Mike Wolff	909-949-0380	CA	mikea@timberwolff.com	2008
Tom Rectenwald Construction, Inc.	Aaron Rectenwald	724-452-8801	PA	arectenwald@trcgc.net	2010
Tri-North Builders, Inc.	Don Thayer	608-271-8717	WI	dfthayer@tri-north.com	1993
Tuscan Builders Corporation	Mike Adams	713-952-8800	TX	mikea@tuscanbuilders.com	1998
Warwick Construction, Inc.	Tony Annan	832-448-7000	TX	tony@warwickconstruction.com	2008
Weekes Construction, Inc.	Chandler Weekes	864-233-0061	SC	cweekes@weekesconstruction.com	1990
Westwood Contractors, Inc.	Mike McBride	817-302-2050	TX	mikem@westwoodcontractors.com	1990
William A. Randolph, Inc.	Tony Riccardi	847-856-0123	IL	tony.riccardi@warandolph.com	2011
Win and Associates, Inc.	Win Johnson	336-337-3808	NC	win@waawj.com	1991
Winkel Construction, Inc.	W.L. Winkel	352-860-0500	FL	wlw@winkel-construction.com	1990
Woods Construction, Inc.	John Bodary	586-939-9991	MI	jbodary@woodsconstruction.com	1996

Visit [retailcontractors.org](http://retailcontractors.org) to view the profile of each RCA member company. Click on "Find a Contractor" from the home page to search the member list. Each profile includes relevant information, including the RCA programs in which the member participates. Look for the icons below!



Sent attendee(s) to most recent Annual Meeting



Past or present RCA Board member



Has sponsored a company presentation of RCA's Education Program



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# President's Message

By Art Rectenwald, President, Rectenwald Brothers Construction

Let me start by saying that it is truly an honor to be elected to serve as President of the Retail Contractors Association. Over the past 8 years, I served 4 as Vice President and 4 as the Marketing Committee Chair, and I am proud of the progress we have made.

As his term as President comes to an end, I want to thank Matthew Schimenti for all of his hard work and the invaluable contributions he has made. Matt's leadership has strengthened our Association and has paved the way for myself and future Presidents.

For those who might not be familiar with me, I am President of Rectenwald Brothers Construction, Inc., a 27-year retail general

contracting firm headquartered near Pittsburgh, PA. The youngest of nine children, I grew up in a blue collar family in the city, where I learned a strong work ethic at a young age. The construction trade is in my blood, stemming from a long line of tradesman dating back to the 1800's with my grandfather. My father followed in his footsteps with his own contracting business until retiring in 1982.

I watched and learned as my father managed his business: serving each of his customers with diligence, integrity, and respect. I have built my career and company on those same basic principles. It was these principles that inevitably drew me to the Retail Contractors Association.

The RCA has a bright future and I am fortunate to be working alongside such a distinguished and dedicated group of Directors, Advisory Board Members, and Past Presidents. I am looking forward to my term as President and the chance to serve with Mike Wolff and Bob Moore. I am confident that the RCA will continue to grow and elevate the stature of retail contracting.



Art Rectenwald

**The construction trade is in my blood, stemming from a long line of tradesman dating back to the 1800's.**

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## Past Presidents: Where are They Now? Win Johnson

Continued from page 2

of state-distributed education for high school students and adults. He was also the distributive education coordinator for Turners Ashley High School in Rockingham County, VA, for over four years, where he established an on-going adult education program in retailing and marketing for the community.

When Johnson discussed how the construction industry has evolved over the years, he commented that "the good companies adjust to the daily business conditions, formulate a plan, and take action to stay in business through good and bad times. The people in the RCA, the relationships we've all built—that has helped all of us stay in the industry and be the 'good companies' that we see surviving and thriving."

Bill Winkel, of Winkel Construction, Inc., observed about his friend: "Win is the most naturally positive person I have ever known; his glass is always half full. He simply does not

know how to be negative. He does not criticize others and is lots of fun."

When asked to name his mentor or hero, Johnson replied, "I do not have just one mentor or hero, I have too many to list; I have a different one for each business I own!"

In his free time you can find Johnson and Lin, his wife of 52 years, enjoying good food, reading, and traveling. "Lin and I can count 37 places we have lived, but I am sure we've missed some," said Johnson.

"Win is always good for a good-natured laugh or two. He and Lin love to travel and have traveled extensively; and especially enjoy cruises. They say they are responsible for my wife Ginny and I getting out of Florida and expanding our travel horizons," shared Winkel.

Johnson enjoys sharing his days with his family. If you are wondering why jewelry plays such a big part in his life, it might be because he is surrounded by women. He and Lin have three daughters, Fara Bowden, Tam Bagwell (who



Win and Lin Johnson working in the Ladies Auxiliary Carnival Booth at the Chincoteague Pony Swim Carnival, which raises money for the Chincoteague Volunteer Fire Department.

supports the administration of the businesses and keeps Johnson current with technology), and Kimberly Romie. He is also very fond of his beautiful granddaughter Ryan Romie.

The RCA thanks Johnson for all of his hard work, enthusiasm, advice, and support. We look forward to continuing to be a colleague of his well into the future and seeing what other companies he might bring to life.

Next Issue: Dean Olivieri, Fred Olivieri Construction Company

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If you would like to sponsor a CCRP event, please contact David Corson at [davidc@ccr-mag.com](mailto:davidc@ccr-mag.com)



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