

**OFFICERS**

James D. Healy  
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Healy Construction Services, Inc.  
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Robert D. Benda  
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Westwood Contractors, Inc.  
817.302.2050  
817.334.1270 Fax  
bbenda@westwoodcontractors.com

Gene Colley  
*Secretary/Treasurer*  
Royal Seal Construction, Inc.  
972.539.6771  
972.355.1360 Fax  
gene@royalseal.com

**DIRECTORS**

Tom Eckinger	2004
Michael Adams	2005
Michael Kolakowski	2005
Matthew Schimenti	2006
W. L. Winkel	2007

**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

## PRESIDENT'S MESSAGE

*James D. Healy, Healy Construction Services, Inc.*

Our winter board meeting was held on December 6, 2003 in Scottsdale, AZ. All board members and 3 past presidents, Win Johnson, Dean Olivieri and Barry Shames, were present. It is at our winter meeting that we elect a new president, vice president and secretary/treasurer for a one-year term beginning May 1st. Our new president will be Bob Benda with Westwood Contractors. Gene Colley with Royal Seal Construction will be our new vice president and Matthew Schimenti of Schimenti Construction will serve as our secretary/treasurer. There are two board member seats becoming available for the new term. Elections for these two seats will be taking place over the next 60 days. If any member is interested in serving on the board or has any questions, please contact Mike Kolakowski.

We welcome two new members, Eastern Development from Orlando, FL and Milestone CM from Centennial, CO.

Our Membership Development Program has a new chairman. Dean Olivieri will be working to increase membership and coordinate regional meetings. If any member knows of a general contractor who meets our criteria and may be interested in becoming a part of our organization, let Dean know and he will be happy to contact them.

We encourage all members to participate in the project manager and superintendent training programs that the RCA is offering. These training programs can serve as a valuable tool in improving the quality of construction and the performance and knowledge of our employees.

Our annual meeting will be held prior to the SPECS conference. Once again we would ask the members to volunteer two hours during SPECS to attend the RCA booth with a board member. Anyone interested or willing to do so should contact Matthew Schimenti.

I personally wish all members a happy and prosperous new year and encourage all members to become actively involved in our organization.

***“Advice is a dangerous gift,  
even from the wise to the wise.”***

***J. R. R. Tolkien Lord of the Rings***

## MEMBERSHIP REPORT

*Bob Benda, Westwood Contractors, Inc.*

One new firm was presented for membership and approved contingent upon posting and receipt of prorated dues by the board at the winter meeting. Benmoore Construction Group of Hackensack, NJ represented by Jeffrey Pittel will be joining RCA following the required 30 day posting period and receipt of dues. We look forward to welcoming Benmoore Construction Group to our ranks and to their involvement in the

Association's activities. Our current membership numbers 77 strong. We encourage you to promote membership to other firms that you know are active in retail construction and the benefits of being part of the only industry association which represents retail general contractors exclusively. Forward the names of any prospects to me and we will contact them with more information on the Association.

# SCHOLARSHIP COMMITTEE REPORT

Barry Shames, Shames Construction Co., Ltd.

## ADVISORY BOARD

### Dick Brunetti (2004)

FootStar

### Troy Butts (2004)

Gap Inc.

### James Dobbs (2004)

ORS, L.L.C.

### 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

Phone 214-539-6771

Fax 214-355-1360

gene@royalseal.com

### Education - Michael Kolakowski

Phone 860-284-7100

Fax 860-284-1176

mkolakowski@konover.com

### Membership - Robert D. Benda

Phone 817-302-2050

Fax 817-334-1270

bbenda@westwoodcontractors.com

### Safety - Frank Trainor

Phone 617-770-0050

Fax 617-472-4734

frankt@combuild.com

### Scholarship - Barry Shames

Phone 925-606-3000

Fax 925-606-3003

bshames@shames.com

### Trade Show/Annual Meeting

#### Matthew Schimenti

Phone 914-244-9100

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

I am happy to report that I attended the latest Board Meeting in December and we had a long conversation regarding the Scholarship Program. We are planning several enhancements to the program, but want everyone to know that this program has been a huge success for the RCA and we will continue to work hard to keep the program in the RCA spotlight.

The enhancements will include adding links for all of our participating colleges on the RCA website and getting the schools to add an RCA link off of their sites. Additionally, the scholarship committee members will contact each school to update them on our program and provide RCA brochures and pamphlets to each school, so that they can continue to educate the professors and students about our program and the employment opportunities that the retail construction industry has to offer. This is all part of our plan to make everyone more aware of our wonderful program, so be on the look-out for new

information on our website and Newsletters.

I can guarantee that the RCA members will benefit directly from this program in the future, so please contribute as much as you can, when you receive your membership renewal each April. We continue to receive donations from only half of our members, so please join the other half and contribute. At this time I would like to thank the members of the Scholarship Committee for their continued hard work and dedication. Each is a past president of the RCA and each one has the responsibility to coordinate our program with 3 colleges in their area. The committee members are; John Elder, Michael Ratner, Tom Eckinger, Bill Winkel, Ron Martinez and Bob Benda. The association is very appreciative of your commitment to this program. For any questions or comments regarding our Scholarship Program, please contact me at bshames@shames.com

## 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.

Gledson/Cashman Construction, 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 ANNUAL MEETING

## INFORMATION UPDATE

**DATE:** FRIDAY, FEBRUARY 27TH – COCKTAIL RECEPTION  
SATURDAY, FEBRUARY 28TH – ANNUAL MEETING

**LOCATION:** GAYLORD PALMS RESORT & CONVENTION CENTER  
KISSIMMEE, FLORIDA

**VENUE:** We are looking for your input in order to finalize a program that would be of interest to all attendees.

FMI, the Management Consultants that conducted the programs for the past few years, have suggested a venue concentrating on the Climate of the Economy and Succession Planning.

Among others, we are also considering Christine Corelli & Associates, Inc. Christine is a consultant, international business speaker & columnist. She is known for her high-energy, interactive, and “no-holds barred” style, she questions, probes and challenges people to think more creatively and take action to drive growth. Her suggested venue is The Challenges of Family Owned Businesses, Communicating Effectively with Family Members, Succession Planning & How to Manage the Transition that Effects the Clients & Employees.

Please give this some thought and forward your suggestions to Matthew Schimenti at mschimenti@schimenti.com. We need your feedback in order to structure a presentation that meets the needs of our members.

**HOTELS:** We have put a list together of off-site hotels for those of you who might be interested in alternative accommodations. They are all within 5-miles of the Gaylord Palms:

<b>Polynesian Isles</b>	407-396-1622
<b>Magical Memories Villas</b>	800-736-0402
<b>Days Inn Eastgate</b>	407-396-7700
<b>Best Western Eastgate</b>	407-396-0707

## ADVISORY BOARD BIO

*Roger A. Henry*

*Senior Vice President of Store Design & Construction. The CATO Corporation*

Born in Rochester, New York, Roger grew up on his grandfather’s dairy farm, delivering newspapers, and playing baseball. While attending Rochester Institute of Technology, he answered his country’s call and served two tours in Vietnam as a US Marine. Upon completing his commitment he returned to school at the university of South Carolina earning a degree in Civil and Structural Engineering.

During school, Roger worked for a construction company and went on to employment with their largest client, Mercantile Stores Company. For seventeen years he built “big boxes” throughout the United States, riding out hurricanes on the Gulf Coast and blizzards in the Rockies. He then moved to the Northeast where he worked for the Melville Corporation until its dissolution in the mid-nineties. While working with Melville, he built as many as 1400 stores a year, mostly in-line mall stores, again located all over the United States, Canada and Puerto Rico.

He left Melville to begin his own construction management company which he ran successfully until he sold it and went to work for Saks Fifth Avenue building upscale stores and shops for one of America’s premier upscale retailers. After the sale of Saks, Roger came full circle, returned to the South and building department stores for Belk Stores, the largest privately owned department store company left in the United States.

He just completed his first Habitat House as a house leader, came close to the perfect 100 in skeet shooting and sings bass in the Methodist church choir. He and his wife Judy, live in Charlotte, North Carolina.

## 2003 RCA SCHOLARSHIP RECIPIENTS

**Bowling Green State University**  
Recipient: Alex Szakal

**Bowling Green State University**  
Recipient: Holly Reiter

**Cal Poly SLO**  
Recipient: Joshua Price

**Clemson University**  
Recipient: Macy T. Weaver

**Colorado State University**  
Recipient: Jason Watson

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

**Michigan State**  
Recipient: Scott Camiller

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

**Northern Arizona**  
Recipient: Wayne Carpenter

**Pratt Institute**  
Recipient: Matthew Bland

**Purdue University**  
Recipient: Alan Dale

**Roger Williams University**  
Recipient: Matt Rymanowski

**Texas A & M University**  
Recipient: Matthew Koons

**University of Florida**  
Recipient: Anne Marie Sowder

**University of Nebraska**  
Recipient: Bill Jansen

**University of Oklahoma**  
Recipient: Jason Kopke

**Wentworth Institute**  
Recipient: Amanda Clapper

# RCA MEMBERS

## Company

AOI of Des Moines  
 All-Rite Construction Co., Inc.  
 Allegheny Design Management, Inc.  
 Amakor Inc.  
 Bay Planning Company, Inc.  
 Chance Construction Co.  
 Coastland Construction, Inc.  
 Commercial Contractors, Inc.  
 Commonwealth Building, Inc.  
 Construction One, Inc.  
 Contractor Management Group  
 R. E. Crawford Company  
 David A. Nice Builders, Inc.  
 DeJager Construction, Inc.  
 Desco Professional Builders, Inc.  
 Devcon Enterprises, Inc.  
 Eastern Development  
 Eckinger Construction Company  
 EDC  
 Elder-Jones, Inc.  
 Flynn Construction, Incorporated  
 Fred Olivieri Construction Company  
 B.R. Fries & Assoc.  
 Gledson Cashman Construction, Inc.  
 Greenwood Construction Company  
 Greg Construction Company  
 Hambleton Group Companies, Inc.  
 Hanlin-Rainaldi Construction  
 Hardy Building Corporation  
 Hays Construction Co., Inc.  
 Healy Construction Services, Inc.  
 Herman/Stewart Const. & Dev., Inc.  
 International Contractors, Inc.  
 J. G. Construction  
 John B. Sullivan Jr. Corp. of N.H., Inc.  
 Kelly Wood Company  
 Konover Construction Corp.  
 Lakeview Construction, Inc.  
 Lehto Construction, Inc.

## Contact

Linda Crose  
 Leonard Zysman  
 John S. Kuruc  
 Steven Serbu  
 Frank Amonte  
 Jay Chance  
 Stan Robinson  
 Ken Sharkey  
 Frank Trainor  
 Steven Moberger  
 Thomas Speroni  
 Tom Churchick  
 Deborah Nice  
 Dan DeJager  
 Robert Anderson  
 Debbie Rae  
 Diane Eliopoulos  
 Tom Eckinger  
 Adrien Jacob  
 John S. Elder  
 Thomas O'Connor  
 Dean L. Olivieri  
 Norman Rijo  
 Michael Cashman  
 Michael D. Stone  
 Sean Pfent  
 Celso Suarez  
 Michael Hanlin  
 Charles F. Hardy  
 Roy Hays  
 James D. Healy  
 Raymond Herman  
 Bruce Bronge  
 Jack Grothe  
 Thomas Sullivan  
 Casey Wood  
 Michael Kolakowski  
 Kent Moon  
 Al Lehto, Jr.

## Phone

515-986-3848  
 973-340-3100  
 724-845-7336  
 302-834-8664  
 781-331-4000  
 409-787-2615  
 979-848-0965  
 616-394-0722  
 617-770-0050  
 614-235-0057  
 310-343-3430  
 724-274-5000  
 757-566-3032  
 616-530-0060  
 860-870-7070  
 480-850-6900  
 954-523-5157  
 330-453-2566  
 804-320-5555  
 952-854-2854  
 412-243-2483  
 330-494-1007  
 212-563-3300  
 909-944-6446  
 801-576-0550  
 810-757-4000  
 787-781-8186  
 614-436-4204  
 757-463-5666  
 303-794-5469  
 708-396-0440  
 301-731-5555  
 630-834-8043  
 909-993-9393  
 603-647-1777  
 806-379-9696  
 860-284-7110  
 262-857-3336  
 941-925-7141

## State

IA  
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 OH  
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 MD  
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 CA  
 NH  
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 CT  
 WI  
 FL

# Retail Contractors Association

## 2004 Members

Allegheny Design Management, Inc.	(724) 845-7336	Metropolitan Contracting Co., Ltd.	(210) 829-5542
All-Rite Construction Co., Inc.	(973) 340-3100	Milestone CM	(303) 792-5179
Amakor, Inc.	(302) 834-8664	Milric Construction Corporation	(732) 919-3700
AOI of Des Moines, Inc.	(515) 986-3848	Montgomery Development Carolina Corp.	(919) 969-7301
Bay Planning Co., Inc.	(781) 331 4000	Mycon General Contractors, Inc.	(972) 529-2444
B. R. Fries & Associates	(212) 563-3300	Possell Construction Co, Inc.	(818) 785-1151
Chance Construction, Inc.	(409) 787-2615	PWI Construction, Inc.	(480) 948-9451
Coastland Construction, Inc.	(979) 848-0965	RCC Associates, Inc.	(954) 429-3700
Commercial Contractors, Inc.	(616) 394-0722	R. E. Crawford Construction	(724) 274-5000
Commonwealth Building, Inc.	(617) 770-0050	Reclenwald Brothers Construction, Inc.	(724) 772-8282
Construction One, Inc.	(614) 235 0057	Retail Construction Services, Inc.	(651) 704-9000
Contractor Management Group	(310) 343-3430	Richter+Ratner Contracting Group, Inc.	(718) 497-1600
David A. Nice Builders, Inc.	(757) 566-3032	Rosewood Construction Group, Inc.	(773) 935 6727
DeJager Construction, Inc.	(616) 530-0060	Royal Seal Construction, Inc.	(972) 539-6771
Desco Professional Builders, Inc.	(860) 870-7070	Russco, Inc.	(508) 674-5280
Devcon Enterprises, Inc.	(480) 850-6900	Ryan Construction, Inc.	(508) 668-6788
Eastern Development	(954) 523 5157	Schimenti Construction Co., Inc.	(914) 251-0001
Eckinger Construction Company	(330) 453-2566	Scorpio Construction, Inc.	(609) 296-0308
E. C. Pravini Co., Inc.	(732) 739-8884	Shames Construction Co., Inc.	(925) 606-3000
EDC	(804) 320-5555	Shrader Martinez Construction, Inc.	(928) 282 7554
Elder-Jones, Inc.	(952) 854-2854	Summit General Contractors, Inc.	(949) 499-9700
Flynn Construction, Inc.	(412) 243-2483	TDS Construction, Inc.	(941) 795-6100
Fred Olivieri Construction Company	(330) 494-1007	Tesco Construction, Inc.	(630) 595-2219
Gledson Cashman Construction, Inc.	(909) 944 6446	Tri-North Builders, Inc.	(608) 271-8717
Greenwood Construction Company	(801) 576-0550	Tuscan Builders Corporation	(713) 952-8800
Greg Construction Company	(810) 757-4000	US Builders, Inc.	(713) 952 8800
Hambleton Group Companies, Inc.	(787) 781-8186	US Design & Construction Corp.	(713) 953-9090
Hanlin Rainaldi Construction Corp.	(614) 436-4204	Valco Associates, Inc.	(717) 295-0895
Hardy Building Corporation	(757) 463-5666	VIRTEXCO Corporation	(757) 466-1114
Hays Construction Co., Inc.	(303) 794 5469	Weekes Construction, Inc.	(864) 233-0061
Healy Construction Services, Inc.	(708) 396-0440	Westwood Contractors, Inc.	(817) 877-3800
Herman/Stewart Construction	(301) 731-5555	White Spinner, Inc.	(251) 471 5189
International Contractors, Inc.	(630) 834-8043	Win and Associates, Inc.	(336) 547-8912
JG Construction	(909) 993-9393	Winkel Construction, Inc.	(352) 860-0500
John B. Sullivan Jr., Corp of NH, Inc.	(603) 647-1777	Woods Construction, Inc.	(810) 296-9550
Kelly Wood Company	(806) 379 9696		
Konover Construction Corporation	(860) 284-7110		
Lakeview Construction, Inc.	(262) 857-3336		
Lehto Construction, Inc.	(941) 925-7141		
Mackenzie Design & Construction	(908) 850-1006		
Management Resource Systems, Inc.	(336) 861-1960		
Marco Contractors, Inc.	(724) 741-0300		

*We're here to serve you!  
Give us a call!*

For the complete information on each member and the Retail Contractors Association please visit our website

[www.retailcontractors.org](http://www.retailcontractors.org)



# TRADE SHOWS/ANNUAL MEETING

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

As we near the end of another year of retail construction there is a moment that allows for a short breath and in a flash we begin to prepare for the next year that approaches.

In December '03 we had several members participate as "roundtable leaders" at the recent CenterBuild Conference in Scottsdale, Arizona. These programs were a huge success and there will be another opportunity for RCA members to participate next year.

As previously stated there is a new booth design in progress and I am hoping to have it completed for the upcoming SPECS show. The new booth will support our continued efforts in developing awareness for the RCA, our programs, and exposure to potential members. If you are interested in representing the RCA in the booth during an upcoming show please contact me directly.

Please consider attending the annual meeting as it returns this year to Orlando, Florida! This program is valuable networking opportunity with other members and an important benefit of RCA membership. The board has retained FMI to develop a presentation on "profit fade" in our industry and how it can develop in our firms. Based on what I have seen so far this topic is a must see for our members. Our annual meeting will begin with a welcoming/networking cocktail party Friday night followed by the annual meeting programs on Saturday concluding with a cocktail hour and dinner at night. Your participation is needed in order for these programs to be a complete success.

The RCA looks forward to participating at the following upcoming shows in 2004 with SPECS February 29th - March 3rd, Global Shop which will now be held in Las Vegas, NV at the Venetian/Sands Expo on March 22nd - 24th, and the 2nd annual Retail Construction Expo show to be held in Atlanta on May 12th - 14th.

I welcome your feedback and look forward to seeing everyone at the annual meeting. Happy Holidays to all!!!

Building for the Future... The Future of Building  
**RETAIL CONTRACTORS ASSOCIATION**  
The Retail-focused contractor committed to excellence.



For information and a list of members of the **Retail Contractors Association**, or if you are interested in joining, contact us at 800.847.5085 or visit our website [www.retailcontractors.org](http://www.retailcontractors.org)



835 E. Lamar Blvd, Suite 298, Arlington, TX 76011

# RCA MEMBERS

<u>Company</u>	<u>Contact</u>	<u>Phone</u>	<u>State</u>
Mackenzie Design & Construction	Daniel Keck	908-850-1006	NJ
Management Resource Systems, Inc.	Michael L. Swaim	336-861-1960	NC
Marco Contractors, Inc.	Erica Gillis	724-741-0300	PA
Metropolitan Contracting Company, Ltd.	Tim Swan	210-829-5542	TX
Milestone CM	Phillip Brown	303-792-5179	CO
Milric Construction Corp.	Frank E. Ricciardelli	732-919-3700	NJ
Montgomery Development Corporation	John W. Fugo	919-969-7301	NC
MYCON General Contractors, Inc.	Charlie Myers	972-529-2444	TX
Possell Construction, Inc.	Wiley C. Possell	818-785-1151	CA
PWI Construction, Inc.	Jeff Price	480-948-9451	AZ
E. C. Provini Company, Inc.	Edmund C. Provini	732-739-8884	NJ
RCC Associates, Inc.	Beverly Raphael	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	773-935-4646	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	914-244-9100	NY
Scorpio Construction, Inc.	Stephen J. Romeo	609-296-0308	NJ
Shames Construction Co., LTD	Barry Shames	925-606-3000	CA
Shrader - Martinez Construction, Inc.	Ronald Martinez	928-282-7554	AZ
Summit General Contractors	Cliff Bianchine	949-499-9700	CA
TDS Construction, Inc.	David K. Scherer	941-795-6100	FL
Tesco Construction, Inc.	Thomas Swierczynski	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.	Peter Ferri	713-953-9090	TX
Valco Associates, Inc.	William Star	717-295-0895	PA
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
White-Spinner, Inc.	John White-Spinner	251-471-5189	AL
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 x135 • 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 our industry, providing excellent service is what success is built on. I would like to follow that blueprint and extend the same service to the membership. Listed below is a brief introduction to our new safety materials. Most new items are of an informational nature with no leg work to your Safety Department.

**RCA Substance Abuse Program CD:** Includes information on various programs and how to implement each type – first CD at no cost.

**ClickSafety:** A nationwide on-line Safety Learning Management System which meets all regulatory compliances. An excellent way to train employees at any location and receive a special RCA rate.

**First Aid Kits:** A national outlet for OSHA/ANSI approved first aid kits. These will be offered at a 10% RCA discount and shipped direct (logo's are available at additional cost).

**Dig Safely:** A national data base for each state agency with contact numbers.

All items listed above have been researched for price and availability to our members. The RCA does not endorse any particular product.

We are in the process of creating a campaign to reintroduce our Safety Program. It will contain a recap of all the current updated material and will present our new service items.

**Note:** The posters have the current Federal minimum wage, not for each State (when the rates change, new wage stickers will be sent out).

Any suggestions or comments please e-mail me at [frankt@combuild.com](mailto:frankt@combuild.com) "Safety is everyone's responsibility."

## SECRETARY/TREASURER REPORT

*Gene Colley, Royal Seal Construction, Inc.*

We recently held our board meeting in Phoenix after the CenterBuild ICSC Conference. All of the board members were in attendance, as well as a few past presidents. There is always a benefit to having the experience and additional input of these gentlemen at our meetings. I am still impressed by the hard work that has gone into

building this organization. If you ever get the opportunity to thank one of the past board members for their contribution, I would encourage you to do so.

The RCA continues to operate in the black and each budget item continues to stay within budget. Not bad for a bunch of Contractors!

## UPCOMING EVENTS

RCA Annual Meeting  
February 28, 2004  
Gaylord Palms Resort  
Kissimmee, Florida

SPECS/2004  
February 28 thru May 3, 2004  
Gaylord Palms Resort  
Kissimmee, Florida

GlobalShop  
March 22-24, 2004  
Sands Expo & Convention Center  
Las Vegas, Nevada

Retail Construction Expo  
May 11-13, 2004  
Georgia World Congress Center  
Atlanta, Georgia

ICSC Spring Convention  
May 23-26, 2004  
Las Vegas Hilton & Las Vegas  
Convention Center  
Las Vegas, Nevada

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



## LAST CHANCE TO SIGN UP!!!

Project Management & Superinten  
Course Instruction by Jack Sims  
COST PER PERSON = \$250.00 per class

### Schedule of Classes

Course:	Date:	Location:
Superintendent Training:	January 9 – 10, 2004	Westwood Contractors Fort Worth, Texas
Superintendent Training:	January 23 – 25, 2004	Schimenti Construction LaGuardia Airport, New York
Project Management Training: No cost to RCA members	February 6 – 8, 2004	Shames Construction Livermore, California
Project Management Training: No cost to RCA members	February 26 – 27, 2004	In Conjunction with SPEC's Kissimmee, Florida

### Sign Up Requirements – HURRY ACT QUICKLY!

No Later than: December 10, 2004 – For January Classes  
No Later than: January 10, 2004 – For February Classes

To Register please notify:  
**Barrie Deschaine**  
Konover Construction Corp.  
(860) 284-7412  
[bdeschaine@konover.com](mailto:bdeschaine@konover.com)

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### REMINDER

RCA is pleased to launch its OSHA 10-Hour Certification Training Program to its members at a cost of \$100.00 per person including training & handouts.

An Authorized OSHA Outreach Trainer will travel to your company to teach the 10 Hour OSHA Certification to your employees at your office or a nearby facility. Audio Visual Equipment available upon request.

For Further Information, contact: Barrie Deschaine at (860) 284-7412  
[bdeschaine@konover.com](mailto:bdeschaine@konover.com)

## ADVERTISING AND MARKETING COMMITTEE REPORT

*Gene Colley, Royal Seal Construction, Inc.*

Thanks to everyone for participating in the roundtable discussions that are currently running in the Retail Construction Magazine. There are more roundtables coming up, be looking for a topic that is of interest to you. Putting our membership out in front of Retailers is the purpose of our Marketing efforts. With everyone's input, we will continue to show the level of professionalism exhibited by our membership. We have advertisements running in several publications now which increases the exposure of RCA.

Everyone has now received a copy of the Seven Phases Of Construction brochure. There have been many requests for additional copies. The RCA will be printing and selling these to the members at cost. The cost will be based on the quantity printed. Please e-mail [jennifer@royalseal.com](mailto:jennifer@royalseal.com) and let her know if you would like to purchase more copies or if you would like more information on the roundtable discussions.

As always I look forward to working with you. Please feel free to contact me with your input and ideas for the Advertising Committee. Also, if you would like to be a part of the committee please let me know as well, thank you.

## 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*

# ANNOUNCEMENT

Our first official RCA Roundtable has been published in the September/October 2003 issue of Retail Construction Magazine on page 111. The topic was: Where do you see growth in construction in the future? The participants were Mike Hanlin of Hanlin-Rainaldi, John Daigle of Contractor Management Group (DBA Menemsha) and Jack Grothe of JG Construction. It was a great success and there are many more to follow! For more information or to be part of a future Roundtable contact Gene Colley at Royal Seal Construction, Inc. (972) 539-6771. To request a copy of the magazine or for subscription information check out the magazine's web site: [www.retailconstructionmag.com](http://www.retailconstructionmag.com)

***"All we have to decide is what to do with the time that is given to us."***

**J. R. R. Tolkien (1892 - 1973)**

## 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)**

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