

# FLORIDA EAST COAST CONSTRUCTOR



A PUBLICATION OF THE FLORIDA EAST COAST CHAPTER OF THE ASSOCIATED GENERAL CONTRACTORS OF AMERICA, INC.

Q1 Q2 Q3 Q4 • 2007



**Company Profile:  
BSA and Bill Branning,  
2008 Incoming  
FEC AGC President**

***Surety Capacity***

***Scaffolding Awareness***

***Glass That Helps Protect***

***The 41<sup>st</sup> Annual Golf  
Tournament***

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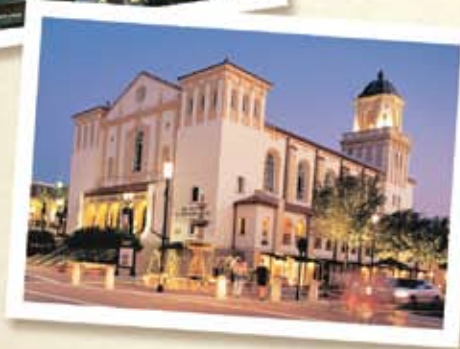
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# PRESIDENT'S MESSAGE

## THE AGC AND ITS CORE VALUES... SKILL, INTEGRITY AND RESPONSIBILITY

**A**s AGC member firms, you probably know that the AGC logo represents skill, integrity and responsibility. As I thought about this in more detail, it was obvious to me that we, as member firms, have a great responsibility to elevate

ourselves and our employees to meet or exceed these core values and continue to upgrade the cultures within each of our companies to take advantage of the right to use the logo to create another competitive advantage for each of us.

**SKILL** is "the ability or talent to perform a task well or better than average."


As member firms, we are representing to our customers, employees, subcontractors, vendors and our community that we perform our construction industry services well or above average. While measuring this might be difficult and subjective, the point is we need to be aware of our obligation to continue to train our employees to give us the edge to be above average. To me, it is the simple things that make you stand out with your customers; like expecting top quality workmanship from your subcontractors and even posting signs on your jobs stating your quality standards guidelines, keeping jobsites clean every day and establishing your jobsite safety culture. Moreover, our employees need to have the mentality that the client relationship is the most important part of the construction process, as the building may be beautiful at the end, but if the client was not happy with the experience, we failed to perform above average.

**INTEGRITY** – "one is said to have integrity to the extent that everything he does and believes is based on the same core set of values."

Now we all may have a different set of core values under which we operate our companies, but the basic premise is that we operate our businesses, so we treat our customers, employees, subcontractors, vendors and our community with integrity. Do unto others as you would expect them to do to you. Our firm uses our mission statement and values statement to explain our core values. We post this in our lobby, on our Web site and in our job trailers, so everyone understands the culture we are trying to create. Having integrity as an AGC member firm gives us a true competitive advantage.

**RESPONSIBILITY**– I interpret this as a family of professional disciplines that help our companies stay competitive by maintaining accountability to our customers, employees, subcontractors, vendors and our community.

Again, the client relationship responsibility is of key importance here. Our motto is the client is always right, and we are responsible to have the people skills to align the proper personalities of our staff with the personalities of the owner or owner's representative. Happy clients give you repeat business and refer you to other clients. We also have the responsibility, within our control, to be certain our subcontractors and vendors get paid and get paid timely. Finally, we have a responsibility to give back to our community and to the construction industry. One of the main reasons I joined AGC was my sense of duty to give back to the construction industry that has been very good to me. As we are all recruiting new members to join the AGC, the largest voice in the construction industry, use this "responsibility to give back" as a tool and a reason for prospective members to join.

Using the AGC logo is powerful, but it also comes with the responsibility to adhere to the core values – skill, integrity and responsibility. 

**Bob Rawe**, President







## EXECUTIVE DIRECTOR'S MESSAGE

### FEC AGC ADDRESSES NEED FOR SKILLED WORKFORCE BY ADDING ROOFING TO APPRENTICESHIP PROGRAM

The increasing demand for a skilled workforce is no secret in our industry. In fact, the U.S. Department of Labor reports that up to 185,000 new construction craft workers will be


required nationally to replace the 95,000 retiring workers and deliver 1 to 2 percent workforce growth, according to a recent analysis. Worker preparedness is a central issue with more than 50 percent of all entry-level applicants for skilled trades positions lacking the academic background and basic skills required for employment.

The Florida East Coast Chapter AGC is continuously striving to help make a difference here locally, in the counties we represent, in helping replenish the workforce with skilled workers. AGC of America, Inc., found that fifth grade is the level students start entertaining what their career choices might be in life and is a good time to target them through the Build Up Tool Kit program, (if you are interested in knowing more about this or supporting this program, please contact me) where students are introduced to construction. New kits have been developed by AGC to be introduced in middle school as well. FEC AGC has been diligently working with high schools like the construction career academies at Seminole Ridge and Lake Worth high schools. Through this involvement, we have been able to involve our members in the mentoring process, further encouraging students to THINK a future in construction. Members have worked together to donate much needed supplies for the schools' construction projects, and a great relationship has been formed with the students, many of

whom may choose to go into one of our apprenticeship training programs after they graduate.

AGC has one of the most recognized and largest apprenticeship programs in the United States and offers many opportunities for craft training. The Florida East Coast Chapter AGC has offered programs in electrical, carpentry and sheet metal for more than 20 years. Last year, we implemented an English As A Second Language Carpentry Program, and I am pleased to announce that this fall, we are starting a two-year roofing mechanic program. It was through the hard work and efforts of the apprenticeship committee, chaired by Skip Gladwin (RFG), FEC President Bob Rawe (AutoBuilders), Past President Andrea Serraes (Serraes Construction) and staff that this program is now a reality. The Palm Beach County Roofing and Sheet Metal Contractors' Association was instrumental and supportive of our implementation of this program as well.

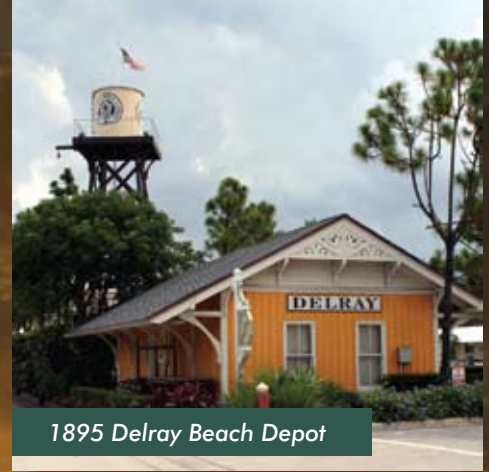
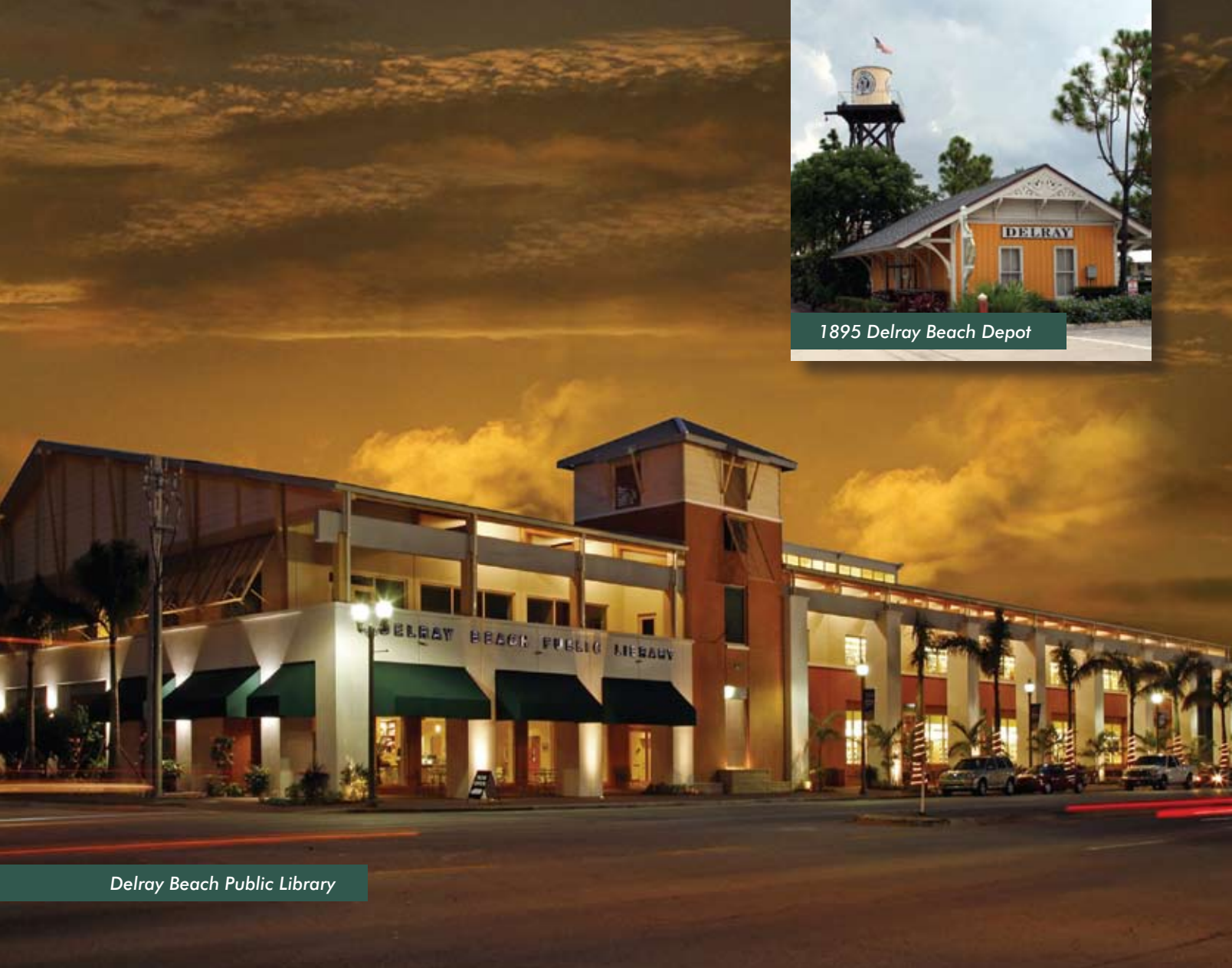
We are looking forward to many more years of providing quality education in specified trade areas and hope you will consider the Florida East Coast Chapter AGC apprenticeship program for your training needs and know that your board of directors and fellow members are working hard to address the realistic training needs of today's market.

If you are interested in volunteering your time to help educate students in the field of construction at the various school levels, please let me know. 

Sincerely,  
**Michelle Anaya**, Executive Director



If you have any company announcements, job profiles or any articles you'd like to contribute, please don't hesitate to E-mail me at [michelle@agcfla.com](mailto:michelle@agcfla.com)



1895 Delray Beach Depot

Delray Beach Public Library

# BSA CORPORATION: FULL SERVICE WITH PERSONAL COMMITMENT

By Melissa Carter

Clients of BSA Corporation can be assured of one thing: a personal commitment to project success. The full-service Palm Beach County-based construction management and general contracting firm was founded in 1991 by Bill Branning. As president of BSA, he skillfully directs the firm as it initiates the construction of new commercial and institutional buildings, interior and exterior renovations, residential properties and historical restorations. The company takes great pride in providing quality, service and personal attention to its clients,

which has resulted in long-term relationships built by the BSA team over the past 16 years. Branning is on the Florida East Coast AGC board of directors and is slated to be their next president.

From its offices in a 1929 Delray Beach bungalow, BSA offers clients comprehensive construction services. The company has experience in a broad range of projects including commercial renovations, historical restorations, luxury residences, country clubs, retail, office, food service,



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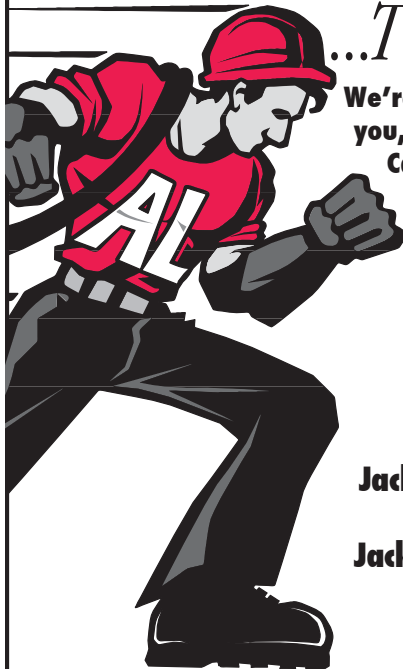


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Delray Beach Public Library – BSA was responsible for engineering savings of more than \$300,000 on this project. The construction system was changed to tilt-up, which was faster, saved money and more than one month's time on the schedule.



Sherwood Pontiac – GMC Truck – The existing showroom building was demolished and a new 25,000-square-foot building was constructed to house the showroom, parts department and management offices. The project was coordinated and phased to allow auto sales to continue while work was underway.



Kyoto Sushi & Sake Lounge – This trend setting, 112-seat, "Manhattan Style" restaurant is located in the Ocean City Lumber complex. BSA worked closely with the project architect to expose many of the construction elements as a basis for design of the public areas.

and educational and medical facilities. It provides an in-depth background in conceptual estimating, value engineering, general code review, building department interface and scheduling. In addition, every BSA project includes experienced, qualified supervision, professional contract management, "daily task" job scheduling and accurate cost accounting to ensure its success.

"Our knowledge of the market, relationships with subcontractors and suppliers, and experience in securing quality workmanship and competitive pricing, has consistently benefited our clients," Branning said.

A fourth-generation Florida native with a degree in building construction from the University of Florida, Branning's 25 years of experience in South Florida construction ranges from high-rise condominiums to 100-acre land development projects. Prior to founding BSA, Branning was with the Boca Raton firm of Stinson-Head, Inc., which was known for major commercial projects, particularly during the office building boom of the late 1980s.

BSA's first major contract in 1991 was its first experience with the complexities of historical restoration. This project consisted of three abandoned, early 20<sup>th</sup> century school buildings, which were virtually in disrepair. The former Delray Elementary and High School buildings were restored and readapted for use as an art museum and theatre and became known as Old School Square Cultural Arts Center, which is listed on the National Register of Historic Places.

BSA's work focused on restoring the 1925 high school building (30,000 square feet) into what is now the Crest Theatre. The entry area was renovated to create a two-story open lobby. New bathrooms, common areas and support areas were constructed, and the classrooms and original cafeteria were renovated into banquet and meeting spaces. The original auditorium was renovated as a 323-seat, state-of-the-art performing arts theatre. This component involved the demolition of the rear portion of the building in order to build a 50-foot-high backstage addition and a new stage, all while protecting the original proscenium arch that was part of the historical designation.

Restorations and renovations of historical structures have actually become an important niche for Branning and BSA. Under Bill's leadership, BSA has built a reputation for managing quality restoration projects, which so often involve complicated phasing and protection of historical architectural features. Other notable projects in this arena include the 1895 Delray Beach Railway Depot and the 1933 Palm Beach Community College building in Lake Worth, both of which are listed on the National Register of Historic Places.

"Restoration projects are exciting because they provide challenges we don't normally see in South Florida," Branning said.

For instance, Henry Flagler's old depot was so badly



deteriorated that BSA spent hours researching the archives of the Delray Beach Historical Society to locate photographs that showed the details of the intricate scrollwork of the building's gable ends, he said. All of the research paid off, as the details of the building's restoration were a near perfect match to the original.

The 1902 Sundry House was another exciting project that involved renovation of the original house, the construction of three new buildings, and the creation of a botanical garden with ponds and waterfalls. The result was the acclaimed Sundry Inn Restaurant and Gardens.

Performance spaces are also a significant part of BSA's business. In addition to the Crest Theatre, BSA was responsible for transforming the defunct Burt Reynolds Dinner Theater into a state-of-the-art, 554-seat performing arts theatre known as the Maltz Jupiter Theater. BSA also renovated the 500-seat theatre at The Township in Coconut Creek and is currently working on the Caldwell Theatre, a 30,000 square feet, 300-seat performing arts theatre in Boca Raton due to open in December 2007.

Performing arts facilities are like no other buildings since acoustic considerations drive their design, Branning said. Even with this extra challenge, BSA has the experience to handle these considerations, along with the complex mechanical systems, sound and lighting systems, and theatrical rigging systems.

"In addition, these organizations usually operate as non-profits, so we are constantly weighing the cost-benefit of the various theatrical systems for our clients," Branning said.

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*"Our knowledge of the market, relationships with subcontractors and suppliers, and experience in securing quality workmanship and competitive pricing, has consistently benefited our clients."*

**-Bill Branning, President, BSA**

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While BSA's success has been built on projects throughout Palm Beach County, it is Delray Beach that has provided some of the greatest opportunities for Branning and his firm to make a significant contribution to the build-out of the downtown area, where investment in development and redevelopment continues to thrive. Up until 1996, BSA was based in Boca Raton, but that changed with an opportunity to convert an abandoned Delray Beach bowling alley into a 15,000-square-foot meat processing plant. Branning had met with then Delray Beach CRA Executive Director Chris Brown, who was ready to recommend BSA to Ostermann



Stonebridge Country Club – This project involved extensive renovations, new additions to the kitchen and card rooms and construction of a new fitness center.



Old School Square Entertainment Pavilion – A state-of-the-art, outdoor performance stage, workshop, covered loggia and restroom/concession building was constructed on the Old School Square grounds.



Creations of Pineapple Grove – This striking, 40,000-square-foot retail center included more than 6,000 linear feet of detailed wood crown molding installed on 186 display walls to conceal a wire raceway to service the data and video systems covering 30,000 square feet of retail space. For the 10,000-square-foot, Class A corporate offices, unusual forms and finishes were used to create a sophisticated, rich work environment.

Sausage Company on the condition that Branning moved his offices to Delray Beach. So he did, and it turned out to be a very good decision.

In 1997, Branning won a contract to convert six old warehouse buildings into a new, mixed-use office and retail complex. This landmark redevelopment project, located in the heart of Delray, became known as Ocean City Lumber Company and was one of the first major revitalization projects undertaken by the private sector along the now thriving Atlantic Avenue corridor. It took three years to complete and even included the construction of a 50-foot high, wood-framed water tower, which was added to provide a nostalgic element of the site's history. The project established BSA as an important player in Delray Beach and Palm Beach County.

BSA's recent accomplishments can be seen throughout the Delray Beach area. They include the construction of City Walk at Pineapple Grove, a four-story, mixed use building comprised of 40 condominiums units and 17,000 square feet of retail space. This is the largest project built in Delray's eclectic art district to date.

With so many major building projects under its belt, BSA has been recognized for its hard work. It was presented the Build Florida Award in 2002 and then the Award of Merit in 2006 from the Florida East Coast Chapter of the Associated General Contractors of America. The Build Florida Award was for BSA's work on Creations of Delray Beach, a major redevelopment project in downtown. The Award of Merit was for the Delray Beach Public Library, also downtown.

Since founding BSA, Branning maintains strong ties to the community by donating his time and expertise to a number of projects. He was honored with the Small Business Person of the Year award from the Delray Beach Chamber of Commerce in 1999. He has served for many years on the boards of various professional and community organizations. In addition to his position on the board of the Florida East Coast Chapter of Associated General Contractors, Bill currently serves as a commissioner on the Delray Beach Community Redevelopment Agency and as Vice President of Old School Square Cultural Arts Center. He has also held board positions on the Delray Beach Historic Preservation Board, the Greater Delray Beach Chamber of Commerce, the Delray Beach Historical Society and Pineapple Grove Main Street, Inc., where he served as president for two years. Additionally, Branning is past chairman of the City of Delray Beach Site Plan Review and Appearance Board.

Several years ago, Bill started an annual tradition for all his employees and their families by treating them to a Halloween pumpkin carving party, which has now become legendary in Delray Beach. It takes place at Old School Square with a major competition for prizes.

Branning resides in Boca Raton with his wife, Tracy and children, Ryan, 15, and Kelly, 13. As a family, the Brannings enjoy traveling and take several trips each year. 🏠



Bill Branning



City Walk at Pineapple Grove





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# SCAFFOLDING SAFETY AWARENESS

By Jarrett Johnson, Seitlin Safety Management

OSHA reports that on-the-job fatalities are on the decline. There were 5,734 fatal incidents in the United States in 2006, according to the National Census of Fatal Occupational Injuries. As we all know, a construction site constitutes a myriad of hazards that change on a daily basis. Safety awareness on the construction site requires a constant and vigilant effort. It only takes a quick momentary lapse of reason that can result in deadly consequences. OSHA's scaffolding standards, 29 CFR 1926.451, was the most commonly violated OSHA standard for 2006 with 7,895 citations.

OSHA developed new standards for scaffolding on August 30, 1996. The revised standard set performance-based criteria to protect workers from scaffold-related hazards such as falls, falling objects, structural instability, electrocution and overloading. OSHA estimates that 65 percent of the construction industry, or 2.3 million workers, work on scaffolds regularly. The agency estimates that compliance with the scaffolding standards will prevent approximately 4,455 injuries and 50 deaths each year, which would save employers \$90 million annually in lost-workday costs resulting from scaffold-related injuries. This does not take into account actual-injury costs like medical expenses or other costs such as loss of productivity. In 2005, an average of 88 fatalities occurred from scaffold-related injuries from 2000 to 2004, according to the Census of Fatal Occupational Injuries.

A scaffold is an elevated work platform used for holding people and materials. The number one scaffold hazard is worker falls. Fall protection consists of either personal fall-arrest systems or guardrail systems and must be provided on any scaffold 10 feet or higher above a lower level.

The most common scaffolding violations include:

- Not having a competent person present on the job site
- Not having the scaffold deck fully planked
- Not having the scaffold level capable of supporting its designated load with the proper use of base plates, screw jacks, mudsills, etc.
- Not providing safe access to each scaffold
- Not providing proper fall protection or falling object protection such as guardrails, mid rails, toe boards, screens or debris netting
- Not inspecting the scaffold daily

## OSHA's Competent Person

OSHA's scaffolding standard defines a competent person as

"one who is capable of identifying existing and predictable hazards in the surroundings or working conditions, which are unsanitary, hazardous or dangerous to employees, and the person has the authorization to take prompt, corrective measures to eliminate them." In short, a person must be trained on the scaffolding standards and know the common hazards related to scaffolding.

Basically, a competent person is needed:

- To select and direct employees who erect, dismantle, move or alter scaffolds
- To train employees involved in erecting, disassembling, moving, operating, repairing, maintaining or inspecting scaffolds to recognize associated work hazards
- To inspect scaffolds and scaffold components for visible defects before each work shift and after any occurrence that could affect the corrective actions

## Written Program and Training

A key component to preventing scaffold-related incidents is to implement a scaffolding safety program and employee training. Your safety program should be in writing and include the people responsible for the assembly, use, inspection and supervision of the scaffolding and its use. As a contractor, you must also decide whether you will let other trades work from your scaffolding. This creates a liability exposure, and you can be cited under OSHA's multi-employer ruling as the exposing, creating, abating or controlling contractor on the job.

Scaffolding has many uses and is used commonly in new construction, repairs, maintenance and renovation. When used properly, scaffolds provide workers with a safe working platform to perform their job tasks. Keep in mind that scaffolding also creates on the job hazards to people who are working or walking under the scaffolding. Injury can also occur during the erection, alteration or dismantling of scaffolding. The majority of the time, frame scaffolding is used. It is the most commonly used scaffolding, because it is economical, easy to use and versatile. Supported scaffolding supports work platforms by using poles, brackets, legs, uprights, posts, frames, outrigger beams or other supports.

Various types include:

- Manually Propelled/Mobile – Scaffolding that is portable on wheels or casters
- Pump Jack – A work platform braced with movable brackets on poles

- **Frame Scaffold** – A work platform supported on fabricated end frames with vertical posts and horizontal supports
- **Tube and Coupler** – A work platform supported by aluminum tubing including couplers that connects braces, bearers, uprights, and runners
- **System** – A work platform that is fixed at engineered connection points that connect runners and diagonals in a pre-fabricated system of scaffolding

Frame scaffolding is used by a variety of trade contractors and is the most commonly used scaffolding system. It can be layered multiple-stories high on large construction jobs.



## Scaffolding Stability

The competent person must also consider the stability of the scaffold. A scaffold should not exceed the 4 to 1 ratio. It becomes unstable when its height is four times the dimension of its base. When the scaffold exceeds that ratio, it should be tied into the structure or restrained from tipping or falling at intervals of 26 feet vertically and 30 feet horizontally by guying, tying or bracing.

To ensure stability, the scaffolding footings should be supported on base plates and mudsills. Mudsills should not be used as planking. A rule of thumb is "Once a mudsill, always a mudsill." The capacity of the scaffolding should be determined prior to erection. One should make sure that the proper scaffolding is used for the job. According to the OSHA standards, scaffolding and their components must support four times their maximum intended load. Do not overload the scaffolding with too many people or excessive weight from job materials. Do not saturate any area with a large or heavy load.

Remember to always connect frames and panels with cross bracing. The scaffolding must be level, square and plumb.

A small level can easily assist you in determining if the bracing is safe. All bracing should be connected to prevent failure and potential injury.

Join the frames by using the coupling or pin connectors. The frames should be locked together to prevent the separation of a frame from the one below it or uplift.

Never mix scaffolding components from different manufacturers. The competent person should supervise the erection of any scaffolding system and ensure that the proper components are used.

## Fall Protection

Workers are very vulnerable to falls when climbing on or off the scaffold. Cross braces and scaffold framing should not be used as a means of safe access. Safe access should be provided at any level of the scaffold that is 2 feet above or below an access point. Safe access should include attachable ladders, stair towers, ramps or walkways.

Fall exposures are the most serious hazard on any construction site. Scaffolding is no exception, as falls are the leading cause of injury and fatalities in construction. Employers are required to provide fall protection for their employees. Fall protection must be provided in the form of a personal fall arrest system or a guardrail system.

With the PFAS, lanyard is attached to a vertical or horizontal lifeline. When vertical lifelines are used, be sure to use an anchorage point separate of the scaffold. OSHA requires that the anchorage point be able to support 5,000 pounds or the weight of a small pick-up truck. Workers should never use the same anchorage point or attach two lanyards together.

## Guardrails

Guardrails should be installed along all open sides and the ends of the scaffold. They should only be removed when materials are being loaded or unloaded. If a worker is 6 feet or more from the leading edge with no guardrail protection, a PFAS should be used. Each top rail of the guardrail system should be able to withstand a minimum force of 200 pounds. Mid rails, screening or mesh should withstand a force of at least 150 pounds and extend down to the scaffold platform to protect against tools or materials falling onto people below. Cross bracing may be used as a top rail or mid rail as long as the crossing point is between 20 to 30 inches for a mid rail and 38 to 48 inches for a top rail.

## Daily Inspection

The competent person should inspect the scaffold each day prior to a work shift.

*The inspection should include:*

- Ensuring that the working deck is fully planked
- Checking for any gaps greater than 1 inch between planks



- The working deck must be a minimum of 18 inches wide.
- Be kept clear of materials that could cause a slip, trip or fall

All planking of platforms shall be overlapped a minimum 12 inches or secured from movement. Scaffold planks should extend over their end supports not less than 6 inches. Planks must overlap each other at the ends by at least 12 inches and must extend over their supports by at least 6 inches, but not more than 18 inches.

Use debris nets or covered canopy walkways to protect people on the ground below the scaffolding or barricade the area to prevent entrance.

The competent person must also consider the weather. Employees should not work on scaffolding during high winds or storms.


All scaffolding should always be erected, moved or altered under the supervision of the competent person. A registered professional engineer must design any scaffolds more than 125 feet in height.

### Electrical Hazards

Electrical hazards are also present when working on scaffolds. Scaffolding and its components are mainly constructed of metal. Overhead power lines create an

electrocution hazard. A safe distance of 10 feet should be maintained at all times. If your work places the scaffolding closer than 10 feet, call the power authority to de-energize or cover the electrical lines to prevent contact.

For portable power tools, always use a ground fault circuit interrupter to prevent electrocution in the event of power tool or electrical cord failure. Electrocution can also cause the worker to lose muscle control, which can lead to a fall from the working platform.

As with all efforts in improving safety awareness on the construction site, training and employee accountability is of key importance. All training should be documented. When scaffolding is maintained and used properly, it is a safe means of providing a temporary elevated work level. 

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# THE 41<sup>ST</sup> ANNUAL AGC SCHOLARSHIP GOLF TOURNAMENT

**O**n July 14, 131 golfers descended upon Madison Green in Royal Palm Beach ready to play golf.

Upon registration, golfers received many give-a-ways in a Florida East Coast Chapter AGC gym bag loaded with items including a Hedrick Brothers ball marker, Malone Electrical Solutions coolie, AGC golf bag watch, Maschmeyer towel, sunglass case from Fastrack Management and crackers provided by Collinsworth, Alter, Lambert, Inc. Next, they perused the abundance of raffle items, purchased tickets and were entertained by participating in special events like Par 3 Poker, Buy The Pro Shot and Bet The Pro before heading in for a continental breakfast and warming up for the 8 a.m. shotgun start.

While the temperature reached a sweltering 91 degrees, golfers were determined to play their best game and support this year's tournament, which raised \$19,000 for the Vincent G. Burkhardt Scholarship and Education Fund. Monies from this annual tournament are used to fund scholarships for juniors and seniors enrolled in a college

school of construction as well as toward other construction educational endeavors at the elementary, middle school and high school levels.

There were many familiar AGC member faces as well as some new ones, such as new members Royal Concrete Concepts and Professional Images, both companies having recently joined the Florida East Coast Chapter AGC and immediately getting involved and already making a difference. Royal Concrete Concepts was a beverage cart sponsor and Mike Ellis, of Professional Images, served on the golf committee and was this event's go-to for ordering give-a-ways/promotional items. Both companies received their membership plaques on Saturday and were recognized by those present. We welcomed some non-member companies to play, such as Green Electric, HD Supply, and Double A Industries, Inc., and appreciate their support as well. Randy Cropp of Cone Graham and Kevin Butler, Jr., now of K. Butler Development, as well as Jeff Knight, of Knight Electric, joined us as well, and it was great to see them. Of course, the pressure will be on to have them join and stay involved as much as possible! 





**Coast to Coast Foaming, Inc. Team:**  
 Dave Hutchins, Rick Mouw, Wayne Bowman, Bob Koepka



**Royal Concrete Concept Team:**  
 Todd Kinsler, Bill Meier, Chad Jacobsen and Steve Ostrenga



**Hedrick Brothers Construction Co., Inc. Team:**  
 Robin Lunsford, Eric McNamee, Catherine Dzenutis and Bob Fox



**Rinker Materials Team:**  
 Clark Piper, Denise Santiago, John Groot and Mike Grecz



**Current Connections, Inc. Team:**  
 Don Sharkey, Ralph Hodgson, Randy Cropp and Larry Rothell



**Maschmeyer Concrete Co. of Florida, Inc. Team:**  
 Jeff Bishop, Noah Schnell, Steve Bishop and Steve Courchesne







Michelle Anaya with new member, Chad Jacobsen of Royal Concrete Concepts



Second winner of Bet the Pro (won a complete set of Golden Bear Golf Club w/bag) Bill Beck, Co-Chair, Maschmeyer Concrete Co. of FL, Victor Martinelli of The Murphy Construction, and Renee Williams, Chair, Maschmeyer Concrete Co. of FL.



Tyler West, West Construction, is the youngest golfer to receive the Sportsmanship Award. He's 6 years old.



Michelle Anaya with new member Mike Ellis, Professional Images.



1st Place Team: Coast to Coast Forming, Inc.  
 Dave Hutchins, Rick Mouw, Bob Koekpa, Wayne Bowman  
 (Also pictured Renee Williams, Chair)  
 (Foursomes were given for: Ibis, Bear Lakes, BallenIsles & Ironhorse)

## Congratulations to our Winners!

### 1st Place Team Coast to Coast Forming, Inc.

Dave Hutchins  
 Rick Mouw  
 Bob Koekpa  
 Wayne Bowman

### 2nd Place Team Current Connections, Inc.

Don Sharkey  
 Larry Rothell  
 Randy Cropp  
 Ralph Hodgson

### 3rd Place Team Fastrack Management & Consulting, Inc.

Doug Todd  
 Raj. Krishnasamy  
 Krik Stetson  
 Perry Diamond

Tyler West, of West Construction, (6 years old) received a sportsmanship trophy for being the youngest golfer.

### Thank you to the staff, committee members and volunteers

#### Staff

Yvonne Wamsley  
 Cynthia Holden

#### Committee Members

Chair, Renee Williams (Maschmeyer)  
 Co-Chair, Bill Beck (Maschmeyer)  
 Catherine Dzenutis (Hedrick Brothers)  
 Craig Lojewski (Teleco – S. Florida)  
 Mike Stevens (Collinsworth, Alter, Lambert, Inc.)  
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 Kim Randolph (RSM McGladrey, Inc.)  
 Brian Kurnick (Florida Waterproofing Supply, Inc.)  
 Jeff Barrett (Florida Waterproofing Supply, Inc.)  
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We appreciate the support of the membership and industry friends for this important annual fundraising event to help encourage education in construction.



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Ranger Construction, a subsidiary of the Vecellio Group, Inc., uses the training room at the AGC FEC office.

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**Bruce Landry**

Director of Training at the Vecellio Group, Inc.



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# SURETY CAPACITY

## IT'S AVAILABLE IF YOU ARE QUALIFIED

By Marla McIntyre, executive director of Surety Information Office

**I**t is not surprising that disciplined underwriting standards combined with a robust construction economy has contributed to the surety industry's recovery from recent losses. There is no question that competition has increased for contractors' surety business, particularly for those who have an established relationship with a surety bond producer and underwriter and a proven track record.

Here is a breakdown by market sizes showing how today's market may affect you:

### **Small & Emerging Market (Less than \$1 Million)**

The surety market has not changed significantly for small contractors over the past year. Sureties still impose stringent underwriting and may require collateral and corporate and personal indemnity. The good news is more surety companies are interested in writing bonds for small, emerging and middle market contractors.

Sureties are more attracted to small contractors who have established a bank line of credit, demonstrated continuity of programs and depth or longevity of management, employ sophisticated computer and construction management systems and audited financial statements.

Industry executives say surety capacity is improving for small and emerging contractors. Recent changes in the United States Small Business Administration Surety Bond Guarantee Program have made the program more attractive to surety companies and agencies. Increased

industry participation will benefit contractors and subcontractors who need the boost the SBA Surety Bond Guarantee Program provides. The surety industry has also initiated programs to educate emerging contractors on becoming bondable.

### **Middle Market (Around \$50 Million)**

Industry executives report that there is plenty of surety capacity for contractors with projects from \$10 million to \$100 million – in fact this market is enjoying much competition among the sureties. While underwriting is not as stringent as with the small or emerging contractors, a surety company will still require:

- Good references and reputation
- The ability to meet current and future obligations
- The experience matching the contract requirements
- The necessary equipment to do the work or the ability to obtain it
- The financial strength to support the desired work program
- An excellent credit history
- An established bank relationship and line of credit

Before issuing a bond, the surety company must be fully satisfied that the contractor runs a well-managed, profitable enterprise, keeps promises, deals fairly and performs obligations in a timely manner.

### **Large Market (More than \$100 Million)**

The surety companies licensed to write bonds in the \$100 million-plus market have the capacity to handle the work programs of contractors needing bonding capacity in this range, and underwriting terms and



conditions are generally favorable. Surety companies appear to be competing more intensely for financially strong contractors with work programs smaller than \$250 million.

### **Mega Market (Exceeding \$250 Million)**

The jumbo or mega contractor surety market is stable. Although there are fewer sureties writing this market, capacity is available. Underwriting in this segment is still disciplined. Nevertheless, the surety industry has demonstrated its responsiveness to provide 100 percent performance and 100 percent payment bonds for the right project and team of contractors on projects ranging from \$600 million to \$700 million. In a few situations, reduced penalty bonds have been provided in support of extremely large projects, but there are other means available to provide full contract value penal sum bonds if desired.

It's not unheard of today to have a \$1 billion project, and there are more construction firms needing \$5 billion and \$10 billion work programs than ever before. With the right contractor and right co-surety partners, a bonding program can be put together. Joint ventures and co-surety arrangements spread risk over a number of contractors and sureties, so the failure of one contractor does not put the entire project at risk.

### **Looking Ahead**

The surety industry is meeting the needs of the growing construction economy. Double-digit growth and strong profits have allowed sureties to reinvest in their businesses to keep their infrastructure up to speed with the demands of the construction market. In today's economy, contractors in most markets are operating at their peak backlog and plenty of work lies ahead.



Meanwhile, projects and overall work programs are getting larger, thanks in part to public spending and increases in labor and materials cost. However, there is not a corresponding increase in equity, so sureties are being asked to support larger bonds and work programs based on balance sheets that are not proportionately larger. Sureties are looking closely at contractors to ensure they have cost controls, business planning and strategies, and proven field management in place that can handle larger jobs.

Surety executives advise contractors to focus on key financial metrics and organizational capabilities and capacity to handle the significant opportunities that exist today. Contractors should be aware that growth in the construction market carries the risk of overextension, as financial and organizational capacity and capabilities can become stretched too thin. Contractors should communicate closely with their surety bond producers and surety underwriters and take their advice on how to manage these risks.

For more information, contact Surety Information Office Executive Director Maria McIntyre by calling (202) 686-7463 or E-mailing [mmcintyre@sio.org](mailto:mmcintyre@sio.org). 



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# MEMBERS IN THE NEWS

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**Christopher B. Mattingly**  
**Assistant Project Manager**  
**Hedrick Brothers Construction Co., Inc.**

Christopher will receive \$1,000 in scholarship money for the fall semester and is pursuing a degree in construction management. The AGC wishes you much success in your further academic endeavors in construction.



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# AN UNSEEN FRIEND: THE ROLE OF GLASS IN FIRE PROTECTION

By Jerry Razwick

**A** comprehensive fire protection program addresses at least three things: detection, suppression and compartmentation. Detection devices like smoke and fire alarms provide early warnings and are essential for alerting people to danger. Strategically placed sprinklers and extinguishers can also make a tremendous difference in how quickly a fire can be suppressed.

But the important job of compartmentation is often overlooked, because it is the work of more passive forms of protection. The very materials a building is constructed with can do the job of containing a fire in a limited area and keep it from spreading unchecked throughout a building. Walls, ceiling tiles and sealants all serve as fire stops.

One practically invisible firefighter can be glass. Great advances have been made in fire-rated glazing materials, making glass a powerful ally in efforts to provide safety.

Ordinary window glass cannot withstand the high temperatures associated with a structure fire, and it will break and fall out of its frame at about 250° F, only a few minutes into a fire. On the other hand, glass that is classified as "fire-rated" can tolerate heat in excess of

1,600° F for at least 60 minutes.

For decades, fire-rated glazing was limited to one product: polished wired glass. It was the only glass able to survive the rigorous testing process. Yet wired glass has its drawbacks. Many people mistakenly assume that the wires make the glass stronger and more impact resistant. In reality, wired glass is only 1/4 as strong as tempered or laminated glass and provides a minimal amount of protection against impact. With such low impact resistance, current building codes have eliminated the use of traditional wired glass in what are considered "hazardous" locations (doors, sidelites, windows near the floor, etc.).

When wired glass was the only fire-rated glass option available, it posed a real dilemma – which priority takes precedence – fire safety or impact safety? One or the other had to be compromised in many locations, simply because no product existed that could fully satisfy both needs.

Fortunately, the situation has changed dramatically. A number of newer, "wire-free" products have emerged that are greatly expanding choices. Diverse in make-up and characteristics, these new materials have been able to substantially surpass wired glass in terms of fire and impact safety performance.



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One category of fire-rated glass that has emerged isn't technically a glass at all. In fact, it is ceramic. Ceramic has long been known for its outstanding heat tolerance, which is why you'll find it used in everything from kitchen cook tops to car engines. Utilizing state-of-the-art technology, manufacturers have developed the ability to create transparent sheets of ceramic that look like ordinary window glass. Glass ceramic (such as the FireLite® family of products) has earned fire ratings up to 3 hours.

Ceramic also is available with high impact safety ratings, making it an ideal option for high traffic areas such as busy corridors and lobbies in schools and hospitals. It can be specified in insulated units to meet energy codes for exterior applications.

Another category of wireless fire-rated glass found in the market today is specially tempered glass. This group offers limited fire protection, because specially tempered glass cannot withstand what is known as "thermal shock." When glass is tested for a fire rating for more than 20 minutes, it is blasted with water from a fire hose immediately after being heated in a furnace fire.

This important test makes sure the glazing product, hot from the fire, will stay in place if sprayed with water from sprinklers or other sources. Specially tempered glass cannot survive this portion of the test, so the codes dictate that it can only be given a 20-minute rating. The limitations of this product category are important to keep in mind, because specially tempered glass is sometimes marketed inappropriately.

Do not accept the use of products listed for 45 or 60 minutes that have not passed the required fire hose stream portion of national test standards. If you do, you may be accepting unneeded risks and liability.

Glass firewalls are another classification of fire-rated glass. These products are actually tested to the same standards as solid walls, with ratings up to 2 hours. In addition to stopping flames and smoke, glass firewalls block the transfer of heat, similar to a fire-rated masonry wall. As little heat passes through the glass during a fire, glass fire walls can be installed from wall to wall and floor to ceiling and include glass doors, if desired. Designers then can divide space without the use of solid walls that diminish visibility, security and light.

Of course, all these glass options need to be installed in frames. Until recently, framing options lagged behind fire-rated glazing in terms of new developments. In most cases, designers were forced to resort to traditional hollow metal steel frames.


However, new, narrow profile European style doors and framing have changed that. Products such as Fireframes® now offer new opportunities for architects seeking alternatives to traditional wrap-around framing.

Some code officials will occasionally allow trade-offs, where architects can substitute sprinklers and ordinary window glass for fire-rated glazing. However, testing has shown that in some cases, sprinklers can actually cause non-fire-rated glass to shatter and fall out of the frame. Unless the glass is completely bathed in water early in the fire, the glass experiences the thermal shock mentioned earlier. When it vacates the opening, flames and smoke are no longer restricted from entering a space.

Since sprinklers are "active" systems, they require a number of steps to occur as planned to function properly. Human error, power outages, interrupted water supplies, melting pipes and paint have interfered with sprinkler performance.

Sprinklers have saved countless lives and are a critical component in fire safety. However, reliance on a single system for fire protection may create unnecessary risk, particularly when the system can be affected by so many variables. The ideal fire protection plan should include passive systems such as fire-rated glass in addition to more active systems such as "deluge" sprinklers where glass is in the area.

The new developments in fire-rated glazing and framing continue to raise the standard for both performance and design. When properly specified and installed, fire-rated glazing and framing systems can be powerful friends in the fight against the devastating effects of fire.

Jerry Razwick is founder and president of Technical Glass Products, a distributor of specialty glass and framing as well as architectural products. He has been a glass factory agent in foreign and domestic markets for more than 25 years. Mr. Razwick has served on the Industry Advisory Committee for Underwriters Laboratories, Inc. and is an active member of AIA, CSI, NGA and GANA. For more information, visit [www.fireglass.com](http://www.fireglass.com). 

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