MANAGING EQUIPMENT IN A DOWN ECONOMY
EXCAVATING
on a Whole New Level

The 315D Excavator can help you get more done in less time, with fewer machines and greater accuracy. As your job gets tougher, Count on Cat® to support you with versatile, productive D-Series excavators, equipment expertise and comprehensive support. We’ll help you meet your toughest business challenges head on, accomplish more with less, and WORK AT THE NEXT LEVEL!

Charleston, WV
Walker Machinery: 304-949-6400
Nitro, WV
Walker Express: 304-759-6400
Beckley, WV
Walker Machinery: 304-253-2706
Walker Express: 304-255-8989
Summersville, WV
Walker Machinery: 304-872-4303
Walker Express: 304-872-8822
Logan, WV
Walker Machinery: 304-752-0300
Parkersburg, WV
Walker Machinery: 304-424-0200
Walker Express: 304-424-0230
Huntington, WV
Walker Machinery: 304-526-4800
Walker Express: 304-523-9800
Jackson, OH
Walker Machinery: 740-286-7566
Walker Express: 740-286-8330
Athens, OH
Walker Express: 740-593-6100

www.walker-cat.com
Insurance solutions for the construction industry

Today, and in the future

At Wells Fargo Insurance Services, our goal is to provide the construction industry with strategic insurance solutions designed to meet their specific needs.

- Construction industry focus
- Surety bonds
- Commercial insurance
- Employee benefits
- Administrative services

Team up with us today.

Wells Fargo Insurance Services of West Virginia, Inc.

Beckley 304-252-6375
Bluefield 304-327-3421
Bridgeport 304-842-8290
Charleston 304-346-0611
Danville 304-389-7239
Elkins 304-836-1574
Huntington 304-697-9300
Martinsburg 304-282-9109
Morgantown 304-598-5678
Parkersburg 304-485-4475
Wheeling 304-232-0600

wellsfargo.com/wfis

© 2011 Wells Fargo Insurance Services, Inc. All rights reserved.
Changing economic conditions have impacted equipment management procedures throughout the industry. Formal fleet management planning, usage tracking and tightening maintenance schedules are all becoming commonplace for contractors searching to remain profitable in a turbulent economy. Pictured on the cover is equipment on Corridor H owned by J.F. Allen Company, Buckhannon. Photo by Mike Clowser. For more on how contractors are managing equipment in a down economy, see page 6.

The Contractors Association of West Virginia is a nonprofit trade organization representing the building, highway, heavy and utility contracting industries in West Virginia. Its services include establishment of a close working liaison with state and federal agencies; worthwhile educational and informational programs; the regular dissemination of pertinent information to its members; strong legislative and media relations; as well as all other activities deemed necessary and proper to promote the general welfare of the construction industry. The CAVW is a certified chapter of the Associated General Contractors of America and the American Road and Transportation Builders Association.

West Virginia Construction News, the official publication of the CAVW since 1937, is published bimonthly. Advertising and editorial deadlines are on the first of the month preceding the month of publication. Material may be reprinted only with the permission of the editor. Advertising and editorial offices are at 2114 Kanawha Boulevard, East, Charleston, WV 25311, telephone (304) 342-1166, Fax (304) 342-1074, Web Site www.cavw.org, Email: cavw@cawv.org. Yearly subscription rate to CAVW members, $7; non-members, $8; single copies, $1.50.

MICHAEL L. CLOWSER
EDITOR
The Friedlander Company

Celebrating 90 years as the benchmark of SERVICE to the construction industry

Surety Bonds & Insurance

1566 Kanawha Boulevard, East Charleston, West Virginia 25311
304-357-4520
J.F. Allen Company's Buckhannon, heavy equipment is lined up during a shift change. Contractors throughout the Mountain State have been adjusting their equipment management procedures in response to the dragging economy.
Backhoes, dump trucks, loaders, graders, scrapers, compactors, bulldozers, tractors and rollers are all construction industry standards. The rumble of heavy equipment is music to a contractor’s ears and is a company’s biggest asset.

West Virginia’s construction industry, although sheltered when compared to some other markets, is feeling the impact of the current economic recession. Idled equipment and downsized fleets are becoming more commonplace as contractors work to minimize losses as workloads and backlogs dwindle.

West Virginia Construction News surveyed CAWV members to see how the current economic conditions have impacted fleet management procedures. Half the contractors surveyed noted their equipment fleets have decreased over the past few years as work loads have slowed.

“We have reduced our number of units by 10 percent,” said Dante Castrodale, fleet manager for Vecellio & Grogan, Inc., Beckley. “We are getting rid of older models and renting additional machines for short-term use.”

Mike Griffith, vice president of J.F. Allen Company, Buckhannon, agreed, noting their fleet has decreased as work demand has decreased over the past few years.

“One’s loss is another’s gain, according to Jerry Cook, Cook’s Excavating, Pineville.

“We are adding equipment now,” he said. “First and foremost, we are busy, but we are also able to take advantage of some amazing deals as contractors liquidate their inventories.”

Cook isn’t the only one who is busy and adding equipment to the fleet. Contractors in North Central West Virginia are noting an impact on their work volume as Marcellus Shale drilling increases.

“Over the last three years our equipment fleet has increased approximately 20 percent per year,” said John Boyle, president of Mountaineer Contractors, Inc., Kingwood. “This is due in part by a considerable amount of growth of auxiliary equipment used in the energy-related sectors, i.e. coal and natural gas. Concurrently, we have utilized the bonus depreciation program as both a tax incentive for our company and to increase our fleet.”

Mark Urso, president of Bear Contracting, LLC, Bridgeport, agreed, noting that they have seen an increase in their volume of work as a result of natural gas drilling. This has, in turn, lead to an increase in equipment. Although they may be in similar industries, Urso has not had to idle equipment while Boyle has.

“This is the first year since 2003 I can remember any construction equipment sitting in our yard,” said Boyle, whose fleet includes over 300 pieces of equipment. “We had a medium size earth moving spread sitting all winter. Other than potential lost income from this equipment working on a project, we did not incur any costs associated with idling the equipment because it was paid for.”

J.F. Allen Company, which typically purchased $5 million in new equipment per year, noted they “haven’t bought much for the past three years.” Griffith said the company has incurred “paper losses” associated with idling equipment. They are, however, speeding up purchases of Tier-3 machines to meet upcoming U.S. Environmental Protection Agency emissions standards.

Nonroad diesel engines, including construction equipment, are required to meet certain standards for emissions as set by the U.S. EPA. The goal of the program is to reduce emissions of particulate matter and nitrogen oxides. Changes to equipment are being phased in using a standard set of tiers, starting in 1996 with Tier-1. The Tier-4 rule, published June 29, 2004, will dramatically transform nonroad diesel engines and the fuel they use.

“The EPA’s emission standards is a very complex subject,” said Dr. Mike Vorster, an expert in construction equipment management and professor of Construction Engineering at Virginia Tech. “We have not seen the full impacts of the rule. The compliant machines are a lot more complex and difficult to maintain.”

Cook noted that they are “taking a hard look at Tier-3 and Tier-4 machines,” and that he expects federal work will start requiring their use.

Castrodale said that the upcoming emissions requirements are making it harder for them to dispose of older machines and increasing maintenance training costs.

“Upcoming emissions requirements will certainly drive up the price of equipment purchases, maintenance and training,” Boyle said. “Most equipment companies are going to a Tier-4 engine which will drive up the
cost of all machines ten to fifteen percent. The extra cost for the machine will certainly increase the operating and job costs on a daily basis."

Dr. Vorster said the emissions standards will have a dramatic impact on the used equipment market.

All the contractors surveyed indicated emissions requirements are impacting their fleet management procedures. They all also indicated similar equipment rental procedures.

“Historical utilization information determines whether we rent or buy equipment,” Urso said.

Boyle noted they rent equipment when all of theirs is being used.

“It has always been our policy to rent equipment when the need for that particular piece is less than six months,” Boyle said. “Additionally, we rent specialty equipment, such as cranes, which our company only uses a couple of times a year.”

Carrie Samuels, president of ACCAD Corporation, Ivydale, bases decisions to rent or buy equipment on a balance of need on a long-term scale.

“If it is a specialty item that will only be used once or twice a year, it is better to expense the item and rent,” she said. “If the piece of equipment is something that we consistently use, chances are the expense of ownership will be much lower than the expense of continual rental.”

Equipment dealers throughout the state have noted heavy equipment rental volume has increased drastically.

“We are seeing the rental business go up and the pieces being sold decline,” said Wayne Coleman, vice president of Sales for the Cecil I. Walker Machinery Company, Belle. “Most contractors are renting as needed rather than buying.

Ralph Hamilton, president of Rudd Equipment Company, agreed.

“Contractors are renting much more than they have in the past,” Hamilton said. “They are keeping existing equipment longer and repairing it rather than replacing it. We are seeing customers rebuilding entire units rather than buying new ones. It costs considerably less to rebuild than buy new, and comes with a warranty,” Hamilton said. “It is a cycle, though. A piece can only be rebuilt once before metal fatigue sets in.”

Most equipment dealers are keeping an eye out for signs of growth.

“People are still very skeptical of the economy and are showing an inclination to rent rather than buy,” said Jay Mullen, vice president of sales for Rish Equipment Company, Bluefield. “Typically, we see a lot of rentals in the Spring. If work continues on an upswing, rentals will transition to purchases. But, as a dealer, this puts a lot of burden on us. We don’t want too many rentals out there for fear we will get them all back in the Winter.”

Dr. Vorster, who authored Construction Equipment Economics, a standard handbook on the management of construction equipment fleets, noted that the industry will rebound, “but not soon. As conditions improve, growth and working capital will have first call on funds. Equipment replacement will come last.”

Kingwood-based Mountaineer Contractors has found opportunity in the energy industry, keeping their large fleet busy as the economy struggles to regain traction. Contractors throughout the state are adjusting their fleet management practices as a result of the economic downturn. Formal fleet management planning, tight maintenance schedules and increased rental usage are becoming more common.
For more than 90 years, Bowles Rice has been a respected legal resource for businesses throughout the region. On that solid foundation, we have assembled a powerful Construction Law Team, led by experienced lawyers who focus their legal practices in construction-related matters and construction litigation.

Our firm’s experience is recognized: In West Virginia, U.S. News & World Reports’ Best Law Firms ranks Bowles Rice in the First Tier in Construction Law.

Call us today to learn more about the Bowles Rice Construction Law Team and how we can make a powerful difference for your business.
Keeping up with aging equipment is a changing application. In an industry where time is money, fleet maintenance is becoming a computerized process.

ACCAD Corporation has recently initiated fleet management and usage monitoring.

“We just started this year, as part of a new fleet management program, incorporating usage monitoring,” Samuels said. “We anticipate using the data to base acquisition and maintenance needs on in the future.”

She is in good company, as many of the others respondents are incorporating usage monitoring on newer model equipment.

“In the past couple of years we have incorporated an equipment usage module in our software,” Boyle said. “This software allows us to accurately track the equipment and the hours each piece runs on a particular job on a daily basis. In addition to usage hours, the software gives us a better understanding of how much a piece of equipment is costing us on a job and allows us to use those numbers in our monthly job financials.”

J.F. Allen Company and Cook’s Excavating both use an in-house monitoring system. Cook credits his system as part of his success in business.

“I am not happy until my equipment is immaculate,” Cook said. “I keep up with all preventative maintenance on our equipment and we are able to get a second and third life out each piece because of the way we operate and maintain them.”

Vecellio & Grogan has adopted Caterpillar’s “Product Link” system.

“We have taken preventative maintenance to the next level by being able to check machines that are 500 miles away from the office using a computer,” Castrodale said. “Our system furnishes equipment hours, location and machine health along with early warnings for a number of operating systems’ failure.”

Dr. Vorster, who notes that fleets are not being replaced at their normal rate, says that there is now much more emphasis on maintenance and “all the
good practices that extend component life.”

The professor has taught in the Vecellio Construction Engineering and Management Program at Virginia Tech since 1986.

“The impact of the economic downturn on heavy equipment market varies a lot by make and model, but, regardless, it has been severe,” Vorster noted. “Some makes and models have lost a full 50 percent of their sales. There are small signs of recovery in all markets except, perhaps in the small equipment that supports the housing market.”

In this tight economy, Dr. Vorster urges contractors to do preventative maintenance.

“Keep your oil clean and do what you can to prevent failures,” he said. “Train your operators and mechanics. Tell them that the fleet is older than normal and they must look after it better than normal.”

The economy has put a pinch on everyone – contractors and equipment dealers alike. As the industry watches for signs of a return to normalcy, contractors and equipment dealers will continue to relish the rumble of heavy equipment. That roar means equipment is working and contractors are busy ... a welcome reminder in today’s economy that things will improve.

By Lindsay Stephens

Cook’s Excavating, Pineville, makes preventative maintenance needs a priority. As a result, the company is able to get extended life out of each piece of equipment. Company President Jerry Cook says he isn’t happy until his equipment is immaculate.

PILING * TIE BACKS * SOIL NAILING * UNDERPINNING

High capacity, Fast installation, Easily installed, Limited access, Instant loading,

CHANCE™ HELICAL PIERS

John Knight 342.9440
www.mccloyconstruction.com
Watergate, Woodstock, Vietnam, the Challenger disaster and the Berlin Wall were cited by Patrick Kelly, keynote speaker at the Spring Meeting, held May 13-15 at Glade Springs Resort, as events which have shaped a generation.

“Events influence how each generation thinks and acts,” he said. “Those who have lived through the experiences “get it.” Hurricane Katrina, the AIDS epidemic and Columbine shootings had a much different impact on Generation X than they did on the Baby Boomers.”


“We have all grown up in our own skin and we assume that people see things the way we do, but that is not true,” said Kelly, who is the executive director of the WV Health Care Association. “Understanding the motivating factors that are behind each generation will improve sales, marketing, employee recruitment and retention.”

Before accepting his current position, Kelly was the managing member at law firm Steptoe and Johnson. In this position he was charged with recruiting talent and experienced firsthand the impact that each generation has on how people make decisions and perceive others.

“I was the youngest member of the executive committee at the law firm, and the only one on Governor Underwood’s team that wasn’t alive during his first term in office,” said Kelly who was general counsel for Gov. Cecil Underwood from 1997 to 1999. “Points of view are totally different between each generation because of the events which shape and impact people during adolescence.”

Kelly showed audience members a series of images representing events that influenced each generation.

“People in their 20s have no frame of reference for what President John F.
Kennedy meant it to the Baby Boomers and Matures. Likewise, Hurricane Katrina, the Oklahoma City bombing and September 11 had a much different impact on Generation X than they did on the Matures," he said.

Matures, who grew up during the depression, lived through World War II, ration cards, the Korean War and Vietnam War, are — according to Kelly - famous for their teamwork.

"If you want to compliment a Mature, pat them on the back and tell them they are an Average Joe," Kelly said. "But if you tell that to a Baby Boomer or a Generation X'er, they will be crushed. Matures function well in the workplace and like to fit in, not stand out."

He contrasted that with Baby Boomers who enjoy symbols of success and recognition.

"Baby Boomers are motivated by symbols of success such as plaques, trophies and certificates. The Baby Boomer generation includes a lot of people and they are characterized by their fight for recognition. These people grew up in a generation where a "letter on their jacket" really meant something. They work long hours and their identities are closely tied to their career."

Contrasting with Generation X, which is known for their attitude of entitlement, Kelly said that the children raised by the Baby Boomers saw the aftermath of corporate downsizing.

"Generation X'ers and Millenials don't work for a company," he said. "They work for a person. These groups saw their parents get laid off after working for the same company for 30 years. They are likely to have 7 to 14 different jobs in their careers."

Because of the fallout from corporate downsizing, Generation X'ers don’t expect to have the same employer forever. They are, instead, focused on family and free time and will demand balance between the two.

"Training is a big motivator for Generation X'ers. They will stick with a company that will provide them with marketable skills," Kelly said. "Their critical issue, however, is family and free time. If you want to reward a Generation X'er or Millennial, give them something they can share with their family, such as tickets or time off."

Kelly told members that if they have an area with a particularly high turnover rate, to evaluate the direct supervisor.

"Direct working relationships have a big impact on Millenials, and to some extent Generation X'ers. Millenials are high maintenance," he said. "They have been raised in a community where every one wins and where they were given input into many of their parent’s decisions. Handing down edicts will run these people off. They expect to have input and need constant feedback. They are looking for mentors," he said, noting that they are also "optimistic and not afraid to take risks."

Kelly showed the audience car commercials which demonstrated the motivating factors for each group and noted that marketing and sales efforts are successfully tapping into each generation, stating “as an employer you can and should be too.”

Business relationships illustrate the generational shift, Kelly said.

"Business is a series of relationships. The construction industry, in particular, is very relationship oriented," Kelly stated. "From a sales perspective, if you try to take a Generation X'er or Millennial out to dinner to show them your product, they are going to cringe because you are cutting into their family time. Take them to lunch instead, but know that the product has to be proven before the relationship building begins," he said. "The opposite holds true for Baby Boomers..."
and Matures. Those groups are loyal to relationships first and products second.”

Young Contractors Chairman Rob Williams, Vecellio & Grogan, Inc., thanked Kelly for his enlightening seminar before inviting prominent members of the construction industry to discuss their journeys in leadership.

“As president of a company I cannot pour concrete or hammer nails. I use my management skills to lead the company,” said CAWV president John Strickland, Maynard C. Smith Construction Company, Inc., past president of the AGC of Virginia AGC Chandler Swope, president of Swope Construction Company, CAWV Senior Vice President Lee Snyder, president of Snyder Environmental Services, and CAWV Vice President Gene Thompson, vice president of Ahern, a division of Kokosing, each shared valuable advice with participants while reminiscing about their careers in the industry.

Lee Snyder, CAWV senior vice president and president of Snyder Environmental Services, Kearneysville, said it was his desire to create that led him into the construction industry.

“I always loved to build things,” Snyder said. “Combined with encouragement from a young age to be an entrepreneur, construction was the right fit for me. Work in the industry ebbs and flows, but it can never be exported,” said the utility contractor.

Gene Thompson, CAWV vice president and vice president of Ahern, a division of Kokosing, South Charleston, said he gets a lot of personal satisfaction out of working in the industry.

“The fruits of your labor are visible,” he said. “I enjoy driving around and seeing the work I have had a part in completing. Those who are in the industry enjoy the work and the tangible results. Construction is demanding and those who don’t like it figure that out pretty quickly.”

Thompson, the CAWV’s Legislative Committee chairman, recounted his first political accomplishment, which also got him hooked on the association and the influence it has on the industry.

“The first time I visited the state capitol with the CAWV was to promote passage of a nickel gas tax,” he said. “A big group of members put nickels on our lapels and talked to the legislators about the benefits of the tax. When it passed, it was a great accomplishment for the industry and the highway fund. The impact in Washington is less obvious, but equally important.”

Strickland added that when a contractor gets started in the industry his focus is on the project at hand.

“As a contractor’s career evolves their umbrella of consciousness expands,” he said. “Giving back to the industry, and making a sacrifice to do so, is part of the growth of a career.”

Chandler Swope, president of Swope Construction Company, Bluefield and past president of the AGC of Virginia, has made many sacrifices to be involved in the industry, but maintains that it has given him many times more than he has put in.

“I have never left a meeting with the feeling that I had wasted my time,” Swope said. “I meet great people at every meeting I attend. In the beginning many of those relationships changed my view of the industry.”

Swope said he started his business in his attic with two guys and a computer.

“Before I became involved in the association I was an ostrich with my head in the sand. I had a very limited perspective with no strategy or vision. I made friends with amazing business people whose success rubbed off on me.”

Swope told the audience that there is no substitute to the impact that association membership can have on the growth of a company and its leader.

Thompson added that the return from participation is not immediate, but knowing your industry peers and becoming friends with competitors strengthens the entire industry.

“We are all on the same team,” Thompson said.

Swope added that he has learned more from the people he has met than he ever did in school.
Swope said his first boss was a “great bad example.” Thompson's first boss taught him he didn't know anything and Strickland says he thought his first boss hated him, but realized later he was pushing him to succeed. Strickland added that the panel, mostly comprised of Baby Boomers, started with rough bosses who screamed at them.

“The industry was a lot different back then,” Strickland noted. “If we treated people now the way we were treated then, nothing would get done. The construction industry is much more focused on collaboration and teamwork that it has ever been before.

A construction project is assembled and without working together nothing gets accomplished.”

A lively question and answer session explored how the panelists dealt with motivation in a down economy and generational issues. They all agreed that they have noticed a shift in the work force’s motivation.

“It is difficult to get people to work on the weekends,” Swope noted. “The attitude is very different now than it used to be.”

Snyder agreed that he has also encountered resistance when requesting overtime and weekend work.

“When we have a lot of work and the crew is getting tired, I make an effort to let them know the circumstances behind the decision to work more hours,” Snyder said. “I always let them know that it isn’t because we don’t care.”

Thompson agreed, saying, “I am aware of people’s family commitments and try not to work them to death. If you don’t let people live their lives you won’t retain them.”

With nearly 30 years in business, Swope said he believes in communication as being a key to success.

“When the economy started faltering I was truthful with my employees and let them know where we stood, but also that we supported them,” Swope said. “People were nervous about their personal security, but ultimately the decision to communicate our position kept the core together.”

Thompson said that he thought the worst was behind the industry, but added that keeping people busy keeps them happy.

“Ultimately it is a company’s leader which sets the culture and tone for the business,” Williams said. “There are many different types of leaders and companies, and we appreciate the insights you have give us into your business and your leadership style.

Thank you all for your candor and honesty,” Williams said to the panelists.

BrickStreet Insurance Safety and Loss Control Specialist Allan Williams told members about the variety of products offered by the company. The CAWV and BrickStreet offer qualifying members a discount on their workers’ compensation insurance.

“The program was never intended to be simply a discount,” he said. “It is a program that, through education and information, creates change in an industry.”

Williams equated each major program with a specific tool. Program participants are required to have a formal return to work program that outlines each persons responsibilities.

“The formal return to work program is the duct tape of a successful policy,” he said. “Duct tape holds everything together and you can do a lot with it. Having a formal return to work program will keep costs down and ensure that everyone knows what they are responsible for doing.”

BrickStreet encourages its policy holders to think outside the box to get
employees back to work. They have recently started a modified off site program which expands the return to work options.

“When an employee sits at home day-in and day-out they develop a disabled mentality,” he said. “If you keep them at home, you will extend their time away from the workforce. Find something to keep them working,” he said, noting, “A carpenter who has spent his whole career in the field will not be able to stand working in an office or at a computer, which will motivate them to return to their own job faster.”

Williams’ unifying message was the importance of safety training.

“Training is so important to a company’s culture and commitment to safety,” he noted. “Employees know when a company ‘means business’ with their safety standards. Training everyone on how to do things and what is expected of them really hammers in the standards.”

The Spring Meeting was planned to take advantage of the local recreational activities and featured a zip-line tour of the New River Gorge, golf at Glade Spring’s immaculate courses, a kids program, reception and dinner.

Keynote speaker for the dinner program was Gary Hartley, director of Community and Government Relations for the Boy Scouts of America. Hartley gave the group an update on The Summit: Bechtel Family National Scout Reserve, a world-class, national center of scouting being built on a 10,600 acre site in the New River Gorge region of West Virginia.

“The project started with a $50 million gift from Stephen Bechtel,” Hartley said. “We reviewed 80 proposals in 28 states to find the right site for the camp. Half of the board of directors chose a site in Virginia and the other half chose this site in West Virginia. Originally, they decided to build the Jamboree site in Virginia and the High Adventure Camp in West Virginia. Protests in Virginia led to the selection of the West Virginia site for the Jamboree and the High Adventure Camp.”

---

Our business philosophy is grounded in solid relationships, constant communication, and exceptional client service.

- Bidding and Pricing Strategies
- Computer Technology and Software
- Incentive Based Compensation
- Operational Reviews
- Contractor Tax Issues
- Financial Benchmarking

Offering a team of professionals, including five Certified Construction Industry Financial Professionals (CCIFP), who can help you ensure the individual goals of your company and meet objectives by providing comprehensive construction-related planning and coordination for all aspects of your business operations.
Matheny Freightliner
West Virginia's Premier Truck Dealer!

*2012 Business Class M2

*2012 114SD

*2012 Coronado

*2012 Landoll 855 Series

Visit often! We are always updating our inventory!

Matheny Motors services ALL brands of commercial trucks:
Call 800-284-4418
Parts x524 Service x532

www.mathenymotors.com

Commercial Truck & Trailer Sales
50 Matheny Lane, Mineral Wells, WV 26150
800-284-4418
Sales x563

Brian Lamp
Commercial Sales
(304) 483-5760

Jeff Tanner
Commercial Sales
(304) 483-4930

Michael Rauh
Wrecker & Trailer Sales
(304) 488-4501

Bryan Cramlet
Parts & Service
(800) 284-4418 x521
The site chosen is within 500 miles of most of the East Coast. It also complements the other Boy Scout sites in New Mexico, Minnesota and the Florida Keys. Since 1981, the jamboree has been located Fort A.P. Hill, Virginia. Future jamborees will be held at The Summit: Bechtel Family National Scout Reserve in West Virginia, beginning in 2013.

“There will be nearly 80,000 people at the site for the 10-day event including 40,000 campers, 10,000 staff, numerous volunteers and visitors,” Hartley said. “They will be back in 2017 and then in 2019 the World Jamboree will be held at The Summit. It has been 50 years since the world event was held in the United States and it is quite an honor.”

Hartley told members that the rough grading was still underway, and that a test camp with shower houses was done. Logging is complete and crews are focused on developing the 900-acre center section known as the Summit Center. Even in the construction phase, the Boy Scout’s are having a significant impact on West Virginia.

“When complete there will be 348 shower houses on the property,” he said, describing how the camp would be laid out in neighborhoods. “We are reusing the excavated rock by crushing it onsite and are having the hemlock from the property milled and reused in the construction of the shower houses.”

The project’s conscious effort to embrace local resources includes the use of West Virginia labor. David L. Ryder Contracting, White Sulphur Springs, timbered the site, Kanawha Stone Company, Poca, performed excavation and grading, and Swope Construction Company, Bluefield, built prototype bathhouses. Eastern Arrow Corporation, Charleston, reclaimed abandoned mine land at the site for the Department of Environmental Protection.

Hatch Mott McDonald, Charleston, designed the CONSOL Energy Bridge, made possible by a $15 million donation.

“The CONSOL Energy foot bridge will span 800 feet and will connect the scouting center’s main activity area to the property’s eastern side,” Hartley explained. “Scouts will have several options for crossing the bridge, which incorporates the high adventure spirit of the camp.”

Hartley gave credit for the sprawling reserve to the project team which includes world class specialists in high end entertainment, outdoor sporting and national park development.

“We have assembled the best of the best for this project,” he said. “Right now phase one is being completed and the project will continue to grow as funding is organized. This project’s got the juice,” he said, noting it was receiving national recognition and support.

Hartley shared his impressive photography collection of the site with the group to complete his presentation.

Young Contractors Chairman Rob Williams thanked Hartley for the update on the project.

“From the Boy Scouts of America, which personify leadership building, to our association’s leaders which shared their insight in company and personal growth, we offered an amazing program to all of our attendees,” Williams said. “The program, which also included an update on safety and a presentation on generational interaction, was top notch. Everyone received greater knowledge of leadership and communication skills, and hopefully made a new friend or two.”

By Lindsay Stephens
Productivity And Performance You’ll Tip Your Hat To.

WHEEL LOADERS, ARTICULATED HAULERS, HYDRAULIC EXCAVATORS, MOTOR GRADERS, SKID STEER LOADERS & LOADER BACKHOES

HYDRAULIC EXCAVATORS & FRONT SHOVELS

SURFACE CRAWLER DRILLS & UNDERGROUND JUMBOS

BLASTHOLE DRILLS

RIGID FRAME HAULERS

HYDRAULIC & LATTICE BOOM CRANES

Louisville, KY (502) 456-4050
Evansville, IN (812) 867-6661
Pittsburgh, PA (412) 741-1731
Corbin, KY (606) 528-9440
Indianapolis, IN (317) 247-9125
Clearfield, PA (814) 765-8500

Prestonsburg, KY (606) 874-2104
Fort Wayne, IN (260) 482-3681
St. Louis, MO (314) 487-8925
Charleston, WV (304) 755-7788

Rudd Equipment Company
John and Romona Tuggle join Mike Mercer during the reception.

Bryce Burgett and Kala Cox attend the Spring Meeting.

Zachary and Nathan Williams pose for a picture during the Spring Meeting.

CAWV members Harold Holstein, Chandler Swope, Dustin and Megan Fisher and Ryan and Megan Jones get suited up for a Tree Top zip line canopy tour in the New River Gorge.

Melinda and Corey Dawson enjoyed the meeting, which included an outdoor reception prior to the dinner program.

Tiffany Cropp, Robyn and Harold Holstein, and Jeff Cropp enjoy the Spring Meeting.

POUNDING MILL QUARRY CORPORATION
MERCER CRUSHED STONE

Office Number: (276) 326-1145 Toll Free Number: (888) 661-7625

PLANT LOCATIONS

MERcer CRUSHED STONE
Princeton, WV

POUNDING MILL PLANT
Pounding Mill, VA

ROCKY GAP PLANT
Rocky Gap, VA

BLUEFIELD PLANT
Bluefield, VA

CRUSHED LIMESTONE PRODUCTS FOR ALL NEEDS

Corporate Office: 171 St. Clairs Crossing, Bluefield, VA 24605
At BrickStreet, we’re helping build a strong foundation for your business. BrickStreet 360° is our innovative approach to workers’ compensation insurance that revolves around our policyholders. We provide the tools needed for a safe work site. We offer safety policy and program development, loss analysis, educational literature and safety seminars. Our 360° team of experts will help you create an individual safety program customized to fit your business.

We provide a 360° difference...
which gives value to each and every policyholder. For more details, contact your local BrickStreet agent or visit brickstreet.com.

1.866.452.7425  brickstreet.com
Workers’ Compensation Insurance
In 2009, there were 4,551 fatal occupational injuries in the United States. From March 2003 to December 2009, a six-year span, there were 4,287 American military casualties in Iraq.

“People don’t realize it, but a workzone is just as dangerous as a war zone,” said Jim Smith, Dougherty Company, Inc., Charleston. “There are no bullets or bombs, but statistically the chance of getting hurt on a job site is higher than being in a war.”

Smith, who has been with the company since 1973, says one of his achievements as the fourth generation to lead the company is its stellar safety performance.

“My biggest accomplishment is getting all of our employees home every night,” he said. “Construction isn’t just another day at the office. A construction worker has to have eyes in the back of their head. They have to know what is going on around them, where equipment is moving and who is nearby.”

Smith credits luck for “finding his way through the door” at Dougherty Company in 1973, but credits Sam Bowling for helping to shape him into a manager. The company marks its 100th anniversary this year.

“I guess Sam saw something in me,” he quipped.

Bowling attributed the firm’s success to staying in tune with new systems and methods within the heating and cooling industry.

“There have been a lot of labor saving devices which result in less cost to the eventual purchaser,” said Bowling, who was CAWV president from 1990 to 1991. “We’ve seen a lot of competitors come and go and the ones that don’t survive usually don’t keep up with the market or products,

Dougherty Company has an exemplary safety record. The company is one of a few West Virginia contractors participating in a Level II Partnership with OSHA. They have won numerous CAWV safety awards and six Governor’s Awards for Safety. Pictured in 2008 are CAWV Safety Committee Chairman Scott Withrow presenting the 2007 Safety Award to Eric and Brian Smith along with Rich Jeffrey, OSHA Compliance Assistance Specialist.
2011 marks the 100th anniversary of Dougherty Company, Inc., Charleston. The mechanical contractor was founded in Pennsylvania before incorporating in West Virginia in 1958 under the leadership of W.S. Endres. CAWV Past President Sam Bowling led the company through dramatic growth and lean times for nearly five decades. Jim Smith, pictured above, has taken over day-to-day operations as the firm’s president. Smith took time to recount the firm’s history for West Virginia Construction News.

Smith credits the company’s long term success to having strong leaders and a loyal group of core employees.

“The experience and efficiency of our employees is our greatest asset,” he said. “We have had some employees retire from Dougherty who began as apprentices. Sam is an exceptional individual who led the company through dramatic periods of growth, but also through lean times.”

In 1977 Bowling took the reigns from W.S. Endres, who was responsible for bringing the company into the West Virginia market.

Originally founded as Harry Dougherty and Son in 1911 in Freeport, Pennsylvania, the company performs fabrication and installation of plumbing, heating, air conditioning, sheet metal, process and chemical piping, medical gas systems and industrial piping.

With a tight market in the Pittsburgh area, Endres came to West Virginia in 1948. Shortly thereafter, the Freeport, Pennsylvania location closed, followed by the Youngstown, Ohio branch. Endres incorporated Dougherty Company 1958 in the state of West Virginia.

Bowling joined Dougherty Company in 1966 as the firm’s estimator. In 1977 he became the company president, treasurer and general manager. He currently serves as chairman and has passed day-to-day operations over to Smith.

“The goal was retirement, not leadership,” Smith laughed, saying “there was nobody better at the time, I guess.”

Despite making light of it, Smith’s leadership is keeping the company strong through the current economic situation.

“Our employees know we care about them and their families,” he said.

The company has maintained its offices, fabrication shop and warehouse in Charleston since 1950.

“We have worked in nearly every school and university in West Virginia through the past century,” Smith noted. “School construction is our bread-and-butter. The majority of our contracts are institutional buildings. In addition to schools, we focus on hospitals, public facilities, chemical plants, manufacturing facilities and many others.”

The company is preparing to work on the new Highland Hospital and is engaged in work in conjunction with expansion of the Putnam County School system. Smith maintains that he is proud of every project they have performed.

“I enjoy the visible results of our work,” he said. “The company has been a part of so many projects throughout the state.”

Smith noted that there have been some jobs tougher than others, citing the installation of boilers at Building 5 at the Capitol Complex as one that required ingenuity.

“Having a crane at the corner of Piedmont and California avenues and having to lift boilers on top of Building 5 was a tight project,” he said, noting that they tackle challenges as they arise. “Once you get to a certain age you stop looking ahead. Today is the future,” he said.

Smith plans to celebrate the 100th anniversary of the company quietly.

“It’s like a birthday, it is just another day on the calendar, but I am glad we have reached it,” he said. “I want to see Dougherty Company survive and perpetuate for another 100 years, and as one of four leaders in a century, I’d like to think that I have had a small influence on that success.”

By Lindsay Stephens
CAWV Lays Out Priorities at 2011 Congressional Fly-In

CAWV members went to Washington May 25 to meet with West Virginia's senators and representatives and discuss issues that are vitally important to the construction industry. CAWV President John Strickland, Maynard C. Smith Construction Company, Inc., lead the 19-member delegation at the 23rd annual CAWV Congressional Fly-In.

This year's Fly-In was held in conjunction with the May 24 and 25 Transportation Construction Coalition (TCC) conference, attended by over 500 construction, engineering, highway and transportation representatives from around the nation.

On the CAWV's agenda at this year's meeting were issues that have dominated the past few fly-ins: Reauthorization of SAFETEA-LU highway bill which expired September 30, 2009, pushing for total repeal of the three percent withholding tax on government contracts, support of legislation to restore and increase funding for West Virginia's Clean Water State Revolving Fund (CWSRF) and Drinking Water State Revolving Fund (DWSRF), and amending the IRS code to remove the volume cap on Private Activity Bonds (PAB) for water and wastewater infrastructure.

The TCC group heard from House Transportation and Infrastructure (T&I) Chairman John Mica, R-FL, and T&I Ranking Member Nick J. Rahall, D-WV. The chairman told attendees he expects to present a multi-year surface transportation bill within the next few weeks. Rep. Rahall told the group that despite political objections, all surface transportation funding options should be on the table, including increasing and indexing the federal motor fuels tax.

Federal Highway Administrator Victor Mendez reiterated President Obama's stated commitment to expediting project approvals and increasing infrastructure investment as part of his plan to “win the future.”

While Rep. Rahall's message was widely praised by TCC attendees, Speaker of the House John Boehner, R-OH, issued a press release critical of any attempt to increase gasoline fees.

West Virginia's newest senator, Joe Manchin III, gave members his assessment of the politics of Washington after six months in office.

"I never knew the country was in this challenging of times," said the former governor. "It's more difficult to turn the ship in DC than in the state. On top of that, politics trumps everything here."

The moderate Democrat stated there are only about three options to address the nation's $14.3 trillion debt; grow the economy, reduce expenditures or increase revenues.

"We can't cut enough or raise enough taxes," Sen. Manchin opined. “The Far Right wants all cuts and the Far Left wants to raise taxes. Moderates want balance knowing that we’re going to have to do all three, not just one. I'd also like to look at cutting programs that no longer are relevant.”

West Virginia's junior senator noted that it seems no one is setting priorities in Washington which is making the decision-making process difficult.

“I never knew the country was in this challenging of times,” West Virginia’s newest senator Joe Manchin told CAWV President John Strickland and other members at the May 25 CAWV Congressional Fly-In.
“The mentality in Washington is that there will be no increase in revenues,” Senator Manchin stated. “Is clean water important? Are sewer systems vital? Are roads critical? The answer to all is “yes,” but you’re going to have to be more creative and progressive,” he noted. “I’m looking at all options for these programs but Congress is not even close to putting together a 2012 budget. Agencies can’t plan their programs and contractors can’t take risks by planning on something that might not come to fruition.”

CAWV noted duplicative permitting requirements add to costs and delays in getting highway projects completed.

“The U.S. EPA is over-reaching, as is most every agency,” the senator observed. “It’s regulators, not legislators, who are deciding public policy. I have a bill that requires the government to score legislation by the number of jobs created or lost if a bill is passed, not just by how much money is required. I encourage the CAWV to support this legislation.”

“The best thing I can do for you is tell you how bad it is,” Senator Jay Rockefeller told members. “There is no money and we can’t borrow more because of the debt ceiling. It’s grim.”

The CAWV outlined three primary priorities of the highway industry. Members explained that a six-year highway reauthorization bill is better for highway departments and contractors, both of whom need that commitment for planning and budgeting purposes. Second, the association made a case for additional highway revenues which benefit the country and industry by creating jobs and providing resources needed to maintain roads and bridges. Lastly, the CAWV stressed the need to focus funding on the highway system – the nation’s roads and bridges – and limit diversions to other non-core highway programs, such as transit.

Sen. Rockefeller, chairman of the Senate Commerce, Science and Transportation Committee, believes that a two-year highway reauthorization may be best for the industry.

“People are focusing on cuts, but they need to think about the future,” he added, stating “transportation, infrastructure, research and development are all needed for the future of the country.”

West Virginia has another new member of Congress, Rep. David McKinley, P.E. CAWV members were scheduled to meet with the First District Congressman but a session...
required representatives to be on the House floor to vote on a bill.

Members did meet with Cory Toth, Rep. McKinley's senior legislative aide. CAWV members thanked the congressman for introducing H.R. 1391, a bill that would prohibit U.S. EPA from moving forward with plans to classify fly ash as a hazardous waste under the Solid Waste Disposal Act.

“The congressman realizes EPA is over-reaching and this is a problem,” Toth said. The reauthorization of the federal-aid highway bill is on Rep. McKinley’s agenda and his senior aide stated that “a lot of groups have come in the office today in favor of a gas tax increase.”

He observed that, “This is hard to promote in Washington. There is a very big debate between fiscal conservatives and members of Congress who see the need to fund infrastructure projects,” Toth noted.

Rep. Rahall said the House Transportation and Infrastructure Committee is committed to a six-year highway reauthorization bill but notes that funding is the key element.

“I suggested that increasing the federal gas tax should be considered to pay for a new transportation bill and Speaker [of the House John] Boehner issued a press release criticizing me and other Democrats,” said the ranking member of the T&I Committee. The release stated this is “just the latest example of Democrats promoting tax hikes over reforms that create jobs.” Rep. Rahall reminded members that one of the first acts of the new Congress in January was repeal of the guaranteed funding requirement for the annual federal highway investment levels that were established by the multi-year authorization.

“That action breaks the “trust” of the Highway Trust Fund by undermining funding that is vital to highway construction and maintenance,” he said.

Rep. Shelley Moore Capito, also a member of the T&I Committee, said she continues to support a six-year bill and that high speed rail and other expensive items should be left out of the legislation. She also noted the political climate prevalent in Washington.

“There are 86 new members in the House and the Tea Party is committed to no fee increases,” said the sixth-term Republican. “There is pressure to pull down the debt and to make major cuts. I’m not optimistic anything with a tax will get passed in the session of Congress.”

The bill mandating a three percent withholding for government contracts still poses a threat to West Virginia contractors who work for a federal or state agency. Section 511 of the Tax Increase Prevention and Reconciliation Act of 2005 contains a little-known requirement that mandates local, state and federal governments to withhold three percent from all payments for goods and services as a guard against possible tax evasion. Implementation of the act has now been pushed back to January 1, 2013.

“Mandating a three percent withholding threatens West Virginia contractors who work for a government agency because small contractors depend on an adequate cash flow,” CAWV’s delegation told congressional members and their staffs. “Holding three percent up front and not knowing when we would get it back would drastically affect the livelihood of small contractors and would impact our ability to purchase equipment and maintain our workforce,” they stated. Rep. McKinley and Rep. Shelley Moore Capito are cosponsoring a bill to repeal.

“Put me on the bill, I will cosponsor it, too,” Rep. Rahall told members.

Senator Rockefeller said, “I have supported delays of the effective date of the regulation but I am not sure if I will support its repeal. I will work on it more and I am open to considering alternatives if industry comes up with other solutions,” he added.

Reauthorization of the Clean Water State Revolving Fund (CWSRF) and Drinking Water State Revolving Fund (DWSRF) loan programs remain a major topic at CAWV Fly-Ins. The CWSRF was last reauthorized 22 years ago and the DWSRF was last approved in 1996. The recently passed spending package for the remainder of Fiscal Year 2011 cut $997 million out of the CWSRF and DWSRF loan programs.
When you need help with construction related legal matters, you want a firm that understands the industry and has the know-how and experience required to provide cost-effective solutions. Daniels Law Firm, PLLC focuses on meeting the legal services needs of construction businesses in West Virginia and surrounding states. Our firm represents a broad spectrum of clients, including heavy highway, utility and building contractors, coal mining companies, and construction suppliers. We offer a wide range of services and can handle almost any type of legal problem for our clients. We excel in these and other areas:

- Construction law
- Corporate and business law
- Government contracts
- Commercial and civil litigation
- Arbitration and mediation
- Business and tax planning
- Insurance litigation
- Wills, trusts and estates

Our attorneys can handle virtually any legal problems your business may encounter. Please call us at 304-342-6666, if we can be of assistance.

In addition, the firm is engaged in a diversified civil practice and represents clients from all areas of the business community. Daniels Law Firm is a member of the following organizations:

- Contractors Association of West Virginia
- Associated Builders & Contractors, Inc.
- West Virginia Coal Association
- National Utility Contractors Association
- West Virginia Rural Water Association
- West Virginia Society of Certified Public Accountants
- American Arbitration Association

Daniels Law Firm, PLLC, BB&T Square, 300 Summers Street, Suite 1270, Charleston, WV 25301
Phone (304) 342-6666 - www.danielslawfirm.com

Offices in Kentucky, Virginia and West Virginia
“The Clean Water SRF was reduced from $2.1 billion in FY 2010 to $1.52 billion and the Drinking Water SRF was cut from $1.387 billion to $965 million,” members told West Virginia’s delegation. The CAWV also promoted the creation of a clean water trust fund much like the trust fund for highways.

“The nation needs a long-term, sustainable and reliable federal trust fund for clean and safe drinking water infrastructure. West Virginia must have clean water and modern sewage treatment if we are to attract business to the state,” members commented.

Rep. Capito said she would look at legislation to remove the cap on Private Activity Bonds for water and sewer projects, stating, “that makes sense to me.” She also noted that a clean water trust fund was something she was intrigued about, noting that she had been researching a similar infrastructure bank proposal.

CAWV members thanked West Virginia’s congressional delegation for their support of infrastructure issues, but noted that regulations are becoming more and more prevalent. “The industry is seeing more rules and more regulations that will probably cost jobs,” members told congressional leaders. “Margins are very thin today and we’re laying people off. Projects must go through local, state and federal regulations which is making the United States non-competitive with the rest of the world,” they noted. CAWV members stated they get calls every day from construction workers who are laid off and looking for work.

“It is obvious West Virginia’s congressional delegation knows the vital importance of infrastructure investment,” stated President Strickland. “We know they support many of the issues that are crucial to jobs, economic development and the overall quality of life in our state, but it is a very difficult climate this year.

Finding funding for infrastructure is challenging when budget cuts and deficit spending are top priorities. This our 23rd fly-in to Washington. We always appreciate the time given by our delegation and their staff to discuss issues that are important to our members, our industry and our state,” the president said.

Joining President Strickland at this year’s fly-in were: David Alvarez, MEC Construction, Inc.; Josh Booth, Highway Safety, Inc.; John Boyle, Mountaineer Contractors, Inc.; Fred Clark, IVS Hydro; Dan Cooperrider and Willie Crane, Appalachian Materials Group / West Virginia Paving; Dan Flesher, Trimble Engineers and Constructors; Norman Daniels, Daniels Law Firm; Sumith and Shannon Hapaurachy, SMH Construction Company, Inc.; Jim Matheney, Safety Caution Equipment; Bill Medcalf, Vecellio and Grogan, Inc.; C.R. Neighborgall IV, Neighborgall Construction Company; Pat Parsons, Asphalt Pavement Association; Jeff Perkins, Boxley Materials; Gene Thompson, Ahern, a division of Kokosing; and Phil Weser, March-Westin.

The CAWV delegation included Dan Cooperrider, Jeff Perkins, Gene Thompson, Willie Crane, Fred Clark, Norm Daniels, John Boyle, Dan Flesher, Jim Matheny, Shannon Hapaurachy, Josh Booth, Bill Medcalf, John Strickland, Sumith Hapaurachy and C.R. Neighborgall IV. Not pictured are David Alvarez and Phil Weser.
CALL BEFORE YOU DIG!

Reduce The Risk Of:
- Injuries or possible fatality
- Environmental damage
- Disrupted utility services
- Costly delay of jobs/projects
- Expensive repairs
- Liabilities/legal problems
- Possible fines up to $5000

Dial 811 or 800.245.4848
Miss Utility of West Virginia
5608 MacCorkle Ave., SW · South Charleston, WV

wv811.com

The “811” logo is a registered trademark of the Common Ground Alliance.
Expo’s annual show is one part education, one part technology and two parts people. The 2011 show, held March 23-24, joined owners, architects, surveyors, engineers and contractors together from throughout the region to experience the best of what the construction industry has to offer.

Nearly 300 companies displayed at the show. Manufactures, distributors, architects, engineers, law and accounting firms, technology providers, safety and health specialists, equipment dealers, conference destinations and 83 Honor Exhibitors supported the show.

Education topics ranged from program updates provided by government agencies such as the WV Division of Highways and Infrastructure and Jobs Development Council, project analyses, rule updates and safety refresher. Exhibitors displayed their wares and services at over 423 booths.

“The time I spend exhibiting at Expo each year saves me months of sales calls,” said Jim Wary, Mid-Atlantic Storage Systems, Inc., Washington Court Horse, Ohio. “It is where you see everybody.”

The 2011 show brought over 5,000 qualified attendees from 30 states together at the Charleston Civic Center. The Contractors Association of West Virginia, American Institute of Architects - WV, WV Society of Professional Engineers, the WV Utility Contractors Association, with the support of 22 co-sponsors, presented the 32nd annual show.

Expo provides attendees with increased knowledge about the construction industry and priceless industry contacts.

The 2012 show will be held March 21-22 at the Charleston Civic Center. For full details visit www.wvexpo.com.
Staying on the cutting edge of advances in the construction, engineering and design industries is made easy for Expo attendees.

In addition to 300 exhibiting companies, Expo 2011 was supported by 83 Honor Exhibitors.

The Civic Center Coliseum featured a variety of heavy equipment for attendees to peruse.

BrickStreet Insurance was one of over 300 companies who exhibited at the show.

Worldwide Equipment was a proud exhibitor at the 32nd annual Expo.

Analabs, Inc. presented their services to show attendees.

Valuable industry connections are made each year during the two-day show.

Attendees are presented a unique opportunity to network while viewing top-of-the-line construction equipment.

McCloy Construction Company celebrated a birthday during the AfterHours Reception.

Expo began in 1979 as a water and wastewater show. It has expanded to include the entire construction and design industries.

Exhibitors bring their top-of-the-line equipment to display at the show.

Staying on the cutting edge of advances in the construction, engineering and design industries is made easy for Expo attendees.

FormTech Concrete Forms, Inc. brought their product to the Civic Center for the two-day show.
**MEMBERS IN THE NEWS**

**Boxley announces executive leadership team promotions and additions**

ROANOKE, VA – Boxley has promoted several company leaders and added to its executive leadership team in response to company growth, including the addition of the asphalt business line. “This is an exciting time in Boxley’s history and having the right leaders to effectively manage and leverage the changes in our company is vital,” said Ab Boxley, president and CEO. “I am very pleased with the experienced leadership team that we have put into place.”

Jeff Perkins was promoted to chief operating officer. Bill Hamlin will continue to serve as vice president of Aggregates Operations. Ed Craighill was named vice president of Sales and Corporate Development. Brent Gleason was named vice president of Boxley’s block division, where he formerly served as operations manager. Larry Bullock was named vice president of concrete operations and trucking. Stan Puckett was named president of Sawyer Paving. Jeb Burton was named president of Templeton Paving. Tom Johnson will continue to serve as chief financial officer and Ab Boxley will continue to serve as president and chief executive officer.

Boxley currently operates nine quarries, one block plant, two hardscape retail centers with outdoor living showrooms, 12 concrete plants and four asphalt plants in central and western Virginia and West Virginia.

**CTL Engineering named in the Top 500 by ENR**

SOUTH CHARLESTON, WV – CTL Engineering, Inc. was recognized nationally as one of the top 500 architectural and engineering firms in the nation by Engineering News Record. CTL is a full service consulting, civil and geotechnical engineering, drilling, materials testing and construction observation service company. CTL is located locally in South Charleston and Morgantown with offices in Ohio, Indiana and India. Other CAWV members who ranked in the Top 500, include AECOM, Michael Baker Corporation, Burgess & Niple, Inc., ENTRAN, GAI Consultants, Inc., Greenhorne & O’Mara, Hatch Mott McDonald, HNTB, Mead & Hunt, Inc., Rummel Klepper & Kahl, LLP, Stantec, Inc., Terracon Consultants, Inc., TRC Companies, URS Corporation and Wilbur Smith Associates, Inc. The Top 500 Design Firms list, published annually in April, ranks the 500 largest U.S. based design firms, both publically and privately held, based on design-specific revenue.

**Mead & Hunt merges with RPM Engineers**

CHARLESTON, WV - Mead & Hunt, Inc. and RPM Engineers announced the merger of the two firms. They will operate as one entity under the Mead & Hunt name. “In the past several years RPM experienced extremely rapid growth, while maintaining effective project management. Additional business planning and controls will support this level of continued growth. Mead & Hunt has systems and processes in place to manage growth and associated risk so that we can concentrate on what we do best – client service,” said John Barefoot, RPM Engineers.
Power Structure

Compact Track Loaders
Compact Excavators
Compact Wheel Loaders

Backed by a highly trained team in product and service

Contact your full service dealer for more information

Anderson EQUIPMENT COMPANY
Your COMPLETE Equipment Solution

2 Convenient West Virginia Locations:
Charleston, WV 304.756.2800
Fairmont, WV 304.366.3075

www.andersonequip.com • 1-800-414-4554
Collectively, the firm employs more than 500 civil, structural, mechanical and electrical engineers, planners, historic preservationists, environmental scientists, architects, technicians and support specialists from 22 offices located in 13 states.

“Both firms share the goal of providing value and innovative solutions to our clients’ problems. With a comparable culture and client commitment, it’s a good fit,” added Richard Plymale, Jr., RPM Engineers. RPM Engineers is a leading consulting engineering firm with locations in Charleston, WV; Lexington and Myrtle Beach, SC; Dublin, OH; and Richmond, VA. RPM specializes in bridge design, analysis, rehabilitation, roadway design, construction engineering, inventory inspections, inspection and material testing services. Mead & Hunt provides professional services in architecture, historic preservation, transportation, aviation, infrastructure and water resources engineering to clients throughout the United States.

C.L. Belt now ACCAD Corp.
IVYDALE, WV – Carrie Samuels and Todd Dumire announced in April 2011 the conversion of C.L. Belt Construction to ACCAD Corporation. The company, which specializes in small bridges and concrete structures, was originally incorporated in February 1994, reactivated in 1999 under C.L. Belt Construction, Inc., and became ACCAD Corporation in April 2011.

Working almost exclusively for the West Virginia Division of Highways, the company specializes in bridges and other heavy highway concrete structures, including but not limited to retaining walls, culverts, curbs / gutters, drainage units, and many other precast and cast in place structures. ACCAD Corporation holds a General Engineering Business License and is registered to perform work in the State of West Virginia. The company is a certified Disadvantaged Business Enterprise (DBE) Company, is a woman majority owned business and Certified HUBZone.

CARR CONCRETE

PRECAST CONCRETE PRODUCTS

When you need quality, experience and commitment to get the job done right . . . call Carr.
We promise to deliver a quality product, on time and to specifications . . . every time!

Some of the products available through Carr Concrete and Sidley Precast are:

- Manholes (4, 5 & 6 ft. diameter)
- Utility Vaults
- Median barrier
- Custom products up to 40 tons
- Oil interceptors/grease traps
- Storm inlets/catch basins
- Wingwalls/headwalls
- Box culvert
- Lagging
- Bridge beams
- Pre-assembled buildings
- Structural precast
- Parking garages
- Stadiums
- Building structures
- Architectural precast
- Wall panels with a variety of finishes

CARR CONCRETE CORPORATION  P.O. Box 265  Waverly, WV 26184-0265
PHONE: 800-837-8918  FAX 304-464-4013  E-MAIL: info@carrconcrete.com
Carr Concrete is a wholly owned subsidiary of R.W. Sidley, Inc.

For more information on Carr Concrete visit our website www.carrconcrete.com
We know construction.

JG
Johnstone & Gabhart LLP
Attorneys at Law

THE CONTRACTOR’S LAWYER
Experienced, Aggressive, Successful Legal Representation

304.343.7100 phone
304.343.7107 fax
1125 Virginia Street, East
Charleston, WV 25301
wvlaw.net
MEMBERS IN THE NEWS

Winters honored as part of Generation Next
RIPLEY, WV - Steve Winters, Fox Engineering / Fox Construction, was selected as part of the 2011 group of the State Journal’s Generation Next. The program highlights 40 people younger than 40 who show leadership and a commitment to West Virginia and their community. Winters, the only CAWV contractor member honored, graduated from West Virginia Institute of Technology in 1992. He is currently construction manager for Fox Engineering / Fox Construction’s heavy / highway division, where he has served since 2003.

CAWV associate members honored include Jessica Alsop, attorney with Jackson Kelly; Emily Bennington, business development director with Dixon Hughes; Diana Johnson, partner with Bowles Rice McDavid Graff and Love; Davin Seamon, member at Steptoe and Johnson; and Rukhsana Turner, vice president at Terradon Communications.

Farley promoted to Vecellio’s vice president of structures
BECKLEY, WV - Matthew A. Farley has been promoted to Vice President — Structures at Vecellio & Grogan, Inc., Beckley. He previously served as the company’s Structure Operations Engineer, where he led Vecellio &
Cash is king – Make more money & spend less with Hyundai 9 Series machines.

- More Standard Features
- Industry-Best Total Coverage Warranty
- Hi-mate Remote Management service – FREE for 3 years
- Industry-Leading Fuel Economy
- Industry-Leading Cycle Times

WEST VIRGINIA TRACTOR COMPANY
CONSTRUCTION, MINING, MUNICIPAL & INDUSTRIAL EQUIPMENT
(304) 346-5301 • www.wvtractor.com

HYUNDAI
CONSTRUCTION EQUIPMENT AMERICAS, INC.
www.hyundaiamericas.com
Grogan’s bridge estimating team and assisted with field operations. Farley joined the company as a laborer / mechanics helper in the Beckley shop 21 years ago. He moved to the survey team and rose to party chief, then worked as a grading foreman and project engineer before focusing on bridge work.

Headquartered in Beckley with divisions in the Carolinas, Vecellio & Grogan operates throughout the Mid-Atlantic and Southeastern United States. Services include excavation, grading, utilities, bridge and road construction.

BrickStreet Insurance reports increase in profits
CHARLESTON, WV - BrickStreet Mutual Insurance Company earned $52.8 million in 2010, a 37.7 percent increase over the $38.9 million earned in 2009. BrickStreet was the sole provider of workers’ compensation insurance in West Virginia from January 2006 until July 2008, when the marked opened to competition.

In addition to West Virginia, BrickStreet writes workers’ compensation insurance in Illinois, Kentucky and Virginia. Out of state premiums rose from $9.9 million in 2009 to $19.9 million in 2010. Plans include entering Alabama, Pennsylvania, North Carolina, South Carolina, Indiana and Washington, D.C. next year. The CAWV and BrickStreet offer a discount program for qualifying contractor members. Program participants receive a variety of services and benefits.

Clowser Serving as ELC Chair
CHARLESTON, WV - CAWV Executive Director Mike Clowser was sworn in as chairman of AGC of America’s Executive Leadership Council (ELC) at the group’s annual meeting held in Las Vegas, NV in March. ELC is comprised of the 95 Chapter executives of AGC whose mission is to provide continuous and timely professional development, networking opportunities and leadership skills through effective facilitation and strategic thinking.

West Virginia Construction News encourages members to submit personnel changes and company announcements to Lindsay Stephens at lstephens@cawv.org for inclusion in future issues.
CONTRACTOR MEMBERSHIP

Tony Baiano Construction Co., Inc.
Highway/Utility
4842 Streets Run
Pittsburgh, Pennsylvania 15236
(412) 881-5411
(412) 881-0258 Fax
Anthony Baiano, President
Ada Baiano, Secretary

Brooalexa, LLC
Building
405 Maxwell Street
Charleston, West Virginia 25311
(304) 720-1922
(304) 720-1908 Fax
Gene T. Brooks, President
Frances Brooks

ASSOCIATE MEMBERSHIP

Netranom Communications
Communications
2801 Virginia Ave., Suite 200
Hurricane, West Virginia 25526
(304) 562-4700
(304) 562-0610 Fax
Scott Edwards, President
Doug Hunt, Vice President

The Reinforced Earth Company
MSE Wall Designer and Supplier
8614 Westwood Center Drive, Suite 1100
Vienna, Virginia 22182
(703) 821-1175
(703) 749-4323 Fax
Roger Bloomfield, CEO
Pablo Siwak, COO
Jack Pruet, CFO

U.S. Bearing & Power Transmission Corporation
Industrial / Engineering
4420 Teays Valley Road
Scott Depot, West Virginia 25560
(304) 757-7777
(304) 757-9646 Fax
Perry Corker, Owner
Terri Corker, Owner
Jeff Porter, VP Sales

We’re Moving The Earth For You!

When it comes to excavation, grading, utilities, coal mine development and other site work, Vecellio & Grogan will "move the earth" to complete your project on-time and within budget.

Sure, we're known for our expertise in tough public works projects, such as heavy/highway and bridge construction. But we serve our private-sector customers with the same commitment to high quality results.

We’ve been building our reputation since 1938 and have grown to become one of the nation’s top 200 contractors, with projects throughout the Mid-Atlantic and Southeastern United States and beyond.

For industrial or commercial site development, give us a call. We’re ready to move the earth for you!

VECHELLIO & GROGAN, INC.
www.VecellioGrogan.com
Serving the Mid-Atlantic States since 1938

(304) 252-6575

We’re experienced. We’re competitive. We’re Vecellio & Grogan.
Proudly Serving Greenbrier County

Boxley’s concrete plant is now open in Lewisburg and delivering quality products.

HC 40 Box 49, Lewisburg, WV 24901
Toll Free: (800) 323-8338
Main Number: (304) 392-5639
Fax Number: (304) 392-5642
Sales: Doug Canterbury, (304) 646-8118

Aggregate · Asphalt · Block · Concrete
For more information, call (800) 442-8878 or visit boxley.com

PROFESSIONAL DIRECTORY

Fire Protection Contractors
BREWER & COMPANY OF WV, INC.

Offering Fire Suppression and Fire Alarm Services

P.O. Box 3108
3601 7th Avenue
Charleston, W.Va. 25331
(304) 744-5314
(800) 642-8598 US WATS

683 Hornbeck Road
Morgantown, W.Va. 26508-2472
(304) 296-7438

1221 Hedgesville Road
Martinsburg, W. Va. 25403
(304) 262-8103

WV CONTRACTORS LICENSE: WV 001124

P. O. Box 185,
Sutton, WV 26601
Phone: 304-364-4100
Fax: 304-364-5100

G. A. COVEY ENGINEERING
www.coveyengineering.com
Engineering, Surveying, Quality Control and Environmental Services

DOUGHERTY COMPANY INC
celebrating 100 years

Mechanical Contractors
PO Box 1828 • Charleston, WV 25327 • 304-925-6664
WV Contractors License: WV034016

(304) 529-3328
Fax No. (304) 529-3325

Famco, Inc.
GENERAL CONTRACTORS
RICHARD C. SMAILES
President
BOX 1577
HUNTINGTON, WV 25716
WV CONTRACTORS LICENSE: WV 000408
PROFESSIONAL DIRECTORY

DYNO
Dyno Nobel
(Formerly MT. STATE BIT SERVICE)

Explosives and Blasting Services
WV CONTRACTORS LICENSE NO 06894

Paul (Skeeter) Laskody, Jr.
Morgantown, WV
859-940-8439
paul.laskody@am.dynonobel.com

John Zimnox
Charleston, WV
304-549-4683
john.zimnox@am.dynonobel.com

Groundbreaking Performance

Site Preparation Specialist and
Award Winning Reclamation

SINCE 1946
CONSTRUCTION FABRICS
FIBRE FORMS - 8” TO 42” DIAMETER
POLYFILM - CALCIUM CHLORIDE
CURING COMPOUNDS
WIRE MESH - REBAR - NAIL STAKES
SIKA CHEMICALS
MASTER BUILDERS PRODUCTS
ROOF DECK - FORM DECK

C & R Materials, Inc.
8696 Cotter Street
Lewis Center, OH 43035

1 24th Street
P. O. Box 6587
Wheeling, WV 26003
(304) 232-1040
(304) 232-1137 Fax

CONSTRUCTION NEWS 41
PROFESSIONAL DIRECTORY

DONEGAL Construction Corporation
1-800-864-4206
1235 Marguerite Lake Road
Greensburg, Pennsylvania 15601

WV CONTRACTORS LICENSE WV025398

Maynard C. Smith Construction Company

GREEN MOUNTAIN COMPANY
Reclamation Site Work Heavy Excavation
Rodney W. Clay, President 511 50th Street
304/925-0253 Charleston, WV 25304

WV CONTRACTORS LICENSE: WV 002057

GREER Industries, Inc.
Providing Quality Limestone and Lime Products
To West Virginians Since 1917!
Crushed Stone • Agricultural Limestone • Asphaltic Concrete
Greer Limestone Plant: 304-296-2549
Route 7, Southeast of Morgantown

Scary Creek Stone Yard:
304-755-2809
9 Orders Drive, Winfield

Pebble Lime • Hydrated Lime • Rockdust • Crushed, Glass & Chemical Stone
Greer Lime Plant: 304-567-3001
Route 33, Riverton
Sales Office: 304-296-1751
Canyon Road, Morgantown

www.greerindustries.com

DISTRIBUTOR DIRECTORY

WATERWORKS
Your Local Supplier for: Pipe, Valves, Fittings, Hydrants, Storm Drain ...
and much more!
West Virginia Locations
Dunbar 304-768-0086
Martinsburg 304-263-6986
Stonewood 304-626-3090

At MCS Construction we support Creative Ideas.
Join us in building a better West Virginia.

Maynard C. Smith Construction Company, Inc.
P.O. Box 11880 • Charleston, West Virginia 25331-1880 • 304-923-3170 • www.mcsconstructionwv.com
PROFESSIONAL DIRECTORY

Martin Marietta Aggregates

Branches:
- Burning Spring Mine (Parkersburg-Rt. 50)
- Charleston
- Institute
- Manheim (Clarksburg-Grafton)
- New Martinsville
- Parkersburg
- Ravenswood
- St. Marys
- Apple Grove, OH
- Wheeling/Martins Ferry, OH

LIMESTONE • SAND • GRAVEL
BY TRUCK, BARGE OR RAIL

300 Star Avenue, Suite 312
Parkersburg, WV 26101
(304) 485-7341
Charleston (304) 343-4571

CONSTRUCTION NEWS 43
PROFESSIONAL DIRECTORY

Shamblin Stone, Inc.
For Fast Courteous Service

Providing the following state specification materials

- Sand
- Cinders
- Gravel
- Bedding Materials
- Limestone
- Salt

Trucking & Barge Unloading
Ohio and Kanawha Rivers

WVPSC ICC
F5906 MC 183455

Wilson Island, Dunbar, WV
Port Amherst, WV
Rt. 61, Marmet, WV
Hugheston, WV
RT. 35-Scary Creek
Robertsburg, WV

WV CONTRACTORS LICENSE: WV 004152

304-766-7316/FAX 766-7325
"We're the ones with the clean trucks"

U.S. BRIDGE®
BRIDGING AMERICA SINCE 1936
STEEL BRIDGES AND BRIDGE FLOORING

THE MOST TRUSTED NAME IN BRIDGES

Route 1, 351 Clemans Road, Flemington, West Virginia 26347
Toll Free: (888) USBRIDGE - Fax: (740) 439-7349 - info@usbbridge.com

WWW.USBRIDGE.COM

Jeremy Kauffman
Surety Account Manager

500 Corporate Center Drive, Suite 530
Scott Depot, WV 25560
304-757-2890 • 1.800.243.0236 ext 214
fax 304.757.9608 • cell 304.382.4221
www.westfieldinsurance.com
jeremykauffman@westfieldgrp.com
<table>
<thead>
<tr>
<th>ADVERTISERS</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Anderson Equipment Company</td>
<td>33</td>
</tr>
<tr>
<td>BB&amp;T/Carson Insurance Services</td>
<td>46</td>
</tr>
<tr>
<td>Boca Construction, Inc.</td>
<td>40</td>
</tr>
<tr>
<td>Boxley Materials</td>
<td>40</td>
</tr>
<tr>
<td>Bowles Rice, Attorneys at Law</td>
<td>9</td>
</tr>
<tr>
<td>BrickStreet Insurance</td>
<td>21</td>
</tr>
<tr>
<td>Brown Edwards &amp; Company, LLP</td>
<td>16</td>
</tr>
<tr>
<td>C &amp; R Materials, Inc.</td>
<td>41</td>
</tr>
<tr>
<td>Carr Concrete Corporation</td>
<td>34</td>
</tr>
<tr>
<td>Cleveland Brothers</td>
<td>47</td>
</tr>
<tr>
<td>Contractors Supply Corporation</td>
<td>41</td>
</tr>
<tr>
<td>Daniels Law Firm, PLLC</td>
<td>28</td>
</tr>
<tr>
<td>Donegal Construction Corporation</td>
<td>42</td>
</tr>
<tr>
<td>The Friedlander Company</td>
<td>5</td>
</tr>
<tr>
<td>Johnstone &amp; Gabhart, LLP</td>
<td>35</td>
</tr>
<tr>
<td>Greer Industries, Inc.</td>
<td>42</td>
</tr>
<tr>
<td>Martin Marietta Aggregates</td>
<td>43</td>
</tr>
<tr>
<td>Matheny Motors</td>
<td>17</td>
</tr>
<tr>
<td>McCloy Construction Company</td>
<td>11</td>
</tr>
<tr>
<td>Miss Utility of West Virginia</td>
<td>29</td>
</tr>
<tr>
<td>Peerless Block &amp; Brick</td>
<td>38</td>
</tr>
<tr>
<td>Pounding Mill Quarry Corporation</td>
<td>20</td>
</tr>
<tr>
<td>Professional Directory</td>
<td>40</td>
</tr>
<tr>
<td>Rish Equipment Company</td>
<td>48</td>
</tr>
<tr>
<td>RoadSafe Traffic Systems, Inc.</td>
<td>43</td>
</tr>
<tr>
<td>Rudd Equipment Company</td>
<td>19</td>
</tr>
<tr>
<td>Shamblin Stone, Inc.</td>
<td>45</td>
</tr>
<tr>
<td>The C.I. Thornburg Company, Inc.</td>
<td>44</td>
</tr>
<tr>
<td>Vecellio &amp; Grogan, Inc.</td>
<td>39</td>
</tr>
<tr>
<td>Vermeer of West Virginia, Inc.</td>
<td>45</td>
</tr>
<tr>
<td>Walker Express – The Cat Rental Store</td>
<td>2</td>
</tr>
<tr>
<td>Welding, Inc.</td>
<td>36</td>
</tr>
<tr>
<td>Wells Fargo Insurance Services</td>
<td>3</td>
</tr>
<tr>
<td>West Virginia Tractor Company</td>
<td>37</td>
</tr>
</tbody>
</table>

There's opportunity here

**Expertise to help you manage your risk. Knowledge to help you do more.**

BB&T Insurance Services

We understand that you have worked hard to build your business. Let us help you manage your risk protection. We are bond and construction insurance specialists who focus exclusively on meeting the contract and commercial insurance needs of our clients. BB&T Insurance Services is the largest bond specialist in the southeast. Contact us today to find out how to start minimizing your risk and maximizing your potential.

BB&T CARSON INSURANCE, 601 TENNESSEE AVENUE, CHARLESTON, WV 304-346-0806

Insurance services are provided by BB&T Insurance Services, a wholly owned subsidiary of Branch Banking and Trust Company. Insurance products may not be available in all states. Insurance products are not deposits; not FDIC insured; not guaranteed by the bank; not insured by any government agency. BB&T.com © 2011 BB&T.
We're Committed To Your Needs

Sales  Rentals  Parts  Service  Financing

28 branch locations
26 parts drops
586 service technicians
175 field service trucks

Serving 78 counties in WV, PA and Western Maryland

Cleveland Brothers

304-842-2222

www.clevelandbrothers.com

ONE CALL RENTALS

304-592-5855

www.onecallrentals.com
D155AX-6

100% performance
(using 25% less fuel*)

Komatsu

Being the best is never good enough. Just as you're always looking for ways to grow your business, Komatsu is constantly working to improve the tools of your trade. We have a long history of innovation across all our lines of heavy equipment and a long list of dedicated customers who count on these innovations as a competitive edge.

- Pushes larger loads
- Reduced operating costs
- Easier serviceability
- Improved operator comfort

Put the best the industry has to offer to work on your next job, and discover your competitive edge.

100% Komatsu.

*Compared with our conventional model

Rish Equipment Company

Airport Road Near U.S. 52
Bluefield, WV
304-327-5134

Route 55, St.
Athens, WV
304-755-3311

254 George Street
Beckley, WV
304-255-4111

169 Heliport Loop
Bridgewater, WV
304-842-3511

Route 72, Wise Mountain Road
Cabin Creek, VA
270-395-6501

161 Frostburg Ind. Park
Frostburg, MD
301-589-2211

Yama Camp on Route 44
Logan, WV
304-752-5313

917 Courlier Boulevard
Chesapeake, VA
757-485-2100

5731 Elenmary Drive
Salen, VA
540-369-2080

1410 West Hundred Road
Chester, VA
804-745-8411

10214 Fayetteville Road
Bealton, VA
540-439-0088

68 International Lane - Suite 102
Staunton, VA
540-869-8921