

May 28, 2004

News Release

For Immediate Release

ST. LOUIS, MO---The American Subcontractors Association-Midwest Council hosted their 11th Annual Awards Gala on Saturday, May 22, 2004 at the Marriott Pavilion Downtown. The gala honored top general contractors and others in the construction industry for outstanding achievements.

This year's winners include *Alberici Constructors, Inc.*-Category A, gross revenues over \$50 million, *Rhodey & Son Construction*-Category B, gross revenues between \$20 and \$50 million; *J.E. Foster Building Company*-Category C, gross revenues under \$20 million.

Winners were selected by the Midwest Council members. Each vote was based upon the following criteria:

- **Bid Ethics Practice** – GC does not shop your bid. He allows you to quote your best price at bid time and does not ask you to lower your price afterwards. He notified you of any major discrepancies (or obvious errors) on your scope of work.
- **Equitable Contract Provisions** – GC provides a mutually fair and equitable contract.
- **Safety Policy and Practices** – GC enforces written safety policies and maintains clean and safe job sites.
- **Payment Practices** – GC pays in accordance with the contract terms, without additional collection effort from you.
- **Jobsite Supervision** – GC employs project managers and superintendents with high level of competence. Projects are well run with minimum of scheduling delays. Your questions and concerns regarding discrepancies in the plans and specifications are dealt with in a timely manner.
- **Scheduling Coordination** – GC requires input from you regarding the overall project schedule, notified you in advance of any schedule changes and allows for change orders to cover your additional costs (if applicable). Project is ready for you when you are asked to move on site.
- **Subcontractor Relations** – GC approaches projects in the spirit of teamwork and handles subcontractors concerns and input in a cooperative and reasonable manner.

- **Administrative Procedures/Paperwork** – GC issues subcontracts and change orders, and processes submittals, pay request forms, directives and information in a timely manner.
- **Purchase Order Terms** – GC provides a mutually fair and equitable purchase order document.
- **Insurance & Indemnity Terms** – GC requires mutually fair and equitable insurance coverage and his indemnity clause is reasonable.
- **Safety Policy and Practice** – GC enforces written safety policies and maintains clean and safe job sites.
- **Payment Practices** – GC pays in accordance with the contract and purchase order terms, without additional collection effort from you.
- **Communication Skills** – GC communicates his requirements and concerns in a clear and timely manner. He is open to dialog between you and him, and is professional in his communications.
- **Scheduling Coordination** – GC requires input from you regarding the overall project schedule, notifies you in advance of any schedule changes and allows for change orders to cover your additional costs (if applicable). Project is ready for materials when requested.
- **Administrative Procedures/Paperwork** – GC issues purchase orders, subcontracts and change orders, and processes submittals, pay request forms, directives and information in a timely manner.
- **Materials Buying Policies** – GC is fair and ethical in purchasing materials. He allows you to quote your best price at bid time and does not ask you to lower your price afterwards. He gives clear and accurate scheduling requirements. He advises you of any obvious errors he may find in your proposals.

Jim Shaughnessy of BSI Constructors was named General Contractor Field Employee of the Year. *Joli Jaques* of Brinkmann Constructors was named General Contractor Office Employee of the Year.

The Midwest Council asked previous general contractor winners to nominate and vote on subcontractor awards in four categories. The winners were:

MEP Category A (more than \$11 million in gross revenue)-*PayneCrest Electric*; MEP Category B (less than \$11 million in gross revenue)-*O.J. Laughlin Plumbing Company*; Specialty Subcontractor Category A (more than \$11 million in gross revenue)-*T.J. Wies Contracting*; Specialty Subcontractor Category B (less than \$11 million in gross revenue)-*Waterhout Construction*.

The following criteria was used for the subcontractor awards:

- **Bid Ethics and Practice** – Does not pressure GC for or about other bidders' quotes. Subcontractor quotes best price at bid time. Notifies GC of any major discrepancies (or obvious deviation/errors) on the scope of work. Fair change order pricing.
- **Safety Policy and Practices** – Enforces written safety policies of GC/Owner and helps to maintain safe job sites. Complies with safety rules that govern job sites. Maintains and enforces a written safety program for their company.
- **Jobsite Supervision** – GC employs supervision with high level of competence. Projects are well run with minimum of scheduling delays. Questions and concerns regarding discrepancies in the plans and specifications are dealt with in a timely manner.
- **Communication** – Responsive and available. Keeps up to date with technological advances.
- **Scheduling Coordination** – Provides input regarding the overall project schedule and notifies you in advance of any schedule issues. Submits change order requests in a timely fashion. Manpower shows up as scheduled on the job site.
- **Project Relations** – Subcontractor approaches project in the spirit of teamwork and handles all team members' concerns and input in a cooperative and reasonable manner. On the job labor harmony and productivity.
- **Administrative Procedures/Paperwork** – Subcontractor processes subcontracts and change orders, and processes submittals, pay request forms, directives and closes out information in a timely manner.
- **Quality Workmanship** – Quality work, which meets and/or exceeds industry standards. Provides value engineering and/or innovative concepts.

The Midwest Council also recognized members with outstanding safety records. The winners were:

Division I (over 500,000 man hours)-**Murphy Company**; Division II (200,000 – 500,000 man hours)-**Kaiser Electric**; Division III (100,000 – 200,000 man hours)-**Bazan Painting Company**; Division IV (50,000 – 100,000 man hours)-**Hoette Concrete**; Division V (under 50,000 man hours)-**Lindberg Waterproofing**. The most improved safety award was presented to **Hoette Concrete**.

Tim Thomas of American Steel Fabrication was presented with a Distinguished Service Award.

For more information about ASA, please contact Reba Gillick at (314) 214-1664.

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