

#QUARTERLY

WINTER 2015

A PUBLICATION OF THE WALL AND CEILING ALLIANCE



SB 854

Are You Registered?

PAGE 7

2014 HOLIDAY PARTY RECAP

PAGE 10



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WACA WORKING TO MEET YOUR NEEDS



Carmen Valencia-Castillo
Marketing Director

 On behalf of the Wall And Ceiling Alliance (WACA) staff and the board of directors, we would like to express our best wishes for this year and share a little of what we have in store for 2015.

But first, we'd like to thank all of our advertisers and members who have supported and contributed to the success of *The Quarterly* since its inception.

We're proud to deliver this sixth issue of *The Quarterly*! We launched the first issue in fall 2013, and since then, we've covered a variety of topics that are informative as well as educational for our members and readers. In this issue, we share with you an article from attorney Patricia Walsh on the new law effective March 1, 2015, regarding all contractors and subcontractors who bid on or perform public work. We also have a piece from Mark Breslin, president of Breslin Strategies and CEO of United Contractors, titled "10 Things You Don't Know About Your Foremen." Both articles contain key information for contractors.

As mentioned, we want to share a little of what we're focusing on this year.

A Fresh Look This Year: A Website Revamp

WACA's website is getting a facelift. We're currently developing a new website and are planning to launch it

later this year. The website will be similar to what we have now but will include more member services. An enhanced online payment system and an opportunity to connect privately with other members are a few services to look forward to. The website and member management systems are interrelated, which will help us improve the ways we communicate and track our members and partners. Increasing membership support is important to us, so we're keeping up with technology as part of keeping with this commitment.

As you know, we provide various educational, networking and promotional activities through the year. We encourage all members to take advantage of the benefits WACA offers. Let us know how we can best serve you!

Membership Assessment Survey

We are rolling out a membership survey to all our members in two forms, by email and in the mail. We're requesting that members take the survey using whichever method is preferred. Your feedback will give us a stronger idea of what our members need. The information we collect will also increase our understanding of how our membership goals should be aligned for the coming year. Be proactive and help us plan our services around your requests.

As you know, we provide various educational, networking and promotional activities through the year. We encourage all members to take advantage of the benefits WACA offers. Let us know how we can best serve you!

Thank you for your time, and I look forward to working with you soon!



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The Wall And Ceiling Alliance (WACA) serves and represents signatory wall and ceiling contractors in Northern California's 46 counties. Our primary goal is to represent and negotiate labor agreements for our contractor members. WACA organizes and steers the committees that negotiate the collective bargaining agreements with the unions.

WACA provides resources that assist members in operating a successful business. Among the services and activities provided are educational forums, technical assistance, government advocacy, labor relations, industry promotion, marketing and networking opportunities.

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On the cover: WACA's holiday party, Venetian Room, The Fairmont San Francisco Hotel



Frank E. Nunes
Executive Director

TAKE ADVANTAGE OF OPPORTUNITIES

 From everyone here at WACA and the board of directors, we want to wish you all the best for this new year!

Driving into San Francisco from the East Bay, I could not help but notice the large number of cranes in the city. The Northern California wall and ceiling industry has been fortunate lately. Our recovery from the Great Recession is returning us to better economic times. Dodge Data & Analytics' November 2014 report predicted that total U.S. construction starts for 2015 would rise 9 percent to \$612 billion. Now we're seeing countless new projects, budget increases and more opportunities.

Construction has improved so much that the hiring market has turned around. I can't help but notice that it's a workers' market now. To their benefit, a freedom of movement has emerged for the many professionals we're grateful to have in our industry (as Tim Stiller mentions in his article on page 16). This dynamic economy has come a long ways from where we were five years ago. With this turnaround in the economy, we have more advancement for growth.

Here at WACA, we take advantage of new opportunities and partnerships. We want to thank everyone who has supported our association this last year and everyone who has contributed to the achievements of our as-

sociation by partnering with us on our events and our magazine. Many of our members and partners realize the opportunity in these partnerships. As our industry continues to change and new prospects emerge, let's explore the possibilities together this year, and together we can continue to support one another in growing our community.

See you at our next event!



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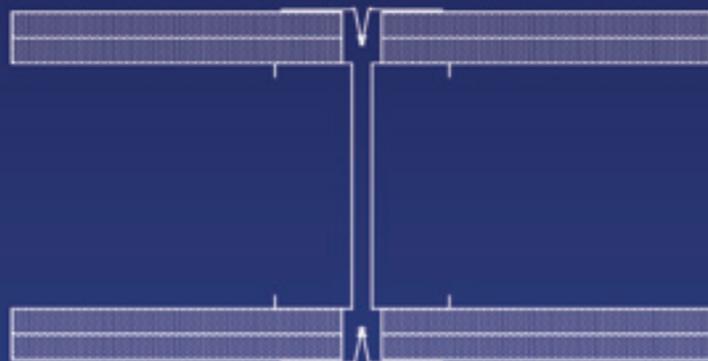
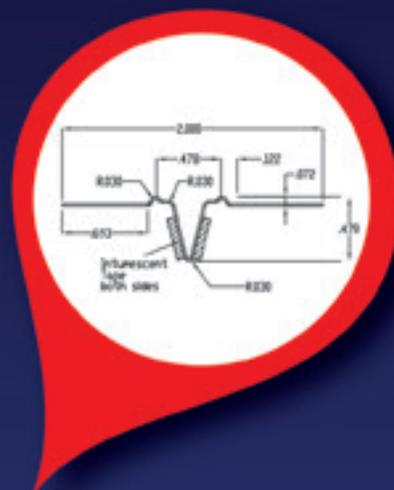
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SB 854: *ARE YOU REGISTERED?*

by Patricia Walsh

Important reminder: in order to be listed on a bid for public work as of **March 1, 2015**, or to perform work on a project awarded on or after **April 1, 2015**, contractors and subcontractors must register with the Department of Industrial Relations.

Senate Bill 854, signed into law on June 20, 2014, requires all contractors and subcontractors who bid on or perform “public work” to register with the Department of Industrial Relations. There is a \$300 non-refundable application fee to register. You can register online at <https://efiling.dir.ca.gov/PWCR/ActionServlet?action=displayPWCRegistrationForm>.

Beginning March 1, 2015, no contractor or subcontractor may submit a bid on public work unless it has registered. Labor Code § 1725.5(e). Effective April 1, 2015, a public agency cannot enter into a construction contract with a contractor that is not registered and may require that a contractor replace a subcontractor that has not registered. Once this requirement takes effect, it is important to ensure that the subcontractors your company lists in its bid proposals are registered, as listing of an unregistered subcontractor will likely lead to bid protests and to having to replace subcontractors at additional cost. The department maintains a searchable database of registered companies at <https://efiling.dir.ca.gov/PWCR/Search>.

Untimely registration is costly. The new law allows for late registration after March 1, 2015, if the contractor or subcontractor pays a **\$2,000** nonrefundable fine and the failure to register was inadvertent.

Annual registration renewal and payment. Contractors and subcontractors on an annual basis will need to renew their registration and to pay a renewal fee in an amount to be determined by the department.

An inadvertent error by a general contractor in listing a subcontractor who is not registered shall not be grounds for filing a bid protest against the general contractor or grounds for considering the general contractor’s bid to be nonresponsive, provided that any of the following apply: (1) The subcontractor is registered prior to the bid opening; (2) within 24 hours after the bid opening, the subcontractor is registered and has paid the penalty registration fee; or (3) the subcontractor is replaced by another registered sub-

contractor pursuant to Section 4107 of the Public Contract Code.

The definition of “public work” under SB 854 is extremely broad and is the same as the definition for prevailing-wage laws. For example, if a private developer receives any public money in connection with a project or is excused from paying fees or from other obligations, then the project likely will be considered to be a public work and subject to registration requirement of SB 854. See Labor Code §§1720 and 1725.5. Low-income housing developments, animal shelters, and zoological parks and museums may appear to be private projects but, because of a contribution of public funds or benefits in many instances, may be public work subject to registration and prevailing-wage requirements.

It, therefore, is a good idea to register even if you do not usually perform work on public projects. You may find yourself performing public work even if you did not expect to do so.

Method of Certified Payroll Submission

SB 854 also will change the way that certified payrolls are submitted. Certified payrolls will be submitted directly to the California Labor Commissioner, except where: (1) the owner has enforced an approved labor compliance program continuously since December 31, 2011; or (2) there is a Project Labor Agreement (PLA) that includes a mechanism for resolving disputes about the payment of wages. The Department of Industrial Relations has indicated that certified payroll reports will not be submitted directly to the

California Labor Commissioner on projects awarded by Caltrans, the city of Los Angeles, the county of Sacramento or the Los Angeles Unified School District, provided that these agencies continue to maintain Labor Compliance Programs approved by the department. The requirement to submit certified payroll reports (CPRs) to the labor commissioner will be phased in as follows:

- Contractors will continue to submit CPRs to the labor commissioner if they already do so
- Projects awarded on or after April 1, 2015, will be subject to the new requirement
- On or after January 1, 2016, all projects, whether new or ongoing, will be subject to the new requirement

The department has published an online fact sheet concerning the SB 854: www.dir.ca.gov/dlse/PublicWorks/SB854FactSheet_6.30.14.pdf.

For more information, contact Janette Leonidou, Bob Rosin or Patricia Walsh at (650) 691-2888.

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Patricia Walsh has been practicing law since 1985 and has been litigating construction collection, lien, delay and impact claims exclusively for 15 years. She has been with Leonidou & Rosin Professional Corporation for 14 years. Patricia also handles general litigation and business needs for contractor, subcontractor and supplier clients, in addition to her subspecialty in real estate matters.



10 THINGS YOU DON'T KNOW ABOUT YOUR FOREMEN



by Mark Breslin

A Message to Our Contractors:

I bet you think you know your foremen pretty well. You don't. Really.

They've been working for you forever, right? But you haven't really been paying attention.

Your foremen are the backbone of your company. And they are holding back on you. You're missing a lot by making assumptions about who they are and what they think. And those assumptions are costing you hundreds of thousands (if not millions) of dollars in lost profits over the course of their, and your, careers.

I've spent the last several years talking with and training several thousand foremen and superintendents all over the U.S. and Canada, so I know what I'm saying when I tell you that honestly, you don't have a clue what's going on inside their heads. Let's start by examining a list I put together of ten very important things you probably don't understand about your foremen.

1. Your foremen don't see themselves as professionals. They don't describe themselves that way. They don't see it as a professional position — in fact, they barely see it as a management position. If guys who are going to manage \$100 million to \$1 billion in projects over the course of their careers aren't professionals, then what are they? Maybe you should ask them.
2. On average, your foremen have received *zero formal professional leadership and management training* to prepare them for this high-level responsibility, role and identity.
3. Your foremen don't know what they do for a living. When I ask them, a full 90 percent respond, "I'm a [pipefitter, ironworker, boilermaker ... fill in the craft]." *This is the wrong answer.* It reflects a craft-worker mindset, not a supervisory one. The correct answer is, "I am a professional construction foreman/superintendent." It's very difficult for them to make that jump and not feel embarrassed, but how they see themselves determines how they act and lead on the job. They are no longer just "one of the guys."
4. Your foremen rarely solicit input from their crews. They a) think they will look weak, b) worry that someone else will get credit for a good idea and take their job, c) would never think to ask, or d) don't even know that it's part of their job.
5. Your foremen run their crews almost 100 percent of the time using *authority*, not *influence*. Which approach do you think is more effective, productive and profitable?
6. Your foremen are often stuck between the roles of boss and friend. This kills the ability to discipline and hold others accountable for their actions.

7. Your foremen do not effectively delegate. They are get-it-done people and, therefore, over-participate in the action at the job site. They are excellent at directing tasks. They generally do not empower people and wouldn't know how to anyway. Wonder whose fault that is?
8. Your foremen often have confused loyalties between their roles as multi-million dollar company managers and union members. The peer pressure of being a "good union guy" is leveraged regularly by their peers, reducing their effectiveness and authority.
9. Your foremen do not admit mistakes or failures. Failure is not a learning experience in their eyes; failure is simply failure.
10. Your foremen do not know how to effectively motivate their crews. The most effective and well-documented tools of praise and positive reinforcement are generally entirely absent. What was not given to them will not be given to others.

*Your foremen are the backbone of your company.
And they are holding back on you.
You're missing a lot by making assumptions about
who they are and what they think.*

Now let's review. I'm willing to guess a few of the items on this list didn't come as a surprise to you. So the obvious question is, what are you doing to fix these attitudes among your foremen? By refusing to act or address the problems, you own them — they're all on you.

How about the attitudes and actions on the list that you *didn't* know about? Now that you do, what's your next move? Are you going to discuss them and provide your guys with the tools to address them, or just rationalize them away and take the path of least resistance?

Several hundred thousand foremen are waiting for help. They're doing the best they can with what they've got, but they need their employers to help them understand how important and vital they are to their company and the industry. They need serious professional support to become high-quality leaders and managers. But really, I think they're waiting for you to acknowledge the challenges they face and the gaps in their skill sets — and then do something about it.

Mark Breslin is a leadership strategist and author of several books, including, most recently, The Five Minute Foreman: Mastering the People Side of Construction. Mark has been serving as the CEO of the United Contractors association for over 25 years and is the president of Breslin Strategies, Inc. Visit his website at www.breslin.biz for additional information.

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2014 HOLIDAY PARTY RECAP



We asked members to get their dancing shoes on and appetites ready for our 2014 Holiday Party — and they did! The word must have gotten out about our Holiday Party, because this year it sold out before Thanksgiving.

We opted once again for the grand Fairmont Hotel in San Francisco. The cocktail reception was held in the beautiful Fountain and Crystal rooms, one room decorated bright red and the other bright green in the spirit of the holiday season. This year's theme of a "Regal Christmas" played off our vintage decor in the historic Venetian room, where dinner was served.

Executive director Frank Nunes spoke first at dinner, thanking everyone for attending. He then introduced Nancy Brinkerhoff, president of our board of directors and our first female president. Nancy took the microphone to thank our sponsors. Then we continued with some exciting raffles! One sparkly red ornament, hidden at each ta-

ble, allowed one guest at the table to win a \$50 gift card. With all the tables, 30 guests went home with extra smiles that evening! We had three major gift raffles. Darrell Goyette from California Drywall won a \$250 gift card; fellow lucky winners Pat Lane with Great Western Building Materials and Don Archuleta with PCI each won a \$500 gift card.

The first course for dinner was a Sonoma County organic mushroom and roasted chestnut bisque. Our second course — ancho-rosemary rubbed beef tenderloin and Fulton Farms game hen, with sweet potato puree, cabernet veal glaze and cranberry-cornbread stuffing, along with Brussels sprouts and natural jus — was praised by

guests. The Fairmont's delectable desserts included carrot cake sponge with a cream cheese center and a chocolate mousse bombe.

Back by popular request, the cover band Fast Times started up after dinner with a Prince song: "Let's Go Crazy." At evening's end, the band played Madonna's "Holiday" tune. It was an appropriate song to end this fun winter night.

Our heartfelt thank you goes to our sponsors and to all our members who were able to join us for this special celebration! Our sponsors' generous contributions are the reason why we're able to host this great Holiday Party each year.



THE WALL AND CEILING ALLIANCE WOULD LIKE TO THANK ALL OUR SPONSORS:



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NORTHERN CALIFORNIA



On Saturday, January 17, 2015, the Wall And Ceiling Alliance and the Northern California Carpenters Regional Council held a local drywall competition to select our region's top drywall installer.

The competition was held at the Carpenters Training Committee for Northern California's Hayward Training Center. Contestants were



Drywall competition finalists (from left to right): Adolfo Arellano, Bolivar Mendoza, and Scott Halstead

timed on how fast and precisely they could install drywall. They were required to stand up the sheets and provide cutouts for pipes and outlets. All hanging had to be screwed off completely with no misses, with all the drywall to be hung tight and penetrations also tight. Missing any of these items resulted in time deductions — a make-it-or-break-it handicap in this timed competition.

And the finalists are...

First place: Scott Halstead Halstead Drywall, Inc.

Work time: 22:49
Deductions: 2:20
Total time: 25:09

Scott was awarded a \$750 gift card for earning first place.



Second place: Bolivar Mendoza Brady Company/Central California

Work time: 30:27
Deductions: 3:10
Total time: 33:37

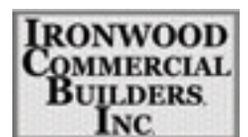
Bolivar was awarded a \$550 gift card for taking second place.



Third place: Adolfo Arellano Ironwood Commercial Builders, Inc.

Work time: 30:31
Deductions: 3:10
Total time: 33:41

Adolfo was awarded a \$350 gift card for taking third place.



Our first place winner, Scott Halstead, has been in the drywall industry for over 20 years. Scott will move forward with the competition to

DRYWALL COMPETITION



represent Northern California in the Western District drywall competition in Portland, Oregon. If he qualifies in Portland, Scott will then compete in the United Brotherhood of Carpenters annual national District Drywall Olympics in Las Vegas, Nevada on March 23-25, where the Interior Systems Conference selects a grand champion for the United States and Canada.

Our congratulations go to all our competitors who participated in our local drywall competition. We look forward to supporting Scott at the Western District drywall competition and hopefully at the national District Drywall Olympics in Las Vegas as well!

SAVE THE DATE



Celebrate our industry's craftsmanship.

We will be awarding top construction projects in Northern California.

Construction Excellence Awards Show | June 4

Cocktails: 4 p.m. | Dinner Program: 5 p.m.

Castlewood Country Club, Pleasanton, California

Reserve your seats online through our website or email Nadia Howard at nadia@wallandceiling.org.

Partnership opportunities are available. Contact Carmen Valencia-Castillo at (925) 600-0475 for inquiries.

The Raymond Group

by Tim Stiller, Vice President – Area Manager, Raymond-Northern California, Inc.



Tim Stiller has served on the WACA board of directors for the past two years. Currently, he serves as secretary/treasurer for our board. He has worked over 25 years in the wall and ceiling industry, starting his career with Raymond-Northern California, Inc. in 1987. Tim is responsible for overseeing operations and business relationships with clients throughout the Northern California region. We're pleased to have Tim as a board director to help guide our association with his extensive experience and valuable expertise.

— Wall And Ceiling Alliance

History

The Raymond Group is a family-owned corporation that began in Southern California in 1936 as a union residential plastering company. In the 1940s and '50s, we employed over 2,000 craftsmen during much of this time, plastering thousands of residential track homes during the post-World War II era. In the late 1960s, as more residential construction went nonunion, The Raymond Group formed an interior drywall division and began moving toward more union-based commercial construction.

Our Bay Area division came about almost 20 years later, when in 1985, Raymond bought out JL Whittaker, a Bay Area acoustical ceilings and access-flooring subcontractor, expanding operations into Northern California. The first big project awarded to the newly formed Bay Area branch was San Jose's Fairmont Hotel in 1986. The Bay Area division operated as JL Whittaker for the first few years, transitioned to the Raymond name in the early 1990s and is now Raymond-Northern California, Inc. Raymond-Northern California, Inc. continued expanding to other markets, adding operations in Las Vegas, San Diego, and, recently, Seattle.

Present Operation

Raymond's line of primary services includes light-gauge framing, drywall, tape and finish, lath and plaster, EIFS, spray-applied fireproofing, acoustical ceilings, exterior rain-screen systems, and a few other specialty items. In Northern California, we have an office staff of 25



with a field crew approaching 300. The location of our work is primarily San Francisco, South Bay and East Bay. When the right opportunities present themselves, we'll also do work in Sacramento, North Bay and other parts of the valley. A cou-

ple of examples include the Ritz Carlton Hotel, built halfway up the mountain at Northstar ski resort near Truckee, and the Jackson Rancheria casino located in California's gold country near Jackson.



The types of projects we're interested in include high-rise residential, campus user facilities, office buildings, hotels, gaming facilities, retail, tenant improvements, labs and institutional facilities. A number of our projects have won recognition in the industry by earning WACA's Construction Excellence Awards (CEA). The Brewery, Winery & Food Pilot Facility at the University of California at Davis took awards for exterior and interior work in 2011, and the NEMA property at 10th and Market in San Francisco received a CEA for Residential Interior in 2014.

Current projects include the exterior scope of Facebook's new facility in Menlo Park. We have two high-rise residential towers in development in San Francisco: 399 Fremont and Trinity Phase III. We're also working on two office developments in the South Bay, Main Street Cupertino and Santa Clara Square. In addition, we're working on the Macy's store renovation and expansion in Walnut Creek's Broadway Plaza.

Market Challenges

As everyone in the industry is aware, there's a growing abundance of construction activity right now. The Bay Area economy is one of the strongest in the country, and at this point in time, a diminishing labor pool is becoming an increasingly bigger challenge as the Bay Area market continues to improve. We all strive to perform outstanding work while trying to beat the clock and meet deadlines. However, our ability to perform the work efficiently is becoming increasingly difficult, as expectations heighten and schedule durations get tighter and tighter. Effective organization, coordination, and preparation by all sub trades and general contractors are more critical today than ever before

to achieve any level of success in construction. This stipulation comes at a time when many experienced field leaders are retiring; replacing all that experience does not happen overnight. Experience and skill is accumulated over time — right now, the challenge is replacing good labor with limited time. As construction is picking up, we're racing not only to meet scheduling demands but also to grow our experienced labor pool. Given the current landscape, fulfilling this challenge will require significant effort.

Raymond Advantage

Raymond has been in business a long time, and over the years, we're fortunate to have developed and maintained an excellent reputation along the way. Our lengthy history and background speaks to the strength of the company. I think our ability to perform multiple scopes of work, both interior and exterior, and the fact that we self-perform most of what we do set us apart from much of the competition. We also have years of experience in design-assist and design-build methods of project delivery, and our in-house BIM capability helps streamline the extensive coordination effort required in that environment.

The size of our company and the diverse experience we bring to the table distinguishes Raymond. Our experience has grown into a strong resource that helps us overcome the challenges we encounter every day. At the same time, we recognize the long list of resilient and capable contractors we contend with, and complacency is never an option.

Raymond-Northern California's proven ability and reputation is reassuring to clients. This is especially true on challenging projects, where they need a construction team they can trust and feel confident in. I'm



proud of Raymond's history as a company and our desire to constantly develop and improve operations in order to meet the demands of an ever-evolving industry.

WACA

I'm very proud to be serving on the WACA board alongside leaders of many of our industry's most respected companies. WACA as an organization is just now taking shape and ready to realize its full potential. With Frank's leadership and excellent staff, I'm really excited to see what the future brings in terms of how WACA continues developing effective ways of supporting our members and industry.



REGISTER EARLY! wallceilingshow.org

Join us at **The Northwest Wall & Ceiling Industries Convention & Trade Show**, the largest gathering of wall and ceiling industry professionals on the West Coast, drawing attendees from Western Canada and throughout the United States.

- » **See the latest products, systems and tools.**
- » **Learn from industry experts.**
- » **Build your network of industry contacts in a fun and relaxed setting.**
- » **Enjoy golf and social events.**



Read the convention blog: nwcb.org/convention-blog
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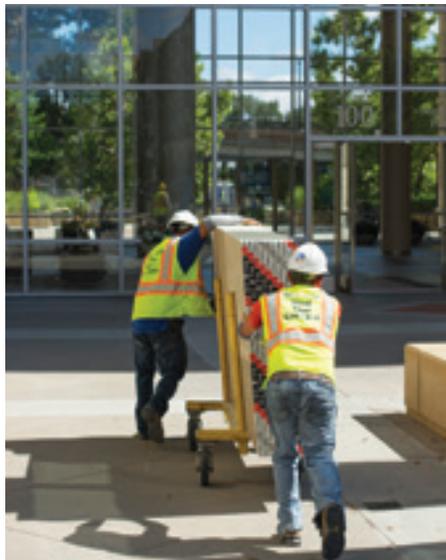
SCAFCO Steel Stud Company

by JP Cardin, PE, Engineering Manager, SCAFCO Steel Stud Company



We were established in Spokane, Washington, in 1954, starting out as Spokane Culvert and Fabrication Company. At the time, corrugated steel culverts were the main product. In 1961, the company expanded to include manufacturing grain storage systems. The original culvert product division was sold in 1986, and then the company extended again to include steel framing products in 1994. By then the company name had changed to SCAFCO.

SCAFCO sells directly to contractors and the public with 18 branch divisions throughout the Western United States and Canada. We service Northern California with local branches in San Francisco, San Jose, Sacramento, Stockton and Fresno. We carry, deliver and stock drywall at each of the five local branches. The full-scale manufacturing operation in Stockton has state-of-the-art roll-forming equipment, computer numerical control and break press machinery. We're able to manu-



SCAFCO Steel Stud Company is a manufacturer and direct supplier of a complete line of light-gauge steel framing products and accessories for the wall and ceiling industry. SCAFCO's product line includes, but is not limited to, steel studs and track, furring channel, joists, shaft wall, deflection and secure clips, header and jamb studs.

facture the full line of framing products right in Stockton. We also have the ability to manufacture custom break shapes at our other Northern California sites. Large inventories of standard products, along with steel framing products, are maintained at all five of these locations, so customers can find a comprehensive line of available products.

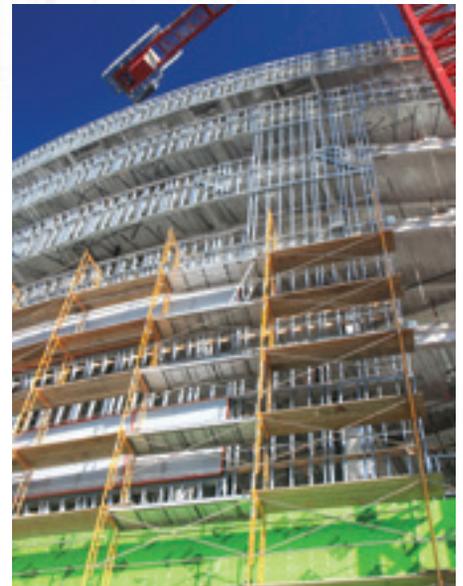
Product Quality

SCAFCO's number one goal is to provide a quality product while simultaneously providing excellent service to our customers. We have a strict policy of using only prime steel with hot-dipped galvanized corrosion protection, meeting all relative American Society for Testing and Materials (ASTM) material specifications. Such a standard ensures that SCAFCO products are manufactured from the best material and protected with industry standard coatings to last the life of the project.

Services

The service we provide to customers starts with our knowledgeable sales staff. Our industry-leading delivery and stocking crews make sure that all materials are delivered on a timely basis, with safety as their top priority. The SCAFCO engineering team assists customers with questions on steel framing, trouble shooting in the field and help with value engineering.

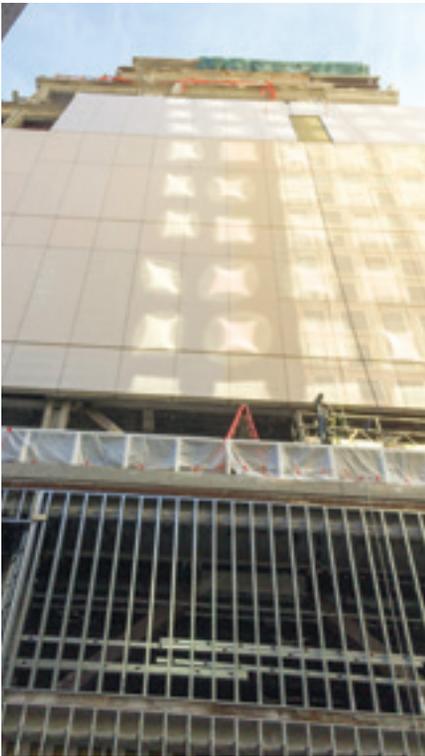
We're a manufacturer as well as a direct supplier. This dual approach means our customers have direct access to the source of their steel framing products, including outside sales, inside sales, delivery/stocking, manufacturing and the engineering department. SCAFCO is part of the steel framing process, from quoting and purchasing through delivery, stocking and technical support. Because



we are in direct communication with the end user of the product, we're able to listen directly to what the customer needs. This process results in overall better customer service and product support.

Projects

We're involved in a variety of distinct and unique projects. One project has been the Museum of Modern Art (MOMA) in downtown San Francisco. Due to the museum's high-profile setting, our delivery and stocking crew was able to showcase SCAFCO's top-of-the-line services. I'm pleased to report we exceeded expectations with respect to delivery timelines and requirements for stocking steel framing and drywall materials on this project. However, this job provided some design and construction challenges. Because of this, our engineering team was in close contact with the contractor on the project, assisting with troubleshooting issues with the framing plan.



All the challenges we surmount help us enhance our customer service in the long run.

Another interesting project we're just finishing is San Francisco General Hospital. Similar to the MOMA, San Francisco General had a number of challenges with delivery and stocking. Our engineering team worked with the contractor to establish framing methods and materials for over 10,000 lineal feet of radius walls and soffits. This project was not an easy feat, but once again SCAFCO's crew came together to surpass expectations.

Advantages for Contractors

SCAFCO focuses on developing new products to help contractors save time and reduce construction cost. We currently manufacture the Priceless Header and Jamb System that can reduce labor by up to 80 percent. The Supreme Framing System is a code-certified product line that is designed to significantly reduce material cost. We've also created a perfect curve product for curved walls, arches and domes that saves the contractor an immense amount of labor over traditional methods. SCAFCO is committed to improving the steel framing experience through innovation and investment, and we're proud of what we're able to offer the wall and ceiling industry through our supplies and services. I look forward to growing and strengthening SCAFCO's relationships with contractors.



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CALENDAR OF EVENTS

MARCH 26-29, 2015

ASA Annual Convention
SUBExcel
Seattle, Washington

APRIL 16-18, 2015

**NWCB 2015 Rancho
Mirage Convention**
Rancho Mirage, California

APRIL 26-30, 2015

**AWCI Convention +
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Long Beach Convention Center
Long Beach, California

JUNE 4, 2015

**WACA Construction
Excellence Awards**
Castlewood Country Club
Pleasanton, California

2015

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Incorporated**

**WELCOME
NEW MEMBERS**

STAY IN THE KNOW

► **Northern California Allied
Trades Association (NCAT)**

Jeannie Simpelo has accepted the position of executive director of the Northern California Allied Trades Association (NCAT) effective January 1, 2015.

NCAT is the umbrella association for Northern California Painting and Finishing Contractors, Inc. (NCPFC) and the Northern California Glass Management Association (NCGMA), which represents hundreds of union painting and glazing contractors throughout Northern California.

Jeannie has 21 years of experience that includes an exemplary track record of growth and technical proficiency in all aspects of collective bargaining, labor relations, human resources and business management.

Congratulations, Jeannie.

► **In Memoriam**

Joseph Albert Meiswinkel passed away on Friday, November 28, at the age of 73. In his early 30s, Joseph and his brother Fred started RFJ Meiswinkel Company, which specializes in lath, plaster, drywall, exterior insulation finishing systems and spray fireproofing. RFJ Meiswinkel Company completed many landmark projects, such as the rehabilitation of ACT Theater, the Flood Building and the San Francisco Center Rotunda.

Meiswinkel's passion for fly-fishing and big game sport fishing brought him to places such as Micronesia, Patagonia, Kamchatka and Cuba. He spent much of

his time in his home in Puerto San Carlos, Mexico, where he enjoyed fishing off the shores of Magdalena Bay. He passed away surrounded by family and friends after fighting a two-year battle with cancer. Meiswinkel was a man dedicated to his family, his business and his industry.

► **CEMCO**

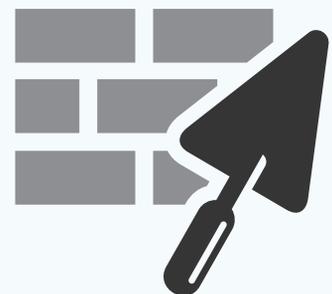
CEMCO has finished buying its Fort Worth, Texas, manufacturing facility. Sitting on a 22-acre site, the manufacturing building is 180,000 square feet and has served as the company's base of operations since 2011.

► **Gypsum Association and
Kellen Company**

Last November, the Gypsum Association secured the services of Kellen Company, a global professional services firm, to assist with and enhance the association's code advocacy work. Leading the codes efforts for the association will be Mike Fischer, Kellen's director of codes and regulatory affairs.

► **HILTI**

WACA members Sam Dean and Tony Cantu, formally with SCAFCO, joined HILTI last year. You can reach Sam at sam.dean@hilti.com and Tony at tony.cantu@hilti.com.



If you have news you would like to share with WACA members and would like to be included in the Stay in the Know corner, please email Julie Dunaway at julie@wallandceiling.org.

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