

# THE QUARTERLY

WINTER 2014

A PUBLICATION OF THE WALL AND CEILING ALLIANCE



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Holiday Party**  
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Carmen Valencia-Castillo  
Marketing Director

# FOCUSED ON **YOUR** FEEDBACK



Thank you to our members and partners who attended our annual Holiday Party on December 14, 2013. This event is our biggest event of the year, and it's always nice to end the year celebrating with people who contribute to the success of our association and are highly respected members of our community.

One of our objectives for 2013 was to improve the way we communicated with our members — so we created *The Quarterly* magazine. To expand our outreach, in addition to *The Quarterly*, we rolled out a monthly e-newsletter starting in January. Our e-newsletter includes announcements on educational workshops, events, meetings and industry articles. The e-newsletter offers save-the-date notices as well as reminders about current events, and it also highlights articles in *The Quarterly*. We want members to know what's happening every month, so if you're not receiving the e-newsletter and would like to, email me at [carmen@wallandceiling.org](mailto:carmen@wallandceiling.org) — we'll subscribe you right away.

Now that WACA has enhanced its communication plan, our goal for 2014 is to create programs that members will benefit from. One of the biggest initiatives for 2014 is upgrading our current practices and learning more about our members' needs. Wanting to get a better understanding of those needs, we've designed a customized membership survey. We'd like to identify and improve new opportunities, monitor member satisfaction, and improve current offerings. If you ever attended one of our programs (or even if you haven't) and had

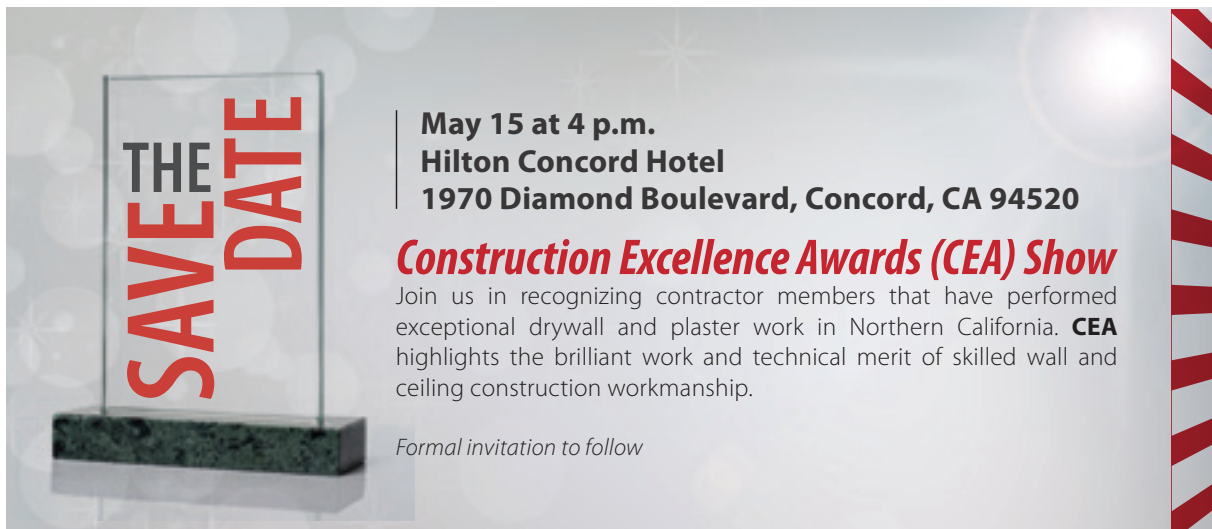
recommendations that can benefit the association, we encourage you to take the survey. We welcome ALL your feedback; we promise to listen. In fact, we plan on creating programs around your requests! The survey will take only three minutes of your time, but the feedback we collect will be invaluable for improving our overall practices and creating programs that you want.

#### Take the Survey!

The survey is posted on the home page of our website: [www.wallandceilingalliance.org](http://www.wallandceilingalliance.org). The survey will be emailed, mailed and faxed to members. We encourage you to respond to the survey using whichever method you prefer.

We'd like to provide solid networking opportunities, professional development and communication aimed at cultivating your business. We know being a WACA member is a choice. That's why we want to add real value to your membership, and your feedback is the only way we can advance.

Thank you for your time, and we hope to hear from you soon!



**May 15 at 4 p.m.**  
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***Construction Excellence Awards (CEA) Show***

Join us in recognizing contractor members that have performed exceptional drywall and plaster work in Northern California. **CEA** highlights the brilliant work and technical merit of skilled wall and ceiling construction workmanship.

*Formal invitation to follow*



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# THE QUARTERLY

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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:** Brewery, Winery and Food facility at the University of California, Davis, 2011 Project of the Year – Exterior, Raymond-Northern California, Inc.  
Photographer: Robert Canfield

# NEW BEGINNINGS

Hello and thank you for your time. I'm Nancy Brinkerhoff, CEO and president of Ironwood Commercial Builders, Inc. (ICBI). On January 16, the WACA Board of Directors elected me to be the new president of WACA. It's a great honor to be able to serve this association and its members in this new capacity.

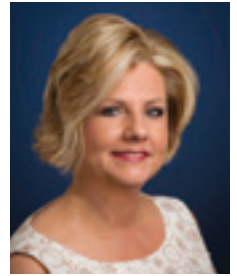
I'll offer a brief background about myself, so you know who I am as we move forward together for the next three years in the wall and ceiling industry.

Besides being the president of Ironwood Commercial Builders, Inc., I lead the business development for the company and oversee all day-to-day operations. We take pride in providing clients with exceptional service in all areas of the construction process. The business

strategy and financial fortitude I've been able to offer ICBI has enabled the company to expand in all aspects of its growth. I also currently serve as president of the Board of Directors for the Bay Area Builders Exchange, chair of the Northern California Plasterers Health and Welfare Trust Fund and trustee for the Northern California Plasterers Pension Trust Fund. I am also on the AWCI Board of Directors and am a member of NAWIC.

My previous official experience with WACA — being the secretary/treasurer for the past three years — has allowed me to truly get to know this dynamic association, its purpose and the people we serve.

I look forward to being your WACA president and hope you will join us in this exciting journey!



Nancy Brinkerhoff  
Board President

## REFLECTION

*"When obstacles arise, you change your direction to reach your goal; you do not change your decision to get there."*

— Zig Ziglar

It's hard to believe time has gone by so fast since my WACA presidency first began in May 2011. It's been nearly three years since the WACA Board was developed, and I was honored to be elected WACA Board president. We faced many decisions and, as a Board, powered through them. But I've already had to say a fond farewell to my responsibility as the president of WACA, which was a privilege to fulfill. Now I'd like to share a few thoughts with you as I begin serving as your past president.

From the creation of the WACA Board, which originally included 13 members, we've learned that we needed to work as a team to accomplish our mission. In the past 32 months we've managed to have WACA acknowledged as the sole bargaining unit for all wall and ceiling contractors in Northern California, and we've doubled our membership and doubled our member offerings.

In my previous message in *The Quarterly's* Fall 2013 issue, I talked about the importance of welcoming potential new members into the fold. I spoke about communicating what WACA is and what we do. This opportunity officially rests on the shoulders of our hard-working

WACA staff and new Board of Directors. But it is also an ongoing journey I leave to the staff, new Board and members! Together we can find real solutions to the problems facing our profession, with real benefits to our members and industry partners.

For me personally, in looking back, I don't think I would change a thing. I have met more people in the industry than I ever knew existed, and, with this, I have gained a new respect for all of the manufacturers, suppliers, support businesses and even my competitors. Being involved from the inside rather than commenting from the outside has really changed my perspective.

My appreciation goes out to all the people who have supported the vision and efforts of WACA these past few years. Without your help and influence, we would not be who we are today. Be sure to take a moment to meet our new president officers and Board of Directors!

As always, your valuable time is appreciated. Now in 2014, I look forward to serving as your past president on the WACA Board. And I am grateful for the opportunity to continue serving WACA and its members.



Steve Eckstrom  
Board Past President



# Announcing the 2014-2015 Board of Directors



**Nancy Brinkerhoff**

*President*

**CEO and President, Ironwood Commercial Builders, Inc.**  
Incorporated in 2007, Ironwood's specialty is framing, drywall and taping, lath and plaster, and fireproofing. Nancy serves on the Board of Directors for AWCI, and she serves as the chair for the Northern California Plasterers Pension Trust Fund and as trustee for the Northern California Plasterers Health and Welfare Trust Fund.



**Steve Eckstrom**

*Past President*

**Third-Generation Owner, President, California Drywall Company**

California Drywall Company has been in business since 1946. Steve is a third-generation owner in his family's construction business and has spent 27 years with California Drywall. He is currently a trustee for the DC-16 Bay Area Painters & Tapers Pension Trust Funds and the DC-16 Health and Welfare Trust Fund.



**Jim Ruane**

*Vice President*

**Second-Generation President, Patrick J. Ruane, Inc.**

Patrick J. Ruane, Inc. was formed in 1940, specializing in lath, plaster and drywall. Jim serves as trustee for the Northern California Plasterers Pension Trust Fund, the Northern California Plasterers Health and Welfare Trust Fund and the Plasterers #66 JATC, and he is the mayor of the city of San Bruno, California.



**Todd Fearon**

**Northern California Regional Manager, Performance Contracting, Inc. (PCI)**

PCI was formed in 1987 and now has more than 800 salaried individuals and 6,000 skilled craft workers across the United States. The company's specialty is interiors, metal stud framing, drywall, plaster, fireproofing and acoustical. Todd has been in the construction industry 29 years, with the last three at PCI.



**Tim Stiller**

*Secretary/Treasurer*

**Vice President and Area Manager, Raymond-Northern California, Inc.**

Raymond-Northern has been in business since 1936, with work performed all over the country. Tim is responsible for overseeing operations and business relationships with clients throughout the Northern California region. He has spent almost his entire career with Raymond-Northern, joining the team in March 1987.



**Roger E. Henley Jr.**

**Third-Generation Owner, CEO and President, Henley & Company**

Henley & Company was established in 1995 and specializes in lath, plaster and insulating systems. Roger is a trustee for the Northern California Plasterers Pension Trust Fund and the Northern California Plasterers Health and Welfare Trust Fund.



**Shawna Alvarado**

**Second Generation, Controller, O'Donnell Plastering Inc.**

Since 1972, O'Donnell Plastering has specialized in lath, plaster, EIFS, scaffolding, fireproofing and metal studs. Shawna has been in the industry for 21 years and is a member of the National Association of Women in Construction (NAWIC), the American Society of Professional Estimators (ASPE), the Plasterers JATC Sub-Apprentice Committee and the Hods Local 166 Health and Welfare Trust Fund.



**Kristen Meiswinkel**

**Second Generation, Managing Director, RFJ Meiswinkel Company**

RFJ Meiswinkel Company's specialty is metal framing, lath, plaster, drywall and cement panels. Kristen has been in the construction industry and with RFJ Meiswinkel for 20 years. She serves as trustee for the Northern California Plasterers Pension Trust Fund and the Northern California Plasterers Health and Welfare Trust Fund.



**Gregg Brady**

**President, Brady Company/Central California**

Brady Company/Central California was founded in 2002, with roots dating back to 1946. Gregg has been in the industry for nearly 25 years and serves on the following committees: Western State Union Contractors Alliance (NBI) and Western States Drywall/Lathing Industry Labor-Management Cooperation Committee, Inc. (DICAT).



**Joe Parker**

**Second-Generation Owner, President, Karsyn Construction Inc.**

The company was established in 2002, serving Central Valley from Bakersfield to Sacramento. Karsyn Construction specializes in metal stud framing, drywall installation, drywall finishing, lathing, and interior and exterior plaster. Joe currently serves as trustee for the Northern California Plasterers JACT.



**Brandon Davidson**

**Third Generation, Estimator and PM, Davidson Plastering Inc.**

The company has been in business for 60 years, specializing in lath and plaster. Brandon has been in the construction industry for nine years, all with Davidson Plastering.



**John Sytsma**

**Vice President and District Manager, Anning-Johnson Company**

In business for 74 years, Anning-Johnson performs work throughout the United States specializing in metal stud framing, drywall, lath and plaster, EIFS, fireproofing, and metal decking. John has been in the construction industry for 15 years, all of which have been at Anning-Johnson Company.

# FORGING ALLIANCES



Welcome to 2014! This February, our staff, Board of Directors and I here at WACA want to wish you good health, prosperity and happiness as we move forward into the new year. We're proud to bring you the second issue of our newly launched magazine, *The Quarterly*, and are eager to help you build amazing accomplishments in the year to come.



Frank E. Nunes  
Executive Director

Based upon my experience and witnessing the lives of others around me, I believe that rarely do any of us have the time or capacity to accomplish something remarkable on our own. If it's anything significant, anything vast ... you just can't do it by yourself, even if the idea is your handcrafted vision.

I've learned that it's necessary to forge alliances in order to achieve success. It's part of human nature — and even economics — to need collaborative partnerships, especially in an industry as competitive as ours. To that end, no matter how good you are, success is about people and relationships. Developing and sustaining these connections of trust and respect will help you do the job right, move your business forward and help strengthen the community around us.

## **WACA is your partner.**

Our association helps our members forge new and productive alliances on all different levels: networking, education and information.

### **Networking**

In addition to our outstanding Holiday Party, fun golf tournament and prestigious Construction Excellence Awards Show, WACA also offers member meetings, technical seminars and educational programs.

Member meetings have the practical purpose of allowing attendees to learn more about the industry, but they also serve as fun social events. You can look forward to having a member or guest speaker begin each dinner with a 15- to 20-minute discussion on an industry-related topic, such as insights into new products or programs that benefit contractors. We've heard your feedback and decided the popularity of this presentation was too great to ignore! If you're interested in one of these speaking opportunities, please contact Carmen Valencia-Castillo, marketing director, to reserve one of our meeting dates.

### **Education**

WACA will be offering a number of educational opportunities this year — such as the Continuous Insulation and Air Barrier Systems series — from the Wall and

Ceiling Bureau team in May. Along with our educational partners United Contractors and Allied Trades, we'll also offer other in-person classes with expert instructors throughout Northern California. Visit our events calendar on our website to see the list of available courses and sign up.

### **Information**

Interested in the latest industry news? Sign up for our monthly e-newsletter, and read our "Stay in the Know!" column on our website. New articles are also posted frequently on our LinkedIn page.

WACA is always searching for innovative ways to outreach and extend our influence even more. Through our legislative advocacy, WACA continues to influence on behalf of all our members. For instance, WACA is currently forging alliances in the community in support of low-income housing via activism.

Our partnership with the American Subcontracting Association brings us a voice at the national level and allows us to help support scholarship programs and the industry.

So we want to ask you ... how can WACA help you forge new alliances?

### **Three steps you can take today:**

1. Register for one (or more!) of our networking events
2. Sign up for an in-person class provided by WACA or our educational partners
3. Take advantage of our online resources to stay informed

Alliances help increase opportunities, expand connections, strengthen relationships and aid in forming agreements. We want to support and increase our members' prospects. This is why we've partnered with other groups to help support one another's goals.

Take advantage of our resources! They're all here for you to use. Everyone can reap these benefits, as we forge ahead into new alliances to improve our businesses and industry even more in 2014.

# PROMPT-PAYMENT LAWS: TRAPS FOR THE UNWARY

by Patricia Walsh, Esq., Leonidou & Rosin Professional Corporation



Prompt-payment statutes, found in California's Civil Code ("CC"), Public Contract Code ("PCC") and Business and Professions Code ("BPC"), once were viewed as a "hammer" wielded to secure timely payment from an owner, a direct contractor or a subcontractor. The remedies available under these statutes, applicable either to progress payments or retention, vary depending on whether the work of improvement is private or public, and whether the contract is with a local agency, a state agency or California State University.<sup>1</sup> During the past decade, appellate decisions interpreting these statutes have substantially abrogated prompt-payment remedies. Enforcing them can be a tricky proposition, and the "hammer" may instead land on the toes of those who wield these remedies unwisely.

Prompt-payment statutes impose penalties on late payments as to which there is no good-faith dispute that range from 10 percent per annum to 2 percent per month. Attorney's fees and costs may be recoverable if an action is brought to recover penalties, depending on the statute. The latter remedy can be especially powerful if fees are not otherwise recoverable.

An example of a frequently relied-upon statute is BPC section 7108.5, which applies to progress payments on virtually all works of improvement. Less common is PCC section 10262.5, which also governs progress payments, but only on projects with state agencies (not local agencies). Both laws require that a direct contractor or subcontractor make payment to a subcontractor within seven days of receipt of payment on account of the subcontractor's work. No more than 150 percent of amounts disputed in good faith may be withheld. A penalty of 2 percent per month will be assessed on amounts wrongfully withheld. Unlike other statutes, such as PCC section 7107(f) (applicable to retention), these statutes do not expressly preclude the recovery of prejudgment interest in addition to penalties. Attorney's fees and costs are recoverable if an action is brought. (*Caveat*: BPC section 7108.5 expressly provides that rights under this statute may be waived by the written agreement of the parties; PCC section 10262.5 does not address waiver.)

One risk associated with pursuing prompt-payment penalties is that the right to attorney's fees under the statute is likely to be considered to be reciprocal. If liability under the statute is not established, a claimant may be liable for its opponent's fees and costs. Given the relative ease of defending a prompt-payment claim on the basis that a good-faith dispute exists, this risk can be substantial.

Before filing suit on a prompt-payment statute, consider whether the statute expressly allows for a waiver of rights. Some statutes expressly prohibit waiver, such as PCC section 7107(h) (public works) and CC section 8820 (private works), both governing retention payments. Waiver frequently occurs by way of pay-when-paid clauses, which associate the timing of payment with the receipt of funds from the owner or the direct contractor and upon the obligation to submit a payment application in acceptable form, furnish lien releases, certified payroll or proof of insurance, etc. Before invoking the applicable statute, ascertain whether a waiver is barred, and, if not, make certain that all conditions to payment have been satisfied. Only then will the statutory time for payment begin to run and potential liability arise.



Proving the existence of a “good-faith” or “bona fide” dispute, a burden that ordinarily falls on the defendant, may not be all that difficult, given that at least one appellate court has held that a mere subjective belief in the existence of a dispute is sufficient.<sup>2</sup> In a subsequent decision, an appellate court held that an objectively reasonable standard should apply as to the “good faith” nature of the dispute.<sup>3</sup> These divergent views of the appellate courts have not been resolved. If good faith is found as to the disputed amount withheld, then the party bringing the action under the statute may be liable for reasonable fees and costs. However, only 150 percent of the amount in dispute may be held hostage; penalties will be assessed on the remaining amount.

In order to avoid belated allegations of a good-faith dispute, document in correspondence the absence of disputes, especially where pursuing final payment. Mention any compliments paid you about the timing or quality of your work. A friendly letter to the owner, the contractor or the subcontractor confirming your understanding that there are no issues with respect to your work or obli-

gations under the contract and requesting a prompt response if there is disagreement on those issues will serve this purpose.

Potential claimants also should carefully consider whether the amount withheld is the subject of a dispute. Courts have broadly interpreted this statutory term and have held that it may include not only potential deductions justified by a breach of contract or failure of performance but also amounts that are the subject of an affirmative claim, such as for change orders, disputed either due to entitlement issues or simply questions of monetary value.<sup>4</sup> Under this scenario, not only does a direct contractor or subcontractor face a delay in payment for extra work, but a claimant also may face having 150 percent of the value of affirmative claims withheld from retention until claims are settled.

Finally, potential claimants should consider whether the prompt-payment statutes are applicable to their work. At least one court has held that where a contract called for two payments, including a remaining payment upon completion of the work, that payment was not a progress payment within the meaning

of the prompt-payment statutes.<sup>5</sup> If retention is not withheld from a contract, it is unlikely that prompt-payment statutes governing retention will be applicable.

Trade groups such as the American Subcontractors Association of California, including its local chapter, Bay Area ASA, Inc., of which WACA is a member, are actively pursuing legislation that will eliminate unintended effects of prompt-payment statutes and return this hammer to the prompt-payment toolbox that the Legislature originally intended.

#### References

1. Not all prompt payment statutes are addressed in this article; only those more commonly encountered by the wall and ceiling industry are mentioned. For a copy of a chart outlining most prompt-payment remedies, contact WACA.
2. *Alpha Mechanical, Heating & Air Conditioning, Inc. v. Travelers Casualty & Surety Co. of America* (2005) 133 Cal. App. 4th 1319, 1339.
3. *FEI Enterprises, Inc. v. Yoon* (2011) 194 Cal. App. 4th 790, 804-805.
4. *Martin Bros. Construction, Inc. v. Thompson Pacific Construction, Inc.* (2009) 179 Cal. App. 4th 1401.
5. *Murray's Iron Works v. Boyce* (2008) 71 Cal. Rptr. 3d 317.



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# DANCING THE NIGHT AWAY

## WACA'S 2013 HOLIDAY PARTY



San Francisco's Fairmont Hotel saw a lively crowd on December 14, 2013, with all the WACA attendees of the 2013 Holiday Party. More than 295 people filled the Pavilion Room of the world-famous Fairmont for drinks and hors d'oeuvres to start off the festive evening.

When the party moved to the Venetian Room for dinner and dancing, our guests were treated to a magical "winter wonderland" of sparkling décor, white rose tablecloths and bright blue holiday lights illuminating the architecture and high ceiling. The first course whetted appetites with maple-roasted butternut squash and apple bisque, along with diced caramelized squash and cider drizzle. Guests were then treated to Canadian lobster tail and grilled beef tenderloin, accompanied by morel mushroom and terrace rosemary jus in a red-wine shallot mash.

Frank Nunes, executive director of WACA, took a moment during dinner to graciously thank our generous sponsors, our Board of Directors and our special guests. Our executive director then expressed a

heartfelt appreciation for the men and women in the U.S. military, who make it possible for so many to enjoy a peaceful holiday season with families and friends.

A dinner raffle topped off the evening with prizes ranging from \$50 to \$1,000 gift cards, with the winners beaming at their good luck. The delicious third course (rosemary candied pecans baked in Jack Daniel's and a white chocolate raspberry martini) didn't last long before the live entertainment, the Fast Times 80s Dance Party band, leaped on stage. The energetic band — all dressed in white to match the winter theme — filled the dance floor in a heartbeat with guests breaking out their dance moves into the night.

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

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- Raymond Northern California
- Western States Drywall/Lathing Industry Labor-Management Cooperation Committee, Inc.
- Westside Building Materials

### GOLD

- Plasterers & Cement Masons Locals 66 and 300

### SILVER

- Cement Masons' Local #400
- Gallina LLP
- Sweeney, Mason, Wilson & Bosomworth







# NEXT MEMBERS' MEETING

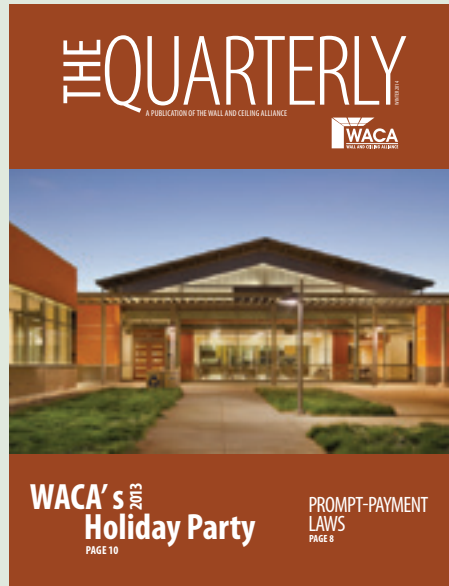
**Date:** April 16, 2014  
**Location:** Maggiano's Restaurant  
 3055 Olin Avenue, Suite 1000  
 San Jose, CA 95128  
**Event Fee:** \$50

Register by going to our website's event calendar page or by emailing Nadia Howard at [nadia@wallandceiling.org](mailto:nadia@wallandceiling.org).



# ADVERTISING OPPORTUNITIES IN

## *THE QUARTERLY*



With the successful premiere of *The Quarterly*, wall and ceiling contractors throughout Northern California now have a brand-new valuable resource for the news and information they need to know — straight from the one association that’s looking out for their interests.

If your company serves these contractors, there’s no better ad space opportunity for you than *The Quarterly*!

### Ad space opportunities are available in the following sizes:

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# Karsyn Construction Inc.

by Joe Parker, President and CEO

Karsyn Construction Inc. was established in 1995 in Fresno, California. We've been serving clients for 19 years, all the way from Sacramento to Bakersfield, essentially covering the Central Valley and the Central Coast.

Our company started in August of that year, with assistance from my father, who'd been an estimator for many years. We also had help from some choice craftsmen from the Fresno area. It was a natural step from that point to start influencing and supporting the local community, as I had gone to school in the area and wanted to continue being a part of this diverse and amazing community.

Currently, we employ 52 craftsmen, and we specialize in metal stud framing, drywall, lath and plaster, including specialty plasters like Venetian and exterior insulation finish systems (EIFS).

We've previously worked on projects such as the Fresno Heart Hospital and the Fresno Grizzlies Chukchansi Park Baseball Stadium, and we are just finishing up our work on Fresno's newest middle school, Rutherford Gaston Middle School. Over the years, we seem to have found our niche in the construction and remodeling of educational facilities. The remainder of our work centers on hospitals, medical office buildings and institutional buildings.

Even though we're on familiar ground in terms of our focus and professional accomplishments, there are still challenges we frequently deal with. Competition from nonsignatory contractors is probably the biggest challenge. And, as with all things, the construction industry has become more complicated, particularly in terms of safety. With the frequent changes in codes and ever-changing safety requirements, safety is becoming an issue requiring



more time and appraisal each year. Increasing workers' compensation and insurance costs make it more challenging to stay competitive with our bids. The stricter the regulations, the more consideration our construction procedures require.

On the bright side, being a WACA contractor has significantly changed so much about being in this business. I wasn't involved in our local association when I first started Karsyn Construction Inc. Now, being a part of this educational and informative group has helped tremendously in many areas. For

instance, I remember one pre-WACA negotiation was going very badly, and our company had to call in the federal mediator to help manage it. It was during that difficult situation that merging with WACA seemed like the right thing to do. That bold step and this new association took us out of the dark ages and gave the Central Valley a voice. It's nice to be able to sit at the table with the big guns.

I am pleased to say that Karsyn Construction Inc. has completed more than 350 projects, with nearly \$100 million in sales during the past 19 years. We could not have accomplished this without having some of the most qualified workers in the construction industry on the job with us. I believe we do have the finest crew members here in the Valley, and we do our best to keep them happy. We want to serve our staff as well as all our clients, and I believe, because of that, we have very low turnover.

Maybe it's this attitude of serving all to the very best of our abilities that has given us our biggest accomplishment so far — surviving this economy, especially in this area, when there was little to bid on for a long time. But now we're finally getting past that, and it's giving us a chance to build back up.

I'm proud to be the president and CEO at Karsyn Construction Inc. and especially proud of the people I have been given a chance to work with: customers, staff members, crews and the fine people of WACA. I look forward to all our accomplishments to come.



# California Expanded Metal Products Company (CEMCO)

by Steve Farkas, Corporate Marketing Manager – Orange County

California Expanded Metal Products Company (CEMCO) is the premier manufacturer of cold-formed steel framing and metal lath products in the Western United States. Founded in 1974, CEMCO is one of the largest manufacturers in the industry and the leader in quality, service and product development. CEMCO's steel framing product segments include: ViperStud® interior stud framing system; metal lath; FAST™ head-of-wall products; Sure-Span® steel framing floor joist system; SureBoard® for shear-wall panels; water-management products; and CSSA Code Certified structural steel framing products.

For almost 40 years, CEMCO has supplied the construction field with the highest-quality steel framing and metal lath products through a network of carefully chosen distributors nationwide. CEMCO offers one of the broadest product lines available in cold-formed steel framing used for both the commercial and residential construction markets. CEMCO also offers complete engineering and BIM support to architects, engineers and contractors. Our structural engineering group can provide full-scale, stamped and sealed drawings along with complete design services using the latest in BIM technology.

CEMCO's commitment to ensuring the use of mill-certified PRIME hot-dipped galvanized steel guarantees that our products will perform as intended to meet or exceed the most recent IBC and IRC building codes. CEMCO's support and service standards are the highest in the industry, which has resulted in some of the longest-lasting and most successful business partnerships with our customers in the industry.

CEMCO prides itself as an industry innovator. Our most recent development is the release of our Metal Wall Type Manager software, which was developed in conjunction with StrucSoft Solutions LLC, one of our most prominent business partners. This latest software is available for free on our website at [www.cemcosteel.com](http://www.cemcosteel.com). Regarding product development, CEMCO's new Deflection Drift Angle (DDA) is setting new standards of performance when it comes to fire, air and sound abatement in head-of-wall assemblies. We're also offering online resources such as our



website video "Installing the NEW Deflection Drift Angle (DDA)," and we continue to introduce product and technology developments to the industry as quickly and efficiently as possible. In fact, an exciting new development will be announced online very soon, so check our website often!

Currently, one of our ongoing projects is supplying the NSA's Utah Data Center project in Bluffdale, Utah. This project is possibly the largest steel framing project in the United States and is using just about every product we manufacture. However, we have also been involved in supplying material for projects as small as a 10-foot-by-10-foot shed, proving CEMCO's adaptability and range in our ability to serve our customers.

As an active member of WACA, CEMCO puts at the forefront its care and concern for those

using CEMCO products in the field. We look to them for feedback on how we perform for them as suppliers of steel framing and metal lath products for their projects. CEMCO's close relationship with these clients continues to provide the necessary lines of communication when it comes to the latest in construction technologies, along with expectations for service and support — allowing us at CEMCO to constantly monitor our levels of quality and service from the vantage point of the end user.

CEMCO is proud of its reputation as the leader in quality and service for nearly four decades. CEMCO is one of the few U.S.-based steel framing and metal lath manufacturers that continues to sustainably grow in an ever-increasingly competitive industry, which has seen its share of companies, both large and small, cease to exist.



**Not a member yet?  
Join today!**



We are actively working on increasing our member services. If you are active in the wall and ceiling industry and would like to become an associate member, fill out this application!



## Associate Membership

<b>Company Name:</b>		<b>Date:</b>	
<b>Street Address:</b>		<b>Industry:</b>	
<b>City:</b>	<b>State:</b>	<b>ZIP:</b>	
<b>Phone Number:</b>	<b>Fax Number:</b>		
<b>Email Address:</b>	<b>Website:</b>		

<b>OFFICERS OR OWNER(S) OF COMPANY:</b>			
<b>Principal:</b>	<b>Title:</b>	<b>Contact Number:</b>	<b>Email Address:</b>
<b>Principal:</b>	<b>Title:</b>	<b>Contact Number:</b>	<b>Email Address:</b>
<b>Principal:</b>	<b>Title:</b>	<b>Contact Number:</b>	<b>Email Address:</b>

<b>Primary Contact:</b>	
<b>Title:</b>	<b>Email Address:</b>
<b>Phone:</b>	<b>Mobile Number:</b>
<b>How would you like to receive information from us?</b> <input type="checkbox"/> Email <input type="checkbox"/> Fax <input type="checkbox"/> Mail <input type="checkbox"/> Phone Call	

### Company Agrees As Follows:

Company hereby applies for Associate Membership in the Wall And Ceiling Alliance (WACA). If accepted to membership, Company agrees to conform to the Bylaws of the Association, including, without limitation, all regulations regarding payment of dues. The Company acknowledges receipt of a copy of the WACA Bylaws.

\_\_\_\_\_ (Your Initials Here)

\_\_\_\_\_ (Your Initials Here) **Annual Associate Membership Dues \$300.00**

#### **FOR OFFICE USE ONLY**

\_\_\_\_\_ Application Processed  
\_\_\_\_\_ Board of Directors' Approval  
\_\_\_\_\_ Member Fees  
\_\_\_\_\_ Marketing Dept.  
\_\_\_\_\_ Member File & Certification

\_\_\_\_\_  
Full Name of Officer and Title

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

### Return Application and Payment to:

**Wall And Ceiling Alliance (WACA)**  
Attention: Carmen Castillo  
5726 Sonoma Drive, Pleasanton, CA 94566

Or by email to Carmen Castillo at [carmen@wallandceiling.org](mailto:carmen@wallandceiling.org)

Phone (925) 600-0475 Office ~ Fax (925) 600-0618 Fax ~ [www.wallandceilingalliance.org](http://www.wallandceilingalliance.org)

# THE WCC — WORKING FOR YOU

by Ben Duterte, Technical Director, Wall and Ceiling Bureau; and  
Frank E. Nunes, Executive Director, Wall And Ceiling Alliance

The **Wall and Ceiling Conference (WCC)** is a national technical organization that supports the wall and ceiling industry. The WCC provides technical support to the design community and code officials through the establishment of industry standards in a non-proprietary and unified voice.

The three groups that comprise the WCC are the Wall and Ceiling Bureau (WCB), the Northwest Wall and Ceiling Bureau (NWCW) and the Technical Services Information Bureau (TSIB). They previously worked together on technical issues under the name Western Conference of Wall and Ceiling Institutes. The groups are active participants and technical members of industry organizations that develop and maintain industry standards such as ASTM, Drywall Finishing Council, FCA and UBC, along with ICC, ICC ES, ACI and ASHRAE, to name a few.

The groups felt that the name Western Conference of Wall and Ceiling Institutes narrowed their scope of work specifically to the western states, and, with their combined knowledge base (nearly 40 years of combined industry experience), their contributions could benefit the industry on a national level. Thus, the Western Conference of Wall and Ceiling Institutes' name was changed to the Wall and Ceiling Conference.

#### The WCC will focus on the following:

- Establish and promote industry standards and practices
- Promote the benefits of our union trade workers
- Promote work and capabilities of our union contractor members

- Provide technical services to the architectural and design communities as well as code officials
- Increase awareness of all trends that affect the wall and ceiling industry
- Participate directly in the development of new standards and amendments to existing standards
- Function as the technical authority for the wall and ceiling industry
- Interpret the language and intent of codes and standards

The WCC has launched its new website, [www.wccinfo.org](http://www.wccinfo.org), where you will find documents on a variety of industry-related issues. All the technical documents are created by the WCC. As the industry continues to evolve and change, the technical documents on the website will be regularly reviewed along with the website content.

The WCC encourages involvement from other wall and ceiling organizations. If you're interested in learning more about the WCC, contact your area's technical bureau.



# 2014

## CALENDAR OF EVENTS

**APRIL 16**

**WACA Members' Meeting**

Bay Area

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

**APRIL 23**

**WACA Members' Meeting**

Sacramento

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

**MAY 1-3**

**Northwest Wall and Ceiling Bureau Convention**

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

**MAY 15**

**WACA Construction Excellence Awards Show**

Hilton Concord Hotel

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

**Maverick  
Networks Inc.**

**MGM Drywall, Inc.**

**Radius Track  
Corporation**

# WELCOME NEW MEMBERS

# THE FUNCTION OF ASTM AND ITS COMMITTEE MEMBERS

by Ben Duterte, Technical Director, Wall and Ceiling Bureau



**The American Society for Testing and Materials (ASTM) is an international organization that develops standards for testing materials as well as minimum requirements for installing materials.**

Prior to 2006, the National Building Code (NBC), SBCCI's Standard Building Code (SBC) and ICBO's Uniform Building Code™ (UBC) all embodied code language and listed references to National Consensus Standard Documents to the International Building Code (IBC). Since 2006, the method for establishing the code has, in large part, been by reference to ASTM Standards.

As one example of this change, Chapter 25 Section 2508.1 of the 2013 IBC states, "Gypsum board and gypsum plaster construction shall be ... assembled and installed in compliance with the appropriate standards," in which the listed standard for the "Installation and Finishing Methods for Gypsum Wallboard" is ASTM C 840 and thus the code. ASTM C 754 governs the installation of nonload-bearing framing. The installation of stucco and stucco accessories is governed by ASTM C 926 and C 1063. The installation of acoustical ceilings is governed by ASTM C 635, C 636 and E 580. Whenever possible, the IBC defers to the ASTM for code requirements.

The primary means by which the ASTM sets standards is by soliciting feedback from industry professionals. Oftentimes, ASTM members are product manufacturers or construction-defects companies that have a vested interest in establishing the code. For example, a drywall manufacturer would want to participate on ASTM committees that establish methods for testing drywall to ensure that those procedures (the code) adhere to the manner in which it manufactures and tests its products. Typically, the participation by many manufacturers creates few problems when it comes to abiding by the code. Because there are a number of manufacturers of similar products, the code or ASTM Standards are generally acceptable to most parties. Significant issues arise only when a sole product manufacturer attempts, through that process, to introduce its product to the code or influence the manner in which its product is tested or installed.

A company that is involved with construction defects would want to be represented on the committee that establishes installation methods. For example, ASTM C 1063 governs lath installation. When the code states that lath may not be continuous behind control joints, and the construction-defects company knows that the lath is normally installed continuous, it is in its best interest to ensure that the code does not change. By doing so, the construction-defects company ensures it will continue reaping the benefits of being involved in litigation concerning lath installation.

In these examples, it's apparent why manufacturers or construction-disputes companies would be involved with the ASTM. What's lacking in ASTM committees is participation of the contractor or those that represent the contractor. Although we must adhere to the code for installing our products, we currently have little influence over how codes are established or revised.

## **This is what the Wall and Ceiling Bureau seeks to change.**

As more contractors 1) become ASTM members for only \$75 per year and 2) participate on related ASTM committees, we can exert our influence and protect contractors from unwarranted changes to the code that could adversely affect how we install products. Also, by encouraging our contractor members to join ASTM, our ability to exert our influence becomes even greater. Conversely, allowing others to establish code, without our influence, puts us at an extreme disadvantage.

How this works is very simple. When a change to the ASTM Standard, and thus the code, is proposed, each committee member is notified by email of the proposed change and asked to vote on whether the change should be adopted or rejected. If the proposal has a single negative vote, that negative must be addressed to the satisfaction of the committee and committee chair before it can become part of the Standard (or die in committee).

As a contractor, you, along with your association technical representative, have an opportunity to influence the code. Each company that joins ASTM can review anticipated revisions to the standards and vote on those proposed changes.

Through TSIB, WCB and NWCB, we have only three votes. Although we can influence others on the ASTM committees, we need your involvement. Your crucial participation can be as simple as casting the votes recommended by your technical representative. If just 10 contractors from each region — Southern California, Northern California and the Pacific Northwest — were to join the ASTM and collaborate with their local technical representatives, we could create contractor/installer influence over the code.

Contact your local association technical representative today. Find out how your involvement could make a difference in the code, and possibly the future well-being of your company.

**The WCB's new website is up and running!**



**Visit [www.wallandceilingbureau.org](http://www.wallandceilingbureau.org) today!**





# WACA MEMBERS

## CONTRACTOR MEMBERS

Aderholt Specialty Company, Inc.  
Allen Specialties, Inc.  
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Basco Drywall & Painting Co.  
Bayside Interiors, Inc.  
Berger Bros., Inc.  
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Brady Co./Central California  
California Drywall Co.  
Coast Building Products  
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North Counties Drywall  
O'Donnell Plastering Inc.  
Pace, Inc. (dba Pace Drywall)  
Pacific West Lath & Plaster, Inc.  
Patrick J. Ruane, Inc.  
PCI (Performance Contracting, Inc.)  
Pro-Wall Systems Inc.  
Psi3g, Inc. (Partition Specialties, Inc.)  
Raymond Guaraglia Drywall Finishing, Inc.  
Raymond-Northern California, Inc.  
Robert Boeger Plastering, Inc.  
Service Plastering, Inc.  
Stockham Construction, Inc.  
Surber Drywall Construction  
Thomas Interiors  
W.F. Hayward Co.

## ASSOCIATE MEMBERS

A.M.S. dba Allied Building Products  
Ames Taping Tools  
Amico  
Ariam Consulting LLC  
Bear River Sales Co. Inc.  
Bear Scaffold  
BlazeFrame Industries  
BMI Products  
CALPLY (dba L&W Supply)  
CEMCO  
ClarkDietrich Building Systems  
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Scafco Steel Stud Mfg. Co.  
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