

OCT. 2001

stamped in
 **CONCRETE**

Newsletter of the American Concrete Institute, Inc., Northern California & Western Nevada Chapter, Inc.

2001-2002

ROYCE J. RHOADS

President

Synthetic Industries, Inc.
1320 Standiford Ave. #4-105
Modesto, CA 95350
209-523-3407
royce_rhoads@sind.com

W. J. "MAC" McCLELLAND

Vice-President

Master Builders, Inc.
11325 Sunrise Gold Circle #C
Rancho Cordova, CA 95742
800/992-9950
wmcclelland@mbt.com

CALVIN R. CANNON

Past President

TED ALLURED

Executive Manager

444 Oak Place
San Andreas, CA 95249
800-753-7711
209-754-1559 fax
tallured@goldrush.com

ACI Chapter

www.aci-ncawnv.org

ACI International

www.aci-int.org

Directors

DEAN BROWNING

PETE CONLIN

DAVE BAKER

TOM L. CARTER

JOHN S. COMPOGINIS

ROSS ESFANDIARI

Committee Chairpersons

CLIFF CRAIG

Certification

W.J. "MAC" McCLELLAND

Construction Awards

BRENT COULSON

Education

DOUGLAS M. YEGGY

Membership

TOM L. CARTER

National /Chapter Liaison

CALVIN R. CANNON

Personal Awards

W.J. "MAC" McCLELLAND

Programs

BRETT R. LORD

Public Relations

AKTHEM AL-MANASEER

Student Activities

RICK HYDEN/BOB O'NEILL

Technical

JOHN S. COMPOGINIS

Newsletter

October 2001 - ACI Construction Awards Banquet

Tuesday: October 9, 2001

Location: Lafayette Park Hotel
3287 Mt. Diablo Blvd • Lafayette, CA.

Social Hour: 6:00 p.m. • Dinner: 7:00 p.m. • Program: 8:00 p.m.

Price: \$40.00 per person

Menu: Choice of Grilled Pork Loin or Stuffed Breast of Chicken

Reservations: *Please call in your reservations with choice of entree to the Chapter Office (800) 753-7711 or email tallured@goldrush.com by Friday, October 5th.*

Program: *ACI Chapter Construction Awards*

Board Meeting: October 2, 1 p.m. • Hanson Aggregates Conf. Rm. • Pleasanton

20th Annual Angel Island Regatta October 6th

Just a few days left until this stellar day of water-borne enjoyment -- and there might still be a chance for late-comers to attend. Be sure to call (650) 967-6982 for last-minute information!

ACI Chapter 2001 Construction Award Winners

Please join us on October 9 to honor outstanding projects and the companies that helped make them a reality. Our Annual Construction Awards Banquet is one of the professional highlights of the year, and we invite you to be a part of it!

Architectural Category

Henry Architects – Lodi Cinema 12 & Elm St. Redevelopment

Construction Category

C.C. Meyer, Inc. – Lake Natoma Crossing

Structural Category

Watry Design Group – U.C. Santa Cruz Core West Parking Structure

Unique Use of Concrete Category

Julio Hallack, Inc. – Stone Residence Labyrinth

President's Message: A Wake-Up Call for All Americans

On Tuesday, September 11, 2001, as I watched the events unfold in New York and Washington on television I thought, "What a wake-up call for the United States and each one of us as Americans." I asked myself, "Am I as dedicated and committed to my beliefs, my chosen profession and duties as I should be or am I just going through the motions?" For decades (since Pearl Harbor) we have been blessed with the comfort and security the United States borders have offered. On September 11, 2001, everything has changed.

We Americans now must dig a little deeper to support our beliefs, work a little harder to be the best at our chosen professions and reach our highest potential in the duties of that profession. A fresh, renewed energy in patriotism has swept across the United States following last month's events in New York and Washington. I have found a new level of energy to do my part to make this world a better place to live; as I know each one of you have experienced.

This month we celebrate the Construction Awards Winners of this Chapter. The individuals will be awarded for their efforts in design and construction of their respective projects. Please bring a guest to this program and let us start our year energized with the dedicated commitment each one of us should have to our chosen profession.

My best wishes to each one of you.

Sincerely,



Royce J. Rhoads, President

Tech Tip: Pick Suppliers as You Choose a Spouse . . .

By Harvey Mackay, as printed in The Sacramento Bee

... For the Long Haul

This wise man is standing by the pearly gates and St. Peter says, "Your credentials seem to be in order, but before we let you in, I want to see if you are as smart as they say you are. Would you be able to go in there and tell me which one is Adam?"

"Sure."

"How?"

"Adam would be the only one without a belly button."

The point is the rest of us need suppliers.

At our shop, getting and keeping suppliers is on a par with getting and keeping customers. Whoever it is you're in business with will do more, a lot more, to determine your success than the business you're in.

Make no mistake about it. You're in business with your suppliers. They are your lifeline to your customers. If that lifeline is unreliable, it doesn't matter how wonderful everything else is, your ship is dead in the water.

When I bought the bucket of nuts and bolts 35 years ago that was laughingly called an envelope manufacturing company, my first move was to visit all of the outfit's old suppliers. I explained I was new, young and inexperienced, but one thing I knew for sure was that I couldn't make it without them.

"Sonny", they said, "We can sure see that, but that's *your* problem. The question is, how are you going to pay for the stuff?"

I produced letters of credit from my bank guaranteeing payment. As my suppliers, they would have zero risk. "Now that your question is answered," I said, "Here's mine. Before I chose you as a supplier, how can I be sure you are going to be a reliable, competitively priced, high-quality supplier, who can meet my needs not only on a routine basis, but also on an extra-effort basis during peak periods?"

Continued on 6





THE AMERICAN CONCRETE INSTITUTE
Northern California and Western Nevada Chapter

CERTIFICATION COMMITTEE SCHEDULE for FIELD TECH 1 TRAINING

OCT 13/20	STOCKTON (TEICHERT) <i>(SOLD OUT)</i>	FEB. 2/9	SAN JOSE (To be announced)
OCT. 20/27	FRESNO (TECHNICON) <i>(SOLD OUT)</i>	FEB. 21/MAR. 2	SANTA ROSA AREA
NOV. 10/17	SAN RAMON (RMC PACIFIC MAT.) <i>(SOLD OUT)</i>	MAR. 9/16	SAN RAMON (RMC PACIFIC MAT.)
DEC. 1/8	RENO (To be announced) <i>(SOLD OUT)</i>	APR. 6/13	REDDING (CALAVERAS CEMENT)
NOV.	SAN LUIS OBISPO (To be announced)	MAY 11/18	SUNOL (MISSION VALLY ROCK)
		JUNE 8/15	PETALUMA AREA
		JULY 13/20	SAN RAMON (RMC PACIFIC MAT.)

2002 DATES & LOCATIONS

JAN. 19/26 SACRAMENTO (TEICHERT)

APPLICATION for GRADE 1 FIELD TESTING TECHNICIAN CERTIFICATION, 2001

Name: _____

Company: _____

Address: _____

Telephone: (Day) _____
 (Eve) _____

Fax: _____

Session Date: _____

Session Location: _____

Indicate Course:

_____ Two-day Course \$230.00

_____ Recertification \$230.00

_____ Without Workbook \$200.00

_____ Retest \$140.00

_____ Concrete Strength Testing
 Exam Only \$250.00

Total Fee Enclosed: \$ _____

• Applicants must be able to lift 50 lbs. •

Class and test time typically 8am to 4pm
 Dress appropriately for concrete testing.

Concrete Strength Testing and
 Certified Laboratory Technician exams
 will be available depending on demand.

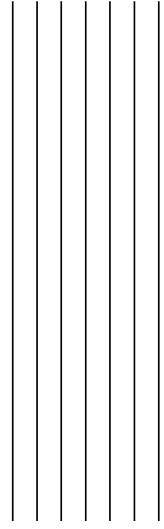
When your check is received,
 your place in the class will be reserved.

You will then be notified of the
 confirmation of your reservation and
 the class schedule.

Notice: Fees for “no shows” are forfeited and are NOT REFUNDABLE without five-day notice prior to the session date.

Make checks payable to: Northern California & Western Nevada Chapter, ACI

Mail checks & make inquiries to: Ted Allured Phone: 800- 753-7711
 444 Oak Place Fax: 209-754-1559
 San Andreas, CA 95249



ADDRESS CORRECTION REQUESTED



San Andreas, CA 95249
444 Oak Place

Northern California & Western Nevada Chapter

Tech Tip: Choosing a Supplier for the Long Haul

Continued from 2

Believe me that little exchange of pleasantries got results. Fewer suppliers, but better suppliers. We had an understanding. I wanted suppliers who would be part of a long range plan. They would could count on me if I could count on them. But before we said our vows, I needed to be sure they were going to be there for me when I needed them.

Good suppliers, like good customers, can last a lifetime. But like good customers, it's a relationship; not just a series of transactions. Relationships require constant monitoring, feedback, communication and fine-tuning.

In the last few years, the trend toward cutting down on the number of suppliers has been accelerating. The fewer the suppliers you work with, the more important are those remaining.

Here are some things to consider --

- ***You need suppliers you can trust.*** You can't select suppliers intelligently if you don't have a clear understanding of your own goals, your standards for price, quality, reliability and the need for peak performance at crunch times.

In other words, you need a) a strategic plan, b) suppliers with whom you can not only share your strategic plan, but have c) a strategic plan of their own that meshes with yours.

- ***You need suppliers who trust you.*** You have to know as much about their operations as you do about your own. You should know the top management of your suppliers. Does it have depth in talent and experience? Is it stable or susceptible to turnover? Is their vision of the future secure or are they in flux, waiting to be sold?

- ***You need suppliers who can perform, not just today, but tomorrow.*** What are their breadth of skills? Do they have the capacity to grow with you, both in volume and in technological capability?

- ***Finally -- show appreciation!***

Mackay's Moral: Your suppliers are your partners in business. Choose them as carefully as you would your partners in life.