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Philadelphia Zoning

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**PUBLISHER**

Walter P. Palmer, 3rd

EDITOR

Lisa R. Godlewski

PRODUCTION & CIRCULATION

Lisa R. Godlewski

ADVERTISING/SALES

Harry Eaby, Paradigm Grafix

CONTRIBUTING WRITERS

Stacy Van Alstyne

Natalie D'Amora

John Gerold

Wayne Gregory

Hilary H. Holloway, Jr.

Michael Magee

J. Bradford McIlvain

Ryan Yockus

DESIGN & LAYOUT

Joelle C. Miller

ACCOUNTING

Elizabeth Carey-Holmes

EDITORIAL OFFICEGeneral Building Contractors Assoc., Inc.
(GBCA)

36 South 18th Street

P.O. Box 15959

Philadelphia, PA 19103

215-568-7015

Fax: 215-568-3115

ADVERTISING & PRINTING

Paradigm Grafix

123 Keystone Drive

Montgomeryville, PA 18936

215-641-4844



Welcome to the summer issue of Construction Today®. This must-read issue is filled with information that you need. To start, our cover article on Zoning Reform reviews one of the most important issues facing development in the City of Philadelphia. Contractors, architects, and developers have been plagued for years with zoning issues, and while we wait for a final solution, here is an update on the progress of this important topic.

The General Building Contractors Association (GBCA) settled another set of one-year agreements with the basic trades. Each agreement has modest increases to the package, mainly to cover the rising cost of benefits and pension underfunding. Believe it or not, this one-year agreement forces labor and management to revisit the cost of construction in less than 40 weeks! Get ready.

On a related note, this is not the summer that contractors are used to having. This is not a summer of unbridled man-hours, but is one of preparation and understanding of the situation. The Associated General Contractors of America (AGC) recently held its annual Executive Leadership Council meeting. This meeting reported that conditions around the nation are not good. All sectors are down -- leaving contractors, owners, architects, and suppliers wondering what move to make next. From California to Texas, the construction industry is hurting. Stimulus dollars have gone to balance state budgets and not to the infrastructure investment that we were all promised. The unemployment numbers are underreported, banks are not lending, owners are not hiring, nor are they building. So what will the construction industry look like after this all blows over?

The answer is no one knows. Frankly we won't know until it's past, so we must prepare now to build the future. We know that the future won't look like the past, but it will have clarity for those who choose to create it. I encourage GBCA members to think outside the box and re-create how we do business, whether it's through private banking, self-insurance, streamlining benefits, getting bigger or smaller.

Contractors need to ask whether they need to join together or go it alone. How much risk should one take and what is the proper amount of risk to reward? Who is building, who is spending, who are the good clients, and who will be? So let's say we look for answers to those questions. One answer is clear -- people need to come together and work out the problem. People are much stronger if they work collectively and not in isolation.

That's why associations matter, that's why this publication matters, and that's why each month the GBCA admits new contractors who want to work the problem through. It's important to talk, read and discuss the issues of the day and work them through collectively -- that's what associations are for. That's what Construction Today® is all about.

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COVER STORY

Zoning Code Reform Project: 50 Years in the Making

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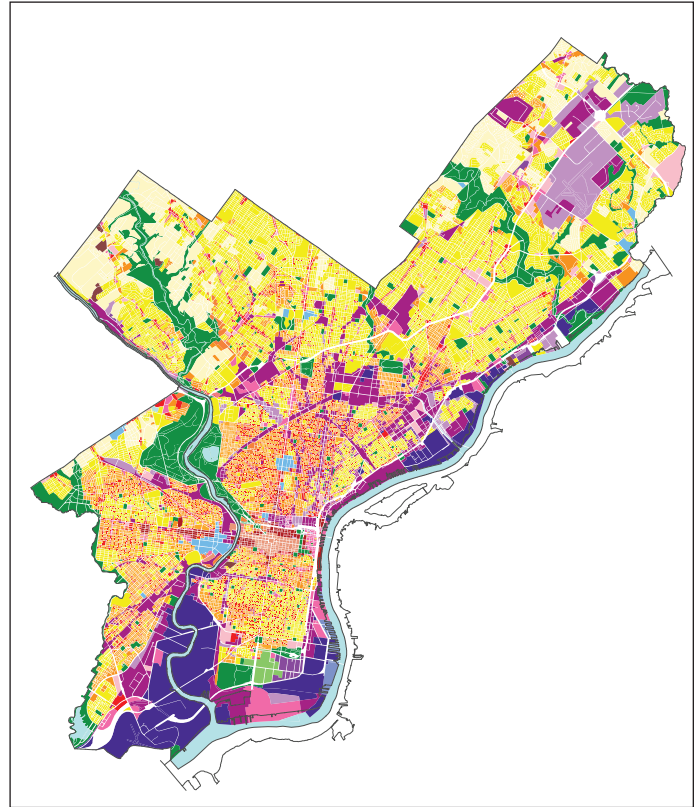
By J. Bradford McIlvain and Natalie D'Amora

Cover Photograph:

The Philadelphia skyline reveals both the network of transportation and infrastructure needed to run a city as well as the breadth of zoning challenges we face.

Photo at right:

This map illustrates the complexity of Philadelphia zoning.



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Think...

SUSTAINABILITY

Think...

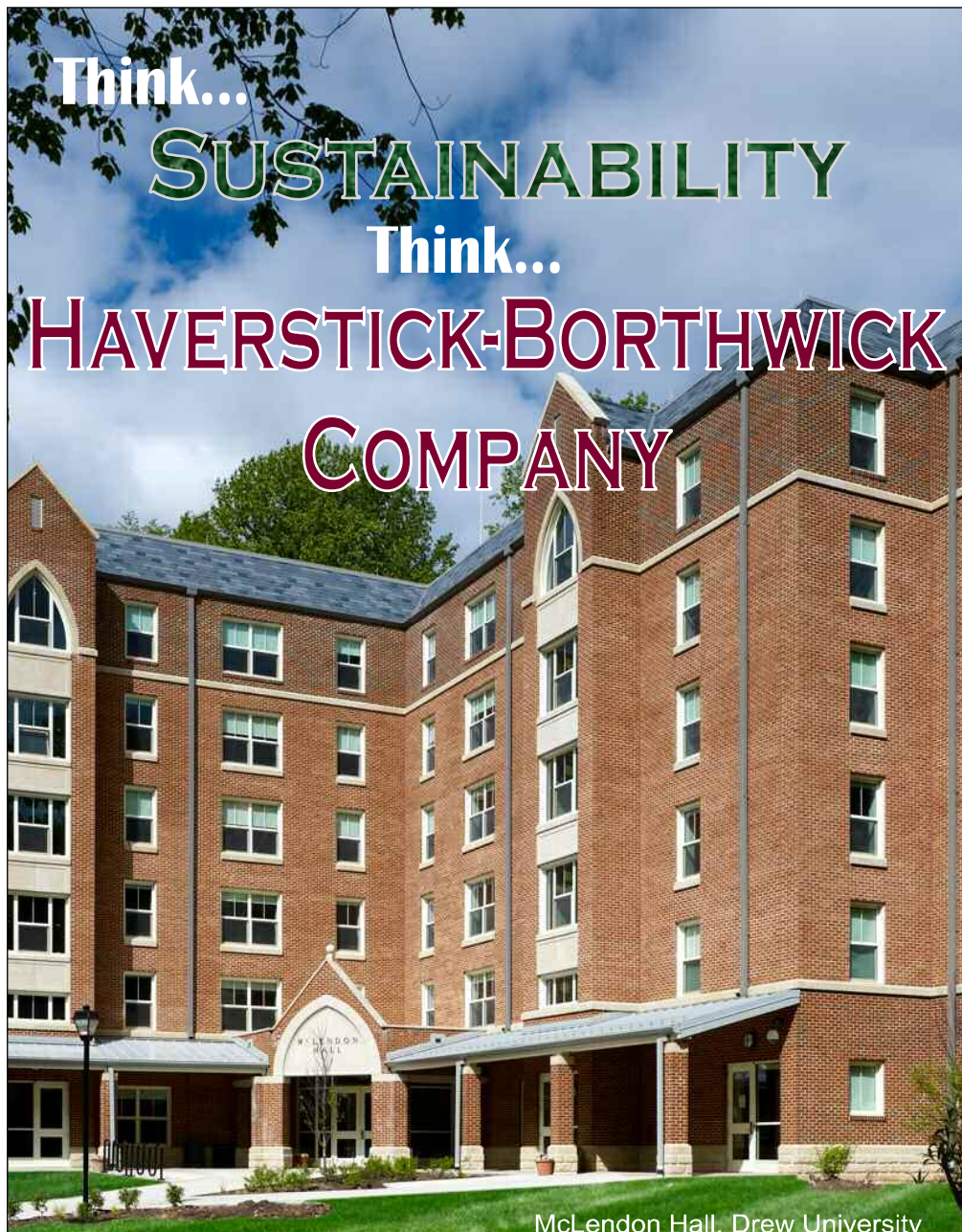
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understanding Economic Indicators

John Gerold

How do they affect you?

EVERY WEEK, WE SEE DOZENS OF economic reports and indicators providing us with a fresh look at the economy. They may tell us how many new jobs were added to the workforce, new homes built, where inflation stands, or how retail sales fared. While most have the potential to move the market and investment accounts, few understand their meaning.

Most of us are familiar with Federal Reserve Chairman Ben Bernanke, and his comments on the economy and interest rates moves. However, several other economic indicators go unwatched that play an important part in the overall health of the economy. It all can seem a bit overwhelming, so let's begin by differentiating the different classes of indicators.

Economic indicators are classified into three categories – leading, lagging or coincident. Leading indicators change before the economy changes, and are one of the most important to investors in gauging how the economy will perform in the future. Meanwhile, lagging indicators do not change direction for a few quarters after the economy starts to decline or improve, and coincident indicators move in tandem with the economy.

Here's a look at some of the important economic reports, and how they move the economy and the markets.

Gross Domestic Product – Measured annually – but updated quarterly – GDP represents the value of goods and services produced in the U.S. Probably the broadest indicator of economic output, GDP measures the pace at which the economy is growing or shrinking. If GDP growth doesn't meet or beat market expectations, stocks could temporarily decline in price.

Consumer Confidence Index – Considered one of the most accurate indicators of confidence. The index is based on a sample of 5,000 households, and even calculates the number of "help wanted" ads in newspapers to determine the state of the job market. The idea is that as we experience an increase in jobs and wages, and lower interest rates, it increases our confidence and spending power.

Consumer Price Index – Widely used to measure inflation and the effectiveness of government policy. The CPI, which is considered to have great influence on the market, is a basket of consumer goods including everything from the price of milk and gasoline to funeral expenses. A rising CPI indicates inflation, which is something the markets don't like to see.

Producer Price Index – Not as widely used as the CPI, but considered a good measure of

inflation. The PPI is a monthly report that looks at the costs producers pay for goods produced, such as manufacturing and agriculture. A PPI reading can sometimes predict what's to come with the CPI.

Housing Starts – Tracks how many new single-family homes or apartments were constructed throughout the month. Most of the data is collected through applications and permits for building homes. Although it doesn't have a huge impact on the market,

the U.S. Census Bureau has reported that the housing industry represents more than 25 percent of investment dollars.

Purchasing Managers Index – A composite index based on new orders, inventories, production, supplier deliveries and employment that is used to measure factory production. An important read for investors, the PMI provides a quick snapshot of the manufacturing sector with any unexpected change having the potential to impact

stocks. When the index tops 50, it indicates expansion in manufacturing; anything below 50 means the industry is contracting.

Retail Sales – Tracks merchandise sold within the retail sector, which may include your local grocer, electronics store or clothing chain. Retail sales are important in determining the health of the economy. These results can also have an impact on the market, especially retail stocks.

Economic indicators provide a broad look at the economy. While some reports may have an indirect impact on consumers and

Economic indicators
are classified into three
categories – leading,
lagging or coincident.

investors, others may have the potential to shift the direction of both the economy and the markets. There is an abundance of information available, and knowing what these indicators mean can help you better understand the health of the economy, as well as investor reaction to economic news.■



This article is provided by John Gerold, Senior Vice President – Financial Consultant, Corporate Executive Chairman's Council, Senior Consulting Group at RBC. The information included in this article is not intended to be used as the primary basis for making investment decisions nor should it be construed as a recommendation to buy or sell any specific security. RBC Wealth Management does not endorse this organization or publication. Consult your investment professional for additional information and guidance.

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Technology, Tools & Partnerships

Michael Magee

Completing the 2010 CATT Competition

EACH MAY, THE CARPENTERS JOINT Apprenticeship Committee (JAC) holds an Open House at its location in Northeast Philadelphia. In addition to highlighting the apprentices' skills in cabinet making, floor laying, millwrighting and pile driving, the annual "Contractors, Carpenters & Architects Team Together" (CATT) competition takes place.

The basic goal of this competition is to bring architects, contractors, carpenter apprentices and Charter High School for Architecture & Design (CHAD) high school students together to work on a project that incorporates the total design and construction process – from brainstorming to estimating, budgeting, scheduling and ultimate construction.

A broad objective of the General Building Contractor Association's (GBCA) education policy is to encourage high school students to consider pursuing construction as a career either by entering the trades (through an established apprentice program) or, should they have college aspirations, by following a degree in Construction Management or related area of study. Many students do not appreciate the technical nature of today's construction industry and the accompanying financial and professional rewards than can come from working in our industry.

What to build?

CATT, which has run since 2003, has progressed from building abstract structures, to making pieces that can be used for the benefit of CHAD School. This year, considerable time was spent discussing the school's needs with both faculty and students. It was finally decided that storage units for the students' art portfolios and that double as whiteboards would maximize available classroom space. Once the nature of the project was decided, each team was given storage unit parameters including height and width of the structure, number of student portfolios to be stored per unit, required maneuverability of the storage unit etc. Each team was also provided with a basic material list common to all and a discretionary budget for "bells and whistles."

How to build it?

The school students met on a regular basis with their team to generate design concepts that would be both practical, visually exciting and fit for purpose. One of the fun things about the CATT program is the fact while all teams are charged with building the same basic structure, there are "many ways to skin a cat." Some



Frank V. Radomski & Sons and SPG3.
This was the winning project.



Shoemaker Construction Co.
and Kling Stubbins



Bittenbender Construction Co.
and Friday Architects



Planning session for the CATT 2010 competition.



Haverstick Borthwick Co. and Ballinger

of the teams were given a quick lesson in reality when the contractors pointed out that some of the more ambitious and esoteric designs could not possibly be built within the pre-determined budget and the eight-hour time limit on competition day.

Once each team had determined its basic design concept then it came down to "putting it on paper." Everything from cardboard models, to design drawings and sophisticated CAD programs were used during this process. Again the most important thing was the free flow of information from the kids to the adults and the important feedback returned from the experienced professionals. The interaction between the school students and the architects and contractors is truly one of the main benefits of the project.

Competition Day

It was now that the actual building part of the project really came to the fore. The school students (with the architects and contractors) took a day trip to the JAC to see firsthand the training facility and meet with the third year apprentices who had been assigned to each team.

The carpenter apprentices do the lion's share of the building on open house day but, without exception, the architects and contractors enthusiastically join in. For insurance reasons the school students cannot use any of the power tools, but they contribute by moving material supplies to "the worksite" and through performing such tasks as sanding and painting. Onlookers are struck by the tremendous feeling of activity and non-stop motion as teams worked consistently throughout the day. Again teamwork was the key as each team's design concept gradually became a reality. For certain, it is a physically demanding day for all, but also a truly fulfilling one.

The teams are judged on a broad range of criteria divided equally between design and construction attributes. On the design side -- attractiveness, creativity and innovation are given most weight. On the construction side -- a whole host of criteria are judged including worker safety in completing the project, craftsmanship, proper construction techniques employed, durability, mobility of project and observed teamwork.

The judges had an almost impossible task of choosing a winner -- frankly all teams did a fantastic job. However in the end, the team of SPG3 architects and Frank V Radomski & Sons was declared the winner.

The most important thing about the competition was the free flow of information from the kids to the adults and the feedback returned from the experienced professionals.

Borthwick Company (Jeremy Daross), Frank V. Radomski & Sons (Matt Freeh) and Shoemaker Construction (Maura Hesdon, John Miner). The following architects also contributed to the project: Ballinger (Jason Cole, Daniel Howard, Robynne Orr, Brian Kessler), Friday Architects (Anna Diskin, Ryan Hill), Kling Stubbins (Ximena Valle, Ghazal Lajevardi) and SPG 3 (Frank Russo, AIA and Jessica Hymes). The project could not have been the success it was without the ongoing help of Franc Leo from the faculty of CHAD and John Thompson an instructor at the JAC.■



Michael Magee is the Director of Education for the General Building Contractors Association (GBCA).

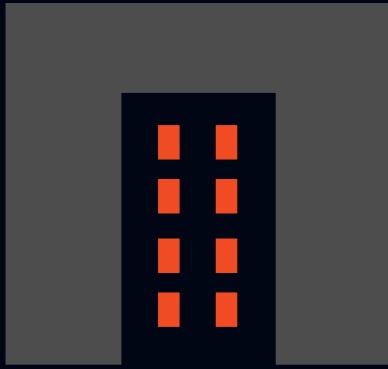
The GBCA would like to thank the following Association members for participating in this year's project: Bittenbender Construction (Tom Loesch), Haverstick

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4:30 - Networking Reception

LOCATION: Chemical Heritage Foundation, 315 Chestnut St., Philadelphia



American Society of Civil Engineers Grade Pennsylvania Infrastructure

The four Pennsylvania sections of the ASCE recently reported on the conditions of the PA's infrastructure

THE FOUR PENNSYLVANIA SECTIONS of the American Society of Civil Engineers (Central Pennsylvania, Lehigh Valley, Philadelphia and Pittsburgh) recently teamed to assess the conditions of the state's infrastructure. The sections reviewed data on twelve separate categories, including reports, studies, surveys and various other materials from professional societies, non-profit associations, as well as government agencies at the local, state and federal levels. Based on this review, a detailed assessment of the condition of our infrastructure was developed, taking into account its performance, funding, capacity and future needs.

The Report Card is not meant to point out shortcomings in policy, performance and/or planning, and is not meant to be critical of efforts in areas that are admittedly difficult to manage and improve given constraints that are often beyond the control of those charged with the management and improvement of these facilities. Similarly, it is not designed to cite the failures of elected officials. It is intended to show at a glance where we are now and

where we need to concentrate future resources, develop long-range financial and staffing plans, and anticipate measures which will preserve what we have so we can continue to use it rather than let it completely fail.

ASCE has undertaken this same effort on a national scale, and the Pennsylvania Sections decided to do their own for statewide conditions in 2006. This year's effort was an update of the previous one and included several new categories. In 2006, an overall grade of D was given – this year, no overall compilation was provided.

The Report Card was unveiled in a ceremony in the State Capitol on May 24, 2010 and at local events around the state later in the day. It "grades" twelve specific areas of infrastructure conditions.

Even where the grade has not changed (for example, Bridges), while much has been done to address conditions, facilities continue to age and resources have not been available to do much more than to play "catch-up". Roads and transit in particular have dropped in grade and this reflects one specific area of concern funding-wise.



Philadelphia Section President Thomas Brady (right) addresses the attendees at the Philadelphia Section event which unveiled the Report Card, accompanied by Past President Kristen Bowman Kavanagh and Director Theodore Thomson.

Infrastructure Report Card

Category	Grade in '10	Grade in '06
Aviation	Not graded	C-
Bridges	C	C
Dams and Levees	C-	C- (levees not included)
Drinking Water	D+	D+
Navigable Waterways	D+	D-
Parks and Recreation	B-	Not graded
Rail	B	B
Roads	D-	D
Schools	B-	Not graded
Solid Waste	C	Not graded
Stormwater	D-	Not graded
Transit	D-	D+
Wastewater	D+	D-

For the fourth year in a row, ASCE, along with the Pennsylvania Society of Professional Engineers (PSPE), the American Council of Engineering Companies (ACEC) and others, conducted its annual Legislative Day on May 24. Over 80 attendees from around the state participated and visited over 100 legislators to discuss the Report Card and, specifically, transportation funding needs.

With the prospect of reduced funding for roads, bridges, mass transit, and other transportation components, in spite of the growing needs, and no new resources in sight, our voices need to be heard, as engi-

The Report Card is intended to show at a glance where we are now and where we need to concentrate future resources, develop long-range financial and staffing plans, and anticipate measures that will preserve what we have.

neers, contractors, and state residents. Transportation is an issue that affects all of us in some fashion.

We encourage you to contact your elected representatives to express the importance of continued long-range transportation and infrastructure funding.

The Report Card can be viewed and downloaded at www.pareportcard.org.■

The following ASCE members contributed to this article: Thomas Brady, President; Ruben David, Past President; Kristen Bowman Kavanagh, Past President; Christopher Menna, Region 2 Governor; Theodore Thomson, Director; Robert Wright, Past President. Photos were taken by Christopher Menna.



ZONING CODE REFORM PROJECT: 50 Years in the Making

J. Bradford McIlvain and Natalie D'Amora

**“We plan to protect our future as well as our past.”
-- Mayor Michael Nutter**

THE CENSUS OF 2000 BROUGHT TO light the significant challenges facing the City of Philadelphia on the eve of the new millennium. The Brookings Institute noted in “Philadelphia in Focus: Census 2000” that Philadelphia had suffered continued population loss, a shrinking middle class, and a shift from urban core development to suburban development.

Recent census estimates reflect that Philadelphia has been stemming the tide of population loss, with 2009 estimates reflecting the first modest population gain since the 1950s. The Center City District reports that private and public investment in Center City and University City has been increasing, with total investment of \$12.3 billion since 2007. This decade has brought increased investment and development in the urban core in every sector from new office buildings, an expanded convention center, new stadiums and museums, academic and hospital buildings, condo and hotel development, and mixed use retail and residential developments.

While progress is evident, Philadelphia continues to struggle with attracting private development from outside the region. In

addition, in the past two years, Philadelphia has been forced to come to terms with decreased tax revenue, development and investment as a result of the global recession.

City leaders and policy makers recognize that in order for Philadelphia to attract new development and reach its full potential, it must reduce impediments to sustainable growth. To that end, Philadelphia’s leaders have been hard at work to shed Philadelphia’s reputation as a place where it is difficult for businesses to get things done.

The last major overhaul of the Zoning Code took place almost fifty years ago in 1962. In 2004, the Building Industry Association of Philadelphia released a policy analysis of the impediments to private investment and development in Philadelphia in a report entitled “If We Fix It, They Will Come.” This report concluded that Philadelphia’s outdated zoning code and unpredictable zoning process was a major impediment to development.

Recognizing the need for an updated code, in 2006, City Council members Frank DiCicco and James Kenney proposed an amendment to the Home Rule Charter to create a Zoning Code Commission to reform and modernize the zoning code. The building industry,

including, developers, design professionals, and urban planners, supported the amendment. The Philadelphia City Council unanimously approved the legislation, which paved the way for a ballot issue calling for the creation of a Zoning Code Commission.

In May of 2007, almost 80% of Philadelphia voters approved the ballot initiative to create a Zoning Code Commission (ZCC) to modernize the Philadelphia Zoning Code. The members of the Commission were appointed, and held their first meeting in August of 2007 to begin the process of reform. Since that time the Commission has unveiled "Module 1 - Administration and Procedures" and "Module 2 - Zoning Districts & Uses" for public comment, with the final module, "Module 3 - Development Standards" released this mid-summer. The ZCC intends to present the final draft of these three modules of the zoning code to City

Council in the fall of 2010. City Council will then vote on the proposed zoning code in a straight up or down vote. If the zoning code is adopted, the Philadelphia City Planning Commission will then proceed to work with community members and elected officials to re-map zoning districts, as necessary.

Improving the Process

On June 17, 2010, at a forum co-sponsored by the GBCA and hosted by Archer & Greiner, P.C., Alan Greenberger, the Chair of the ZCC and the Deputy Mayor for Economic Development, spoke of the need for reforming the code. The current 642-page code contains a patchwork of 55 outdated districts and categories for such outdated uses as tanneries and saw mills.

Greenberger noted that a critical problem with the current code is that a majority of

zoning applications require a variance in the City of Philadelphia. As a result, the Zoning Board of Adjustment (ZBA) has become the de facto planning agency. The issuance of variances has been used a political tool, with community groups and "councilmanic prerogative" informing the decision as to whether a variance will be approved. As a result, Greenberger noted that the current system is a "confusing array of transactional processes."

In an article published on planphilly.com, commentator Matt Blanchard, an adjunct professor at the University of the Arts, described Philadelphia's outdated zoning process in stark terms:

Philly's "transactional" style of development asks builders to risk millions on projects with no certain outcome. Many top national developers simply say: "No, thanks."... The zoning mess forces neighborhood leaders to become masters of

PROCEDURES SUMMARY TABLE

R=REVIEW D=DECISION A=APPEAL PUBLIC MEETING OR HEARING REQUIRED; N=NEWSPAPER NOTICE S=SIGN NOTICE M=MAIL NOTICE W=WEB NOTICE OF SCHEDULED MEETING	Public Notice Required	Public Meeting Required?	Pre-Application Required?	Review, Decision and Appeal Authority						
				Historical Commission	L&I	ZBA	DRC	Planning Commission	Council	Courts
Type of Application										
Plan Adoption	N, W	Under Discussion	Under Discussion					D		
Zoning Amendment										
Map Amendment	S, W							R	D	A
Text Amendment	N, W							R	D	A
Amendments to Plan of Development										
Minor Amendments	W				R			D		A
Major Amendments	S, W				R				D	A
Conditional Use Approval	S				R	D				A
Regulated Use Approval	S				R	D				A
Design Review	W				R		R			
Subdivision Plat					R			D		A
Designation of Historic District or Alteration/ Demolition of Historic Resource	S,N,M			D				R		A
Construction in Historic District or Alteration/Demolition of Historic Resource				D				R		A
Zoning Variance	S				R	D				A
Administrative Permits					D	A				

The goal is to clarify zoning application, notice and review procedures for investors and individual property owners.

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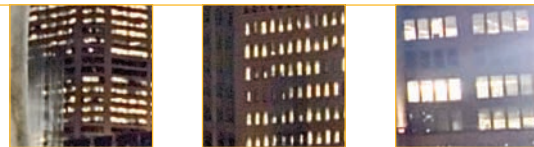


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finalizing **LABOR NEGOTIATIONS**

Wayne Gregory

Tentative Agreements Reached and the Work Begins

THE PROCESS OF ACTUALLY NEGOTIATING the General Building Contractors Association's (GBCA) labor agreements is a very lengthy, time consuming and complicated affair. However, once tentative agreements are reached at the completion of collective bargaining with each trade, a secondary and little known process begins. This process, which often takes place long after the negotiators have left the table, can take weeks and is an integral and extremely important part of the entire collective bargaining process. No negotiations are finalized until this stage is completed.

During the typical three-year collective bargaining cycle and immediately upon reaching a tentative agreement with a trade, the Association works with each trade and their appointed management negotiating representatives to finalize and memorialize the tentative agreements reached at the negotiating table. The GBCA's Director of Labor Relations works closely with the teams, the Association's legal counsel and each trade to ensure that each piece of new and or revised language is defined as agreed and acceptable to both labor and management. Upon an initial

review and acceptance, the written Memorandum of Agreements are created, finalized and signed by representatives of both labor and management negotiating teams. With accepted and signed Memorandums of Agreement, both labor and management move towards ratification by each respective parties' representatives. In the case of the GBCA, all agreements are ratified by the Board of Directors. In most cases, labor representatives present their tentative agreements directly to their membership for a vote and anticipated ratification.

As this stage of collective bargaining is completed, the Association begins its detailed and lengthy process of finalizing, documenting and memorializing the entire collective bargaining process with each trade that it entered into negotiations with throughout that cycle. Many planning and negotiating meetings are held with management and both management and labor combined for several months leading up to the expiration date of an agreement. Each of those meetings, the topics discussed and the data generated, are memorialized in writing for immediate and future reference. It is through these notes that the

negotiating teams and the Director of Labor Relations can oversee the evolution of proposals made throughout active negotiations. It is also thorough the proper documentation and cataloging of these notes that the Director of Labor Relations and the Association can refer back to at a later date to determine the spirit of an agreement, long after the original negotiators have departed the teams. The proper execution of this phase is critical for resolving future disagreements and for reference in future negotiating sessions.

Upon the finalization of the collective bargaining cycle, the Association works collaboratively with many other associations and negotiators to develop what has been referred to as the GBCA "Regional Settlements" Sheet. This collaborative effort summarizes most regional settlements across the building trades and associations in one document. The document is openly shared with other associations and negotiators for use in their associations and for distribution to their membership; it has become a valuable tool in analyzing regional negotiations.

Regional Settlements are inline with National Settlements:

As reported in the June, 2010 Wage and Benefit Settlements report by the Construction Labor Research Council, an industry leader in construction labor statistics, national settlements for the reported regions at time of printing fell within the range of 1.1% - 2.0%. The GBCA settlements fell within a range of 1.2% - 1.6%, well within national averages without consideration for market recapture initiatives in place or in development at this time. This data, combined with the GBCA Regional Settlements data, further reinforces that the GBCA management negotiating representatives reached agreements that were within industry norms for this cycle.

Negotiations are Never Predictable and these are not Typical Times

As the last two of the Association's collective bargaining cycles have not resulted in the typical three year agreements, with all or most agreements settling for only one year agreements, the Association quickly remobilizes and moves directly

into preparations for the coming year's negotiations. This collective bargaining cycle has brought about a renewed interest in regular collaborative meetings between labor & management to continue to discuss and seek out solutions that make our contractors and trades the most

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competitive, value added, marketplace solution. Competitive solutions developed through these collaborative efforts will not only help to recapture the eroding county market share, but also to further prepare both labor and management for 2011's negotiations.

2011 Preparations have already Begun

The Association will once again be negotiating with the Carpenters, Cement Masons, Laborers, Operating Engineers and Rodsetters in 2011. In addition, the Association is also responsible for negotiations with the Drywall Finishers. As was the case in 2010, many of the regions' other trades will also have agreements expiring in 2011. Those trades are: Asbestos Worker, Bricklayers, Glazier, Iron Worker, Millwright, Painters, Paperhangers & Wallcoverers,

Plasterer, Roofer, Riggers, Sheet Metal Worker, Steamfitters and Stone Masons.

The Association's appointed representatives and its Director of Labor Relations are beginning preparations for 2011 collective bargaining by meeting with industry stakeholders. As mandated by the GBCA Labor Department's Labor Policy, members of the Labor Policy Committee are to meet with its trades to discuss matters of mutual concern and industry advancement opportunities. In fact, the Association has been meeting regularly with local trades since the completion of 2010 collective bargaining. In addition to these regular labor/management discussions, the Association's representatives are also meeting with other associations to discuss topics of relevance in the industry. While collective bargaining for 2011 has not begun, it is through these collaborative efforts between industry stakeholders, labor & management that active preparations are well underway in anticipation of a productive and successful collective bargaining cycle in 2011.

Looking Ahead

The regional labor outlook has remained active as we quickly approach another year of labor negotiations with many of our trades. The region will see approximately 19 trade agreements expire in 2011 with 6 of those expiring trade agreements falling directly under the administration of the GBCA Labor Department and its Labor Policy Committee. It is our goal, through ongoing preparation and industry wide collaboration, to secure favorable settlements throughout the region in 2011 to further promote the advancement of this industry.■



Wayne Gregory is the Director of Labor Relations at the General Building Contractors Association.



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Government Update

From the PA Capitol

Budget & RCAP

For most of the late spring and early summer, the most pressing issue in Harrisburg was passage of an "on-time" state-spending plan for Fiscal Year 2010-11. While not without some last minute twists and turns, the Pennsylvania General Assembly presented HB 2279 (the Commonwealth's 2010-11 General Fund budget) to the Governor on June 30th. As you have undoubtedly read already, it was the first "on-time" budget for Governor Rendell, and also his last.

Assuming receipt of \$850 million in federal FMAP funds – an assumption questioned by some in the State Capitol – HB 2279 keeps state spending almost level when compared to the previous fiscal year. In addition, the budget bill signed by the Governor does not call for any new or increased taxes – especially those that would have been most harmful to companies in the Pennsylvania construction industry. At one point in the process, the discussion had focused on adding state's sales tax to new items, including professional services (i.e. architectural and legal fees), to help increase state revenues. General Contractors Association of Pennsylvania (GCAP) and the rest of the Commonwealth's business community worked hard to educate lawmakers on the tremendously harmful impact such a decision would have.

Also of importance to Pennsylvania construction was the agreement to invest \$600 million in capital construction and renovation projects through the Redevelopment Assistance Capital Projects program (RACP). As a result of legislation passed in conjunction with budget, funding will be made available for dozens of shovel-ready projects across the Commonwealth as well as future construction initiatives of all sizes and duration.

Although the state budget was the top priority for the General Assembly and Administration during the last several weeks, there was legislative action – or in some cases inaction – on issues important to GCAP.

Progress continues on SB 601 – legislation authored by Sen. Pat Browne (R-Lehigh) to protect contractors from being taxed twice for the same work via a business privilege tax. GCAP continues to work on the bill which would prevent double taxation on companies when they have their permanent base of operations in one municipality and a temporary job site trailer in another.

Employee Misclassification

GCAP is also monitoring work by the Senate Labor and Industry on HB 400. This legislation is intended to help the Commonwealth identify those bad actors who intentionally misclassify workers as independent contractors to avoid paying

taxes, insurance costs and payroll deductions or to hire illegal aliens.

Mandate Waivers Program

The legislature did not act to extend the Education Empowerment Act which included the Mandate Waivers Program. Under the Mandate Waivers initiative, school districts were able to seek relief from Pennsylvania's archaic Separations Act.

Even though the program expired on June 30th, GCAP will keep working with its education and industry partners to find a way to give school districts the option of utilizing single prime when doing so makes the most sense for them. In the meantime, GCAP will continue to dispel the myth that bidding projects both ways ensures the best price in school construction.

For more information on State issues visit the General Contractors of PA (GCAP) website at www.generalcontractorsofpa.org.

From Philadelphia

Rubber Sidewalks

City Councilman Jim Kenney has introduced a bill that would require the Streets Department to use Modular Pedestrian Pavement Systems when installing, repairing, or replacing sidewalks.

A "Modular Pedestrian Pavement System" means composite, permeable pavers that are made from 100% recycled, non-concrete material such as rubber or plastic, and that comply with ADA specifications, OSHA guidelines, and ASTM standards for walking surfaces.

The General Building Contractors Association (GBCA) has been in communication with Kenney's Office about what it sees are possible pitfalls of using a "rubber sidewalk." The GBCA has also suggested the use of other recyclable, permeable paving surfaces like permeable concrete. Talks are ongoing.

For a copy of the "Rubber Sidewalks" legislation contact Lisa Godlewski at (215) 568-7015 or communication@gbca.com.

Philadelphia Plumbing Code Regulation Changes

The Department of Licenses and Inspections has announced changes to the regulations of the Philadelphia Plumbing Code.

The new regulations deal primarily with soil and waste piping, storm water drainage, and indirect and special waste. The regulations also deal with residential buildings containing no more than four families and not exceeding three stories in height.

For a copy of the regulations contact Lisa Godlewski at (215) 568-7015 or communication@gbca.com.

Tax Restructuring

Philadelphia City Councilman Bill Green and Councilwoman Maria Quiñones- Sánchez are looking to restructure business taxes by eliminating the net income tax and quadrupling the gross receipts tax. Currently the business privilege tax includes two aspects - a tax on gross receipts (0.1415%) and also a tax on net income (6.45%). Legislation to change this current tax structure was introduced in June.

According to Green, Net Income tax (NI) is paid on income generated here in Philly but includes work done by service and other firms for companies outside the City.



Photo Credit: AmQuip

Gross receipts tax (GR) portion of the BPT is charged to all companies regardless of where located based on the gross receipts of the company within the city of Philadelphia. Green believes that with gross receipts replacing net income (even at a higher rate so the shift is supposedly revenue neutral) you remove the disincentive to be headquartered in Philadelphia because the tax will need to be paid, in the same amount, whether or not you are headquartered or based here.

The GBCA believes the new Green-Sánchez tax structure would adversely affect contractors both headquartered in and working in the City of Philadelphia. Taxes on contractors could increase more than 50% under this proposed plan.

Because these two taxes cover different items, this shift would impact different industries in different ways. The GBCA believes that this proposed structure would adversely affect contractors both headquartered in and working in the City of Philadelphia. For example, taxes on construction would increase more than 50%, but the taxes on real estate and real estate investment trusts (REITS) would decrease almost 50%.

In addition this recently introduced tax restructuring legislation requires that on City-funded construction and non-professional service contracts over \$150,000, that at least 50% of the hours worked must be performed by Philadelphia residents. Green and Sánchez believe this will increase the participation levels of local businesses and employees.

The GBCA is meeting with Councilman Green and Councilwoman Sánchez in August to discuss alternatives to quadrupling the gross receipts tax and the new residency requirements. To share your opinion on tax restructuring, contact Lisa Godlewski at (215) 568-7015 or communication @gbca.com.■



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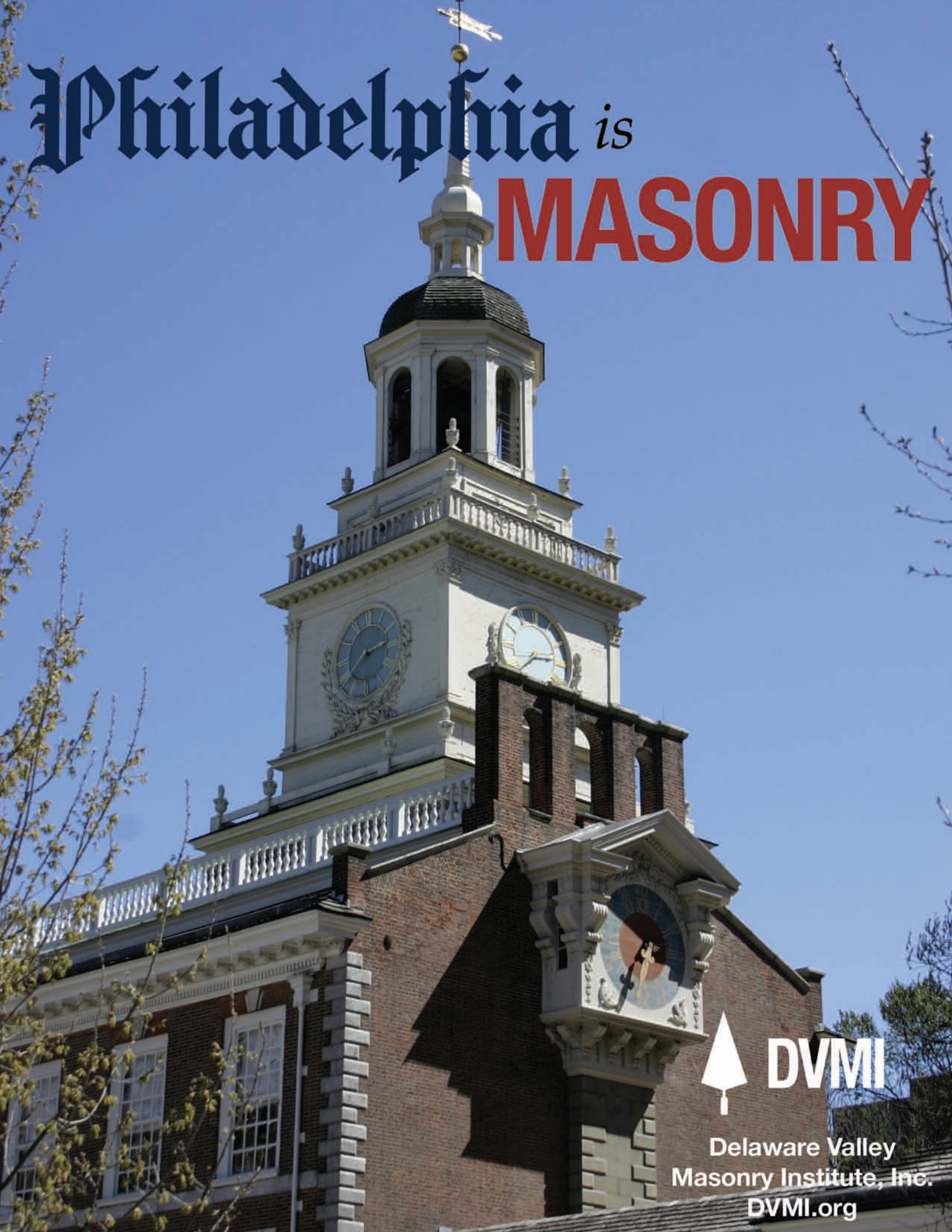
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No Tale, a Paperless Trail

Ryan Yockus

The Construction Industry Cuts Costs, Shares Documents digitally

MOVING FROM PAPER TO THE DIGITAL world is a phenom happening everywhere, and in every industry. Just ask the *Wall Street Journal*, Borders, or even the US Treasury. Whether it is your favorite newspaper, book supplier or the Mint, the trend is the same. Information is being shared in real time digitally.

Nudged by a sluggish economy, the construction industry has progressed into the digital world. Instead of shelling out big bucks in printing and shipping fees, the industry has learned that by sharing construction documents digitally, companies can cut costs and remain competitive. Mostly relying on Compact Discs (CDs) and File Transfer Protocol (FTP) sites, construction documents are now also shared as Adobe Acrobat files called PDFs.

Saving money

A few short years ago it was unheard of to share construction documents electronically. However, in an effort to remain competitive, the industry seemingly overnight moved to the distribution of CDs and bargained for help from their most enlightened and computer literate employees to generate company FTP sites. Real money is being

saved and waste eliminated because people are only printing what they need. We may even be saving a few trees, and we can all probably envision a day when we receive LEED points for such an endeavor.

Where do we go from here?

Now that the industry realizes that you can move the documents electronically, where do we go from here?

CDs are effective in transferring information, unfortunately they have no effective way to monitor version control. The moment a CD is shared, control of the information that follows has been lost. When using CDs in the bid process or on the job site, how do you know someone is working off of the current set of drawings?

FTP sites are also effective at transferring information, but have limited space for files. They can be slow to upload and download without proper bandwidth, and must be maintained by someone in the office. FTP sites also provide little in the area of version control. With no back end reporting, there is no way to distinguish who has downloaded what.

When CDs just are not working and the FTP site has become too much work, where

do you go? This is where software providers and your local printer enter the picture. Reprographic firms have been managing construction documents for years. Now reprographic firms are getting smarter and sharing the same technology they have been using to manage the information with owners, general contractors, architects, engineers, and design teams.

PDM System

For example, NRI, a nationwide reprographics firm, has been utilizing this technology for ten years now. Then five years ago, McGraw-Hill Construction realized a need for a more efficient Bid Management System and joined NRI, Repromax and its partners to develop the Project

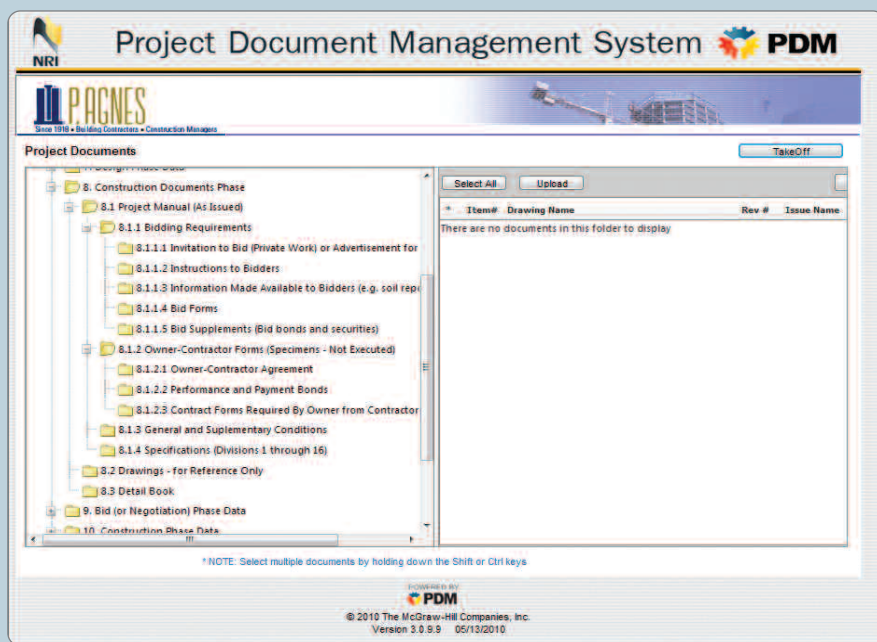
Nudged by a sluggish economy, the construction industry has progressed into the digital world... the industry has learned that by sharing construction documents digitally, companies can easily cut costs.

Document Management Bid System (PDM). The PDM system has evolved into an enterprise Project Document Management System that is used worldwide.

The software provides an easily organized central database for all of the construction documents to be stored and shared. The software also realizes the importance of interoperability between various software tools utilized in the typical construction process. Teaming up with leading construction management software providers, PDM provides the construction industry with tools that allow you to use multiple software solutions. A sync function allows for multiple systems to essentially "talk" to one another and share the information. Users will no longer have to enter information into one system and then again into another. Enter the information once and the software recognizes it and syncs it to both, eliminating opportunities for error and maintaining current information on both systems automatically.

The software is more intelligent than CDs and FTP sites because of the security functions, version control, and reports generated. The software allows the administrator to easily limit the access of an individual down to a very sheet or open up the entire set of documents for review. The moment someone views a document it is recorded. There is no more of this "we didn't receive that document." Again the reports that are generated can reveal who received what when and where, down to the minute. A quick glance over a plan holder's list can provide a picture of who is holding outdated documents. With the click of a few buttons you can either send a notification of updated files for them to download or place an order for paper documents.

Another unique feature of capturing information through software is that when a project is completed, a hard drive can be delivered complete with all of the documents and reports for close out. The process of closeout can typically last weeks and even months, but with intelligent software you can now maintain your information in a central database and deliver "close out" almost instantly upon completion of a project. Expediting the delivery of this information is expected to increase the profit margins of general contractors (GC).



An example of P. Agnes' Project Document Management Bid System Program.



The Project Document Management Bid System (PDM) provides a central database for all of the construction documents to be stored and shared on a project.

Real Success

The general contracting firm P. Agnes recognized the need for such software at an early stage. Matt DeBasio, Estimates Coordinator was searching for a solution that would allow him to spend less time making phone calls, packaging plans, and calling on his subcontractors. He started with a product called DFS and eventually advanced P. Agnes into PDM, the more advanced version of the software. Debasio, referring to the current era as the "information age" explains, "It has never been more important to use technology to ensure that the transfer and storage of information on any building project is organized and accurate, the sharing of data with multiple parties can and should happen instantaneously."

The PDM software is more intelligent than CDs and FTP sites are because of the security functions, version control, and reports generated.

Similarly, construction managers Hill International invested in the PDM software over 5 years ago. Forward thinking allowed them to manage projects and the information in the new digital world. Shawn Pressley, Vice President of Project Management Systems for Hill states that with, "Project Document Manager and our existing management tools, we are able to integrate everything on a collaborative scale. PDM lets us have a centralized program that external and internal teams can use for better accuracy of workflow data and creates less project risk."

No longer a "tall tale," this sharing of information, increased accuracy, and reduction of both cost and risk are benefits that can be realized by any contractor. As buildings grow increasingly larger and more complicated, systems like PDM will be essential to the smooth completion of these grand projects.■



Ryan Yockus is an Account Executive at NRI in Philadelphia, where he specializes in electronic document management software.

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Two-Hat in Issues Trusteeship

Stacy Van Alstyne

Examining Multiemployer Funds

BECOMING A TRUSTEE OF A MULTI-employer fund is a great honor, but it also carries tremendous responsibility. Whether overseeing a pension plan or health plan, trustees are expected to act solely in the interest of plan participants and beneficiaries. And their decisions can have far-reaching effects on people's lives.

Multiemployer trustees do not, however, work in a vacuum.

Since most trustees are also participants in the plans they govern, they will inevitably have to make difficult choices—perhaps even choices that negatively affect themselves or those they were selected to represent.

When this happens, it's often dubbed a "two-hat" issue.

So why, exactly, do two-hat issues arise, and how can trustees overcome them?

Multiemployer funds—employee benefit plans maintained under collective bargaining agreements to which more than one employer contributes—are typically governed by a board of trustees with equal representation from labor and management.

These trustees serve as plan fiduciaries and have discretion regarding the operation and administration of the trust—such as the types of benefits offered and how to invest plan assets.

This means trustees have two roles, or hats, if you will—representing the interests of the plan, and representing the interests of their management or labor group. A two-hat issue occurs when these interests collide.

An informal poll during a session at the International Foundation of Employee Benefit Plans's annual conference last year reflected significant concern on this topic: 83 percent of participants agreed or strongly agreed that two-hat conflicts were unavoidable.

"You are going to come into some two-hat issues, there's no doubt about that," says Joe Brislin, former general counsel with the Timber Operators Council and past president of the International Foundation Board of Directors. Brislin authored the recently published, *Multiemployer Plans: A Guide for New Trustees*.

For example, let's say that because of the economic downturn, a particular union group is late on its contributions to a multiemployer fund. Union-appointed trustees probably don't want to punish the people they represent by assessing fines or forcing legal action. At the same time, the fiduciary responsibilities of trustees are stringent and clear—trustees are required by law to maintain the trust for the sole and exclusive benefit of employees.

"They have to use the proper legal proceedings under the trust hat," Brislin notes.

Sometimes a two-hat issue can manifest itself as an ethical issue. For example, if a multiemployer plan suddenly found itself flush with cash, trustees might consider adding additional benefits such as orthodontic care. Now let's say that a particular trustee had several family members in need of braces; should that trustee be allowed to participate in the discussion?

Still other conflicts can arise out of a desire to do good, but still run afoul of fiduciary responsibilities. Let's say that a particular employee was only a few hours shy of receiving health care benefits when suddenly diagnosed with a serious illness. It seems unfair to deny that person benefits, but "if you violate the trust documents, you're personally liable," Brislin cautions.

Much of the time, two-hat issues can be resolved if trustees consciously take off their other "hats" while conducting trust business—putting aside any personal bias or professional interests. Trustees can also remove themselves from a particular issue if a conflict of interest cannot be overcome.

Trustees can further seek the advice of legal counsel for difficult situations. In the case of the employee who is short hours, the trust might want to consult an attorney about establishing an hour bank or some other arrangement to help that employee going forward. "Legal counsel could say there's a way to do this prospectively," Brislin says.

Staying mindful of two-hat issues is a critical part of serving as a trustee. Likewise, fiduciary responsibilities are inviolable. Trustees are charged with safeguarding the health and retirement benefits of millions of participants and beneficiaries, and they are personally

liable for any harm done to a multiemployer fund. These are not matters that can be taken lightly.

For over 50 years
the International Foundation
has been educating
management and
labor trustees responsible
for health and welfare,
pension, and other
collectively bargained plans.

The International Foundation offers a variety of educational programs, where trustees can learn more about their

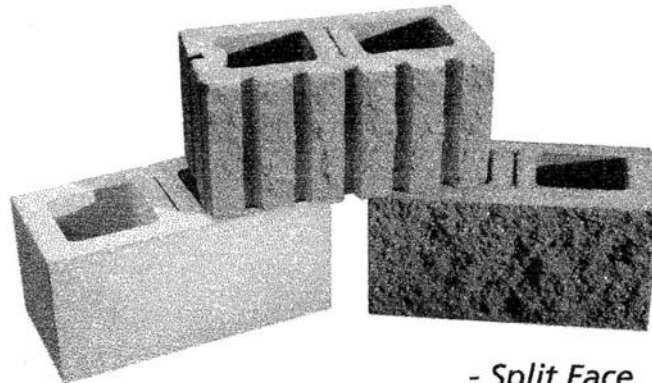
fiduciary responsibilities as well as how to deal with two-hat issues. The Foundation is a nonprofit, nonlobbying educational association whose roots stem back to the creation of Taft-Hartley plans. For over 50 years, the Foundation has been educating management and labor trustees responsible for health and welfare, pension and other collectively bargained plans.

The Foundation offers dozens of conferences specifically for management and labor trustees throughout the year. Educational programs are available to address every stage of a trustee's tenure, from the introduction of fiduciary responsibility, to the latest in compliance information, to exploring complex strategies in pension funding and health care cost management. In addition, the Foundation has tapped into its extensive network of benefit practitioners to publish books and magazines articles written specifically for trustees.

To learn more about the International Foundation and its educational offerings for trustees, visit www.ifebp.org. ■

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NASCAR: Driving Safety Forward

Hilary H. Holloway, Jr.

RECENTLY I RECEIVED MY 25-YEAR membership plaque from the American Society of Safety Engineers (ASSE). In receiving it, I couldn't help but reflect on how much the safety profession has evolved (indeed, when I started it wasn't even considered a profession), how safety has become readily accepted and in fact embraced in most industries, and how in some cases even became a marketing tool (think automotive industry in general, Volvo in particular). I've spoken earlier as to some of NASCAR's efforts and my continued amazement as to how they've literally driven the safety field into a greater experience for their racers, crews and spectators. What many of you don't know is, to quote the late Paul Harvey, "the rest of the story."

Most of you know NASCAR's roots lie in the illegal activity of running moonshine in the South, specifically trying to stay ahead of the Feds (that's Treasury, not OSHA ... yet!). These initial drivers and their specially modified cars were local heroes because of their evasive driving feats and they became legendary because of their continued success. Eventually, escaping the law and wearing the label of outlaw became less of a challenge while racing each other allowed them to legally satisfy their "need for speed." Those early races featured men, their cars, few

rules, and fewer penalties. As they continued to race, the crowds got bigger, the cars went faster, and the purses kept growing, therefore increasing the pressure to keep doing what they were doing.

Unfortunately, with increasing speeds and larger crowds came significantly more risks, exposures and mishaps. In addition to the "normal crashes", it was not unusual for a car to totally leave the track often injuring spectators. Again, safety was more of a reaction to an accident than an answer to a "what if" question, and they learned from each other. Consequently after a car flew off the track, guardrails would be added to all the tracks. This safety system appeared to be working for NASCAR until the technology allowed these "stock cars" to qualify at over 200 MPH. Drivers thought these cars were too fast, eventually NASCAR agreed and a goal was established to generally make the cars and tracks safe for their anticipated speeds and conditions. All agreed to intentionally slow down the cars, keep them competitive and therefore maintain a quality show for the fans and sponsors.

NASCAR committed to providing a safe environment for all of their people, namely the drivers, pit crews, and again, the fans. They examined their exposures and acted proactively. In addition to slowing down the cars they developed and mandated full roll

cages, on-board extinguishers, devices to prevent cars from becoming airborne and fencing around the tracks that will literally catch an airborne car and fling it back onto the track instead of into the stands. Additionally they instilled speed limits in pit row, made the pit crews wear helmets and fireproof coveralls. Mandatory random drug testing is required for all NASCAR employees, drivers and crew members. While their competition penalties are tough, they almost pale in comparison to any safety infraction. As an aside, because NASCAR is such a fan driven sport, I'm not aware of any driver who has come back and had any type of meaningful career after serving the mandatory "indefinitely suspended" sentence. They've proven how they feel about safety and the fans appear to have verified their feelings.

NASCAR jumped on the Safety Bandwagon because for a variety of reasons it made sense. There was a spectator sport which revolved around fans watching 3,500 lb cars traveling at high speeds which frequently caused spectacular crashes. And as much as the fans loved watching the spectacular crashes, they enjoyed seeing the drivers emerge unscathed even more. Despite all of their safety efforts, the racing loss of Dale Earnhardt during the 2001 Daytona 500

ratcheted up NASCAR's resolve even more. Following Earnhardt's death, NASCAR mandated all drivers wear a full-face helmet and

NASCAR is committed
to providing a safe
environment for all people --
drivers, pit crews, and fans.
They've examined their
exposures and acted
proactively. NASCAR
continues to research, test
and apply resources to
all safety aspects.

a HANS (Head and Neck Support device). They also developed and began installing soft racetrack walls and the COT (Car of Tomorrow), a new race car designed primari-

ly with surviving a high speed accident in mind. To date NASCAR continues to investigate research, test and apply resources to any and all safety aspects.

I openly admit to being impressed by the total NASCAR brand and model and as I've closely followed this sport for well over 30 years, I'm still amazed at their ongoing commitment to safety and how their efforts become immersed in this current spectator favorite.■

Stay safe,
Hiliary H. Holloway, Jr.
The Safety Dude



Hiliary Holloway, Jr. is the Director of Safety for the General Building Contractors Association.

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- Company recognition on Awards signage.
- 2 Complimentary tickets to the event on November 2, 2010.

Visit www.gbca.com for more information.

THE INDUSTRY RECOGNIZES SAMUEL STATEN, SR. AT HIS RETIREMENT

On July 24, 2010 the greater Philadelphia construction industry came together to honor Samuel Staten, Sr., long time labor leader, in recognition of his retirement. The GBCEA congratulates Mr. Staten on his years of dedicated service to the industry and the Philadelphia community.

All funds raised from this dinner went to the Laborers' District Council Charity Fund. Since 1937 the Laborer's District Council Charity Fund has been raising funds to assist charitable organizations that provide services to the needy in the five county area of Philadelphia.



SAVE THE DATE: FALL GOLF OUTING SPONSORED BY ASSOCIATE MEMBER EXECUTIVE COMMITTEE FOR THE BENEFIT OF CHOP

On September 20, 2010 the General Building Contractors Association's (GBCA) Associate Member Executive Committee will host a golf outing to benefit the Children's Hospital of Philadelphia (CHOP). For more information contact Mary Meszaros, GBCEA at (215) 568-7015.

Date:
September 20, 2010

Location:
Center Square Golf Club, 2620 Skippack Pike, Norristown, PA

SAVE THE DATE: LIGHTS OF PHILADELPHIA SEMINAR

Good lighting increases productivity, safety and personal comfort, and enhances all design. However it could also consume up to 40% of a building's energy, and hasten disintegration of fugitive organic materials (anything that once grew) that are components of the structure or its contents. Sadly, there is a lot of bad lighting around.

To be "green", sustainable, sophisticated and affordable, illumination must be considered a basic necessity. However, too often, it is the last to be mentioned in planning, and the first to be jettisoned in the budget crunch.

Since lighting is both an art and a science, every two years, the Electrical Association of Philadelphia, and the Philadelphia Chapter of the Illuminating Engineering Society of North America strive to offer practical education for Youth, the Public and Professionals. Funds earned are used for scholarships in the area's universities.

Who:

The Philadelphia Chapter of IESNA (Illuminating Engineering Society of North America), and the Electrical Association of Philadelphia

What:

Lights of Philadelphia™, a two-day seminar and trade show on the latest in Lighting

- From 11 AM to 6 PM, each day, visit exhibits from over 100 worldwide manufacturers
- From 8 AM, earn educational credits from more than 20 educational seminars, presented by nationally-known lighting specialists

When: September 22nd and 23rd, 2010

Where: Pennsylvania Convention Center, Philadelphia

Why:

To "enlighten" the public and professionals about "green", sophisticated, sustainable and affordable illumination through the major lighting show serving the Mid-Atlantic region since 1986.

Register:

- Reduced rates for on-line registration accepted after June 15th, 2010, at: www.lightsofphiladelphia.org
- Full price "cafeteria style" selections after September 15, 2010

Information: call Dave Safford at 610-889-3816

SAVE THE DATE: GBCEA FORUM WITH CITY COMMERCE DIRECTOR KEVIN DOW

On September 30, 2010 the General Building Contractors Association (GBCEA) Associate Member Executive Committee will host a forum with City of Philadelphia Commerce Director Kevin Dow. For more information contact Mary Meszaros, GBCEA at (215) 568-7015.

Date:
September 30, 2010

Location:
Center for Architecture, 1218 Arch St., Philadelphia, PA

VISTACOM HELPS COMPLETE PENN CHARTER SCHOOL PERFORMING ARTS CENTER

The William Penn Charter School is an independent school in Philadelphia and is the oldest Quaker school in the world.

On January 28, 2010, Penn Charter cut the ribbon on the David L. Kurtz Center for the Performing Arts, officially opening a state-of-the-art facility to house the school's vibrant performing arts program. The center features cutting-edge sound, lighting and technology, including a recording studio, choral room, orchestra room, practice studios and a four-level orchestra pit in the theater.

The 650-seat theater features an impressive sound system. Anchored by Crown power amplifiers and BSS Soundweb digital audio processors, the system boasts JBL PD Series speakers and subwoofers. A Yamaha digital mixing console, a Clearcom intercom system, and a Crestron control system round out some of the major technologies used in the space. The video projection system within the theater is centered around a Panasonic 10,000ANSI Lumens HD projector and large format 24' wide Da-Lite motorized projection screen.



MAXINE ROMANO OF KREISHER MILLER ELECTED BOARD PRESIDENT OF CHILD, HOME & COMMUNITY

Maxine Romano, a director in Kreisher Miller's Audit and Accounting Group, and practice leader of their Not-For-Profit specialty services group, has been named the new Board President for Child, Home and Community.

Child, Home & Community provides prenatal and parenting classes and support and career counseling to adolescent parents. CHC's goal is to foster the birth of healthy babies, encourage self-sufficiency and strengthen family functioning in our community. For more information about Child, Home & Community please call (215) 348-9770 or visit www.chcinfo.org.

ANCHOR CONCRETE PRODUCTS OFFERS NEW AIA REGISTERED COURSES

Anchor Concrete Products has been authorized by the National Concrete Masonry Association (NCMA, Provider #J113) to present the following NEW AIA registered one hour presentations:

000571 SUSTAINABLE HARDSCAPES DESIGN: LEED (1 LU, QUALIFIES FOR BOTH HSW AND SD)

This presentation discusses the environmental advantage of using pavers and segmental retaining walls (SRW) and how incorporating concrete masonry products into a building project can contribute to earning LEED credit.

000575 CONCRETE HARDSCAPE DESIGN: SRW- INNOVATIONS IN SEGMENTAL RETAINING WALL TECHNOLOGY AND APPLICATIONS (1 LU, QUALIFIES FOR HSW)

As a SRW refresher, SRW design tools including the NCMA 3rd Edition SRW Design Manual are reviewed.

000510 SEGMENTAL RETAINING WALLS-CONSTRUCTION

PROCESS (1 LU, QUALIFIES FOR HSW)

Identifies the components of a Segmental Retaining Wall system and addresses the proper construction processes as presented in NCMA publications.

To schedule a presentation, please call (908) 489-3441 or email dan.moreland@oldcastleap.com

ENTERPRISE DISCOUNT FOR GBCA MEMBERS

AGC of America and Enterprise Fleet Management (EFM) have partnered together to offer GBCA/AGC members discount prices on fleet vehicle services. Enterprise Fleet Management (EFM) is a division of Enterprise Rent-A-Car that manages commercial vehicle fleets for businesses across the United States.

Discounts on vehicle prices are just one of many benefits of this program. Other benefits include:

- Flexible vehicle funding programs that can lower monthly vehicle payments up to 20%. Commercial leasing programs are also available that allow for high mileage commercial driving.
- EFM's ASE certified technicians will protect, repair and maintain your vehicle, for a monthly fee. This vehicle maintenance program can save members up to 15%, by offering better rates on maintenance and repair costs.
- A universal fuel card that is accepted at over 95% of fueling stations in the U.S. and is billed on a monthly basis. With EFM's fleet card program you can better control spending on fuel and other purchases.
- Management of all the requirements to have your vehicles licensed and registered to you.
- Insurance programs and resources for fleet.
- Provide online and/or offline reports on all aspects of the vehicles EFM manages for you.

Contact your local Enterprise Fleet Management office, Seth Frankel at (484) 754-2108 or sfrankel@erac.com for more information.

SBA AWARDS ITS "EASTERN PA & REGION 3 YOUNG ENTREPRENEUR OF THE YEAR" TITLE TO SIRENA C. MOORE, ELOHIM CLEANING CONTRACTORS INC.

The SBA's Philadelphia District Office announced that the winner of its 2010 "Eastern Pennsylvania and Region 3 Young Entrepreneur of the Year" award is Sirena C. Moore of Elohim Cleaning Contractors Inc.

Elohim Cleaning Contractors, Inc., was founded in 2002 as a company offering primarily construction site cleaning services in the Tri-state area. In less than five years, Moore grew the firm into a multi-million dollar company. Today, the company has diversified its client base to include janitorial and facilities management services.

In 2008, Elohim was accepted into the SBA's 8(a) business development program. Since that time, Moore has been working through the program to win Federal government contracts. "Sirena has built a stand-out organization," said Dave Dickson, SBA Philadelphia District Director. "Through her business success and community involvement, she is truly a role model and the SBA is proud to acknowledge her achievements through the Agency's 2010 Eastern Pennsylvania and Region 3 Young Entrepreneur of the Year awards."

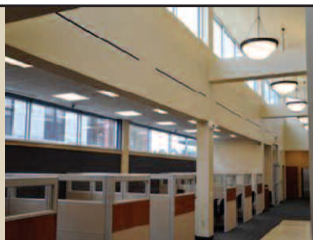
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Coming in the next issue...

ConstructionTODAY

14th Annual Construction Excellence Awards

This celebratory issue looks at the
outstanding projects built throughout the region.

Awards include: Best Green Building Project,
Best Industrial/Institutional Project and Safety Excellence

For more information or to submit a press release or story idea,
contact Lisa Godlewski, Director of Public Affairs, GBGA.

Phone 215-568-7015

Email communication@gbca.com

ASSOCIATIONS & UNIONS

DVMI - Delaware Valley Masonry Institute, Inc.

SEE OUR AD ON PAGE 30.

LECET, The Laborer's - Employer's Cooperation and Education Trust and The Laborer's District Council of Metropolitan Philadelphia & Vicinity. P215-922-6139, Web Site: www.LDC-PHILA-VIC.org.

SEE OUR AD ON PAGE 43.

Steel Erectors Association of Metropolitan Philadelphia and Vicinity.

SEE OUR AD ON PAGE 37.

Union Iron Workers of Local 401, "Building America Since 1896" 11600 Norcom Road, Philadelphia, PA 19154. P215-676-3000.

SEE OUR AD ON PAGE 11.

ATTORNEYS

Jacoby Donner, P.C., Attorneys at Law, 1700 Market Street, Suite 3100, Philadelphia, PA 19103. P215-563-2400, Web Site: www.jacobydonner.com.

SEE OUR AD ON PAGE 10.

BUILDING MATERIALS

George F. Kempf Supply Co., Philadelphia, PA. West Chester, PA. Trenton, NJ. Wilmington, DE. P1-800-326-5367, Web Site: www.kempfsupply.com.

SEE OUR AD ON BACK COVER.

CONCRETE PRODUCTS

Fizzano Bros., P610-833-1100, Web Site: www.fizzano.com.

SEE OUR AD ON PAGE 35.

CONSTRUCTION LITIGATION

Cohen Seglias Pallas Greenhall & Furman PC, 1515 Market Street, 11th Floor, Philadelphia, PA, 19102. P215-564-1700, Web Site: www.cohenseglias.com.

SEE OUR AD ON PAGE 33.

CONSULTANTS

Amper, Politziner & Mattia, LLP, Construction Real Estate Services Division, 101 West Avenue, Jenkintown, PA 19046. P215-881-8800, 856-354-6054, Web Site: www.grgrp.com.

SEE OUR AD ON PAGE 29.

DEMOLITION

Geppert Bros Inc., Demolition Contractors, Main Office 3101 Trewigtown Rd., Colmar, PA 18915. P215-822-7900, F215-822-0635.

SEE OUR AD ON PAGE 29.

EDUCATION & TRAINING

Laborer's District Council, Education and Training / Apprenticeship School, 500 Lancaster Pike, Exton, PA 19341. P610-524-0404, Email: jharper.e&t@ldc-phila-vic.org.

SEE OUR AD ON PAGE 42.

GENERAL CONTRACTORS & CONSTRUCTION MANAGERS

Haverstick-Borthwick Company, Builders and Construction Managers, 400 Stenton Avenue, PO Box 766, Plymouth Meeting, PA 19462. P215-248-3000, 610-825-9300, Web Site: www.haverstick.com.

SEE OUR AD ON PAGE 8.

W.H. Myers Construction Company, 5219 North Lawrence Street, Philadelphia, PA 19120. P215-329-1550, F215-329-0243, Web Site: www.whmyers.com.

SEE OUR AD IN CLASSIFIEDS.

INSURANCE & BONDING

Conner Strong, James M. Hanrahan or Steven Raffael. P1-877-861-3220, Web Site: www.connerstrong.com.

SEE OUR AD ON PAGE 6.

Engle-Hambright & Davies, P1-800-544-7292, Web Site: www.ehd-ins.com.

SEE OUR AD ON PAGE 5.

Graham Company, Insurance Brokers and Consultants. P215-567-6300, Web Site: www.grahamco.com

SEE OUR AD ON PAGE 3.

PRINTING & DOCUMENT MANAGEMENT TECHNOLOGIES

Paradigm Grafix, 123 Keystone Drive, Montgomeryville, PA 18936. P215-641-4844 x212, F215-643-2402.

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REINFORCING STEEL BARS, STEEL FABRICATOR

Re-Steel Supply Co., Inc., P1-800-876-8216.

SEE OUR AD ON PAGE 33.

SAFETY SERVICES

Med-Tex Services Inc., P215-676-3536, Web Site: www.med-texservices.com.

SEE OUR AD ON PAGE 26.

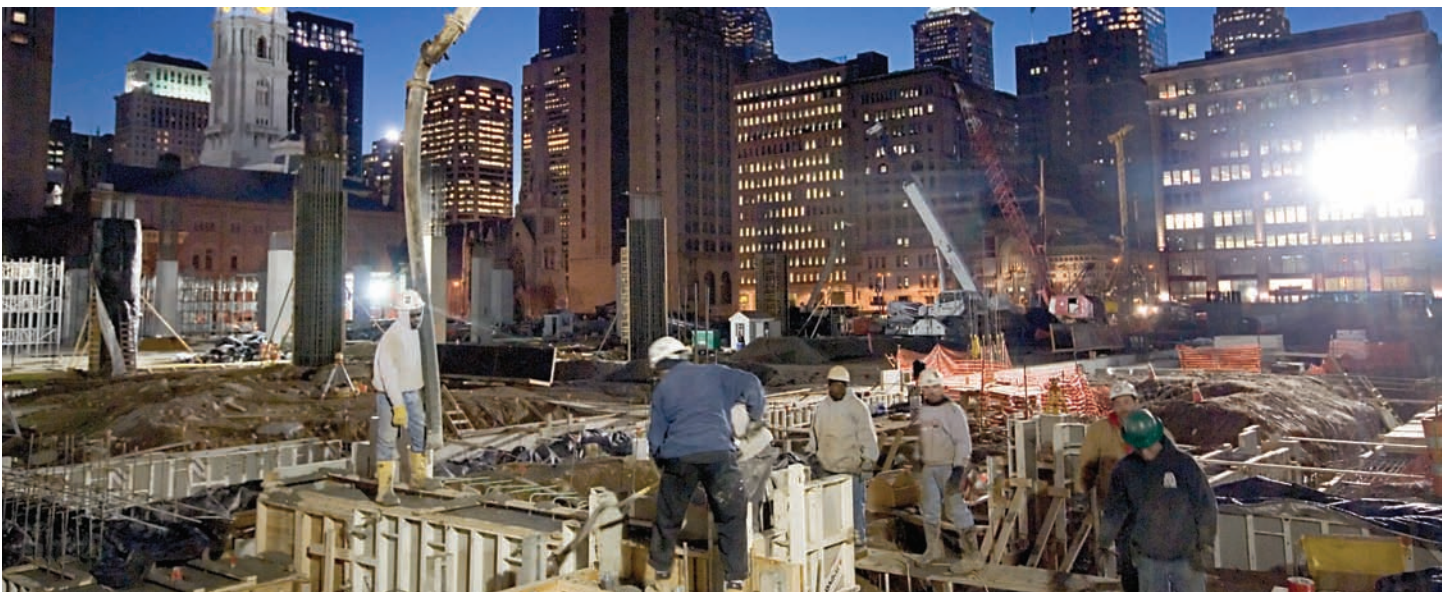
SUBCONTRACTORS

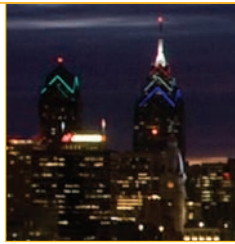
B. Pietrini & Sons, 111 East Church Road, King of Prussia, PA 19406. P610-265-2110, F610-265-6068, Web Site: www.bpietrini.com.

SEE OUR AD ON PAGE 2.

Ritter Contracting, Inc., PO Box 1038, Southampton, PA 18966. P215-364-9446, F215-364-9485, Web Site: www.rittercontracting.com.

SEE OUR AD ON PAGE 15.





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