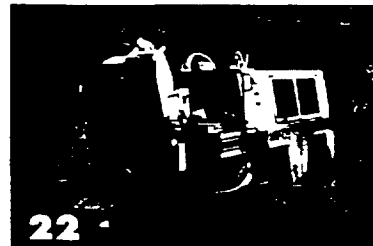
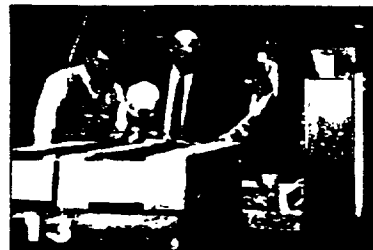


CONSTRUCTOR

AGC'S MANAGEMENT MAGAZINE FOR THE CONSTRUCTION INDUSTRY JANUARY 1987 Vol. LXIX, No. 1

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- 10 EQUIPMENT ON CREDIT** For most small and mid-sized contractors, financing construction equipment is a fact of life. Here's what you need to choose a financing source, and what a source considers when evaluating your request for a loan.
- 13 THE MAN WHO MOVES CATS** Robert S. Fennerty, chairman of AGC's National Associate Members Council and one of the leading salesmen of Caterpillar equipment in New England, is proof that nice guys *do* finish first.
- 18 ON A LEADERSHIP ROLL** What do you get when you bring together 36 future CEOs for nine days of intensive training about leading successful construction companies? You get AGC's first-ever Advanced Management Program. And you get results.
- 22 HELP FOR FRACTURED ASPHALT** With over 600,000 miles of deficient main roads in the U.S., effective, economical repair is more important than ever. Here are three composite overlay techniques with proven results in reducing pavement repair costs.
- 26 CONTRACTORS ASSOCIATION OF WEST VIRGINIA (AGC)** Chapter profile
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- 17 **PLAYING FAIR** David B. Perini on international construction trade barriers
- 22 **DIVERSIFIED PROJECTS WITH METAL BUILDING SYSTEMS** Contractors specialize to boost the bottom line
- 26 **SAVING THE 1987 HIGHWAY SEASON** AGC efforts gain momentum for Highway Legislation
- 30 **WASHINGTON'S GREAT PLACES OF WORSHIP** Pictorial
- 34 **AGC CONVENTION-AT-A-GLANCE**
- 38 **1987 AGC CONSTRUCTOR EXPOSITION** A listing of construction exhibitors and their products at the exposition in Washington, D.C.
- 58 **AGC OF MINNESOTA** Chapter profile
- 62 **POLITICAL ACTION** The AGC Political Action Committee undertakes the constant process of building and rebuilding construction's political power.
- 86 **SIZING UP "S" CORPORATIONS** Old option still offers solid benefits
- 90 **INLAND EMPIRE CHAPTER, AGC** Chapter profile
- 93 **COMING TO GRIPS WITH CHANGE** Ben C. Maibach III addresses the challenges faced by a rapidly changing industry—construction.
- 95 **CONSTRUCTION EDUCATION COMES OF AGE** Construction Engineering and management education at Purdue University



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Jon Feingersh

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AGC'S MANAGEMENT MAGAZINE FOR THE CONSTRUCTION INDUSTRY

MARCH 1987 Vol. LXVIX, No. 3

FEATURES

- 11 DANA HUESTIS AND THE COMPETITION OF IDEAS** AGC's President Dana Huestis believes in a few bedrock principles: loyalty to his family and his business in Great Falls, Mont.; speaking his mind; and letting "the competition of ideas" run its course. He also believes in the "University of AGC" as a place to prepare for—and engage in—that competition.



- 18 NEW STANDARDS, NEW MARKETS** Stricter drinking water standards spell opportunities for contractors.

- 20 THE INFRASTRUCTURE GOVERNOR** Virginia Governor Gerald Baliles was elected promising a major effort to overhaul the state's transportation infrastructure. He's now engaged in a 12-year, \$12 billion program to do just that. *CONSTRUCTOR* interviewed the man who's making it happen in Virginia.



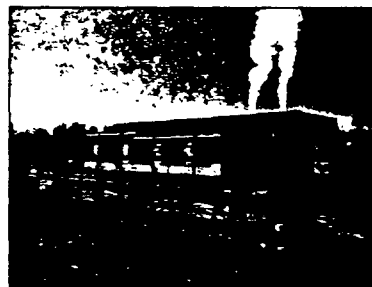
- 22 CLEAN WATER FUNDS FLOW TO STATES** State revolving funds, privatization to fund wastewater projects.

- 26 CAROLINAS BRANCH, AGC** Chapter profile

- 30 MOTIVATING MIDDLE MANAGEMENT** Understanding basic principles can increase productivity.

- 34 NEVADA CHAPTER, AGC** Chapter profile

- 38 BYRON L. FARRELL** Chairman, AGC's Municipal-Utilities Division



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- 46 OCCUPATIONAL DIVISION OUTLOOK** Superfund: measuring results, planning the future

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- 12 THE YOUNG EXECUTIVES PROGRAM** Special AGC of Kentucky, Inc. program helps young execs plug in to AGC faster.
- 14 CONSTRUCTION TOOLS FOR AN INDUSTRY IN MOTION** Essential small power tools and equipment found in every contractor's tool room, gang box, and storage trailer.
- 18 AIA PRESIDENT DONALD J. HACKL, FAIA** AIA's new president believes architects and contractors must strengthen their ties to address mutual concerns, including contract documents and educating the public.
- 24 COMPUTERS REPLACE SEAT OF THE PANTS MANAGEMENT** Software packages aid in construction job costing and control.
- 28 THE NLRB'S DENLEWA DECISION** New rules handed down by the National Labor Relations Board governing prehire agreements offer significant benefits to contractors.
- 30 HAWAII CHAPTER, AGC** Chapter profile
- 34 AGC OF CONNECTICUT, INC.** Chapter profile



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FEATURES

- 12 FEDERAL WATER PROGRAM BACK ON TRACK** Passage of the \$16 billion Water Resources Development Act will bring big changes in funding and the types of projects constructed under the federal water program.
- 14 "THE TIME IS NOW"** NACo's John Horsley heads a massive public-private sector move to rebuild America. AGC is a part of it.
- 19 AGC'S BLUEPRINT FOR TRAINING** AGC's Manpower and Training Services offers state-of-the-art training, publications, and guidance to meet the industry's growing need for skilled workers.
- 31 IN CHANGING TIMES** Bechtel's H.D. Bruner on the shakeout in energy-generating construction.
- 36 THE MONTANA CONTRACTORS ASSOCIATION, INC. (AGC)** Chapter profile
- 40 THE AGC OF NEW HAMPSHIRE, INC.** Chapter profile



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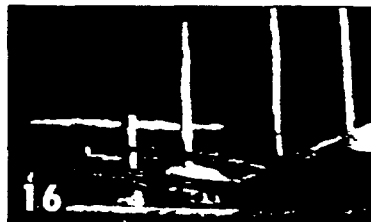
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JUNE 1987 Vol. LXIX, No. 6

FEATURES

- 12 INTERVIEW: REP. NORMAN MINETA** The chairman of the House Aviation Subcommittee believes the U.S. needs new and expanded airport facilities. And Norman Mineta will tell you straight out that government failure to disburse aviation funds is "a paper sham."
- 16 NO PLACE TO LAND** The number of aviation passengers will double in 20 years. The solution to this situation is simple: Build more facilities.
- 19 PRECAST CONCRETE PRODUCTS** Produced under ideal factory conditions, these versatile materials can save time, money, and headaches.
- 24 EXPECT PAYBACKS WITH PAVEMENT RECYCLING** Reusing in-place materials cuts paving costs.
- 31 ROBINS N. JACKSON** Chairman, AGC's Highway Division
- 32 THE MARYLAND CHAPTER, AGC** Chapter profile
- 36 THE AGC OF VERMONT, INC.** Chapter profile



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18 MEET THE LEADERS Profiles of leaders of construction-related associations.

22 LEARNING FROM THE OTHER GUY'S MISTAKES Ultimately, it is a contractor's management decisions that determine his success or failure.

28 CONSTRUCTION CLAIMS Contractors often view claims as a labyrinth from which there is no escape. But you can protect yourself when you need to file a claim.

32 OIL TESTING A simple procedure to help avoid costly equipment problems.

38 THE RHODE ISLAND CHAPTER, AGC Chapter profile

42 PRE-ENGINEERED BUILDINGS Pre-engineered buildings are making the move from industrial backlots to Main Street.

48 ORANGE AID '87 In Kansas City, an AGC chapter joins forces with Sunkist and the March of Dimes to reduce tensions caused by construction-related traffic tie-ups.

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56 WATER AWARENESS IN NEW YORK New York is taking action to safeguard its water resources.

60 "BUILDING A BETTER CONNECTICUT" AGC of Connecticut, Inc. develops a successful information packet to attract new members.

64 LEE WRAY RUSSELL Chairman, AGC's Heavy-Industrial Division

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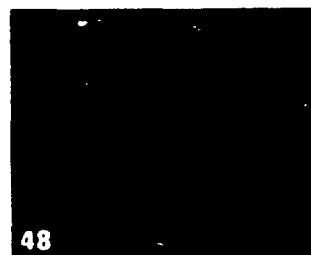
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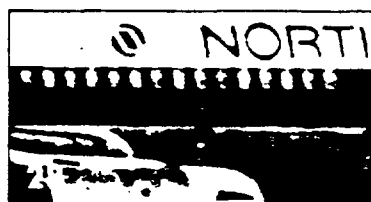
12 TRUCKIN' Few pieces of equipment are more central to construction operations than the trucks you use to haul your loads on-road and off. A look at what's new in the market.

20 INFRASTRUCTURE AGENDA As Sen. Daniel P. Moynihan's Water Resources, Transportation, and Infrastructure Subcommittee began historic hearings on the nation's overall infrastructure problems, CONSTRUCTOR took the opportunity to get overviews of the issue from some of its prime movers. They include Sen. Moynihan, Rep. James Howard, Sen. Quentin Burdick, and Rep. William Clinger.

28 DELAYED IN FLIGHT The lack of airport capacity in the U.S. causes more than simple delays for air travelers. The nation also pays a price in lost economic development. New capacity is needed, and needed now.

34 KOMATSU The Japanese giant opens an assembly plant in the Sunbelt.

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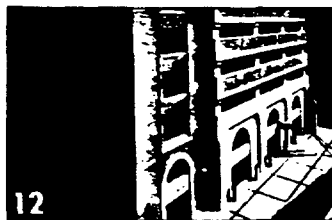
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AGC'S MANAGEMENT MAGAZINE FOR THE CONSTRUCTION INDUSTRY

SEPTEMBER 1987 Vol. LXIX, No. 9

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- 12 PARKING: ALL DECKED OUT** A new look at a multi-billion-dollar market.
- 18 "A GOOD DOSE OF COMPETITION"** Rep. Jack Brooks, chairman of the House Government Operations Committee, believes government should get what it pays for, and he doesn't mince words. An exclusive interview.
- 24 CHANGES IN A201** What you should know about the new edition of "The General Conditions of the Contract for Construction."
- 30 KAWASAKI** A relative newcomer to the United States, Kawasaki has been around for over 100 years.
- 35 BUT DOES IT DO WINDOWS?** Selecting computer software can lead to a mental meltdown. Knowing what to ask can make the process easier.
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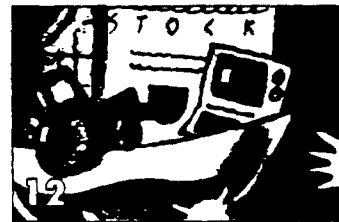
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OCTOBER 1987 Vol. LXIX, No. 10

FEATURES

- 12 THE BITTER TASTE OF THE SILVER SPOON** The issue of succession in closely held firms is both emotional and technical. AGC contractor Alan Layton offers some penetrating observations.
- 15 COVER STORY: DOING IT WESTCOTT'S WAY** AGC Treasurer Tom Westcott (Westcott Construction Corp., North Attleboro, Mass.) is a contractor's contractor. Here's why.
- 22 ALL OF THE INFORMATION ALL OF THE TIME** Distributed processing brings big computer power to job site computer screens.
- 25 ASBESTOS** If you do renovation, demolition, or addition work, you're eventually going to encounter asbestos. Know your options beforehand.
- 30 HABITAT FOR HUMANITY** AGC contractors give a hand up, not a hand out, to needy families.
- 34 COLORADO CONTRACTORS ASSOCIATION, INC. (AGC)** Chapter profile
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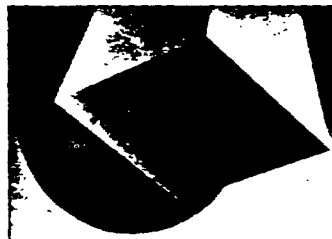
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NOVEMBER 1987 Vol. LXIX, No. 11

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- 12 **SPECIAL REPORT: EXPANSION OF MANUFACTURING HAZARD COMMUNICATION STANDARD TO THE CONSTRUCTION INDUSTRY** OSHA's proposed standard for the industry is a square peg in a round hole. AGC has offered to work with the agency to find practical alternatives.
- 17 **CONCRETE** Today's concrete is stronger, more durable, and more complex than ever.
- 22 **HIGH STRENGTH CONCRETE** AGC firms in Seattle lead the world.
- 24 **GEOTEXTILES** How high technology is revolutionizing an old concept.
- 29 **OUTSIDE CONTRACTORS, BETTER DEAL FOR COUNTIES** President Huestis tells 24,000 officials that contracting out is the way to go in a *County News* article.
- 32 **PARKING DECK RENOVATION** Market spells nearly one-half billion dollars in opportunities for concrete contractors.
- 38 **A CAPITOL RECONSTRUCTION** Chas. H. Tompkins Co. (AGC) completes historic Capitol renovation under budget, ahead of schedule.
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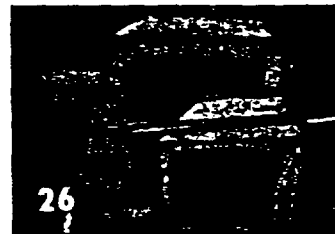
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- 17 **BUILD YOUR FUTURE** AGC's 1988 Convention/*CONSTRUCTOR* Exposition, March 10-15 in New Orleans, addresses your bottom line.
- 26 **GOING ON-LINE** A how-to guide for buying a computer system
- 30 **AGC MARKET FORECAST 1988** Contractors cautiously upbeat about 1988
- 42 **MOVING DIRT WITH SILICON** Computers and digitizers are shaking up earthwork estimating.
- 47 **INFRASTRUCTURE: MISSING THE MARK** AGC's analysis and comments on the second report of the National Council on Public Works Improvements
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