

THE **SECO** OUTLOOK ...

News from the World of SECO!

PROJECT FOCUS: Tennessee Bureau of Investigation Crime Lab



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The SECO team has recently wrapped up a very nice project in far west Tennessee for our good, long-time customer Turner Construction.

The Tennessee Bureau of Investigation's new "Jackson Crime Lab" facility is a beautiful new addition to the Jackson, TN landscape. Designed by Tennessee – based Lewis Group, the building is a great example of multiple building envelope materials utilized on the same building exterior in a very attractive and complementary fashion!

The architect designed the exterior facades to include masonry, glass curtainwalls, a variety of Centria's ribbed metal panels and Altech's flat aluminum

Project: Tennessee Bureau of Investigation Crime Lab

Location: Jackson, TN

Customer: Turner Construction

Turner's Project Manager: Franco D'Alto

SECO Sales: J.J. Derman

SECO Contract Administrator: Bobby Stanfill

SECO Foreman: Deno Brown

SECO Construction Manager: Tony Strickland

SECO Q.C. Manager: Travis Belew

SECO Crew Members: Randy Henson, David Miller and Billy Overton

composite rainscreen system. As you can see from the photos, these materials not only do not conflict with one another, but rather they create a very harmonious look!

(continued on page 2)

TBI, continued

The metal panels on this project included six (6) different Centria Concept Series profiles. The project also required a substantial quantity of aluminum composite panels produced by Altech Panel Systems. All of these wall panels (approx. 24,000 SF), were part of a sophisticated, thermally improved rainscreen system that included exterior applied rigid insulation and an integrated furring system.

SECO was awarded this project by Turner primarily because the Turner team, led by Jason Carter, knew that they could depend on SECO to deliver a first quality project without concerns about safety, quality or schedule!

Tony Strickland, SECO's Area Supervisor, said although the project came out beautiful in the end, the job was not without challenges. Mother Nature turned out to be the greatest challenge! Deno Brown, our foreman, and his crew seemed to have to work in thick, deep mud for essentially the whole duration of the project. Cold, wet weather seemed to always be the forecast as our folks battled to keep the project moving and to keep getting the work areas completed! Our folks had very good things to say about our customer's project team and that the project was definitely run by professionals who knew how to get things done!



Congratulations to all who were involved in this project! The Jackson State Lab is just another great example of Turner and SECO working well together and completing another "Great American Building", adding to the ever growing list!

Introducing... Mitchell Terry

We are pleased to introduce our SECO Outlook readers to one of our solid foremen who has been installing wall systems for SECO's contracting operation for almost 20 years! Meet Mitchell Terry, a Knoxville, TN resident who has taken on a full-fledged foreman position after serving as one of our best and most reliable lead men for many years!

A native of The Volunteer State, Mitchell was born in Rose Creek, TN, and eventually found his way to Jellico, TN, where he went to high school. "Mitch," as his fellow crew members know him, grew up in the country and remains a country boy at heart. When he was a boy, Mitchell fondly recalls riding bikes with friends, catching snakes, and just plain, "getting dirty"!

Mitchell did say that when he was young he wanted to join the military and defend his country! Recalling a funny event that took place in his younger days, he laughs about the time he mistook Nair (hair removal cream) for hair mousse and put it on his head! Fortunately, that hair grew back, but he needed to wear a hat for a while to hide the bare spot!

Mitchell married his high school sweetheart, Brianna, and together they have two grown children, Auburn, 21, and Chloe, 19. Also living in the Terry household are a 13 year-old cat, "Kitty", Luna, a seven-year-old "puppy" and Dart, a four-year-old Bearded Dragon lizard.

In school Mitchell learned of Benjamin Franklin and still admires his accomplishments. Mitchell admires all the inventions he is credited with, several of which we still use and impact our lives even today! When it comes to relaxing, Mitchell is a big family guy. He loves doing things with his family, especially gatherings around a bonfire. Not surprisingly, Mitchell loves "home cooking" and has a special penchant for noodles and homemade meatballs.

As for his outlook on life, Mitchell sees himself as a quiet person who has the ability to bring a "calming influence" to situations where things might be agitated or tense. Mitchell likes to say, "Things will always work out and be ok in the end!"

Mitchell is another fine example of the quality of our SECO people. "Mitch" wears the "SECO green" with pride, and we are proud he's on the green team!



Auburn, Mitchell, Brianna, and Chloe

What Our Customers Are Saying

At SECO, we always LOVE hearing from our customers about our high-quality people!

Here is a note from Turner Construction where our customer contact on the large Middle Tennessee Academic classroom project, Matthew Finney, shared his thoughts about two of our best folks, Matthew Toon and Travis Belew. Matthew and Travis were our Contract Administrator and General Foreman, respectively, on this important project.

“

Hi Matt and Travis,

As of next Friday, I will no longer be on the MTSU Academic Classroom project in Murfreesboro, TN. I just wanted to reach out to both of you and say it was a pleasure working with you and I greatly appreciate it. SECO did a really good job out here, and Travis was very prompt in getting issues corrected that did arise throughout the course of the job. I just wanted to take a second and thank the SECO staff for their support and wish you all the best of luck in your future endeavors as SECO was one of the best subs I have had the pleasure of working with. Thank you and have a great day!

”

We thank Mr. Finney for his kind words about Matthew, Travis, and the whole of SECO! Our folks make us proud every day, and we appreciate our customers who notice and appreciate their exceptional efforts!

The NovaTech Story

SECO Architectural Systems has been a leader in the wall panel marketplace for over 30 years. For most of those years, SECO was traditionally a Sub-Contractor, typically handling turnkey wall panel systems for our General Contractor customers. This was SECO's primary business model for a long time. In fact, most of SECO's current business is still turnkey contract work for General Contractors.

Over the years, however, we would receive inquiries from the market for "material-only" packages. These requests were often for materials that the customer might want to install themselves or would like installed by some other independent installer. The answer to these kinds of material-only inquiries was usually a polite "no" since we had no internal structure or personnel to handle non-contracting types of orders. We were simply geared to perform contract work.

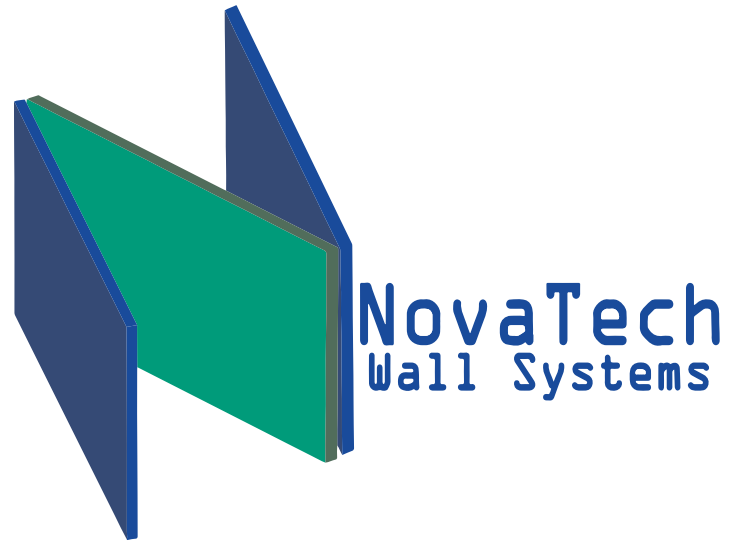
About 4 years ago, SECO management was approached by two leading manufacturers of wall cladding materials to represent their product and to help them bring those products to the marketplace. After a few months of negotiations related to products, territories, and Non-Disclosure arrangements, SECO agreed to start-up an internal, material-only operation. The name selected for this new, self-contained material-only division within SECO was NovaTech, which quite literally means "New Technology".

The primary reason for choosing this name is that "NovaTech" does not want to be known as a traditional material-only supply house type of operation. As such, NovaTech is not the place to go for every day, common building materials such as fasteners, sealants, air/water barriers, roofing, or insulation. NovaTech is, however, the place to go for the latest state-of-the-art "Rainscreen Systems" and their components. NovaTech has the capability of providing complete, fully-engineered wall systems ranging from high-performance composite panel systems, to insulated panel systems to aluminum plate systems, to European rainscreen systems and even metal siding packages!

In addition to these whole wall panel systems, NovaTech also provides custom sheet metal flatstock in both standard and custom colors. Further, NovaTech offers fabricated trim and flashing and folded panel corners for just about any panel profile, insulated or non-insulated!

The staff of NovaTech has grown right along with the demand for these systems and products. NovaTech has a full staff, including sales, project managers, engineering sources, and customer service. All staff members are very knowledgeable and have many years of industry experience. Because of this knowledge and expertise, NovaTech has the wherewithal to meet the needs of clients and customers. With these higher-end, higher performing type of material offerings, expertise is a must, not a luxury! Rainscreen systems can be very complex and very sophisticated. If an entity or person goes to procure one of these rainscreen systems from an underqualified inexperienced source, lots of negative things can result! Our folks are there to assure the customers that nothing negative will come from their purchase from NovaTech! This gives our customers great confidence!

Our manufacturing partners also have tremendous confidence in NovaTech's capabilities. World-class manufacturers such as Centria, Trespa, Fundermax, Alpolic, SwissPearl, Altech, ProFab, Alfrex Plate, and ATAS are all companies that have joined forces with NovaTech to



bring their high-performance products to the architectural cladding marketplace! NovaTech is committed to the satisfaction of all of its customers and clients!

Further, with an eye toward the future, NovaTech is committed to staying current with advancing technology and will continue to add new and exciting products to their catalog of offerings. After all, staying up with trends, technology, and new products is in our blood, and it's in our name!

Speaking of names, here are our NovaTech team members:

General Manager – Doug McIntyre - Doug has been in the MCM/rainscreen business for 25 years. Doug has also been in the fabrication business his entire career, serving in every position imaginable, from shop guy, PM, and sales to NovaTech's team captain.

Director of Sales – Whitney Classey - Whitney brings 14 years of experience in the construction industry to the team. Whitney started her career in commercial mechanical supplies and then moved into the architectural side of the contracting business.

Sales Manager – Chris Ward - Chris is the newest sales team member and brings with him 35 years of experience in the construction industry. In the short time that Chris has been with the NovaTech family, Chris has already quoted several million in projects.

Sales Manager – Bob Murphy - Bob brings 31 years of experience in the construction field to the team. Bob has been with SECO for eight years, working with the manufacturing and contracting side and is now on the NovaTech team. Bob has worked as both a salesman and project manager.

Project Manager – David Cake - David is the newest member of the NovaTech team and brings with him 20+ years in the construction industry, including the past eight years managing ACM, phenolic, and terracotta cladding projects. David is also a GA Tech graduate and professional engineer.

ProFab Production Manager – Chris Stephens - Chris has been in the metal working business for 17 years. Chris joined the SECO team as a shop worker in 2010, and after displaying his skillset, was immediately promoted to Production Manager. Chris, and ProFab, play an intricate role by providing custom metal fabrication services to NovaTech's customers.

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Introducing the NovaTech Team

Doug McIntyre

In this issue of the SECO Outlook, we are introducing you to the NovaTech team. (NovaTech being the material-only operation within SECO Architectural Systems).

NovaTech is beginning its 4th year of operations, and from its beginning, has been led by Doug McIntyre. Doug, like many other leaders, wears many hats to make sure things happen as they should! Doug's professional experience is deeply rooted in the wall panel marketplace, having worked for two Atlanta area-based panel manufacturers for 16 years prior to joining the SECO team in 2011. That is a quarter-century of wall system experience under his belt! That kind of experience is invaluable, and we are very fortunate to have him heading up NovaTech!

Doug is originally from Southfield, Michigan, where he grew up and graduated from high school. When Doug was a young boy in Michigan, he was a budding outdoorsman! He was always scouting around for good camping places and suitable fishing holes. A tough kid, Doug endured many scrapes and cuts during his youthful explorations. He notes that he made many trips to the hospital for various injuries and stitches!

Consistent with his daredevil, carefree nature, Doug aspired to be a race car driver. Not surprisingly, Doug, if a time machine were available, relishes the thought of interviewing Christopher Columbus. He'd love to ask him about his adventures, his discoveries, and the challenges of sailing to unknown territories. With that same time machine, Doug would make it a point to check in with George Washington, one of the Fathers of our country and an amazing leader at a time when our young, fledgling nation desperately needed leadership.

Doug Mac, as we affectionately refer to him, now lives in Buford, GA, with Paige, his lovely wife of 25 years. Paige and "Mac" have three grown children, Matthew 33, Madison 21, and Austin, 19. Matthew is the proud papa of two kiddoes, Lucas 5 and Ben 2. That, of course, makes Mac and Paige proud grandparents times two! Speaking of proud, Doug tells us that Madison will soon be graduating from Kennesaw State with a business degree. A member of the ZETA Sorority, Madison enjoys her leadership position. Austin has a keen interest in the electrician's trade and has just commenced his apprenticeship here in the Atlanta area. He is very excited about his new career path! Actually, Doug and Paige have three other kids at home, and they all have tails! Dakota, a 14-year-old Australian Shepherd shares the house with two one-year-old kitties, Molly and Rue!

Doug and Paige still enjoy the outdoors and really enjoy being out on the water. Doug never lost his passion for fishing and loves to fish competitively. We suppose, therefore that it is no coincidence that Doug's favorite kind of food is seafood! If one can catch it in the water, Doug likely would like to dine on it!

Doug likes to say that he's a "never give up" type of person. He's a doer and not a reporter. He wants to win and enjoys utilizing his knowledge and his skills to help the team win! Doug says no matter what, he will always give his best and nothing less! We are fortunate to have "Mac" leading the way at NovaTech, and he will no doubt lead his team to many "wins" going forward!



*Doug and Paige with children
Madison and Austin*

Whitney Classey

Every successful business organization is made up of successful, high-performing people! NovaTech is indeed a successful operation! One of their core team members is Director of Sales, Whitney Classey. Whitney helps keep the company moving in the right direction! Soon Whitney will mark her fourth anniversary with SECO, and it's been a great four years!



*Whitney with sons, Landon,
Brayden, and Nicholas*

One could say that Whitney was destined to work in the construction industry, as her father owned and operated a large residential HVAC company. Though she could be seen in the office and in the field with her dad from the early age of 4, Whitney officially started her career as an estimator with Tom Barrow Company, an industry leading factory sales representative serving mechanical contractors. After a number of years cultivating her knowledge and managing the department, she made the jump into the architectural division by joining another industry leader, Fry Reglet Corporation. With Fry she expanded into various roles across their product groups including inside sales, project management and purchasing. Striving to further expand her knowledge, Whitney then joined our team at SECO. Since the inception of NovaTech, Whitney has taken on a critical role within the organization, essentially acting as the major conduit between customers and the company. Since the division was still developing, Whitney found herself pulling from her previous experiences, often estimating, bidding, marketing, and project managing all at the same time. She wore so many hats that no hat-rack could have held them all!

Things have settled down a good bit since the "early days" of NovaTech, and now Whitney dedicates

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NovaTech Team: Whitney Classey, continued

most of her time to the sales effort and looking after our customers. She is doing a great job and is a major reason the company has grown as it has!

Whitney is a strong advocate for education. In high school, she participated in numerous clubs, councils and activities, and is an alumnus of the GYLC (Global Young Leaders Conference). She represented the United States in discussions with world leaders, including the UN! Aside from her academic focus, Whitney also excelled in three sports: basketball, softball, and volleyball. Now Whitney coaches her kids' baseball teams and loves teaching them and other team members how to play the game the "right way"! Whitney loves being a mom and is very proud of her three boys, Nicholas 21, Brayden 14, and Landon 8. Whitney loves music, and even though she leans toward hard rock and alternative, she learned to play the cello in her younger days! Whitney can be found spending most of her time outdoors, either coaching or adventuring and loves to hike, snow ski, kayak and be surrounded by nature. When not outdoors, she can be found with a book or donning an apron as she loves to both cozy up with a good book and bake.

There are a number of bucket-list items she is targeting, one of which is jumping from a helicopter at the top of a ski slope! Whitney's a fun and energetic individual! She brings that fun and energy with her to her work every day, and we love having her energy on our team!

Bob Murphy

Another important member of the NovaTech team is Mr. Bob Murphy, aka "Murph." Bob has been in sales most of his adult life and handles the sales duties for Novatech in the North Carolina market. He also serves as the account manager for several important corporate customers that are outside of his home market. Bob has been on the SECO team for seven-plus years and is well respected both by customers and his fellow employees.

Bob is originally from Bismarck, ND, but grew up in Bethesda, MD. After graduating from Bethesda-Chevy Chase High School (where he was a proud Battling Baron!), Bob attended Montgomery College and later was a Terrapin at the University of Maryland where he studied Political Science.

Bob actually got his start in the world of estimating, sales, and even project management with a small family-owned specialty window covering manufacturer. Bob says this served as an excellent training ground as a future WPG (Wall Panel Guy).

Bob did not set out to be a WPG, however. In fact, growing up the youngest in a family with seven kids, Bob jokes that he focused on surviving random "big brother" attacks from his four older brothers and finding enough food at the dinner table given all the sibling "competition"!

Bob and his lovely wife Teresa live in the Raleigh, NC area with their three miniature schnauzers, Sweet Pea, Cosmo, and Harley. Bob has two grown sons, Ian (34) and Christopher (30), and also two grandsons, Oliver (2) and Cameron (2mos.). Bob likes to play a little basketball now and then, plays a little golf, and also raises/trains swans! Yes, you read that right, swans! Mommy and Daddy Swan, with their seven offspring, live at the lake next door behind their home. Teresa and Bob also enjoy quiet time together during weekend trips to the ocean or the nearby mountains.

Bob is guided by this personal statement about his profession; "The projects that I pursue and sell provides for our good brothers and sisters down the line as well as the good folks upstream. They count on me, so I make sure to turn over every stone!"

Bob "Murph" Murphy is a great teammate and a very kind human being. It's great he is a part of SECO and the NovaTech Family!



Bob with grandson Oliver

Chris Ward

One of our key team members at NovaTech is Sales Manager Chris Ward. Chris has not been a member of the NovaTech team for that long but has already made a name for himself.

Chris, in one form or another, has always been associated with the world of construction. While still in school, Chris worked for his brother, who was a homebuilder in upstate New York. After working in the residential market for a number of years, he moved to NC in '94, taking a job with Piedmont Housing building Fleetwood manufactured housing. About that time, when everyone was worried about Y2K, Chris made the jump to the commercial marketplace, going to work for Carolina Construction Company. After several years in N.C., he was called back to his home state of New York to take a position with a remodeling company.

Not long after that, always progressing professionally, Chris joined the sales organization for one of the nation's premier window manufacturers, Pella Windows. Chris worked as a sales rep. for Pella until about 2009 when the economy tanked and caused Pella to re-organize. Once again, Chris took this as an opportunity and joined a major distribution entity, Norandex, and began selling products on their behalf. ABC Supply, one of the Country's "big fish" in the building materials distribution marketplace bought out Norandex and

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NovaTech Team: Chris Ward, continued



Maverick (baby), Mitchell, Max, Malena, Maddox

as part of the acquisition, ABC transferred Chris to Georgia. This is where Chris and NovaTech crossed paths, and in the late summer of 2019, Chris joined the NovaTech team!

Chris now lives in nearby Lilburn with his wife Monica and their large family. Chris has eight kids ranging in age from 27 to 2 months! They are Devaney 27, Jessica 24, Heather 23, Malena 13, Mitchell 10, Max 7, Maddox 14 months, and Maverick 2 months. Monica, (in addition to being a super mom) is a professional lighting consultant. If the family weren't big enough, there are also two grandkids in the family, Riley 3 and Ellie, just a month old.

Chris, as a young boy in rural NY State, loved to hunt, fish, and ride motorcycles. Even today, the family loves to hike, camp, and simply enjoy the outdoors. On weekends you might find the family boating or attending a football game. Chris and his family are quite spiritual, and they all readily share their faith. In fact, Relay for Life, a philanthropic cancer-fighting organization, is a favorite charity of the Ward's. It's interesting to note also that Chris was also a volunteer firefighter for 25 years!

Chris has a couple of great philosophies about life. He says, "One must have heart along with a burning fire inside yourself in order to stay motivated and get the most from life instead of just simply existing". He also subscribes to the wisdom that, "nothing good comes from worrying about things one can't control"!

Chris is a multi-faceted resource and an exceptional team member and fits into our NovaTech group very well!

David Cake

NovaTech has been growing at a steady rate since their inception. Specializing in the supply of various top-shelf rainscreen products to the Construction Marketplace Novatech has been highly successful. So successful has NovaTech been that they have grown a great deal in a short amount of time.

This growth caused the need for additional staff to handle their projects in their accustomed professional manner. This is where David Cake comes in! After a long, extensive search for just the right person to join the NovaTech staff as a front-line Project Manager, David Cake's name appeared at the top of the list, and by a wide margin! David is a seasoned professional who has worked in our industry for many years and has a tremendous amount of wall-cladding experience under his belt.

David came aboard the NovaTech operation in October of '19 and fit right in! As a Senior Project Manager, David brings great experience, knowledge and professionalism to the NovaTech Team. When David makes his initial contact with one of NovaTech's customers, they know right from the start that their project is going to be handled by a true professional!

David and his wife Connie have a beautiful 16 year old daughter named Skyler who they proudly advise is an honor student at Harrison High School in Cobb County. Nice work Skyler!

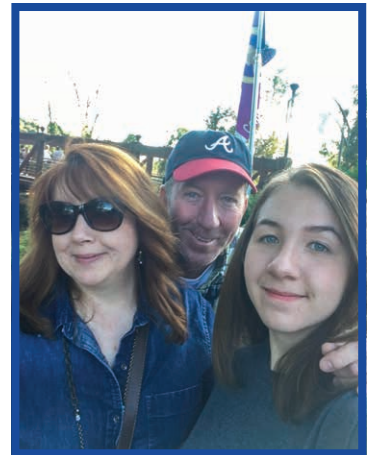
David is a native of the Sunshine State and spent his early days in the Ft. Lauderdale area. David's family then moved up to Georgia and settled into Ludowici, GA (Pronounced Loo-Doe-Wisee), where he grew up. Eventually, David enrolled in that very fine Atlanta institution of higher learning, the Georgia Institute of Technology, a.k.a Georgia Tech. After graduation with a Civil Engineering degree, David headed out into the workforce and started putting that Yellow Jacket knowledge to good use!

In time, David found himself in the construction world, specifically in the metal panel manufacturing arena. After eight years in the business, David came on board with NovaTech and we couldn't be more pleased as he fits the team perfectly!

When not orchestrating NovaTech projects, David and his family like to take advantage of the beautiful north Georgia outdoors, hiking, biking, and running with their two dogs, Luna (a German Shepherd/Husky mix) and Callie (a Border Collie mix). He's also an avid Atlanta sports fan, as he keeps track of the Yellow Jackets, and the hometown Falcons and Braves!

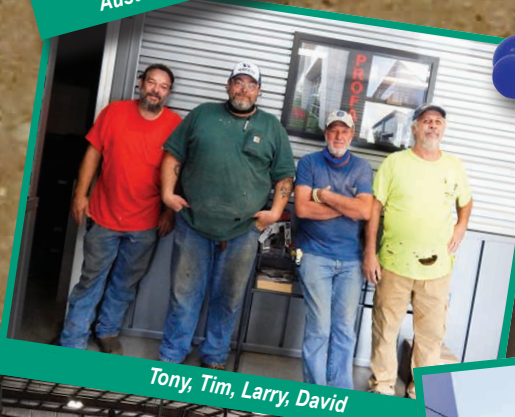
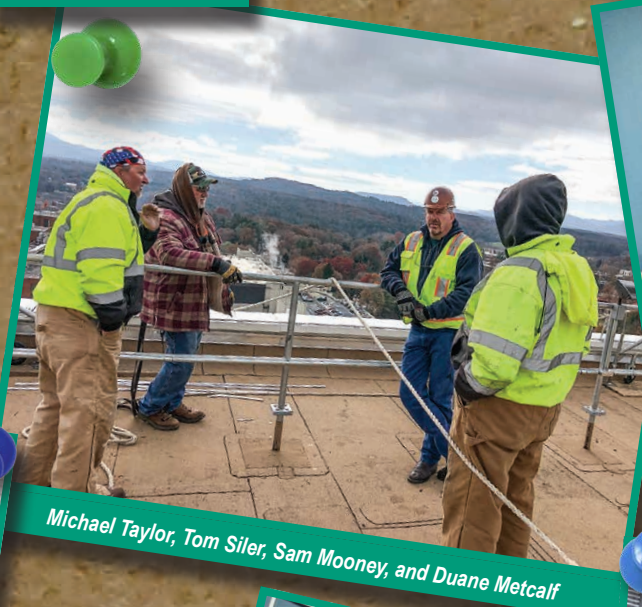
If you find yourself in the northwestern side of the metro area, you might come across David, Connie, and Skyler on one of their outdoor excursions. If indoors, one might find them at their fave restaurant, Gumbeaux's in Douglasville!

David is a true team player, and we're proud he's on our team!



David and Connie Cake with daughter Skyler.

SECO



FACES



SECO logo by J.J. Derman's daughter, Addison Derman



Chris Lockhart and family



Cory Hunter and Austin Canup



Cecil Landress dressed for Halloween.



Sam, Robin, and Alex



Halloween 2020



Annette Miller's daughter, Madison Cope
Loganville HS



Dianna Mitchell's son, Dalton Mitchell
Loganville Christian Academy



Paul Roberts' son, Davis Roberts
Chattanooga HS • Air Force BMT

The LIGHTER SIDE

Question: What's the fastest way to get an architect to approve a color?

A-Write the words, "custom color" on the back of the sample.

Question: What do the initials "GMP" stand for?

A-Grossly Miscalculated Pricing

Question: What are field technicians called that fail their drug test?

A-High'rd hands.

Question: What is it called when SECO's field personnel are unable to get to a work area due to other trades, stored materials or different impedances being in their way?

A-Normal

Question: When a crew is set to get started, but find that they don't have the screws they need, what happens?

A-Nothing, they are "screwed"!

Question: Why is it important to have "approved shop drawings" on the jobsite?

A-This generally allows the crew to assign the blame when things don't fit properly!

Question: When does a tower crane usually get taken down and dismantled on the average project?

A-Usually about 2-3 days before our crew needs material hoisted to the roof.

Question: Everyone knows that the shortest path between two points is a straight line, but what represents the longest distance between two points?

A-The distance between a work area and the porta-john

Question: How is a tradesman referred to who has a lot of raw talent, but lacks a bit between the ears?

A-One could say about him; he has all the tools, just no toolbox!

Questions, but no "real" answers:

- Why are shop drawings called shop drawings?
- Why are new people called "green"?
- Why are complete lists called "punchlists"?
- Why does "Approved as Noted" mean "Proceed at Your Own Risk"?



Construction Basic Truths

Question: What is always the first area of any building that needs to have all panels installed?

Answer: The area that is the least ready!

Basic Truth: When dry weather is absolutely necessary to install panels, the odds are that it will be raining on the day the work is to commence!

Basic Truth: The day a crew needs a manlift for a critical installation activity is the day the machine breaks down!

Question: Has anything profound and worthwhile ever been scrawled on the wall of a porta-john?

Answer: No. (By the way, who brings a Sharpie to the john?)

Basic Truth: The more critical the material is that is scheduled to deliver, the more likely it is that it will be delayed!

Basic Truth: If a panel is to be damaged after installation by another trade, it will be the most difficult area to access and be the most expensive panel on the project.

Construction Math: The true total duration of a project is calculated simply by increasing the total number of days allowed for within the published project schedule by 15% to 20% and then adding a couple of weeks.

Sitework: An ancient word, first used by Roman builders building the Colosseum (Coliseum). The word translated to English, means "damn, we've hit rock!"

Question: Who is the busiest sub-contractor in America?

Answer: Others, Inc. This is because every set of shop drawings

produced by virtually every trade on every project is chock-full of work scope and details identified as "by Others."

Question: Why is it that the coldest week of the year coincides with the week that crew members forget to pack their long underwear?

General Rule: The tool that is required for an important task is always at the bottom of the Jobbox, buried by power cords and other tools. Similarly, the important panel a crew needs, the one that must be installed before any other, will inevitably be in the last crate delivered or will be the one missing from the crate.

Question: How does a person double the cost of materials on a project such as these; Paint, Extrusions, Panels, Finishes, Panel Module, Fabrication, Perforation Pattern or Panel/Shape by using a single word? Simply place the word "custom" in front of any of these items!

Basic Truth: Show me a clean truck, and I'll show you someone who parked offsite.

Speaking of parking, why does every project prohibit "onsite parking"?

Onsite Storage: A nice concept but is as rare as unicorn or Bigfoot sightings!

Basic Truth: The material hoist inevitably stops two floors below the level where the material needs to go!

Question: Why is it that the power source on a project is always further away than a crew's extension cords will reach?



Steve Helms, SECO's Safety Director
with Travis Belew

Safety Corner

by Steve Helms

The story of the times these days is definitely the COVID-19 virus and the effects of it on the entire globe. We feel the effects in our homes, neighborhoods, schools, businesses, churches, and our recreational activities. Every single aspect of our lives, and every life on the planet has been affected. As of this writing, there have been over 55 million confirmed cases of C-19 worldwide with over 11 million here in the United States. U.S. cases average about 28% of the global cases, and U.S. C-19 related deaths average about 18% of the global total. These statistics come from the CDC and have not been compiled from any unofficial sources.

Clearly, the COVID-19 crisis is a very serious matter, and we should all do what we can to minimize the spread of the virus and to help contain it to the greatest practical degree possible. How do we help our families, our SECO family, and our human family stay as safe as we can? Much has been written in terms of "official recommendations" from "official" healthcare bodies, such as the CDC, the WHO, and others, however, there are a few common recommendations that bear repeating here:

1. Avoid close contact with anyone who is sick.
2. Stay home and avoid public places if you yourself are sick. The exception is to get medical care when warranted.
3. Cover all coughs and sneeze with a tissue or into your elbow or your arm. Do not re-use handkerchiefs or tissues after a use.
4. Wash your hands frequently using soap and water (preferably anti-bacterial soap) for a minimum of 20 seconds.
5. If soap and water washing is not available, keep some alcohol-based sanitizer (at least 60% alcohol) on hand and use it on your hands and fingers frequently.
6. Keep "common touch" items like tables, desks, switches, doorknobs/handles, cabinet pulls, copiers, flush valves, faucet handles, copier control panel and other shared office equipment sanitized and disinfected as much as possible. Clean these surfaces several times per day.
7. Keep socially distant from others, especially non-family persons. The CDC recommends a minimum of 6 feet of space between persons to effectively control human-to-human spread.
8. It is not as effective as distancing, but mask wearing is recommended and is frequently mandated in public places and settings. To be effective, the mask or covering needs to cover both our nose and your mouth.
9. If you are health compromised (diabetes, obese, smoker, COPD, etc.) or aged (65 or older), you are at a much greater risk of serious, intensive illness from COVID-19 than the rest of the population! People that fall into this category should be far more cautious than those who are not.

If all of us simply honor these recommendations, and we exercise good common sense, we can all hold-off this virus until it is eventually under control. Be safe out there!



Steve Helms and Austin Canup. Austin received certification
for Construction Quality Management.



Steve Helms and Jamie Maxwell. Jamie received
his USACE certification.

IT Corner: Easy Ways to Protect Your Digital Assets

by Dianna Mitchell

We have all heard of large industries being attacked or having a breach in their electronic information systems. It could be an insurance company, a credit bureau, or a major city, or you as an individual. No one is immune to being attacked! However, there are a variety of easy ways you can help protect your personal or work assets.

- Passwords – weak passwords are easily hacked – use strong passwords or use a password manager
- Old software/operating systems – keeping your software and operating systems up to date and installing security patches when they are released is essential
- Old and unnecessary accounts – these should be deactivated and/or deleted
- Ensure communications are data encrypted when they contain sensitive/confidential information
- Remove unnecessary third-party software
- Install firewalls
- Install antivirus/malware software and keep it up to date
- Keep regular backups
- Avoid pop-ups, unknown emails, and links. Don't click on unknown or unexpected links
- Use a secure Wi-Fi source
- Educate yourself on your devices and how best to protect them
- Use two-factor authentication when available
- Lock your devices either with a password or passcode



Remember: Always stay alert and cautious when opening and reading emails, surfing the web, or downloading programs or information!

SECO Employment Anniversaries

0-2 YEARS

Brian Adams
David Allen
Matthew Bentley
William Blasdel
Stephen Bolmon
Brandon Bryant
Raymond Davis
Ryan Ensley
Marc Germundsen
Walter Houston
Jermaine Jackson
Willie Johnson
Alicia Jones
Antonio Matos
Zachary Phillips
Michael Quijano
Seth Rogers
Buddy Taylor
Anthony Timm
Nathan Wacker
John Welborn

Barry Williams
Eric Williams
Andy Woodall
David Cake
Kenwain Dragg
Travis Fricks
Andtravious Montgomery
Eric Nelson
Tuan Nguyen
Robert Smith
Christopher Ward
Antwaun Waters
Paul Bott
Brian Dellinger
Andrew Edenfield
William Lockhart
Annette Miller
Kelton Nesbitt
Felicia Shellhouse

3 TO 4 YEARS

Bob Brake
Jill Green
Jamie Maxwell
Cory Norton
Dallas Roberts
Paul Roberts
Richard Ross
Justin Spires
Matthew Toon
Jeffrey Campbell
Whitney Classey
Timothy Lemmons
James Taylor

5 TO 10 YEARS

Cory Hunter
Donnie Lowery
Denise McClure
Billy Overton
Christopher Bramlett

Billy Carter
David Brown
Austin Canup
JJ Derman
Edward Kinton
Robert Murphy
Deno Brown
Randy Henson
Robert Moore
Roy Neal
Jefferson Fain
Robert Henry
Douglas McIntyre
Tony Wilson
Alex Perkins
Larry Roach
Christopher Stephens

11 + YEARS

Duane Metcalf
Steve Ayers
Samuel Mooney
Glenn Phillips

Tommy Siler
Craig Wren
Dianna Mitchell
Bobby Stanfill
Anthony Strickland
Jacoby Dragg
Travis Belew
Jason Cooke
Joe Creighton
Mitchell Terry
Bart King
Paul Osborne
Cecil Landress
Richard Waldron



Around the Territory

Even amid the global COVID-19 pandemic, SECO Contracting continues to be blessed with high-quality projects and plenty of business opportunities with our good customers!

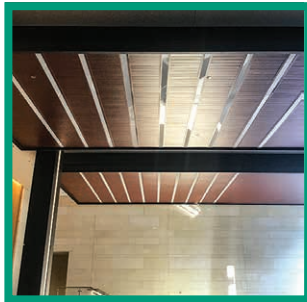
We take nothing for granted, however, and we are thankful and appreciative for the business opportunities we are presented with and the contracts we have been awarded! Here are some of the projects we have been working on recently and the great SECO folks associated with them.



Hyatt Hotel Nashville, TN

We just wrapped up a large Altech ACM panel project in Nashville for Clark/Bell Construction. This project was quite complex and included panels at the top of the high-rise tower and at the major curtainwall projections at the podium levels of the project. There was also a large Longboard aluminum soffit in the covered drop-off area and some sophisticated custom fabrications incorporated into our scope.

Up to the task on this project was foreman, **Dennie Neal**. Dennie was ably aided by fellow foremen **Eddie Kinton** and **Tom Siler**. **Duane Metcalf**, **Paul Osborne**, **Michael Taylor**, **Mitchell Terry**, **Bart King**, **Anthony Morgan**, **Michael Rickett**, **Alex Lizama**, and **Robin Hernandez** all did a great job and performed very, very well despite the very challenging nature of the project!



GSU Engineering and Research Building Statesboro, GA

Our good customer, J.E. Dunn, awarded SECO the metal panel work for this large, complex new facility at the Georgia Southern campus in Statesboro, GA. The project includes about 17,000 SF of Altech's Accu-Trac ACM panels and approximately 40,000 SF of profiled panels from Centria. The Dunn team leaned heavily on the expertise and professionalism of **Chris Bramlett**, **Austin Canup**, and the entire SECO crew.

Knocking out the panel work on this project under the keen eyes of Chris and Austin were **Jamie Maxwell**, **Andravenous Montgomery**, **Cory Hunter**, **Cory Norton**, **Donnie Lowery**, and **Stephen Bolmon**. The project is nearly completed at the time of this writing, and all are very, very pleased with the performance of our professional crew members. Great work, guys!



Wilkes Community College Ashe Campus-West Jefferson, NC

Our N.C. based friends at Vannoy Construction selected SECO to perform the metal panel work at the new Ashe Campus Building at the Wilkes Community College campus in West Jefferson, NC. The metal panel scope on this nice project includes a small quantity, about 1000 SF, of Centria's Intercept product, and about 7,000 SF of Centria's Econoclap profiled panel. When our work is complete, it will be another excellent example of collaboration between SECO and Centria! **Deno Brown** heads up our field efforts and is very capably assisted by **Randy Henson** & **Billy Overton**. Thanks for your attention to detail guys!



(continued on page 14)

Around the Territory, continued

Powersville Middle School Powersville, SC

Our field team led by **Steve Ayers** and **Eric Nelson** have put the wraps on a small but very challenging Altech Accu-Trac ACM project as an addition to Powersville Middle School. As usual, **Brett Perkins** rounded out the field team, and



methodically, they got the job done! Our outstanding, long-time customer Harper Construction based out of Greenville, entrusted the metal panel work on this project to SECO for the same reasons they always do. They always get a clean, crisp professional installation that meets all expectations, including those of the architect and the owner! Steve and the boys always make us proud!

Tennessee Bureau of Investigation Jackson, TN (See cover article)

Deno Brown led the SECO field efforts on yet another important project in the Volunteer state for Turner Construction. This project had about 6,200 SF of Altech's Accu-Trac ACM panels and another 15,000 SF of Centria's Concept Series panels on the primary feature walls. The building has turned out to be



gorgeous, and the Turner folks are very pleased as they always are with SECO's consistently excellent performance. Deno's team of **Randy Henson, Billy Overton, and Bob Henry** did SECO proud as they always do, representing the company in their first-class, safety-conscious manner!



There is a great backlog of beautiful projects on the books that very soon will be getting underway. In fact, by the time you read this, most of these projects will be well underway!

PROJECT

TANNER MEDICAL CENTER – PHASE II
CAROLINA PREMIUM BEVERAGE
D-3 MIDDLE SCHOOL
BJCC ARENA
THYSSEN-KRUPP INNOVATION CTR.
FOUNTAIN INN HIGH SCHOOL
CMS OLYMPIC HIGH SCHOOL
GEORGIA POWER OPERATIONS BLDG.
KENNESAW STATE UNIVERSITY-CLASSROOM BLDG.
GSU CONVOCATION CENTER/ARENA

CUSTOMER

RA-LIN CONSTRUCTION
INTER-CON BUILDING, CORP.
HARPER CONSTRUCTION CO.
B.L. HARBERT CONSTRUCTION CO.
BRASFIELD & GORRIE
HARPER CONSTRUCTION CO.
EDIFICE CONSTRUCTION CO.
CHOATE CONSTRUCTION CO.
BRASFIELD & GORRIE
BRASFIELD & GORRIE

These are all great projects, and we are beyond blessed, especially in these very challenging times, to have such nice projects on our books!

We want to take a moment to thank some other folks who help make these projects go smoothly in addition to our awesome field folks. **Sam Mooney, Bobby Stanfill, Matthew Toon, Mel Bindas, Annette Miller, and Jason Cooke** all do a fantastic job of keeping things moving both in the field and behind the scenes. The needs of our customers and their expectations are always in the forefront of their minds. These folks manage our Construction Operations and Engineering functions. Their work isn't always highly visible but is absolutely necessary and critical. SECO's success in many ways, could not be achieved without the efforts of these fine people. With well over 100 years of combined construction experience, these SECOians know how to get things done and how to make sure those things get done right!

Thanks to all of our field guys and also to our Construction Operations management team. We are so proud that you wear the SECO green!

Project Pix

Carrollton GA



TANNER MEDICAL PHASE II



CDC ROYBAL CAMPUS

Atlanta, GA



**DR. T.K. GREGG
COMMUNITY CENTER***Spartanburg, SC***PESTER AUTOMATION***Huntersville, NC***40**
VOLUME**SECO is celebrating 31 years in business and our 40th
issue of the SECO Outlook!**