



OUTLOOK

NEWS FROM THE WORLD OF SECO

FOUNTAIN INN HIGH SCHOOL



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PROJECT FOCUS

MEET MEMBERS OF OUR TEAM

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Fountain Inn High School - SC

In this issue of the SECO Outlook, we want to tell you about a huge project in South Carolina we recently completed. Fountain Inn High School in Fountain Inn, SC is a massive new high school in the Greenville County School System. Designed by the architectural firm of Craig Gaulden Davis, the school is extra large so as to accommodate the exploding upstate SC population and allow for future growth. The heart and core of the brand-new ground-up high school is the Advanced Manufacturing Program. This is a program that emphasizes manufacturing science and technology.

The goal of the program is to have the school produce student graduates who are employable and not simply prepared for additional higher education. Charles Gunning, the Principal Architect for project architect, Craig Gaulden Davis, is justifiably proud of the school's design and, of course, the final product!

In 2017, Craig Gaulden Davis was awarded the design package from the owner, Greenville County Schools, and the programming began! The design team knew from the beginning that they wanted to push the AMP component of the school "front & center" and not attempt to hide it on the backside of the school. The team knew that there are not a lot of schools with AMP as a major component, and Craig Gaulden Davis wanted to not only emphasize AMP but wanted to honor and acknowledge the conservative manufacturing and industrial history of the Fountain Inn area in the design.

Accordingly, clerestories were generously utilized so that natural light would be prevalent in interior spaces, which is common on the well-established, existing industrial buildings found in the Fountain Inn area. Charles says that it was a given that the building exterior was going to involve lots of material found in the nearby industrial structures. Hence, the exterior of the school utilizes a lot of traditional brick, ribbed (corrugated) metal panels, and with a nod toward the technology program within the school, a large quantity of flat, silver metallic composite panels. A good amount of these flat panels are applied to projected fascia/soffit conditions and other high soffit



areas. The windows within the walls are mostly ribbon windows with intermittent metal panel pilasters between windows. The entrance features glass curtainwalls and are easily recognized as the portals to the building's interior!



Project: Fountain Inn High School

Location: Fountain Inn, SC

Customer: Harper General Contractors

SECO Sales: Joe Creighton

SECO Contract Administrator: Matthew Toon

SECO Operations Director: Bobby Stanfill

SECO Engineers: Rich McConaughy and Mel Bindas

SECO Foreman: Deno Brown

SECO Construction Manager: Tony Strickland

SECO Field Q.C. Manager: Travis Belew

SECO Crew Members: Steve Ayers, Austin Canup, Mac Brown, Billy Overton, Randy Henson, Noah Mays, Brett Perkins, and Donnie Lowery

Even though the brand-new building honors the architectural "language" of the surrounding industrial area, the new metal wall panel systems are in truth, very sophisticated modern "rainscreens." That is, the moisture barrier or "dryline" is outboard of the water-resistant exterior sheathing along with the continuous thermal barrier. Of course, the metal panels and



(continued on page 3)

all of the supplemental interstitial supports necessary to attach the panels to the structure complete the rainscreen assembly. It's not an accident that SECO was involved in this highly visible, important project, as we are the foremost rainscreen experts in the southeast. Mr. Gunning even stated that SECO was very instrumental and helpful during the submittal process as many details were refined and engineered for optimum performance while achieving the desired appearance!

Once the design was nearing completion, Harper General Contractors put together the winning proposal for the project and was awarded the contract to perform the complete construction management services for the owner. During the Pre-Construction period, Harper requested pricing and other installation data from SECO, which included a good number of value-engineering suggestions and detail assistance. At the end of the Pre-Con period, we were overjoyed that the Harper team, lead by Chris Morton and Senior Project Manager David Fey, selected the SECO team to be their wall panel systems subcontract partner. Mr. Fey indicated that he had high confidence that SECO was more than up to the task of the complex wall panel package and was pleased to have us on board!

Our team, led by Operations Director Bobby Stanfill, quickly collaborated with key staff people, coordinating our submittal package. Rich McConnaughey working closely with Mel Bindas, commenced with the detailing and shop drawings for the large and complex ribbed panel scope. It should be noted here that based on SECO's experience with proper rainscreen details, that the architect very much appreciated suggestions from Rich and Mel related to improved trade sequencing and constructability. At the same time, Mel worked with Matthew Toon and Tuan Nguyen, preparing the huge aluminum composite panel scope approval drawings.

Joining the approval and shop drawing process, Paul Bott and Eric Dustin, guided by Matthew, performed several digital scans of the building to obtain exact, real-life data by which to build our electronic models. Tuan was able to draw the hundreds of actual panel parts from these models. The panel parts were then put into production at Altech Panel Systems, and hundreds of panels were produced with amazing precision! We want to give a big "shout out" to our manufacturing partners ATAS, Altech Panel Systems, ProFab, and Alpolic for their over-and-above service and attention to this critically important project!



ATAS produced over 33,000 SF of aluminum ribbed profile panels, while Altech manufactured over 13,000 SF of their AccuTrac aluminum composite rainscreen panel system. Alpolic supplied about 21,000 SF of aluminum composite sheets, and ProFab fabricated several miles of trim, flashing, and rainscreen supports. Of course, all of this pre-construction effort would mean nothing at all if we didn't have the personnel with the experience and wherewithal to install all of these high-quality products. Our field team led by Deno Brown did an exemplary job of putting all of these materials in place quickly, efficiently, and most importantly, with world-class quality!



The Fountain Inn High School Team from left to right: Steve Ayers, Randy Henson, Deno Brown, Brett Perkins, Austin Canup, Mac Brown, Noah Mays, Jason Cooke, Joe Creighton, Bill Overton, and Donnie Lowery.

Working closely with Deno were fellow foremen Steve Ayers, Austin Canup and their guys Mac Brown, Billy Overton, Randy Henson, Noah Mays, Brett Perkins, and Donnie Lowery. All teamed up to make sure that our customer, Harper and their customer, Greenville County Schools, received the high-performance wall systems that the architect designed, specified and expected and nothing less. Sometimes this is easier said than done as it is not uncommon in our business for weather, unforeseen site conditions, supplier mishaps, and such to hinder our efforts. However, as they always are, our guys were not easily deterred and managed to overcome the obstacles, including Mother Nature's cold, rain, and mud!

David Fey, Harper's Senior Project Manager, had this to say about Harper choosing to team up with SECO; "Having SECO on our FIHS team was an easy decision since their quality and collaboration efforts would work well on this complicated job" Fey added, "We enjoy working with the SECO team because it makes life easier. In most cases, I don't have to worry about workmanship or schedules, so it allows me to concentrate on other areas or aspects of the project. The superior finished product is a reflection of SECO's attention to detail and quality."

It's clear to all that the Fountain Inn High School project has been a remarkable success and that the community of Fountain Inn and Greenville County Schools now have a wonderful new facility that is a true physical representation of what the architectural team envisioned when they first presented their concept to the ownership group.

On behalf of all of SECO, we want all to know how honored we are to have been a part of such an important project!

Rich McConnaughy Retires

After 53 years in the business world, longtime SECO Senior Engineer Rich McConnaughy has decided to retire. Of course, we are saddened to see one of our core family members leave our team, but we are happy for him at the same time as he moves on to the next chapter in his life! Rich has had a very full and interesting career. While still in school, Rich was introduced to drafting, and he knew right away that drawing was to become his passion. In fact, he tells us that he took the drafting class just on a whim and said to himself, "this is pretty cool!". As he was getting ready to graduate, the folks from U.S. Steel (America's biggest steel company at the time) interviewed several students, with Rich being one of them. A few days later, Rich received a call that would set the course for his whole professional life! The U. S. Steel people let Rich know they had a steel detailer position open for him. On June 3, 1968, Rich walked into his first day. He was so nervous, he says he still recalls all the details of that first day!

Rich worked for USS as a detailer for about two years before moving from the Ambridge, PA-based company to Pittsburgh-based Westgate Engineering, again, as a structural steel detailer. Here Rich continued to develop his drafting and drawing skills, becoming quite knowledgeable of structural steel and steel framing. After 2-½ years with Westgate, Rich made the leap from the world of structural steel to the world of wall panel products and systems. H.H. Robertson, the country's largest manufacturer of metal wall panels, hired Rich to come aboard as a metal panel draftsman early in 1973. Rich started with "Robbie" (HHR) in their Ambridge, PA operation working in their extensive drafting department. Rich continued developing his skill set and had now expanded into drawing and detailing whole wall systems!

Over the years, as Rich's skills and experience advanced, he was promoted to higher positions and new locations. Rich went from his draftsman status to Assistant Group Supervisor, to Group Supervisor to Sublet Contract Coordinator to Project Coordinator. As his responsibilities grew, Rich's work locations changed as well. He moved from HHR's Ambridge operation to Greentree, PA (a suburb of Pittsburgh), where the corporate headquarters was located. At the time, Robertson's commercial products plant was located in Frankfort, Kentucky. In 1995, the company moved Rich to the Frankfort plant where he continued his supervisory duties. It wasn't long after this move that Robertson, E.G. Smith, and Steelite all merged together to form Centria.

Centria's commercial products group became Rollcom in 1999. Rich was an integral part of Centria's Rollcom operation until the company decided to shut down the operation in the Fall of 2002. Not deterred, Rich put his extensive experience to work and commenced his own drawing and detailing business immediately following the close of Rollcom. One of the projects Rich took on was a SECO project at the University of Tennessee. This was the first opportunity for Rich and SECO to become acquainted. SECO management realized that Rich had some very unique skills and talents and thought he would make a great addition to the SECO family.

Hard work, warm laughs & long life memories!



Rich McConnaughy
18 years of service at SECO

So, in the Summer of '03, SECO and Rich reached an agreement to have him join the SECO team. Rich would initially take on a Project Management role with the company, but he would continue to be at his home office in Kentucky. Rich managed a number of SECO projects over the next four years or so, but SECO's continuing growth suggested that Rich's drawing, detailing, and engineering experience would better suit the company's needs, more so than handling PM duties.

From that point forward, Rich focused exclusively on drawing and detailing for SECO. As always, Rich's work was thorough, complete, and extremely well thought out! Rich handled dozens of projects for SECO over the years, no matter how simple, no matter how complex! In fact, Rich's well-deserved reputation was well known throughout the company. Rich was often called upon to detail the toughest, most sophisticated, most architecturally challenging projects SECO would have and knock them out with predictable efficiency and legendary accuracy. (Editors Note: Humans make mistakes, and Rich is a human, but no one at SECO can recall him making a mistake over all the years he's been on the SECO team!) Rich's dedication, loyalty, professionalism, experience, skill level, and attention to detail are simply unmatched. As a result, there is no "replacing" Rich, it just can't be done.

What can be done, however, is for us to recognize Rich for all of his contributions to SECO's company success over the years. Not only do we recognize Rich for these contributions, but we also remain extremely grateful for who he is. A true gentleman with a keen sense of humor, and a quick wit, and extreme talent. Rich says he'll continue to track SECO and stay up with company happenings. He says he can't help himself! A heartfelt "thank you" goes to you Rich. We wish the very best for you and your whole family!

“Harp”-ing on Value & Quality: Southern Hospitality On Display

We are pleased in this issue of the SECO Outlook to shine the spotlight on our great customer, Greenville, SC based Harper General Contractors. SECO and Harper first worked together on the very unique and timeless First Baptist Church of Spartanburg’s famous “Hangar Building” back in 2003. Eighteen years later, SECO and Harper have collaborated on forty-six more wall panel contracts ranging in value from about \$10,000 to well over \$2 million! To say our companies have a great relationship would be a major understatement!



SECO has been around for 32 years now, but Harper has been doing business much longer than that! Harper first opened its doors in 1950 when John Harper Senior, a mason by trade, established the company in Williamston, SC located about halfway between Anderson and Greenville. Harper has grown steadily over the years. Doug Harper, John Sr.’s son, has been the leader of the Harper team for many, many years serving as CEO and President. Doug takes special pride in the key role Harper has played in the rebirth and revitalization of Greenville and the upstate of SC. Many of the renovations and new structures in the upstate have been Harper projects.

In fact, Harper has grown from that small, local small-town contractor to an upstate powerhouse with over 260 employees! The growth of the company continues under the guidance and mentorship of David Wise, Harper’s President. With Doug and David’s leadership, the company has expanded their operations into other business centers. The company has opened offices in Spartanburg, Asheville, Charlotte, and Conway, SC. The company also added an Environmental System’s Division to go with their primary General Contracting operation. ESD, as the name suggests, is involved in chemical systems, pump stations, water filtration, wastewater treatment, and piping

Harpers Management team is comprised of some very high-quality folks:

Doug Harper – Chairman

David Wise – President

Matt Johnson – VP of Operations

Justin (Hootie) Solesbee – VP of Pre-Construction Services

Bryan Royal – VP of Environmental Systems Division

James Medders – VP of Finance & Administration

Kyle Snipes – Director of Business Development

Paula Elder – Business Development Manager

Daniel Ellison – General Superintendent of General Division

Mike Odom – General Superintendent of Environmental Systems Division

This Senior management group and their group of managers oversee 260 employees in multiple states!

Harper doesn’t specialize in any one type of work, and they are very much diversified. Unlike many contractors, Harper’s professional capability is wide-ranging, and they bring these services to all of these markets, and then some!

Hospitals	Medical Offices	Laboratories
Research Facilities	Higher Education	Cold Storage
Religious Buildings	Parks	Parking Structures
Community Halls	Elderly Care	Manufacturing
Data Centers	Athletic Facilities	Entertainment Facilities
Dormitories	Water Treatment	Libraries
Government Buildings	Multi-Family	Food Service
Office Buildings	Retail	Automotive
Transportation	K-12 Education	Warehouse
Pump Stations	Museums	Municipal Buildings
Recreation Centers	Restaurants	Hospitality

It might appear that because this list is so large and so varied that it might be overstated or exaggerated. The truth is, it is not at all exaggerated! In fact, except for Pump Stations, SECO has partnered with the Harper team on all of these building types! Clients that come to Harper do so for a lot of the same reasons SECO’s customers choose us. Harper’s website proudly states, “Do what you say you’re going to do the way you say you’re going to do it.” At SECO, we believe in the same philosophy. Joe tells the SECO staff all the time, “let’s just make sure we do what we say we’re gonna do!” It’s predictable performance that Harper’s customers want and get. It’s no doubt why our companies have such a deep and long-lasting relationship!

Once an individual joins the Harper family, they usually stay for the long term. Harper is clearly a great place to work with a nice family atmosphere. Hootie Solesbee, Harper’s VP of Pre-Construction, says it perfectly. “What makes Harper a special place and a special team is the same thing. It all goes back to PEOPLE. I truly enjoy working with my Harper teammates. Everyone at Harper has a great attitude and work ethic, and everyone is willing to help one another. I also enjoy all of the relationships I am able to have with our Clients, Design Partners, and Trade Partners. For us, it is always about these relationships, knowing that they remain the number one priority! I have been afforded the opportunity over my fifteen-year career to work for some of the greatest people. Harper is a place where one will NEVER be reprimanded by anyone for doing the RIGHT thing!”

At SECO, we know that working with the Harper team and being one of their “go-to” trade partners is definitely the “right thing” for us!

SECO



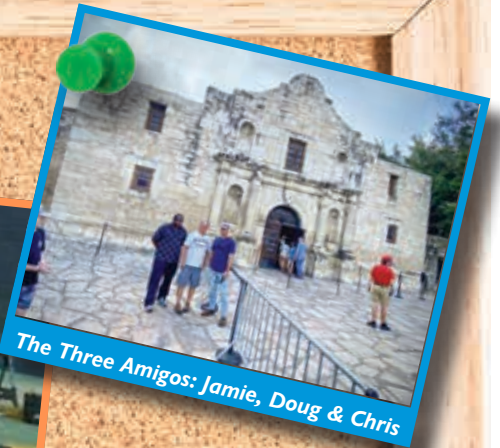
Chris Lockhart & family



Alicia Jones



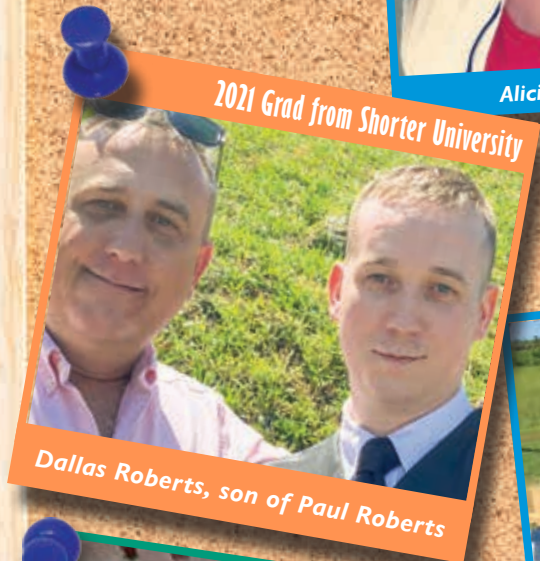
Dewayne Metcalf



The Three Amigos: Jamie, Doug & Chris



The Altech Project Team



2021 Grad from Shorter University
Dallas Roberts, son of Paul Roberts



Andravenous & Cory



Left: Doug McIntyre, Chris Bramlett, Jamie Maxwell
Right: Andy Williams, Samuel Chastain, Paul Chung, Jongheon Lee

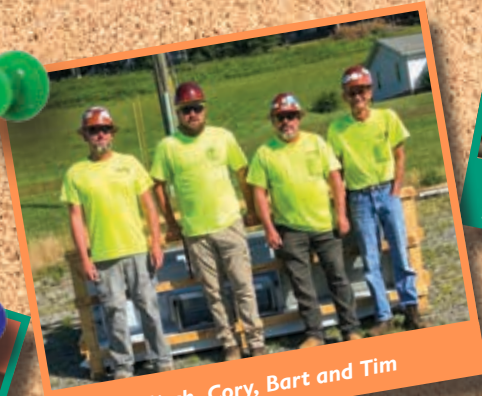


Annette Miller's daughter Madison Cope,
2021 Graduate of Athens Technical School

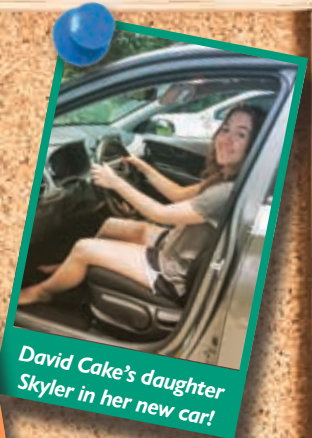
FACES



Eric Nelson & Eric Auman



Mitch, Cory, Bart and Tim



David Cake's daughter Skyler in her new car!



Jason Cooke's son John.



Carlos Hernandez and Hermas Ramos



Chris Ward's daughter Heather graduated from the State University of New York. His other child, Maddox, turns 2.



SECO Sales/Ops Meeting

Left to right: Eddie, Bobby, Travis, Tony, Josh



The Altech Shop Team

In The Spotlight... Alicia Jones

We have a fairly recent addition to our Project Team at Altech Panel Systems. Please allow us to introduce Alicia Jones. Alicia joined the SECO family in November of '20. Alicia came to us after working several years as a project manager and estimator for Construction Specialties, a large specialty product manufacturer. She also worked in the past for a local aluminum composite panel fabricator as a CAD technician. Alicia now handles a good part of Altech's Project Management duties and has settled in very nicely!

Alicia loves her job, of course, but she also loves animals. Angus (three-year-old dog), Figaro and Arwen (one-year-old kitties), and Echo, the old man (10-year-old Kitty) all call Alicia's place "home." Alicia is an outdoor type of person and enjoys hiking and running. She loves water or anything to do with water like pools, lakes, oceans, or rivers. She likes to get to the water "as often as I can!". In fact, she dreams of being able to surf, "hopefully sooner than later!"

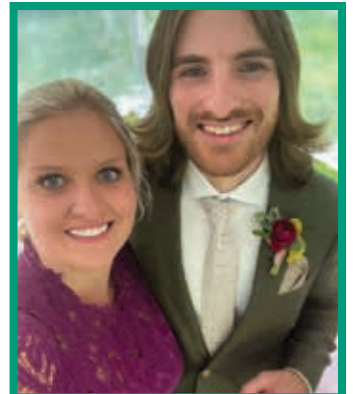
When not outdoors and not taking care of her customers, Alicia likes to relax and enjoys knitting. Like a lot of SECO Folks, Alicia is a charitable person. When she's able, she is supportive of the Pulmonary Fibrosis Foundation, or PFF. She does this as it

was this terrible disease that took the life of one of her mentors, Mr. Mike Hanlin. He was a great influence on Alicia and was called home way too soon.

Born and raised in Maine, Alicia now calls Woodstock, GA home. She recalls when she was young, she really enjoyed just playing outside with her friends and as she puts it, "tormenting my little brother." Ha-ha, we wonder if she still does that! She also enjoyed organized sports and participated in baseball, soccer, and swimming.

There was a time when she was growing up, she thought she might want to be a pediatrician. Well, she opted down a different career path, and selfishly, we are happy she did and that she is now caring for our customers instead of ill youngsters!

Thanks for being a part of our family Alicia!



Alicia Jones and her brother,
Joshua Jones

Upcoming "Spotlights" Stay Tuned! Josh Mathis • Paul Roberts • Eric Dustin • Chris Lockhart

Engineers AKA Problem Solvers!

The stereotype image of an "engineer" is often depicted as a pocket-protector sporting, thick glasses wearing nerd-type with a plain white button-down short sleeve shirt, calculator in-hand and high-water pants revealing white socks. We're happy to report that all of the engineers at our panel production facility, Altech, look just like this! Ha, Ha, Ha! Well, not really, but our folks do indeed have a good collective sense of humor!

The truth is, our Engineering Department is made up of very serious, very talented and very dedicated folks. In fact, Paul Roberts who heads up our Panel Engineering Department makes certain that any prospective member of the Engineering team possesses these important traits:

- Respectful and Customer Conscious
- Intelligent
- Self-Starting and Self-Motivated
- Detail Oriented
- Team Player and Natural Problem Solver
- Family Focused

In addition to these traits, Paul indicates that his team needs to be up-to-date with current software and technology, but also adaptable to the ever and fast-changing new technology that develops seemingly on a daily basis! Paul says, "We have an amazing staff here at Altech. Each team member strives to create the 'perfect panel'." Further, Roberts adds, "Our people need to stay in constant communication with the production and project department of the company in order to assure a superior product goes out to the customer."

When asked about how human resources mesh with technology resources, Roberts replied, "Even though we work with the latest and most advanced software available, we still put a high value on our very human, very family side. This

makes for a very pleasant, high-energy work environment that helps lead us to continuing success!" Paul also throws praise at the Project group as well as the Production team. "All of our folks go above and beyond in their daily duties and are experts at what they do. It's a genuine pleasure to work with such fine professionals, but more importantly, such fine people."

When it comes to the daily function of the department, Paul and the group simply take what the architect/designer has created and turn the conceptual/drawn panels into real-life metal wall panels! What the Engineering Department does very well is they utilize their innovation, experience, intelligence and creativity to engineer panels that meet all the needs of the project, including the needs of the folks who will be fabricating the panels in the shop.

All projects start out with an internal complete "kick-off" or launch. This is where the sales team effectively turns over the project to the Project group and the Engineering group for execution. All project information is covered in great detail. System types, details, specifications, color/finishes, geometry, schedule, and project complexity are all discussed thoroughly. At the conclusion of the kick-off Roberts says, "The Engineering folks should have all they need to get the project off the ground." He proudly adds that all of the customers are treated with the same high level of care and services no matter their size.

Whether it's the generation of shop drawings or panel part drawings, great care is taken to make sure they "get it right"! Everything this fine group does is done to provide the customer with the high quality and accuracy that they expected when they chose our team for their project. Paul and his team get great satisfaction from doing their work, but the satisfaction is magnified when the customer's expectations are satisfied!

Meet Altech's Engineering Group



ENGINEERING MANAGER - PAUL ROBERTS

Time with SECO: 4 years

Family: Keri (Married 20-years); Sons – Dallas & Davis

Person (Alive or not) that I admire the most: Louise Roberts, my mother

If I wasn't an engineer, I'd be a: Fighter Pilot

Which best describes you? Manager ☒ Coach ☒ Player ☒ (I have to be all 3!)



What I like most about my job is the reward of working with my team every day to deliver a great product. Our Engineering staff here is incredible and we have a top-notch team!



NESTING/PROJECT ENGINEER - DALLAS ROBERTS

Time with SECO: 4 years

Family: Paul & Keri Roberts - Father and Stepmother

Person (Alive or not) that I admire the most: Paul Roberts (Dad) and fighter (Joe Frazier)

If I wasn't an engineer, I'd be a: Anger Management Counselor

Which best describes you? Manager ☐ Coach ☐ Player ☒



What I like most about my job is the atmosphere within my work environment and the opportunity to expand my skill set within the company.



ENGINEER/DESIGNER/DRAFTER/TRAINER - CRAIG WREN

Time with SECO: 13.5 years

Family: Wife – Cheryl; Daughter - Lindsey

Person (Alive or not) that I admire the most: John Wayne

If I wasn't an engineer, I'd be a: Captain on a charter dive/snorkeling/fishing boat in the Caribbean

Which best describes you? Manager ☐ Coach ☒ Player ☒



What I like most about my job is the people that make up my work family. They always stand by and support me. I Like the sense of satisfaction I get from two main things: 1) Working out the geometry for a very tough and complicated panel design to perfection and 2) Getting to see photos of the buildings I've designed panels for. I am able to say, "I did that!"



ENGINEER - FELICIA SHELLHOUSE

Time with SECO: 4 years

Family: Significant Other – Stefan; Combined Children: Daughters – Emma, Olivia, Molly & Nova; Son - Chris

Person (Alive or not) that I admire the most: Jerry Roseberry my Dad!

If I wasn't an engineer, I'd be a: Life Coach or Counselor

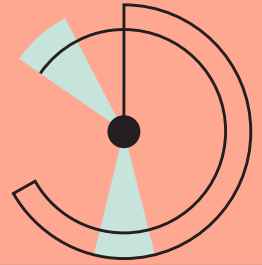
Which best describes you? Manager ☒ Coach ☐ Player ☐



I love the ability to see the results of my hard work after a project is completed!



As we take a look around the SECO territory as Summer '21 gets underway, our SECO Contracting guys are busy “getting it on the wall” at some very important projects and assuring the expectations of our customers are being met!



SWCC – SYLVA, NC



Up in the mountains of western North Carolina, our guys are working hard on the new Health Studies facility at the Southwestern Community College campus. Our customer, The Christman Company, awarded SECO the contract to furnish and install a small but highly architectural aluminum plate scope for the new building. The Architect spec'd out Centria's Intercept panel system as the rainscreen system of choice. This means that SECO is installing all of the panel furring and exterior insulation along with the 3000 sf of panels. **Mitchell Terry** is leading our SWCC field effort with **Bart King**, **Corey Ashe**, and **Tim Fain** contributing their usual excellent work!

CHARLOTTE-MECKLENBURG OLYMPIC HIGH SCHOOL

CHARLOTTE, NC



This new high school was awarded to SECO by our long-time great customers from Charlotte, Edifice General Contractors. This is a huge new high school, similar in size and scope to the cover article, Fountain Inn High School. This project entails approx 13,500 sf of Centria's Intercept Aluminum Plate panel system and another 13,000 sf of Centria's Concept Series concealed fastener panel system. Both of these systems are insulated rainscreens with integral backup supports and mineral fiber insulation. The architect has utilized these systems throughout the multi-building design.

Our crew of **Josh Rush**, **Ryan Carter**, **Kelly Compton**, and **William Causer** are led by veteran foreman **Bob Henry**. Bob and the guys are making this complex and sophisticated project look easy as they get on with knocking out our workscope. They know how important Edifice is to SECO and are committed to their satisfaction, just as all our crews are!



KENNESAW STATE UNIVERSITY – NEW LEARNING CENTER KENNESAW, GA

Our field team of foreman, **Eric Nelson**, plus **Eric Auman**, **Carlos Hernandez** and **Hermas**

Ramos are getting close to putting the wraps on this nice project for Brasfield & Gorrie. All of the 9,000 SF of Centria's Concept Series panels are installed as are most of the Alfrex aluminum plate panels by Altech Panel Systems. The remainder of the



work involves some very sophisticated custom formed aluminum trim at the perimeter base condition at the first-floor transition and above the first floor glass. The Brasfield & Gorrie team and the SECO team have partnered up on yet another success story!

SUMMIT DRIVE SCHOOL GREENVILLE, SC

Foreman **Deno Brown** along with crew members **Mac Brown**, **Bill Overton**, **Randy Henson**, and **Noah Mays** are all fresh off the very successful Fountain Inn High School project and have 'gone back to school' at the Summit Drive Addition project at Summit Drive Elementary School in Greenville.

This project entails furnishing and installing about 7,000 SF of Centria's Concept Series panels applied as a rainscreen on the major east elevation and the north and south return walls.

The workscope also includes about 1,100 SF of custom soffit panels at the underside of the connector bridge. This work is being performed for our wonderful Greenville-based Harper General Contractors. It won't be long, and we'll be able to add Summit Drive School to the ever-growing list of Harper/SECO success stories!



BIRMINGHAM-JEFFERSON CONVENTION COMPLEX (BJCC) BIRMINGHAM, AL

Dennie Neal and **Chris Bramlett** continue to lead their field teams on the huge new BJCC Arena project in Birmingham. All of the 16,000 SF of Centria's Dimension Series panels are up on the building. Our guys are now focused on putting up the radiused "bullnose" shaped ACM panels from Altech



along the perimeter of the two major entrance elevations and at the arcade soffits. The boys are installing the largest part of our work, about 22,000 SF of HPL (High-Pressure Laminate) panels from Trespa and Prodema.

Like most of our projects these days, these systems are insulated rainscreens, so much of our work, (back-up supports and insulation) will be covered

up with our panels and never be seen! Assisting Chris and Dennie are **Corey Norton**, **Andtravious Montgomery**, **Jamie Maxwell**, **Stephen Bolmon**, **Tom Siler**, **Duane**



Metcalf, **Michael Taylor**, and **Paul Osborne**. Our customer, B.L. Harbert Construction Company, enjoys working with our experienced team, and our guys deliver for them every day!



As we always are, we are very appreciative of all of our field personnel. We simply cannot exist without the exemplary efforts of our crews and their leaders! Another group of SECO people that we can't thank enough is the shop team up in our SC fabrication facility we call ProFab! **Chris Stephens** and his guys, **Larry Roach**, **Tony Wilson**, **David Brown**, and **Tim Lemmons** do fantastic work on a very consistent basis. At SECO, we are proud to have the absolute best in-house custom fabrication operation that exists anywhere! It doesn't matter what the product is, whether it's trim, flashing, formed panels, aluminum or steel supports, custom frames, formed corner panels, curved shapes or any other custom product the goal and result are always the same. In one word this result is "Excellence"! Not only is the quality of ProFab's work top-shelf, but the guys do it quickly too. When the field needs products or one of customers does, the ProFab shop won't leave anybody waiting!

Thanks Chris and the ProFab Team! You really help SECO to help our customers!



Left to Right: **David Brown**, **Larry Roach**, **Chris Stephens**, **Tony Wilson**, **Tim Lemmons**

Upcoming SECO Contracting Projects

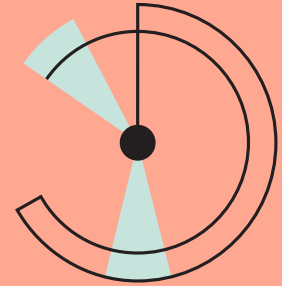
PROJECT

Robins AFB
MQ9
Wilmington Health MOB
Adult Education Center
Concourse B Repair

Robins AFB, GA
Savannah, GA
Wilmington, NC
Anderson, SC
Atlanta Airport

CUSTOMER

ACC Construction
B.L. Harbert
Rodgers Construction
Harper General Contractors
J. E. Dunn Construction Co.



SECO's Team Members Anniversaries

0 to 5 Years

David Allen
Corey Ashe
Eric Auman
Stephen Bolmon
Paul Bott
James Bowden
Bob Brake
Mac Brown
David Cake
Jeffrey Campbell
Ryan Carter
William Causer
Whitney Classey
Kelly Compton
Raymond Davis
Hermas De Leon Ramos
Brian Dellinger
Kenwain Dragg
Eric Dustin
Andrew Edenfield

Erik Estrada
Travis Fricks
Jill Green
Carlos Hernandez
Walter Houston
Jermaine Jackson
Willie Johnson
Alicia Jones
Timothy Lemmons
Andrew Libby
Chris Lockhart
Marty Love
Joshua Mathis
Antonio Matos
Jamie Maxwell
Noah Mays
Annette Miller
Andtravious Montgomery
Marquez Morris
Eric Nelson
Kelton Nesbitt

Tuan Nguyen
Cory Norton
Michael Quijano
Dallas Roberts
Paul Roberts
Seth Rogers
Richard Ross
Joshua Rush
Felicia Shellhouse
Robert Smith
Justin Spires
Ashley Stephens
James Taylor
Matthew Toon
Christopher Ward
Antwaun Waters
John Welborn
Dustin Wilson
Andy Woodall
Bobby Worley

6 to 10 Years

Chris Bramlett
David Brown
Deno Brown
Austin Canup
Billy Carter
JJ Derman
Jefferson Fain
Bob Henry
Randy Henson
Eddie Kinton
Donnie Lowery
Denise McClure
Doug McIntyre
Bob Moore
Bob Murphy
Dennie Neal
Billy Overton
Tony Wilson

10 YEARS OR LESS

11 to 15 Years

Steve Ayers
Duane Metcalf
Dianna Mitchell
Sam Mooney
Alex Perkins
Ed Phillips

Larry Roach
Tommy Siler
Bobby Stanfill
Chris Stephens
Tony Strickland
Craig Wren

16 to 25 Years

Travis Belew
Jason Cooke
Joe Creighton
Jacoby Dragg
Mitchell Terry

26 to 30+ Years

Bart King
Paul Osborne
Cecil Landress

11 YEARS OR MORE

**SECO appreciates all of
our hard-working employees.**

THE LIGHTER SIDE

Things to Ponder...

- No matter how hungry a panel installer gets, it's just not a good idea to try and munch on a sandwich panel.
- Did you hear about the two waterproofers who were charged with running an illegal caulk fighting operation?
- Why are framers thought to be so tough? They always bring a bunch of studs to the job!
- Who are the "most traveled" folks on the job? The journeymen of course.
- Why did the crew member insist on wearing a watch around his ankle? He was trying to get overtime!
- Why is it that a schedule doesn't need a face? Cuz everyone is always behind schedule.
- What does CPM stand for? Contractors Prognosticating Mightily
- Why was the glass contractor considered the most honest subcontractor on the project? Cuz they are so transparent!
- Why do waterproofers make good closers? They are really good at "sealing" the deal!
- Why do G.C.'s count on excavating contractors so much? They clearly understand the "hole" job!
- Have you noticed that all roofers have the same clause in their proposals? "When the water runs in, the warranty runs out!"
- Did you hear about the wall contractor who went to the pre-construction meeting naked? He heard it was going to be a "skin meeting".



What am I?

I really don't eat too much, as my diet is liquid only. I don't use spoons or knives, but I always have forks with me. I don't usually work "fulltime", but you'll find me on most jobsites. I don't mind carrying the burden of others and I try to use leverage in every situation and offer a lift when I can. My kicks are rubber, and I don't mind getting them dirty. I often have to use my telescope, but I have no eyes to see with. I have a mast, but you won't find me on the water. My vessels are always under high pressure, even though I am not in poor health. **What am I?**

I am very divisive by nature. I am sharp and to the point. Some consider me dangerous if I were to fall into the wrong hands. I am hard and often cold, but I spend most of my time on the jobsite cutting up. People don't seem to mind that, it's what they expect from me! I only wear red or green, but I don't have any clothes. I really like flashing, but I don't own a trench coat. I really don't have a political affiliation, but sometimes I'm right and sometimes I'm left. **What am I?**

I often find myself between a rock and a hard place. I don't like to kiss, but I'll respond when you give me a squeeze! I come in different colors, but I like to display my clearly transparent personality at times as well. Many times, I hide behind other materials, but you'll know it if I'm not properly located. I function best when I'm allowed to stick with my assignment. Wherever I go, my big personality fills up the joint, but I make no sound. I am a "control freak" and I exist to control one of nature's greatest forces. **What am I?**



It is not uncommon for SECO to be awarded contracts due primarily to our “self-performing” capabilities. Many competitors in the world of wall panel contracting go to market with a bit of a brokerage business model. Let’s have a quick look at these two approaches to the market and explore the differences and what those differences might mean to the customers.

Broker Model

This approach usually involves a company that “buys out” some, most, or all of their contractual obligations. The components of a wall system scope typically include materials, (panels, fasteners, flashing/trim, accessories, etc.), engineering/shop drawing submittals, field assessments (scanning measuring, readiness assessments), field installation and field supervision.

The model we see most frequently is when a contractor buys out their materials either in a lump sum that includes shop drawing and submittal requirements and the bill out to the manufacturers(s). Or the material package might be procured by way of unit prices offered by manufacturers. In the unit method, a wall contractor may create the necessary drawings and material bills themselves or hire out the preparation of drawings and bills to another 3rd party that provides those services. Lastly, more often than not, the wall panel contractor acting as the “broker” subcontracts the field installation and related field supervision to an independent 3rd party erector or installer, usually on a fixed-price basis.

Benefits of the Broker Model:

Usually, a lower cost to the customer, most of the time a G.C.

Generally fewer individuals to deal with from a G.C.’s point of view.

Shortcoming of the Broker Model:

The wall system contractor has less control over suppliers and especially the field which means, the G.C. customer has less control over the wall panel contractor. Why? The wall contractor is not in total control of their destiny, their subcontract “partners” are.

The field installation speed, efficiency, safety, and quality will be no better than the standards, of the sublet entity. Those standards are often not up to “industry standards,” especially on more complex, more architectural applications.

The G.C. will not have direct control of the field activities, and the G.C.’s Supervision and direction will have to flow to the sublet installer through the wall contractor. This can slow things down and, naturally, causes reduced efficiency. In addition, as noted, the “broker model” becomes less desirable for G.C.’s as the complexity of the wall systems goes up.

The Self-Performing Model

In this scenario, the wall systems contractor will perform most, if not all, of the components of a scope with “in-house” personnel and resources too. Yes, this may even include the production and manufacture of the major materials! At the least, self-performing wall contractors will self-generate the shop drawings and shop bills, self-manage and administrate the project, and self-perform the field installation activities, including safety and supervision. Hence, even when an entity other than the self-performing wall contractor manufactures the major material, the majority of the scope is “self-performed.”

Benefits of the Self-Perform Model:

Great control of the entire scope by both the wall contractor and the G.C. customer. This will always result in a smoother running project with less chain-of-command issues and pitfalls for the wall contractor and the G.C. customer.

If any negative issues develop during the project that require attention, the G.C. can go to the wall contractor and get direct action instead of pass-through action or, worse yet, finger-pointing in lieu of resolution.

Continuity of players. Self-performing contractors generally have experienced, known personnel handling each significant component of the project with a singular conduit to the wall contractor from the G.C.

Instantaneous field change issues and directives are much more possible with self-performers than brokers. There is generally no need to have requests and directives flow out to a remote higher authority for direction and/or approval which consumes valuable time!

Commitments made in the Pre-Con stage in regard to schedule lead-times, sequence, durations, and completion are way more likely to be achieved by a self performer than by a broker.

Shortcomings of the Self-Performing Model

There really is only one possible shortcoming of this model. Quite often, the initial price of the broker scope will be less than a turnkey, self-performed contract. However, when lost time, lost control, and longer durations and the headaches that come with these, many of our G.C. customers decide it’s not worth it to roll the dice with a broker entity.

So, is there any doubt as to why SECO has selected the Self-Performing Model by which to conduct business? Sure, it would be less complicated and less costly to “buy out” our services and re-sell them to customers, (G.C.’s) but our long-time customers would not only notice, but they would very likely cease awarding us contracts! SECO has been a Self-Performing Contractor since our very beginning back in the late ‘80s! Our customers seek the predictability of SECO. We are “predictable” in a good way! We do what we say, and we follow through on our commitments. We make the needs of our customers our own needs. We match our capabilities with their requirements.

It’s a great model and one we’ll never change!

The Accounting Department: What goes on in the Back Office

by Bob Brake

Most people don't realize the importance of the accounting department. That is probably because accountants do many of the back-office, operating functions in a business – as opposed to sales or our construction workers, for example, which is front-line activity, out in the open and in the line of fire.

Typically, the accounting department is responsible for these important functions:

PAYROLL - DIANNA MITCHELL

The total wages earned by every employee every pay period have to be determined and paid. Payroll is a complex and critical function which is performed in-house by our very own Dianna Mitchell. Dianna also handles the lion's share of the company's H.R. functions.



CONTROLLER - BOB BRAKE

Cash Inflows: All cash received from sales across all divisions has to be carefully identified and recorded, not only in the bank account but also matched to the correct project invoice and billing. All of our cash comes from the project billings, which are generated on a monthly basis by me, as SECO's controller.

Cash Payments: A business writes many checks during the course of a year to pay for a wide variety of items including material, equipment, rent, utilities and everything else required to keep up a continuous operation. We in the accounting department prepare the checks for signature and forward the payments out to the respective vendors.

Capital Accounting: A typical business holds many different assets called capital – including office furniture, computers, machinery & tools, vehicles, buildings and land. The accounting department keeps detailed records of these items.

PURCHASING MANAGER - ANNETTE MILLER

Purchasing: The accounting department is responsible for keeping track of all purchase orders and all other assets and services that the business buys – from postage stamps to forklifts. The efficient flow of materials to our various jobsites is a critical part of our business. Annette Miller is our Purchasing Manager and helps to facilitate this process along with scheduling all of our equipment needs (which are oftentimes large!).



The accounting department may be assigned other functions as well, but this should give you a great understanding of the back-office functions that the accounting department performs. Quite literally, a business could not operate if the accounting department did not perform these functions efficiently and on time.

SECO is very blessed to have the great folks we have in our accounting group!

MULTI-STORY FIRE TEST

SAN ANTONIO, TX



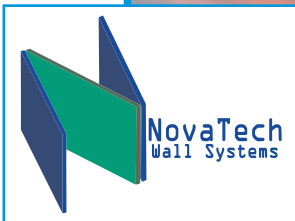
ATLANTA PEDESTRIAN BRIDGE HARTSFIELD-JACKSON AIRPORT

ATLANTA, GA



ORLANDO FERRARI

ORLANDO, FL



Erector-Customer R2TF for Ferrari

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VOLUME

SECO is celebrating 32 years in business!

