



OUTLOOK

NEWS FROM THE WORLD OF SECO

TECH'ED OFF IN TENNESSEE



INSIDE THIS ISSUE:

**COVER PROJECT FOCUS: TENNESSEE TECH UNIVERSITY
ASHRAF ISLAM ENGINEERING BUILDING**

TEAM OR FAMILY?

LEKOTEK, 2025 CHARITY PARTNER

PLUS LOTS OF SECO NEWS

Project Focus: Tennessee Tech University Ashraf Islam Engineering Building

The campus of Tennessee Tech University at Cookeville in Tennessee is the home of a gorgeous new building. The new, \$62 million Ashraf Islam Engineering Building was completed near the end of 2024 and represents the anchor of TTU's "Engineering Corridor"

The new building is named after a distinguished alumnus, Ashraf Islam. Islam is a 1968 graduate Civil Engineer from TTU and has gone on to head up a multi-state and multi-national engineering firm that specializes in transportation design and planning as well as focusing on structural assessments and construction related services. Mr. Islam was on-hand for the ribbon cutting ceremony when the building opened in late 2024 along with the governor and numerous other dignitaries.

Designed jointly by the Upland Design Group out of Cookeville, TN, and Bauer Askew Architecture from Nashville, TN, the stunning new engineering building is quite an architectural achievement! What the architects have done is utilize modern materials and technology and combined them with the traditional Colonial Revival architecture (red brick, stone, mortar, white columns and cornices) that is prevalent all over campus. The result is a building that is clad with high-performance curtainwall, sleek aluminum composite panels and modern rainscreen materials along with plenty of brick, stone, columns and cornices.

The building is perfectly harmonious with the surrounding campus architecture!

SECO's composite panels, (their high performance Accu-Trac system) was applied to the exterior facade not just as wall panels, but also as cladding for large high curtainwall projected "frames" at either side and above these tall glass walls. They are also utilized at the large featured canopies at the building entrances and as wrapping material surrounding the major storefront areas.

One of the things that sets this project apart from most of SECO's projects is that there is nearly as much aluminum



Project: Ashraf Islam Engineering Bldg.

Location: Cookeville, TN

Customer: Denark Construction

Architect: Upland Design Group, Bauer Askew Architects

SECO Contract Administrator: Mel Bindas

SECO Engineer: Paul Bott

SECO Construction Manager: Travis Belew

Primary Foreman: Mitchell Terry

Crew Members: Tim Fain, Bart King, Donnie Lowery

composite panel on the building interior as there is on the exterior!

The architects utilized panels on the interior to accentuate entrance areas and several other interior features. For example, there is an observation deck above the huge atrium and it is clad with composite panels. The underside of the multi-story grand staircase is fully clad with composite panels as are the stair landings. As you can see from the photos, the interior of the building is more than a showpiece, it's a show-stopper!

The SECO team responsible for carrying out our work scope was led by Mel Bindas, SECO's Senior Project Manager, and Travis Belew, SECO's VP of Construction who headed up our field operations.

This project required a high degree of precision and engineering as the panel geometry was very complex, to say the least. Several digital scanning events took place which allowed these tricky applications to be fully modeled with real-life dimensions. As a result, the prefabricated panels fit perfectly when it came time to install them. All of this Engineering magic was directed



The Grand Staircase

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A VERY SMART BUILDING!

The new Ashraf Islam Engineering may be one of the smartest buildings ever built! Below are some of the features of the building that place TTU on the cutting edge of technology:

- The building is fully operated by “smart” controls: lighting, HVAC, energy management and efficiency are all constantly monitored and adjusted to maximize performance and minimize energy consumption.
- There is a “Living Water” sealed laboratory with pumps, channels and hydraulics which enables a fully operational water ecosystem. Students observe waterflows and collect real time data from a myriad of sensors. With this lab, students are able to design, build, test and fine tune water engineering solutions in a hands-on, scaled down real-life water environment.
- The building is full of collaborative spaces where cross-discipline students can come together and tackle real world challenges. There are large and small “maker spaces” fabrication areas, CNC machines and welding labs for true hands-on physical production and prototype building.
- The building is certified LEED Silver as the building boasts top-tier energy efficiency, environmental quality and sustainability.
- The building is outfitted with sensors in the floor that can monitor occupancy levels, note changing live loads on the floors, monitor traffic flows and many other useful data points.
- Other monitors and sensors measure the building’s structure’s reactions to loads and will do so over the lifetime of the building.



by and executed by Paul Bott of SECO’s Engineering Dept. It’s worth mentioning that all of these composite panels, hundreds of them, were fabricated by SECO’s own ProFab Custom Fabricators! The composite sheets were produced by Alfrex in their Buford, GA production plant.

We proudly tout that all SECO supplied materials on this project were 100% American made by American tradesmen!

Speaking of the tradesmen, one of SECO’s best field technicians, Foreman Mitchell Terry was on the job every day, making certain the panels were installed as close to perfect as possible. Mitchell has a tremendous eye for quality and seemingly could layout a project in his sleep. He and Travis worked closely together and also with our G.C. customer, Knoxville based Denark Construction.

Denark’s Project Executive for the project was Steve Lucas. Steve mentioned that Denark and the owner, TTU had completed a number of projects prior to this one and have therefore developed an excellent working relationship as a result. This strong relationship was very advantageous as the project was not without great challenges.

As noted, there was a unique mix of materials on the building’s facade, more so than on a traditional higher education type of building. This mix caused the building team to focus intently on flashing details, trade responsibilities and work sequences to make certain that the huge, multi-story building would be weathertight!

Rachel Larson, Denark’s Project Manager, like the rest of the Denark team, is very proud of the completed project. With six



years under her belt at Denark, she indicated that the Ashraf Islam Engineering building has been the most challenging project yet, but also the most rewarding.

Both Steve and Rachel commended the owner’s team as well as both architectural teams for their willingness to work together and collaboratively handle issues and possible pitfalls before they could become major hindrances.

Mr. Lucas voluntarily mentioned that having SECO handle the tricky metal panel scope gave him confidence that the work scope would be well handled and with that confidence, their team could focus on other matters and trades.

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SECO's main team of Mel Bindas, Travis Belew and Mitchell Terry drew specific praise from Ms. Larson, mentioning that SECO was their easiest subcontractor to deal with! She gave a "shout-out" to Mel for lending his unmatched experience to the inter-trade detail collaboration in order to assure a uniform and consistent dry-line. (Hence, no leaks!)

Punctuating her thoughts about SECO's efforts, she stated that of their punch list of over 2,000 items, SECO only had one (1) item and she noted even the one was minor!

When buildings like the new Ashraf Islam get built, they become instant classics! This building and the other iconic buildings on the TTU campus are part of an architectural legacy that will live on for decades to come!

SECO is proud to have been a small part of this wonderful legacy!



Jason Cooke, V.P. of Operations
SECO Architectural Systems, Inc.
3685 Hewatt Court, Suite E
Snellville, GA 30039

Re: TTU Engineering Building



Dear Jason Cooke:

We would like to take this time to recognize the key role that your company played in making the TTU Engineering Building such a success. Denark realizes that we can only reach our goals by working hand in hand with quality Subcontractors that share the same vision and goals. We appreciate the contribution of team-oriented Subcontractors like yourself who understand that superior execution is a result of successful relationships built on integrity and honesty.

Enclosed please find a Certificate of Appreciation by which we thank you for your hard work and dedication. Your contribution has played an integral role in constructing a facility all of us, along with the TTU Engineering Building, can be proud of. We look forward to future successful projects with your company and wish you continued success!

Sincerely,

Steve Lucas
Chief Operating Officer

c: Rachel Larson
Curtis Elkins/Brad Nokes
File Copy

1635 Western Avenue • Knoxville, TN 37921 • Tel: 865-637-1925 •



CERTIFICATE OF APPRECIATION

Proudly Presented to

SECO Architectural Systems, Inc.

for *Superior Execution* on the

TTU Engineering Building

on time, under budget, safely, with quality construction

RAJA JUBRAN, CHIEF EXECUTIVE OFFICER
FRANK ROTHERMEL, PRESIDENT
STEVE LUCAS, CHIEF OPERATING OFFICER

Meet John Sommerville

We'd like to introduce you Outlook readers to our John Sommerville. John recently joined our team as Project Manager with our material-only division, NovaTech Wall Systems. John joins NovaTech with a lot of contracting and building experience but John's path to SECO was anything but a straight line!

John was born and raised in the Miami area and is truly a Floridian at heart. In the 80's he moved from Miami to Orlando and then later in the 90's he made his way to Jupiter, FL. He graduated from the U of F with a degree in Construction Science in 1992. During school, John earned extra money as a dive instructor. The water is one of John's major loves!

Due to contacts he made as a dive instructor, John landed some opportunities to be a mate on several private yachts. With this experience under his belt, he soon moved up to boat captain. His first boat as captain was a 65-foot Viking Sport fishing boat based out of the Bahamas. He served as captain of this boat for about 2 years.

After this experience, he moved back to Miami and began working for a large home builder as a Superintendent. After about 1-1/2 years with the home builder, he moved on to Boca Raton and joined another builder and worked there for about 2-1/2 years. From there, it was back to Miami, where he hired on as a Superintendent, but this time for a large developer, not as a contractor. John was with this developer for about 2-1/2 years until '99 when a friend contacted him. He advised John that he should head to Maui, HI to captain a dive boat that took folks on blue-water spearing trips. He went from Maui to Kauai and captained a 72 foot sailboat, running tours along the beautiful Na Pali coast. During this time, John met a gent that owned boats near Brisbane, Australia. This owner thought he could use John's seafaring skill-set on one of his boats in the Whitsundays Islands in the Coral Sea northwest along the coast from Brisbane. After a few months there, this same boat owner commissioned John to captain another 72 foot sailboat, sailing from Brisbane to Costa Rica, all the way across the Pacific Ocean! That's nearly 8,000 miles! What was expected to take 11 months, he accomplished in 6 months!

After arriving safely in Costa Rica, John was recruited by the same developer he worked for in Miami, to come back and serve as their owner's rep. on a high-rise project of theirs.

While in Miami, John met his first wife and together, they made the jump into the world of window installation contracting. They started their own window installation company which flourished and was highly successful until the national economic downturn of 2008-9. The building business dried up overnight! About this time, through his many contacts, he was able to land a job as an assistant to a "prop-master" (person in charge of props needed for a movie production). This occupation took him from South Carolina, back to Florida and eventually to Atlanta, which these days, is a movie production hub. For 11 years, John worked on dozens of movies creating and managing all kinds of movie props. A number of the movies were large commercial successes, including several Eastwood movies (yes, that Eastwood). Then, due to Covid and a writer's strike,



John Sommerville with his wife Kym

the movie business became severely curtailed, and John needed to find more work.

While in Atlanta, John joined a glass contractor that he knew from his "glass days" in Florida. That company hired John as a Superintendent and moved him to the Memphis area to work on more high-rise work. While working there, John met up with Steve Fudge who at the time was working with a metal wall panel fabricator/contractor. The two became instant friends and when Steve joined SECO, he suggested to John he should also join the SECO team, and he could move back to the Atlanta area and fill a much-needed Project Manager role. John knew a good opportunity when he heard one and he is now on-board with the SECO team.

See, we told you his journey wasn't a straight line!

John is a very diligent and hard worker, but he doesn't work all the time. As you no doubt gathered from the foregoing introduction, John loves sailing, hunting, fishing, and of course, spear fishing! He owns a Harley Street Glide and loves to cruise around on it as time allows.

John and wife Kym have an 11-year-old son, Ryder, who's quite an accomplished travel baseball player and son Max (23) from John's first marriage, trains in FL as an MMA-fighter.

Other members of the Sommerville household include 2 canines, LoganLucky, a Pot Cake who is about 8 years old, while Deuce, a huge South African Boerboel who is just a pup at 1-1/2 years!

John came from a large family, 10 kids, with he being 4th in the order. Some of his siblings were adopted and some were biological siblings. Hence, John is all about family and he says that's what he likes about SECO most. SECO's a team, yes, but we're also family and we're not about to change! So, even though John's work experience has taken him literally all over the world, we like to think he'll be with our "family" for a long, long time!

Meet Sherrisse Dingle

Sherrisse Dingle recently joined the SECO family, coming aboard as the Office Administrator for the material-only division of SECO, NovaTech Wall Systems.

Sherrisse comes to us with a wealth of experience, having worked for a sign contractor for a number of years and also for a combined 17 years with two large Atlanta general contractors, Turner Construction and New South Construction. (15 years Turner and about 2 years with New South)

Originally from the New York area, Sherrisse went through grade school up in the Washington Heights neighborhood, in the northern part of the borough of Manhattan. In the latter 90's, she followed her mom to Stone Mountain, here locally, and later she settled in Norcross.

As a child growing up, it was very apparent that Sherrisse was a lover of animals, especially dogs. Some of this might be attributable to the fact that her dad used to train dogs! This affinity for canines was further evident when she was a youngster. When asked what she wanted to be when she grew up, she'd proudly respond with, "I want to be a presbyterian!" (She didn't know quite how to say veterinarian) Ha ha ha ha!

Her dad, Bruce Sr., was her hero and remains a hero in her memory. He was a gentle soul who shared his gentle nature with all he'd meet.

Sherrisse cherishes the memories of her and her brother going on family trips in the summertime to visit relatives in Virginia.

After finishing school, she worked in customer service for a couple of different entities prior to landing a sales administration job with an Atlanta-based sign company. There she did some estimating, pricing, and provided overall support for the company's sales efforts. After 4 or 5 years there, she made the jump in 2008 to the general contracting world, joining Turner as a Project Administrator. In 2023, Sherrisse opted to join New South as part of their airport construction team. She loved her job and the people she worked with at both companies and developed some lifelong friendships!

Sherrisse, not surprisingly, shares her home with a very docile, very mellow Pit Bull named Azul. Azul is sweet and loves coming to the office on "Bring your Dog to Work" Fridays!

Sherrisse has two daughters, Jesenia (27) who is in the restaurant business and Sakaria (23) who works at the Post Office. She also has a grandson, Dior, who'll be turning 6 in just a few months. Dior loves space, planets, and stars. No surprise here, Dior wants to be an astronaut!

Sherrisse is big on family and always enjoys spending time with her daughters, five nephews and brother, Bruce (aka Brucie) who lives in nearby Norcross. He is looking to branch out from his longtime career as an electrician into sound engineering.

When it comes to R and R, Sherrisse enjoys hanging out with Azul and relaxing by the pool. She also loves "the movies" and often catches a movie with one or both of her daughters. She's particularly fond of intense, suspenseful movies and crime dramas.

She and her daughters like to go out for meals and they enjoy trying out new spots. In no particular order, Italian, Spanish, and seafood (anyway) top her list of favorites.

It should be mentioned that Sherrisse is also a huge sports fan, especially the NFL and NBA. One would expect her to be a Knicks fan but rather, she follows the Celtics and Timberwolves. In football, she roots on the K.C. Chiefs, the Bills, and the Giants.

Sherrisse is a dedicated, hard-working person who enjoys being helpful and is committed to doing what it takes to help the team meet customer expectations!

We're happy she's on the SECO team now and more importantly, having her as a SECO family member!



Sherrisse Dingle with grandson, Dior.

Meet Steve Fudge

The newest member of SECO Contracting Operations team is Mr. Steve Fudge. Steve joined the SECO family about a year ago as a Senior Project Manager and hit the ground running. Steve was able to do so due to his extensive experience in the wall panel contracting world!

Steve is a native Michigander who came into the world in Bay City, Michigan, on the shore of Saginaw Bay. As a young boy, Steve's family lived in Bay City, Grand Rapids and Detroit.

Steve was the youngest of 3, growing up with one older brother and one older sister. "Baby brother" was a very active young dude, however, as he spent a lot of time competing

with brother Scott, who is 4-½ years his senior. The boys were fiercely competitive, especially when they were racing snowmobiles, playing football, soccer or hockey. As you can tell, Steve had a very sedentary childhood.....Not!

Steve laughs when he mentions that he and Scott remain fiercely competitive to this day! Competitiveness aside, Steve, Scott and sister Amy remain tight siblings and stay connected. Amy remains in Michigan, while Scott settled in Las Vegas.

Steve participated in sports but also enjoyed watching them. His childhood heroes were Supercross champions, Ricky Johnson and Jeff Ward. One of Steve's fondest memories of

(continued on page 7)

(Meet Steve Fudge, continued)

childhood was riding motorcycles with his dad.

After high school, Steve pursued Engineering studies at Delta College in Bay City and later transferred to Ferris State University in Grand Rapids.

On the construction side of things, Steve made some money working as a framer on a residential construction crew while going to school. After college, Steve moved into the world of commercial design in the mid 90's. In 2012, he joined a wall panel firm based out of Tennessee. There, Steve honed his Project Management skills and became quite the expert at understanding customer expectations and matching those up with his company's contractual obligations. We are very pleased that Steve's now utilizing all of his skillset and experience for SECO's Contracting team!

Steve and his wife Tabitha currently reside in Ashland City, TN which is just a little north and west of Nashville on the Cumberland River.

This works out well as SECO continues to perform a lot of contract work in the Tennessee market, particularly in the greater Nashville area. Steve's got 4 kids, Zack (27), Josh

(26), and the two still at home are Madilan (14) and Christopher (10). Mocha, a six-year-old Chinese Shar-Pei, also calls the Fudge household "home".

Speaking of home, Steve truly enjoys the water. Boating and jet skiing are favorite activities along with Jiu Jitsu. Steve says JJ is the best way for him to reduce stress! Steve enjoys grilling on his Blackstone and mentions that venison backstrap is his favorite item to cook!

As mentioned, Steve is a very welcome addition to the SECO family. We are fortunate to have him wearing SECO green!



Steve Fudge with his wife Tabitha

The "Measure" of a Company

It's interesting to listen to various companies market their products, services of capabilities, especially when it comes to how they attempt to differentiate themselves from competitors in their fields.

Here are some of the most frequently used phrases that companies use to help influence potential customers to choose them over others:

- "We are the biggest.....
- "We have been around the longest.....
- "We are the most experienced.....
- "We are the most honest and trustworthy.....
- "We are the most advanced.....
- "We use cutting-edge technology.....
- "We are the highest rated.....
- "We have the most.....

and so on! We've all heard commercials that contain proclamations such as these or read print ads that say similar things. It's worth pointing out that if statements like these don't translate to a customer benefit, then they essentially become wasted words that few pay attention to.

As Mick Jagger sang, "He's tellin' me more and more about some useless information..."

In all of these examples to some degree, these companies or their marketers, have performed some sort of measuring in order to make their claim about biggest, highest rated, most advanced, etc.

These kinds of statements, as noted, are really not all that effective for companies that are out to attract new customers, yet, this kind of marketing persists as companies continue to spend countless dollars on ineffective marketing.

Surely it's time for a fresh idea on how a company might attract new customers, without resorting to the tired old chest thumping and "we're the best" marketing mentality.

Here is a thought: Why not measure how many customers choose to work with a company a second time after an initial order or purchase? Perhaps better than "how many" would be what is the percentage of customers that buy a second time? This would be a great way to promote themselves, wouldn't it? After all, why would an entity buy from a company a second time if they did not have their expectations met the first time? The short answer is, they wouldn't.

Then, doesn't it make sense to tout to prospective new customers the percentage of 2nd time buyers a company might have?

In the case of SECO, second time buyers represent nearly 100% of our customer base. The exceptions are mainly 1st time customers who haven't yet had the opportunity to buy a second time.

Further, most of SECO's customer base are multi-project clients. Some of SECO's customers have purchased many projects from SECO, some numbering in the 20's, some in the 30's, some north of 40 and even one that's above 60!

These customers don't want sales pitches or clever marketing. They know what their customers need, and they've come to know SECO can help them deliver and make them look good!

When we "measure" ourselves, the foregoing "repeat customer" rating is likely the best way to promote ourselves to prospective new customers.

SECO



Dennie and the guys pausing for a pic at the St. John Neumann Canopy project. Pictured with the team are Pastor Father Sunny and Facility Manager Mike Crowell.



"Azul" relaxing in the front office on a "Bring Your Dog to Work Friday."



SECO team members enjoying BBQ! (Left to Right) Sherrisse Dingle, Laura Riviere, Dianna Mitchell, Jason Cooke, Mitchell Terry, Travis Belew and Joe Creighton.



NovaTech team dinner!



Harper General Contractors and SECO Team Break Ground on the New Addition to ProFab Plant (Stay tuned for more news about this addition 😊)



SECO folks tour the alfrex plant in Buford, GA (Left to Right) John Sommerville, Matt Ohnsman – alfrex, Dianna Mitchell, Laura Riviere, Sherrisse Dingle, Samuel Chastain – alfrex, JJ Derman and Chris Henderson.



ProFab's David Brown fabricating curved trim.



Travis Belew and his wife, Felisha host Sherrisse Dingle in Knoxville.

FACES



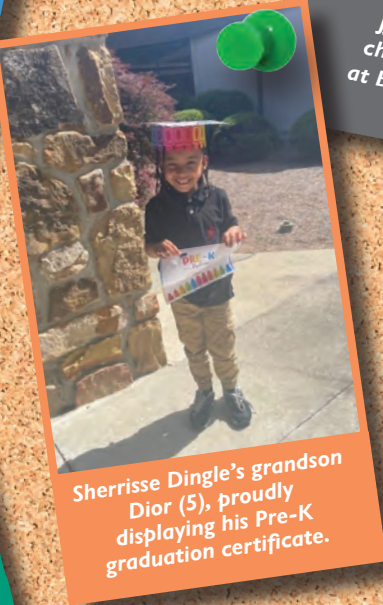
JJ Derman's son Connor turned 16, got his license and his first car. A 2012 Mini Cooper with a manual transmission! Guess who had to teach him how to drive that?



JJ Derman wins the club championship net division at Brookstone Country Club last weekend.



Chris Ward's son Maverick (5) shows off his preschool graduation certificate.



Sherrisse Dingle's grandson Dior (5), proudly displaying his Pre-K graduation certificate.



The Belew's Family Vacation
Myrtle Beach, SC



JJ Derman celebrating his wife Katie's mother and father's 50th wedding anniversary.



Chris Ward's daughter Malena (18) with mom, Monica at Parkview H.S. graduation!

Lekotek, SECO's 2025 Charity Partner

We are proud to announce that we have selected the awesome folks at **Lekotek** to be the beneficiary of our company-wide, year long charity effort.

Lekotek is a combination of words that describe the basic mission of the organization. Leko means "play" in Polish and Lek also means play in Swedish. Tek is a Greek suffix that translates to "Library", hence, "Play Library" generally means, learning through play.

Lekotek is a wonderful organization that simply exists to help kids with disabilities play, learn, and feel good about themselves!



Lekotek

OF GEORGIA



Lekotek envisions a world where children with disabilities are included and empowered through play. **Lekotek's** mission is to facilitate the inclusion of children with disabilities into family, school and community life by providing accessible play, adaptive toys, innovative technology, information, resources, and love.

Since 1983, **Lekotek** has made a difference for more than 7,300 children and families. Children receiving services have a wide range of disabilities. These include autism, cerebral palsy, muscular dystrophy, Down Syndrome, hearing and vision impairments, spina bifida, cognitive delays, speech delays and rare genetic disorders. Participants include families of all races and religions with varied economic and social backgrounds.

This year, SECO's primary fund-raising activities are:

A. AR-15 Raffle – 5.56 Anderson*

Includes scope, Bipod, sight and laser light.

Raffle tickets are \$25/ea. or 5 for \$100.

Drawing by Lekotek student in early September.



B. Golf Outing at Brookstone Country Club in Acworth, GA

"On Course" fore the kids!

Monday, Oct. 6th, various participation levels.

Prizes, drawings, contests and "hole" lotta fun!



C. Clay Shoot at the beautiful Old Hudson Plantation in Sparta, GA

"Aiming to help the kids!"

Friday, December 5th, various participation levels.

Prizes, drawings, raffle, contests and we'll target fun!



The Lekotek folks are true "Angels on Earth"!

To learn more about their great work, visit www.lekotekga.org



Lekotek

OF GEORGIA

To register for these events or to purchase raffle tickets, Contact Dianna Mitchell at diannamitchell@secoinc.biz

Bobby Stanfill, a 20-year veteran of the SECO family has opted to move on from his long-held position of Senior Contract Administrator in order to head up the Operations team on the material-only side of the company, NovaTech Wall Systems.

Just who is Bobby Stanfill? Let's share a bit about what makes Bobby, Bobby!

Bobby was born in Greenwood, SC, the town where his parents met. Bill and Barbara had 3 boys with Bobby being in the middle. Bobby and his brothers spent most of their time outdoors riding dirt bike motorcycles, hunting, fishing, building forts and going to minor league ballgames to cheer on the Greenwood Braves, the Atlanta Braves' Double A affiliate at the time. Bobby recalls watching future MLB stars like Dale Murphy and Chris Chambliss in those days!

Bobby had a special affinity for hunting and fishing and has very fond memories of doing both with his father and grandfather. Bobby's dad and granddad had a deep love of the outdoors and without question, were major influences in his life.

Bobby also played a lot of baseball as a young guy growing up and played football in high school.

It was in high school when Bobby got really serious about his love of fishing. In fact, in those years, Bobby began to dream of becoming a professional fisherman. Knowing that was a very tough way to make a living, Bobby enrolled at Clemson and started to pursue a Civil Engineering degree. Bobby's always been good with numbers, and he was well suited for an engineering pursuit. He eventually turned his focus to Environmental Engineering and after obtaining his undergrad degree, he went on to grad school.

While attending grad school, Bobby tended bar at a nearby establishment and also earned some cash as a paid fishing guide, which further solidified his love for fishing.

On one of the fishing guide excursions, Bobby met a gentleman that happened to know his aunt who lived in Greenwood but also worked for a large General Contractor known as Kajima. Kajima had a large presence in the Greenwood area, primarily building facilities for then, film giant, Fuji. The gentlemen, Patrick Griswold, mentioned to Bobby's aunt that they needed good people and his aunt said he really needed to talk to her nephew Bobby as he was a smart, capable and well-educated young man. One thing led to another and soon Bobby had entered the world of construction, starting as a Project Engineer on the Kajima "Fuji Team". Bobby elevated quickly and after 4 years, Bobby was a full-fledged Project Manager.

During these years, Fuji was building huge production facilities for Fuji. A little ol' wall panel company out of Atlanta, (wonder who that was? 😊) was the subcontractor of choice doing all of the metal panel work on these large facilities. Bobby got to know many SECO personnel during those days,

including the ownership of the company, and was struck by their work ethic, integrity and professionalism. In his words, "The SECO guys got things done!" Bobby worked for Kajima for about 10 years and thoroughly enjoyed his time there. Additionally, he developed great relationships with the folks he worked with, both professionally and personally. However, Bobby's Project Management role became a bit repetitive, and it no longer offered the challenges that it once did. As a result, around 2005, Bobby joined a large commercial mechanical contractor based out of Greensboro, NC. Bobby enjoyed his job with them as a Senior PM, but due to the company's size, they were doing work all over the country. Since Bobby had small children at home at the time, he was not interested in running projects that required extended travel. So, after just a couple of years with the mechanical company, Bobby, having been approached by SECO, opted to come on board as a Contract Administrator, (PM).

Fast forward almost 20 years and Bobby remains an important part of SECO's operations having successfully managed many dozens of SECO projects!

On the personal side, Bobby met his wife, Melissa at a softball tournament and they married in 1998. They have two children, Bailey (25) and Kyle (21). Bailey is married and lives in nearby Simpsonville, SC. She is a highly sought after wedding photographer. Kyle is in school and is sorting through various career opportunities. Melissa is a retired schoolteacher and, like Bobby, loves the outdoors, especially gardening and kayaking with her friends.

Bobby is excited to be in his new position and is looking forward to applying his extensive customer relationship and project management skills, along with his unmatched experience, to the NovaTech organization.

Bobby's the right person for this new position and we congratulate him for taking on this new responsibility. We will benefit from Bobby being in this role, but NovaTech's customers will be the greatest beneficiary!



Bobby Stanfill with his daughter Bailey

Upcoming SECO Contracting Projects

PROJECT	LOCATION	CUSTOMER
Clemson Lever Hall	Clemson, SC	Juneau Construction
CONA Medical Office	Spartanburg, SC	Harper General Contractors
SCTAC Welcome Center	Greenville, SC	Harper General Contractors
DIDD East TN Reg. Office	Tusculum, TN	Messer Construction
MALETA Training Facility	Nashville, TN	Turner Construction
NS&I	Huntsville, AL	BL Harbert Int'l
TTU Tucker Stadium	Cookeville, TN	The Christman Company
Toyo Tire Expansion	White, GA	Kajima Bldg & Design Group, Inc.
Sequoia Middle & High School	Doraville, GA	Gilbane Construction

SECO's ongoing field operations continue all over the Southeast on a great variety of projects. SECO Contracting's customers continue to award SECO contracts on some of their most important and prominent work! They entrust SECO to not only meet their needs, but by extension, meet the needs of their customers! After all, our customers desire repeat customers as much as we do! Here's a sampling:



AMC FACILITY AIKEN, SC / CUSTOMER – B.L. HARBERT



SECO's field team of **Sam Brown**, **Hermas Ramos** and **Moises Cruz**, led by the peerless, **Deno Brown** has recently put the wraps on a very beautiful ACM project. This project included about 33,000 SF of NovaTech's Accu-Trac panel system in three colors. This project included a lot of rainscreen wall panels, but also included soffit panels, beam cladding, fins and other features that were wrapped in composite panels. The project looks wonderful and the Harbert team is very pleased with the building as is the owners' team! **Bobby Stanfill**, SECO's PM, made sure of this satisfaction.

FOLEY FIELD AT UGA – ATHENS, GA CUSTOMER – TURNER CONSTRUCTION



SECO's Operations group recently completed a very challenging project at UGA's baseball facility, the historic Foley Field. SECO furnished and installed about 8,500 SF of highly customized ACM panels utilized as wall panels, soffit panels, beam wrap and fascia panels. This was not a large project, but the applications were quite intricate and complex! Access proved to be challenging as well as the facility remained operational during the execution of the project. SECO's operations were deftly directed by the venerable **Mel Bindas** who made sure that Turner looked good in the eyes of their customer. Turner does a lot of work with UGA and they want to keep it that way!



MCA2 AUGUSTA, GA / CUSTOMER – KOKOLAKIS CONTRACTING



SECO's forces are very near completion of a huge terra-cotta panel project in Augusta, GA. **Bob Henry**, **Kelly Compton**, **Eric Nelson**, in addition to **Dennie Neal**, **Bart King**, **Tim Siler**, **Duane Metcalf** and **Tony Osborne** all did great work and represented SECO admirably.

This project had about 75,000 SF of terra-cotta panels, including the unique, integral back-up support system. The project also included



approx. 15,000 SF of terra-cotta baguettes utilized as sunshade material. The project was looked after by the experienced eyes of **Sam Mooney**. Sam did a great job of handling many challenges that arose during the execution of the project.

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GREENVILLE ART MUSEUM



GREENVILLE, SC / CUSTOMER – TRIANGLE CONSTRUCTION



Deno, along with **Sam**, **Hermas** and **Moises** are also charged with knocking out the retrofit scope at the Greenville Art Museum. The guys are installing about 7,000 SF of new insulated panels replacing an antiquated and failing façade, Major improvement!

LARGE MULTI-BUILDING PROJECT



TYNDALL AFB / CUSTOMER – B.L. HARBERT

Chris Bramlett assisted by Cory Norton and others has put the final touches on a huge project in North Florida. About 22,000 SF of Centria's concealed fastener IW panel system along with 6,500 SF of aluminum composite panels were installed on this monumental project. Chris and the guys did a great job and finished up with essentially zero punchlist items! Bobby Stanfill worked closely with Harbert's team, assuring that the project ran smoothly from start to finish!

Note: See back page for project photos.

WEST CENTRAL GEORGIA PROJECT / CUSTOMER – SAUER CONSTRUCTION



Foreman **Dennie Neal** and his regular crew of **Bart King**, **Duane Metcalf**, **Paul Osborne** and **Tom Siler** have just finished installing about 20,000 SF of NovaTech's Accu-Trac panel system utilizing aluminum plate sheet. There were three different colors making up the panel system and the building really looks great. Making the project even more striking is that the panels were installed with a running bond pattern and it really looks good. **Josh Mathis** and **Travis Belew** handled the admin. side of the project and the Sauer team was very pleased with SECO's performance.

GREENVILLE/SPARTANBURG AIRPORT



NEW ENTRANCE / CUSTOMER – HARPER GENERAL CONTRACTORS

Under the auspices of **Mel Bindas**, the SECO team recently completed a very complex geometric puzzle, a.k.a. the new entrance feature at GSP airport. This product affirms why every composite panel or plate project needs to be digitally scanned prior to panel fabrication. The days of plumb bobs and string lines for field measuring are definitely over! There was approx. 7,000 SF of custom aluminum plate from Alfrex utilized as the primary component of the Accu-Trac panel system. **Deno**, **Sam**, **Hermas** and **Moises** were once again on-hand to make certain this tricky panel application was flawlessly installed!



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FURMAN UNIVERSITY – TIMMONS ARENA GREENVILLE, SC / CUSTOMER – HARPER GENERAL CONTRACTORS

Bobby Stanfill (PM) and **Travis Belew** (CM) led the SECO efforts on the Timmons Arena renovation project on the Furman campus in Greenville. The main entrance of the structure has been completely redone with new curtainwall, new curved canopies and a high radiused soffit/fascia feature that altogether creates an entirely new experience for folks attending events at the renovated arena. **Chad McCoy** and his crew did a great job installing about 6,500 SF of NovaTech's Accu-Trac panel system and did so while overcoming access issues and a tight installation sequence. The Harper team was very pleased to have the reliable SECO team in-place to help deliver this great project to Furman.



Team or Family?

When referencing a company, sometimes a business owner or manager will use terms like “family” or “team” to describe subgroups of the company or the whole company itself.

These are great terms, but how do they apply to the world of business?

Here are some thoughts to consider.

When thinking about business and professional organizations, we're really thinking about people. We don't think of the logo, the slogan, the kind of trucks they drive or the building they work out of. More often than not, we are considering the quality of people who work for, or within, an organization, rather than the faceless organization itself when we judge or assess them.

Someone being asked about a company might reply, “Oh, XYZ Company; those are great folks!” This person is clearly judging the people, not the faceless entity.

Of course, none of the foregoing is new information and it is not groundbreaking insight. It is, however, a good backdrop for the discussion about “family” and “team” in the context of a business organization.

Family, to most folks, means a tight knit group that can and do rely and depend on each other for support and backing.

“Family” members are there for other family members during those times when support, back-up and/or assistance is called for. Family members are typically non-judgmental and don't seek credit or recompense for helping out a fellow family member.

“Team” members are also typically folks who are members of a defined group. Unlike most families, however, teams are usually focused on a common goal and/or common purpose. Members of the team, as good teammates, each perform some



task or function in order that a common, collective goal might be achieved. Teammates tend to act in a unified, somewhat choreographed manner such that the whole team might accomplish something that the individuals couldn't achieve by themselves.

Not surprisingly, strong performing companies are comprised of people who are adept at being both good teammates and good family members. Humans are social beings for the most part. We like “belonging” and we, generally speaking, like to be productive!

When our company SECO, is seeking new employees, we look for these “team” and “family” traits in prospective employees. We don't typically seek out lone-wolf maverick types who might be more individually motivated rather than team motivated. Truthfully, being surrounded and supported by super teammates is always preferable to being surrounded by superstars who don't support one another and are self-oriented.

This is why new hires when they join our team receive a message along the lines of “Welcome to the SECO team, we are happy to have you join the SECO family”!

SECO's Team Member Milestones

10 YEARS OR LESS

0 to 5 Years

Sam Brown
Hermas De Leon Ramos
Josh Mathis
Kelly Compton
Chris Bramlett
Rony Claros Garcia
Jon Nichols
Scott Stephenson
Eric Nelson
Justin Crawford
Moises Cruz

0 to 5 Years (con't)

Michael Miller
Paul Roberts
Tyquan Yeargin
Steve Fudge
Eric Simonsen
Travis Armour
Zach Fudge
Shaundrecus Edwards
Oscar Osorio Carmona
Dallas Roberts
Zoilo Cumana Marin

0 to 5 Years (con't)

Ruben Prieto
John Sommerville
Craig Wren
Samir Contreras Cardenas
Yerson Caballero Benavides
Daniel Marrero Davila
Carlos Duno Rojas
Jesus Mora Varela
Carlos Duno Rojas
Chris Henderson
Sherrisse Dingle

0 to 5 Years (con't)

Laura Riviere
Chris Wilson
Caleb Bixler
David Davis
6 to 10 Years
Tim Lemmons
Justin Spires
Cory Norton
Paul Bott
Brian Dellinger
Chris Ward
David Cake

11 YEARS OR MORE

11 to 15 Years

Chris Stephens
Larry Roach
Tony Wilson
Robert Henry
Doug McIntyre
Deno Brown

11 to 15 Years (con't)

Dennie Neal
David Brown
JJ Derman

16 to 25 Years

Joe Creighton
Mitchell Terry

16 to 25 Years (con't)

Jason Cooke
Travis Belew
Bobby Stanfill
Dianna Mitchell
Tom Siler
Sam Mooney

16 to 25 Years (con't)

Duane Metcalf

26 to 30+ Years

Cecil Landress
Bart King
Tony Osborne

SECO appreciates all of our hard-working employees!



THE LIGHTER SIDE

What do street criminals store their weapons in?

A Gangbox, of course!

Why did the crew member always have wrinkle free, crisp clothing with impeccable creases?

He was a great iron-worker!

Why did the crew think that "tool box talks" were ineffective?

Even though they listened closely, the tool box never said anything.

Why does one field team always want to install louvers?

They simply 'louv' what they do!

Why did the young installer refuse to install steel supports?

He was deeply devout and knew that "he shalt not steel"

Why was the contractor digging such a deep, deep hole on site?

He unknowingly had the high-rise plans upside down.

How did the carpenter know there was a ranch near the jobsite?

'Cuz he sawhorses.

Did you hear about the crew member who couldn't wait to meet his new crew mates?

He heard they'd be working with four 10's.

Why do excavators make good teachers?

They are excellent at grading!

Why did the ceiling installer install mirrors at the restroom ceilings?

He was working from the "Reflected Ceiling Plan"

One caulker was so bad, his teammates called his beauty beads, "ugly beads"

Why did the panel installer think the box of screws was defective?

They were self-drillers, but when he went to use them, they did nothing!

Did you hear about the engineer who could draw really well, but was still let go?

Yes, he had a "sketchy" past.

Why did the panel company only hire attractive engineers?

'Cuz they were going to do a lot of modeling.

**HONOR TOWER PROJECT
GREENVILLE, SC**



**ST. JOHN NEUMANN CANOPY PROJECT
LILBURN, GA**



**CHAPEL BUILDING
TYNDALL AFB**

