SECO OUTLOOK

NEWS FROM THE WORLD OF SECO

OUTSTANDING PROJECT - NATURALLY

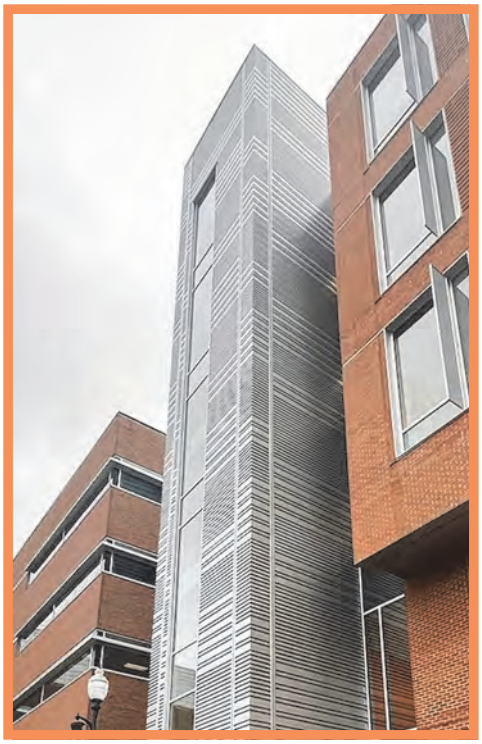
INSIDE THIS ISSUE:

Volume 45

www.secoinc.biz

UT Institute of Agriculture: Agricultural and Natural Resources Research Building

Lots of folks know the University of Tennessee as a Knoxville based school with a long history of high-profile sports success. The legendary orange and white colors are well-known all over the country! After all, over the years (230 of them!), the Volunteers have racked up 207 SEC Championship team titles and 23 National Championships! Not a bad showing for the Rocky Toppers!



Did you know that UT is also known as an elite research center? Yes, UT is nationally recognized in a number of disciplines, including engineering research. UT's Engineering Research Department is especially strong in the areas of advanced manufacturing, next-generation materials, energy, healthcare, robotics, smart technologies, and environmental engineering!

This last category, Environmental Engineering Research, has a new home on the beautiful UT Campus. The brand new Agricultural and Natural Resources Research Building, recently dedicated, is a shining jewel on the UT Knoxville campus. The new building is brimming with state-of-the-art technology and materials. However, the building is in complete harmony with the surrounding campus architecture. All parties concerned, the University, the Architect, and the General Contractor are, rightfully so, very, very proud of the new facility!

Things related to this great project were not always so rosy and bright, however. The project was just getting underway when COVID struck our world and the impact on the project bordered on catastrophic! Suddenly, and with very little warning, the General Contractor had to deal with nearly every trade facing material shortages, incredibly long lead times, and, in some cases, no access to materials at all! The Architect and the GC were forced to consider material substitutions and alternative construction methods and sequences brought on by unacceptable lead times or super-extended lead times. To say the project faced extreme challenges is a major understatement!

In SECO's case, we did some pre-purchasing of metal raw materials and reserved the coils by way of advance deposits, which enabled us to sidestep any calamitous material delivery issues. Speaking of those materials, on this project the architect, **Barber-McMurry of Knoxville**, selected several of Pac-Clad's concealed fastener Box Rib profiles for cladding, primarily, the stair towers, penthouses, and screenwalls. Further, they opted to utilize the versatile Accu-Trac MCM system in a mica silver finish at some of the major architectural features of the building. These included the huge window surrounds facing the northeast that involved some very tricky geometry and multiple compound angles.

The Accu-Trac MCM system was also utilized to clad the monumental main entrance feature wall and high soffits, both exterior and interior. Altogether, Barber-McMurry utilized about 20,000 sf of the Pac-Clad profile panels and another 10,000 sf of the Accu-Trac MCM system. The materials were installed primarily by SECO General Foreman **Dennie Neal**

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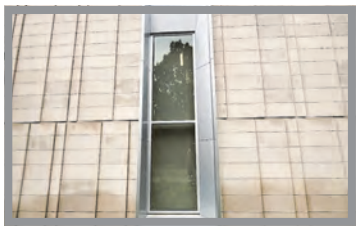


(continued from page 2)

and his exceptional crew of **Tom Siler**, **Tony Osborne**, and **Duane Metcalf**. Dennie and company received help from two of SECO's best teams led by **Chris Bramlett** and **Mitchell Terry**. Fellow team members included **Tim Fain**, **Donnie Lowery**, **Bart King**, **Brian Burgess**, **Kelly Compton**, and **Cory Norton**. All of SECO's field team members performed at a high level throughout the project.

SECO's Contract Administration duties were deftly handled by **Josh Mathis** who navigated numerous supply chain challenges, especially as the project was getting underway. SECO's customer, **The Christman Company**, faced hurdle after hurdle and endured many COVID-related trials throughout the execution of this project. However, SECO's team pitched in and became a reliable, dependable trade partner. **Jeff Jinks**, Christman's Project Executive, had wonderful things to say about SECO's installation team.

Project: UT Institute of Agriculture
Location: Knoxville, TN
Customer: The Christman Company
Architect: Barber-McMurry
SECO Contract Administrator: Josh Mathis
SECO Engineer: Paul Bott
SECO Construction Manager: Travis Belew
Primary Foreman: Dennie Neal
Crew Members: Duane Metcalf, Tony Osborne, Tommy Siler

> *"Travis Belew and the entire SECO team were a pleasure to work with. Even with the COVID material delays experienced by others, which pushed the original start and finish dates of multiple trades, the SECO team ensured they coordinated the multiple mobilizations required such that no delays were incurred with their scope of work. The Christman Company has received multiple comments that this building is the crown jewel of the UT-Knoxville campus, and SECO's work is a prominent reason for this sentiment."*
>
> — Jeff Jinks, *Project Executive*, Christman Company

This beautiful, state-of-the-art research building is another highly successful project on which SECO and Christman have combined forces. The University is quite proud of their new facility, as are the Architect and the CM. As for SECO, we are proud to have been a part of a team that, despite incredible challenges, delivered a beautiful project on the UT Campus, which all recognize as a true showpiece!

Closing the Deal

When one hears the phrase "closing the deal," it's often times in reference to getting a deal done. Usually, one would associate "the deal" occurring at the end of a sales process. After a period of budgeting, price developing, proposing, scoping, and negotiating, two parties will come to an agreement on a purchase arrangement or contract. Each party could then refer to the agreement as the "closing of the deal."

Salespeople who are good at securing orders are often called "closers." Attorneys who can win frequently in court by making persuasive arguments are also called "closers". The pitcher that the team relies on near the end of a ballgame to come in and get the other team out without giving up his team's lead is definitely a "closer." Many pitchers who've earned the title of "closer" have collectively made hundreds of millions of dollars. Preserving victories is clearly a very valuable skill and teams are very willing to have this closing skill on their team!

By now, you are likely asking yourself, what does the above verbiage have to do with SECO and SECO's world of construction? The truth is that "closing" is very important in the construction world, too. Let's have a quick look at why this concept of "closing" applies to SECO as it applies to baseball and lawyers.

Projects have several different stages that occur along the way between someone "closing the deal" and a contractor receiving that final retention check. The following is a simplified list, but it will provide a general idea of the flow of a typical SECO project. (Note: these stages apply to other trades as well.

Project Stages:

- Pre-Construction Negotiation/Agreement
- Contract Issued
- Submittals Generated
- Approval Process
- Material Production and Delivery
- Installation
- Punch List/Inspections/Clean-up*
- Closeout/Warranties*
- Final Retention Paid

Note that there are asterisks following two items on the list above. These two items relate directly to the "closeout" of any given project. This is why being able to "close" a project is so important. Before a trade contractor can receive the final retention check, the collective OAC (Owner, Architect, Contractor) must approve everything that the trade contractor agreed to in the documents when the contract commenced, which was the subcontract. The subcontract defines the entire scope of work that the trade contractor will perform. Materials are defined, drawings and specifications are included, special and general conditions are included, quality expectations are referenced, and other mutual commitments are spelled out, including schedule, sequence, and milestone objectives.

This package agreement is often called the Project Manual. From the commencement of the subcontract obligations, the trade contractor will allocate physical and human resources to execute the agreed-upon scope. There could be a few people involved in the performance of the work, or there could be dozens, if not hundreds, of people involved in executing the agreed-upon workscope. Engineers, designers, project managers, shop managers, shop technicians, construction managers, suppliers, vendors, field foremen, and installers, all supported and backed by staff operations, are called upon to undertake various tasks such that the work is accomplished. In other words, in search of a fair profit for their efforts, trade contractors invest heavily in these resources called out above. If all goes well, in exchange for all of this investment in materials, time, and talent, the trade contractor will receive a fair and reasonable profit. This is why trade contractors are willing to take on risk (contracting is a risky business). The potential profit outweighs the risk in the judgment of the trade contractor.

A project might run very well from commencement all the way through substantial completion, which is great, but in construction, the story doesn't end there. In order for a trade contractor like SECO to call a project successful, "substantial completion" is not the time to celebrate. Many trade contractors make the mistake of pulling installation resources off of a project too early, and as a result, they run into difficulty trying to put the wraps on the physical installation. If the project is 98 or 99% complete, it's tempting for a trade contractor to move resources, but until that last 1 or 2% is accomplished, the "close" of fieldwork can't happen. As mentioned above, before a contractor can call their work complete, it is required that the OAC (Owner, Architect, Contractor) agree with them that, indeed, the work is complete. Project "closing" does not happen until formal acceptance by the OAC.

Therefore, to "close" a project, it is important that the in-place work meets all of the requirements set forth in the contract documents. If any punchlist exists, that work will need to be completed before formal acceptance can occur. Further, to expediently "close" a project, all closeout documents spelled out in the contract must be fully assembled, packaged, and delivered to the contractor before a trade contractor's retention can be released. These closeout docs can be as-built drawings, warranties, operational manuals, testimonial letters, reports, or even affidavits. If the package is not complete, the closeout will not happen!

Unlike in baseball, "closing the deal" at the end of the project requires a whole team to perform properly such the project can actually be called "complete". Field people and their supervision, the project management personnel, the internal Q.C. personnel, the Operations staff, and the Engineering group all play a role in not only getting a project built, but all are necessary for a successful closing as well.

Introducing Chris Ward

Maverick, Chris, Maddox, Max, Malena, Monica and Mitchell

Let us introduce you to our Mr. Chris Ward! Chris became a part of our team in 2019. Since coming aboard, he has consistently shown dedication and resourcefulness while working on sales, specifically focusing on the material-only aspect of our business with NovaTech. He is a remarkable individual whose life journey is a testament to resilience and the value of family and faith. Growing up in rural Upstate New York, Chris developed a love for the great outdoors, spending his childhood hunting, fishing, and riding motorcycles. As a child, he had his heart set on being a teacher. These early experiences fostered a sense of adventure and self-reliance that would shape his character in many ways. When asked if he could choose to be born anytime, Chris replied, "I would have loved to have been a rancher in the old west. It would have been a much simpler life!" This may be the reason Chris loves fixing things. His family admires his resourcefulness and ability to tackle things head-on.

Chris and his family currently live in Lilburn, and he is happily married to Monica Ward. Together they have built a large and loving family. Their eight children—Devaney (31), Jessica (28), Heather (27), Melena (17), Mitchell (14), Max (11), Maddox (5), and Maverick (4)—are the heart of their home. Chris is also a proud grandfather of two grandchildren, Riley (8) and Eli (4). The family's beloved pets include an 8-year-old Shih Tzu named Warner and two cats, Pumba (12) and ZuZu (5). Family is important to Chris and his self-description, "a hardworking family man," perfectly describes his philosophy. He believes faith and family are essential in life, guiding his actions and decisions personally and professionally.

Chris has always been driven by a desire to help others. For 25 years, he served as a volunteer firefighter, demonstrating his commitment to his community and his willingness to put others' safety above his own. This selflessness extends to other parts of his life, particularly his support for Relay for Life, a charity close to his heart due to several family members being affected by cancer.

Chris's hobbies reflect his diverse interests and love for experiencing new things. He enjoys traveling and participating in his children's lives and is always seeking to create lasting memories with his family.

Chris loves multiple cuisines. He enjoys Chinese, Japanese, and Italian food as well as good old fashioned American. His musical tastes are also quite varied, with Classic Rock and Country music at the top of his playlist. When asked about his favorite color, Chris chooses red, symbolizing the heart and fire he believes are essential to truly living.

If given the chance to spend time with someone from history, Chris chooses Jesus, reflecting his deep faith. Chris Ward's story is of hard work, dedication, and a commitment to his family, community, and his work. His life is a great example of what it means to live with heart and fire, and he continues to inspire those around him with his passion and love for life.

Time Tested

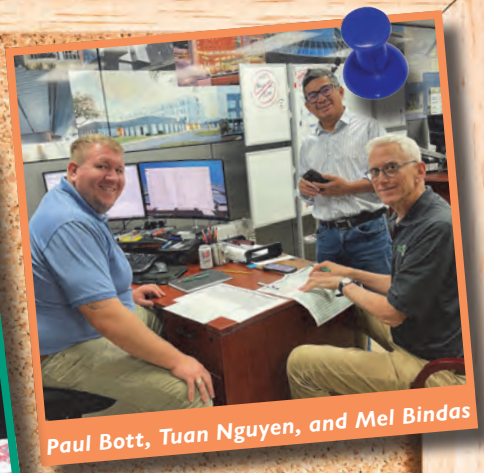
We recently gathered fourteen of our finest field stars at the main office for advanced safety training. We had four Foremen and ten Lead Men in the house that day. Just for fun, we asked each man how many years they had been "in the wall panel business." Collectively, this group possessed about 335 years of wall panel experience! That's an average of nearly 24 years per man! Is it any wonder why our customers call on SECO when experience and capability matter most??

On the left:
Front Row: Tom Siler, Tony Osborne, Bob Henry, Kelly Compton, Brian Burgess, Chris Bramlett
Back Row: Dennie Neal, Sam Brown, Deno Brown, Duane Metcalf, Hermas Ramos, Patrick Isaac, Eric Nelson, Cory Norton

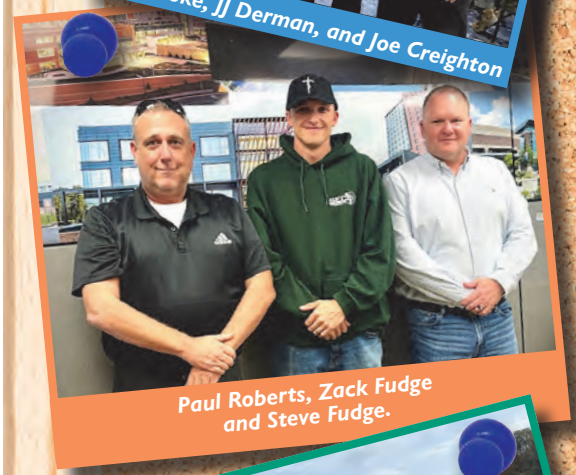
SECO

Jason Cooke, JJ Derman, and Joe Creighton

Eric Heit
Engineering Summer Intern



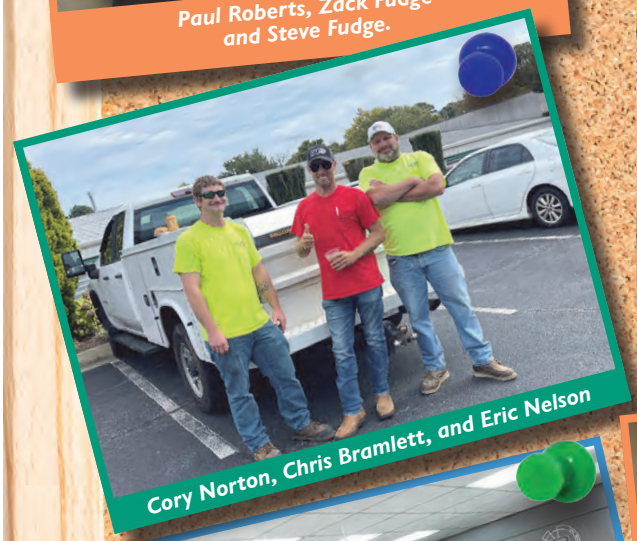
Paul Bott, Tuan Nguyen, and Mel Bindas



Paul Roberts, Zack Fudge
and Steve Fudge.

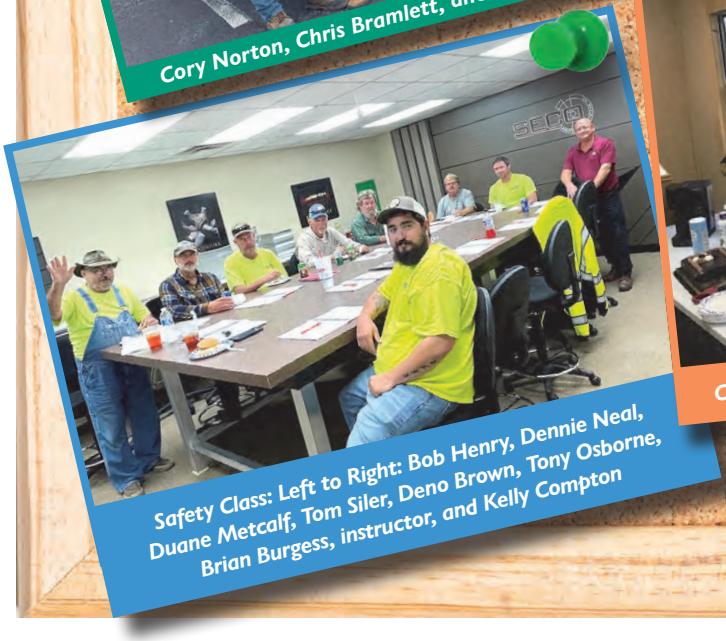
Kelly Compton,
Bob Henry, and Hermas Ramos

Tuan Nguyen cooking for Potluck Day!



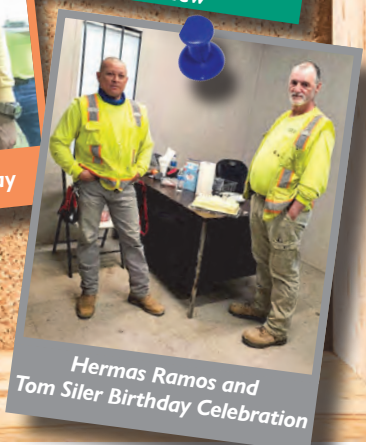
Cory Norton, Chris Bramlett, and Eric Nelson

Travis Belew



Safety Class: Left to Right: Bob Henry, Dennie Neal,
Duane Metcalf, Tom Siler, Deno Brown, Tony Osborne,
Brian Burgess, instructor, and Kelly Compton

Celebrating Johnatan Flores' Birthday



Hermas Ramos and
Tom Siler Birthday Celebration

FACES

Congratulations to Mr. and Mrs. Dobbs, Jill Green's daughter Madison, Dillon, and Maisie!

Enjoying the PGA Golf Tournament are JJ Derman and family, Conner, Addison and Katie

The Bott Family: James, Paul, Matthew and Suzanne

Congratulations to Sam Mooney's daughter, Brandy. She graduated in May 2024 from the University of North Carolina, Bryan School of Business, with a Bachelor of Science in Marketing.

Paul Bott, Xena, and Paul Roberts

CELEBRATING THE

45th EDITION

SECO ARCHITECTURAL SYSTEMS, INC.

OUTLOOK

Doug McIntyre's grandson, Oliver McIntyre

Self-Retracting Devices (SRDs) – Part Two

We are bringing the 2nd part of a 2-part article on Self Retracting Devices (SRD) by Ryan Boling, our safety consultant, with H.B. NEXT.

By Ryan Boling, CIT, STSC, CRIS, HB NEXT Director of Training

While recognized by these formal classifications (from ANSI), Class A and Class B retractable devices are less of an 'apples-to-oranges' comparison than they may appear on the surface. Comparatively speaking, the equipment categories are separated by a mere difference of 30" (arresting distance) and 450 lbs. (arresting force). Workers wearing personal fall arrest equipment can couple retractable devices to existing anchor points and work safely. However, using a Class B retractable device, where a Class A device would be better suited for the work being performed, could mean the difference between a prevented fall and a serious injury or death.

Okay, then, why is this difference so important, and what relevance does it have for those who use these devices to perform their day-to-day work activities?

ANSI developed the Z359.14 standard to specifically address the use of self-retracting lifelines in situations involving personal fall arrest and worker rescue. As a key provision of the Z359.14 standard, these equipment classes were developed to encompass the various applications in which the calculation of fall distances and clearances determine the appropriateness of the device being used (Class A or Class B).

Simply put, it is not enough to just know what a self-retracting device is or what one looks like.

To ensure the proper device is used for the work being performed, companies must provide employee training on the devices themselves, including their identification, capabilities, capacities, and product labeling standards. Safe work practices dictate attention to these details, as multiple self-retracting devices available on the market - while suitable for different applications - have a similar function and appearance.

For example, manufacturers specifically rated and labeled self-retracting lifelines for leading-edge applications to identify their intended use. They typically feature an energy-absorbing component (i.e., lanyard) and have product markings identifying them as acceptable for leading-edge work. However, they are also Class A devices, so it could be easy to confuse a leading-edge retractable device for a similarly constructed Class A device that did not undergo the same criteria for dynamic product testing. Unlike devices rated for leading-edge work, standard Class A retractable devices are designed strictly for overhead use and are unsatisfactory for applications where personnel may come into contact with an unprotected edge. In the event of a fall, mistaken identity relative to these devices could result in simple equipment damage, the breaking or shearing of a lifeline, or a fall to a lower level, not being appropriately arrested.

Ultimately, the most effective policy for ensuring the proper selection of self-retracting devices is twofold: training and routine equipment inspections. To fully understand the capabilities of SRD's, workers must be trained to understand the differences between ANSI classifications (Class A or Class B), limitations relative to arresting distances and forces, product markings, and comparisons relative to other types of SRD equipment. Once workers have learned and internalized these capabilities, pre-use equipment inspections are an easy but critical step to ensure the continued safe use of these life-saving devices on job sites. Having these devices inspected by a trained, Competent Person before use is also highly recommended.

Be careful not to 'fall' into a trap of overconfident thinking just because you have seen or used a self-retracting device in the past. Make sure you know which Class of SRD you are using and the application(s) it is best suited for. That extra knowledge could end up saving your life or that of one of your fellow coworkers!

Protecting Yourself from Stress

by Dianna Mitchell

We all experience stress at some point in our lives. While occasional stress is usually harmless, ongoing stress that disrupts your daily life can affect your quality of life and potentially put your long-term health at risk. Recognizing the signs of stress and finding different ways to manage them can help you ease that stress.

Warning signs:

- Shoulder, neck, or back pain
- Increased mood swings
- Headaches
- Inability to focus or remember things
- Lack of energy
- Changes in eating habits or sleep
- Feeling overwhelmed

Healthy ways to cope:

- Move your body regularly. Even 10 minutes at a time can make a difference. Taking a short walk, doing yoga, or stretching can help.
- Make time for hobbies you enjoy. Reading, listening to music, painting, etc., and making it part of your routine.
- Meditate and/or pray: Take just a few minutes of mindfulness, meditation, prayer or deep breathing.
- Eat healthy, well-balanced meals. Ensure you get the nutrients you need to stay energized and reduce caffeine and alcohol.
- Sleep. Aim for 7 to 9 hours a night.
- Connect with others. Talk through your stress and lean on the people you trust: a good friend, a family member, a pastor or a therapist.

So, while stress is a part of life, it's important to have some strategies to keep it from overwhelming us. By working with regular exercise, mindfulness, healthy choices, and leaning on your support network, you can build up your ability to handle stress and feel more balanced and calm. Remember, taking care of your mental and emotional health is just as important as keeping your body healthy. Prioritizing stress relief can lead to a happier, more fulfilling life!

Manlift Safety Training

Left to right: Mitchell Terry, Deno Brown, Sam Brown, machine instructor, and Chris Bramlett

SECO's new Controller and Accounting Administrator

Dianna Mitchell (L) has been promoted from HR and Accounts Manager to Controller, while Teresa Tebedo (R) recently came aboard at SECO as our Accounting Administrator.

SECO's Triumph in Raising Funds for Childhood Cancer: A Story of Dedication and Community Spirit

In a testament to the power of community and the spirit of giving, SECO has achieved a company-organized remarkable milestone in its mission to combat childhood cancer. Through several fundraising events, SECO successfully raised $50,000 for the Rally Foundation, an organization dedicated to advancing childhood cancer research and supporting affected families. This achievement underscores the collective efforts and generous contributions of SECO's customers, employees, and suppliers.

A Golf Tournament that Set the Stage

The journey to this impressive fundraising goal began with a highly successful golf tournament. Held at Cateechee Golf Club in Hartwell, GA, the event drew participants united by a common cause. Golf enthusiasts and casual players alike gathered to enjoy a day on the greens while supporting a critical mission.

The tournament was more than just a golf day; it celebrated generosity and community spirit. With sponsorships, entry fees, and additional donations, the event raised an impressive $30,000. This substantial sum demonstrated the commitment of those involved and set a strong foundation for the subsequent fundraising efforts.

The Final Push: A Clay Shoot at the Old Hudson Plantation

With $30,000 already raised, the focus shifted to the final leg of the fundraising campaign: a clay shoot at the picturesque Old Hudson Plantation in the Oconee National Forest. This event was designed to appeal to a different segment of our customers, uniquely combining sport and philanthropy.

The clay shoot event, held in a scenic and challenging setting, provided participants with an engaging and enjoyable experience. As with the golf tournament, the clay shoot's success relied heavily on its attendees' enthusiasm and generosity. Participants paid entry fees, and several businesses sponsored various aspects of the event, from the shoot stations to the awards ceremony.

The clay shoot met and exceeded expectations, contributing the remaining funds needed to reach the $50,000 goal. The day was filled with camaraderie and competitive spirit, culminating in a heartfelt awards ceremony where the event's true purpose was celebrated—the fight against childhood cancer. (See letter on opposite page)

Impact and Appreciation

The $50,000 raised through these events significantly contributes to the Rally Foundation's efforts. The funds raised are enough to establish a fully funded research grant! The research involves developing improved DNA strands by changing the genomes to help reverse the effect of cancer and help save the lives of children. It will support vital research initiatives to find more effective treatments and cures for childhood cancer.

SECO extends its deepest gratitude to everyone who participated in and supported these fundraising events. From the golf tournament to the clay shoot, each event was a reminder of the power of the people and the difference that a collective effort can make in the fight against childhood cancer.

SECO's successful fundraising campaign is a wonderful example of how dedication, community involvement, and a shared commitment to a cause can lead to extraordinary results. As the Rally Foundation continues its crucial work, SECO's contribution stands as a beacon of true testament to the generosity of those who came together to support this vital cause!

Our Rally! Partners:

Stanford MEDICINE | Pediatric Hematology, Oncology, Stem Cell Transplantation & Regenerative Medicine

Stanford Children's Health | Lucile Packard Children's Hospital Stanford

October 17, 2024

SECO Architectural Systems
Annette Miller
P.O. Box 587
Snellville, GA 30078

Dear Mrs. Annette Miller and SECO Architectural Systems team,

I am writing to express my deepest gratitude for your generous support in making the Rally Foundation for Childhood Cancer Research Grant possible. SECO Architectures' funding of our research grants has been instrumental in advancing our efforts to develop new treatment options for young children battling brain cancer.

As a pediatric oncology doctor and brain tumor scientist, I have witnessed firsthand the devastating impact and suffering of brain cancer on countless families. It is an honor to work with these courageous children and their loving parents, guiding them through the challenging journey of treatment.

I am committed to ensuring that this grant is used to its fullest potential to make a tangible difference in the lives of my pediatric patients. The support from funders like SECO Architectural Systems is a constant inspiration for our research team, driving us to push the boundaries of medical science and discover innovative therapies.

Thank you again for your kindness and generosity. Your support is more than a donation; it is a source of immeasurable hope for countless children and their families.

With deep gratitude,

Dr. Billy (Thien) Nguyen
Pediatric Hematology-Oncology Fellow Physician
Lucile Packard Children's Hospital at Stanford
Stanford Health Care

Great job SECO and friends of SECO!

Rally! FOUNDATION

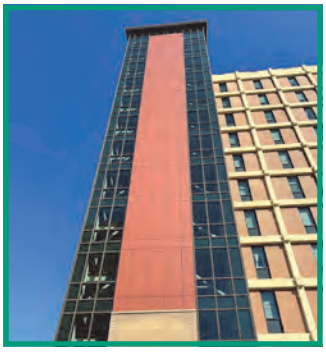
As is usually the case, SECO's contracting operation finds itself all over the southeast. Our guys are out there representing SECO in the first-class, professional manner that our construction personnel are known for. Not only do our guys conduct themselves professionally, but they perform the work safely, achieving outstanding safety performance measurables, like a low EMR, year after year! Below is some of the work and the folks performing it from "around the territory."

Let's also offer a big "shout-out" to SECO's Construction Managers, **Travis Belew** and **Sam Mooney.** These guys do a great amount of behind-the-scenes work and don't often get much credit. Without them, however, our field operations would be nowhere near as smooth as they are!

ADVANCED MANUFACTURING FACILITY AIKEN, SC

Our customer, B.L. Harbert Construction, brought SECO on board to furnish and install about 20,000 sf of the Accu-Trac MCM system as part of a rainscreen system. The architect, STOA, designed a very interesting, very complex building for BLH's customer, the US Department of Energy. Our primary crew of **Sam Brown**, **Hermas Ramos**, and **Moises Cruz** are working under the experienced guidance of **Deno Brown**. The project looks great, and **Deno** and the boys are making it happen for our customer! **Bobby Stanfill's** experienced hand is orchestrating our activities from a Project Management standpoint and is doing a great job, especially given this project's complexity!

CLEMSON UNIVERSITY – BYRNES HALL RENOVATION CLEMSON, SC



SECO's customer, **Juneau Construction**, trusted the SECO contracting team to perform at their usual high level in furnishing and installing the new insulated panel system for their good customer, Clemson University Housing. SECO provided about 15,000 sf of Centria's Dimension Series insulated architectural panel system as part of a re-clad of an older student housing tower. **Tony Strickland** and his group performed extremely well along with **Josh Mathis**, SECO's Contract Administrator, and earned high marks from the Juneau project team. Soon, Clemson Manning Hall will be underway. How about an instant replay??

CONCOURSE E – RENOVATION AND GATE CONVERSION ATLANTA AIRPORT

The SECO team was awarded a very nice insulated panel project at the Atlanta Airport. The joint venture of **New South** and **McCarthy** selected SECO to furnish and install about 16,000 sf of Centria's insulated Dimension Series panels on the renovated concourse. Once again, **Josh Mathis** is handling the SECO's contract administration duties (not easy at the world's busiest airport!) while **Mitchell Terry** and his crew of **Bart King**, **Tim Fain**, and **Donnie Lowery** are getting the panels on the wall. Airport work is tough, but the SECO team is up to the challenge and then some!

(Continued on page 13)

LARGE TERRA COTTA PROJECT NEAR AUGUSTA, GA

SECO's team, which is a big team involving several of SECO's top foremen, is busy with a project near Augusta, GA. Our customer, **Kokalakis** from NYC, brought SECO's contracting operations onboard to supervise and install approximately 100,000 sf of Telling's Argeton terra-cotta panel system, including the backup supports and insulation. In addition, our folks are charged with installing about 20,000 sf of Telling's terra-cotta baguettes as shading devices. **Jason Cooke**, SECO's VP of Operations, is personally overseeing the project and advises that the **Kokolakis** team is more than pleased with SECO's performance. Kudos go out to foremen **Bob Henry**, **Dennie Neal**, **Chris Bramlett**, and **Mitchell Terry**, who are leading our key technicians, **Kelly Compton**, **Duane Metcalf**, **Tony Osborne**, **Tommy Siler**, **Patrick Isaac**, **Bart King**, **Johnatan Flores**, **Donnie Lowery**, **Eric Nelson**, **Cory Norton** and **Brian Burgess**. It's a demanding project, but our guys welcome the challenge and continually exceed expectations!

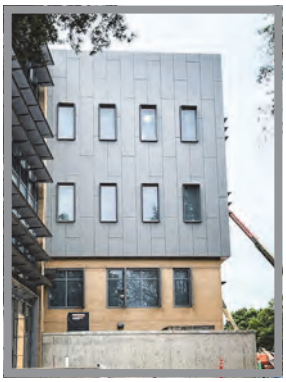
Back: Dennie Neal, Duane Metcalf, Eric Nelson, Cory Norton, Patrick Isaac, Tom Siler
Front: Tony Osborne, Bob Henry, Kelly Compton, Brian Burges, and Chris Bramlett

NEW ENGINEERING BUILDING – TENNESSEE TECH UNIVERSITY COOKEVILLE, TN

The architectural firms of **Upland Design Group** and **Bauer Askew** (both Tennessee-based) designed an absolute showpiece of a building at the Tennessee Tech campus in Cookeville, TN. This beautiful project will be the cover story of our next company newsletter! Our customer, **Denark Construction**, entrusted the SECO Team to deliver a very, very sophisticated metal panel scope of work with some of the most intricate and complex panel applications that SECO's ever come across. Deliver, we did! Under the seasoned and experienced guidance of **Mel Bindas**, our Contract Administrator, the project transitioned from pre-con to submittals/approvals, fabrication and delivery, installation, and finally, to completion smoothly and expediently! Making things happen in the field were **Mitchell Terry**, **Bart King**, **Tim Fain**, and **Donnie Lowery**. Great job by all!

NEW CENTER FOR HEALTH AND LIFE SCIENCES – GTC GREENVILLE, SC

Jeff Tiddy, the project architect for **McMillan Pazden Smith Architects**, had a vision for this new building on the bustling campus of Greenville Technical College. This vision included utilizing state-of-the-art zinc composite panels (ZCM) as a major component of the building's exterior. The result is a stunning building that fits perfectly on a campus dominated by brick-and-mortar buildings. All in all, about 16,000 sf of the zinc panels are applied to some major feature walls, and another 4500 sf or so of profiled panels was utilitzed. All of the metal panels were applied as rainscreen systems. Our work was again overseen by **Mel Bindas**, Contract Administrator, and expertly installed in the field by **Deno Brown** and his crew of **Sam Brown** and **Hermas Ramos**. **Harper General Contractors**, SECO's longtime customer of 2-½ decades, was extremely pleased with the metal panel workscope and the project is another great Harper/SECO success story!



(Continued on page 14)

TYGER RIVER ELEMENTARY SCHOOL DUNCAN, SC

Thompson-Turner Contracting awarded SECO a very nice school project called Tyger River Elementary School in Duncan, SC. This school project includes about 14,000 sf of Centria's Versawall product and about 1500 sf of Fundermax HPL (High Pressure Laminate) rainscreen panels. **Chris Bramlett** headed Seco's field efforts, which were ably handled by **Brian Burgess** and **Cory Norton**. **Bobby Stanfill** looked after the contract for us and made sure that the customer's expectations were met.

FURMAN SOUTH HOUSING RENOVATION-FURMAN UNIVERSITY GREENVILLE, SC

Bobby Stanfill, **Deno Brown**, **Sam Brown**, and **Hermas Ramos** teamed up on a small but successful MCM project at Furman University in Greenville County, SC. It was only about 1000 sf of an MCM rainscreen system, but it was well executed and looks great!

We are proud of all our people who do such high-quality work while sporting the SECO logo on their shirts, hats and hardhats! The foregoing list of projects is simply a record of SECO projects that our customers can proudly turn over to their customers, knowing that the owner received great value for their construction investment!

Upcoming SECO Contracting Projects

PROJECT	LOCATION	CUSTOMER
McGhee Tyson Airport	Alcoa, TN	Messer
Tyndall AFB Chapel & Commons	TAFB, FL	BL Harbert
UGA Foley Field	Athens, GA	Turner
Honor Tower @ Unity Park	Greenville, SC	Harper
GSP FBO Terminal Exp	Greer, SC	Harper
Port Wentworth Fire Station	Port Wentworth, GA	JE Dunn

SECO's Team Member Milestones

10 YEARS OR LESS

0 to 5 Years
Scott Stephenson
Eric Nelson
Justin Crawford
Johnatan Flores
Moises Cruz
Michael Miller
Rony Claros Garcia
Ethan Evans
Jon Nichols

0 to 5 Years (con't)
Brian Burgess
Chris Bramlett
Josh Mathis
Kelly Compton
Patrick Isaac
Sam Brown
Hermas De Leon Ramos
Steve Fudge
Zach Fudge
Teresa Tebedo

0 to 5 Years (con't)
Eric Simonsen
Tuan Nguyen
Christopher Ward
David Cake

6 to 10 Years
Paul Bott
Brian Dellinger
Jill Green
Justin Spires
Paul Roberts

6 to 10 Years (con't)
Cory Norton
Tim Lemmons
Donnie Lowery

11 YEARS OR MORE

11 to 15 Years
David Brown
JJ Derman
Deno Brown
Dennie Neal
Tim Fain
Tony Wilson

11 to 15 Years (con't)
Bob Henry
Doug McIntyre
Chris Stephens
Larry Roach
Duane Metcalf
Tommy Siler

16 to 25 Years
Sam Mooney
Bobby Stanfill
Dianna Mitchell
Travis Belew
Jason Cooke
Joe Creighton

16 to 25 Years (con't)
Mitchell Terry

26 to 30+ Years
Bart King
Tony Osborne
Cecil Landress

SECO appreciates all of our hard-working employees.

THE LIGHTER SIDE

Question:

Since a Sawzall can't cut glass or concrete, shouldn't it be called a "Sawzmost"?

Can you guess the answer to these?

Q. Why are tall buildings a lot like Grandpa?
A. They have a bunch of stories!

Q. Why do General Contractors like their glass subs so much?
A. They are clearly good people!

Q. Why was the caulker offended by the Superintendent's comment as he was sealing joints in the sidewalk?
A. He called him the "Caulk of the Walk"

Q. What's the HVAC guy's favorite song?
A. "Torn Between Two Louvers"

Q. Why are roofers typically very patient?
A. They do a lot of coping.

Q. Why is Centria's "Design it Yourself" wall panel worth only 20 cents?
A. It is called Paradigm.

Q. Why are the screws used to attach the panels always so hard to find?
A. Easy. They are concealed fasteners!

Q. What phrase could replace dozens of pages and thousands of words in a typical subcontract?
A. "Whatever happens, it's the subcontractor's fault."

Q. Why are the concrete sub's tasks always more and more difficult?
A. Their work just gets harder and harder!

Q. Rainscreen technology is about 4000 years old! Why?
A. That's when umbrellas were invented!

Q. Why did the crew put a clock under their manlift while they worked?
A. They wanted to get overtime!

Q. Why did the architect insist on zinc countertops?
A. He wanted everything, including the kitchen zinc!

Q. Why did the crew member choose not to work on the stadium addition?
A. His doctor advised him it was best to avoid suites.

SECO CREW INSTALLING TERRA COTTA NEAR AUGUSTA, GA

CLEMSON DEVELOPMENT & ALUMNI CENTER CLEMSON UNIVERSITY

WELLFORD ACADEMY WELLFORD, SC