BAD REPUTATION?

Are Fireproofers in a Mess?

By Steven Ferry: Our Contractor Review this month shows that fireproofing is a tough industry for a company to keep up with and be profitable. The fact that it’s messy doesn’t help either.

Contractor of the Month

By Thomas G. Dolan: The D.L. Hendricksen Company is thriving in a bleak economy, and has been in business for more than 50 years.

Meet AWCI’s New President

By Steven Ferry: Ken Navratil shares his plans for AWCI in the next year. And if he’s ever in doubt, he can always bounce his ideas off his brother-in-law and father-in-law, both past presidents of AWCI.

$10,000 Winner

Meet the winner of the Foundation’s scholarship, Ivan Wilson. He’s a junior aiming for a master’s degree in architecture at Texas Tech University.

Profit Center Sits Up Front

By S.S. Saucerman: As far as your customers are concerned, there’s one employee with enough power to either make or break a deal.

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