

# BUILDING BLOCKS

"Since 1878, our quality stands the test of time."

Winter 2004

## BCI Award Winning Projects

### City of Madison

Office/Museum/Library  
Behlen Building Systems - 1988  
Building of the Year  
1st Place Award - Institutional Category



City of Madison Office/Museum/Library

### Norfolk Beverage

Behlen Building Systems - 2001  
Building of the Year  
1st Place Award - Retail Category



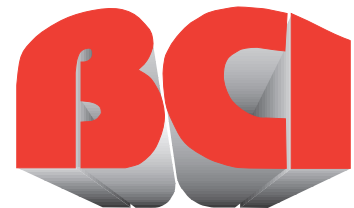
Norfolk Beverage

## 125th Year Celebration Wrap Up

125 years and still counting! An amazing statement in any type of business, maybe even more so in this one. We've had some fun celebrating that milestone this year. We hope it has been enjoyable for you to follow along in our newsletters. In reflection, the changes in construction over this many years have been quite amazing. Each generation has adapted and left its mark. I have no doubt that pattern will continue.

The one constant, for which we must pause and say "Thanks," is you—our clients and building partners. Without these relationships we would have ceased to exist long ago. Thanks to you we look forward to an even brighter and more exciting tomorrow. We wish each and every one of you success and happiness. Thank you for being part of our celebration!

*Butler*



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ESTABLISHED 1878

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"We will not be remembered by our words, but by our kind deeds.  
Life is not measured by the breaths we take, but by the moments  
that take our breath."

—Unknown



## Groundbreaking News!

Norfolk Fire Station #2 - This new fire station, located to assist in serving the growing northwest section of Norfolk, is scheduled for completion in June.

**According To Jack Miller**

## **When Buying Construction Services...**

- Be prepared to accept minimum quality when you deal with the lowest bidder.
- You will usually get a higher quality job if you choose your contractor based on confidence, trust and relationship—not just low price.
- The lowest price doesn't necessarily translate to the best price.
- If competitive bidding is so effective, why not take bids from architects, engineers, lawyers and doctors?
- All contractors are not equal. Some are much better than others. The best ones usually make a higher profit margin and they should—they deliver a better completed project!

## **Lessons Learned**

Here are a few of "The Most Important Lessons I've Learned In My 50 Years In Construction" from Jack Miller that Beckenhauer Construction has learned, too. We hope you find them inspiring and useful.

- Your word should be as binding to you as a written contract.
- Refuse to worry. Don't waste your time worrying. A little action is better than a lot of worry.
- Be thankful for problems. If they were less difficult, someone with less ability might have your job.
- Learn to enjoy your work. Look for the enjoyment in every job you do.

### **A Handy Checklist**

## **Choosing a Quality Contractor**

- Look at both recent and past jobs.
- Talk to past customers.
- Check credit history, financial stability and payment reputation.
- Check litigation history.
- Meet with owners and the key employees who will be managing your job.
- Look at job control techniques.
- Check current workload; can they really handle your job?
- Can you communicate openly with this contractor?

—Jack Miller, is a 53-year veteran of the construction industry and founder of the Jack Miller Network.



## **We Practice Win-Win Sharing**

Pictured above is a break-out session of eleven member firms of the Jack Miller Network who serve as a quasi board of directors for one another.

The results of this win-win sharing keep us on the cutting edge of client service and technology.

More than 600 construction-related companies in the U.S. and Canada share their knowledge through the Jack Miller Network.

## **Words of Wisdom...**

*"A successful person is one who can lay a firm foundation with the bricks that others throw at him or her."*

—David Brinkley

