



# WEST TEXAS CHAPTER

## Associated General Contractors of America Inc.

March 7, 2019

### News & Quick Links

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Opportunities

#### Business development in an open bid environment: In all the rough and tumble, it's still about people

When you're offering specialized expertise in a closed-shop environment where low bid is king, labor sources are equal, and material pricing is tight, how can you differentiate yourself? What makes you stand out from your competition? In our latest BD Best Practice, Lou Filippone, Graboyes, Commercial Window Company discusses Business Development in an Open Bid Environment. [Control Click Enter for AGC Best Practices Article](#)

#### Simple steps to winning more construction bids

3 simple steps to set your company apart from the competition  
Construction firms can differentiate from their competition and improve their bid-to-win ratio by moving quickly on bid proposals, nurturing the client relationship and creating an enticing value proposition that goes behind being cheaper than competitors, Software Advice's Dan Taylor advises. Control Click for article → [Construction Business Owner](#)

#### Tips to minimize accidents

Contractors can minimize safety risks by ensuring managers and employees work together, advises Michael Guta. Some ways construction firms can minimize risks include conducting safety training with new hires, having open communication channels and eliminating workplace distractions. Control Enter for article & poster → [Small Business Trends](#)

#### Midland College receives \$100K from Texas Mutual for Risk Management Institute

Texas Mutual Insurance Company is awarding a \$100,000 grant to Midland College to continue funding for the Risk Management Institute at Midland College, which provides workplace safety courses for community employers, workers and the general public. Courses offered include OSHA 10 and HAZWOP for example. **Take advantage of this opportunity by checking on available course dates and times and registering today!**

For more information about the Risk Management Institute at Midland College and a schedule of (safety) classes, visit [Midland College Risk Management Institute](#) or call 432.681.6335. [Read more HERE](#)

### Safety Tips

#### Aerial Lifts

Like forklifts, they look easy to operate and often are used and operated without any training. There are specific requirements and guidelines for lifts that should be followed. The manufacturer will provide specific guidelines however, today's Safety Tip (attached) provides an overview of precautions.

Have you seen someone stand on the top edge of the lift to reach just a little higher than the lift would reach? A slip or fall from heights can be a disaster in a matter of seconds. Teach all safety topics once, twice, and three times on every job site.

West Texas AGC Membership Required for access to Planroom

#### West Texas Chapter AGC Contact Information

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Website: [wtagc.org](http://wtagc.org)

2019 West Texas AGC Scholarship Golf Tournament  
Sponsorships & Team (Golfers) Register Now!

April 26, 2019  
The RAWLS Course | Lubbock, TX

[Click HERE](#) for Golfers Registration and Sponsorship Form

Questions or Additional Information  
Contact Cassie Hughes at [chughes@wtagc.org](mailto:chughes@wtagc.org) or Bryan Walters at [bryan@henthorncommercial.com](mailto:bryan@henthorncommercial.com)

**2019 WEST TEXAS AGC SCHOLARSHIP – Applications Available**

*Due Date is March 31, 2019 | Scholarship Application Form is online at [wtagc.org](http://wtagc.org)*

**Academic Scholarships are now available** for graduating seniors, current college undergraduates or others who will pursue post graduate work at a technical trades school, with all pursuing degrees in a construction related field. We encourage our members to forward this information and to encourage students to consider programs that may be applicable to the student's goals and pursuit of a construction career.



**March 10, 2019 - Daylight Saving Time Starts**

Sunday, March 10, 2019, **2:00:00 am** clocks are turned **forward** 1 hour to

Sunday, March 10, 2019, **3:00:00 am** local daylight time instead.

Sunrise and sunset will be about 1 hour later March 10, 2019 than the day before. There will be more light in the evening. Daylight Saving Time is also called Spring Forward, Summer Time.

**New ConstructorCast episode: "OSHA Crane Operator Evaluation Requirement"**

The latest ConstructorCast **episode** explores OSHA's recent crane operator evaluation requirements. We sit down with Kevin Cannon, AGC's Director of Safety & Health, for all the important details you need to know to ensure your firm complies as the requirements take full effect and beyond. **LISTEN NOW**



**Exxon, Chevron plan to dominate Permian, grow as others cut back (\*Oil Industry impacts construction)**

The nation's two largest oil companies said Tuesday they plan to significantly hike their activity in West Texas' Permian Basin and dominate the region, spending even more money while others cut back.

Both Exxon Mobil and Chevron said they will each churn out close to 1 million barrels of oil equivalent a day just from the Permian by 2024. That's nearly triple Chevron's current output and about quadruple what Exxon Mobil is pumping out. Both already rank near the top of Permian producers. Exxon, for instance, said its Permian output can still prove profitable with oil prices at \$35 a barrel.

As the Permian's most active driller currently, Exxon Mobil said it has a whopping 48 drilling rigs operating just in the Permian with plans to expand that rig count to 55 rigs by the end of 2019. **Read more HERE**

**2019 AGC Annual Convention Registration Now Open »» Register Here**

**2019 AGC Annual Convention April 1-4, 2019 in Denver**

The AGC Convention is where successful general and specialty contractors develop the business intelligence, industry insights and key connections to help their companies thrive.



**West Texas AGC | your Chapter • AGC | your Association**

*Working together on your behalf, to be the most professional and profitable company,  
in your specialized field and area of expertise*

**AGC of America • Building on Experience | Focused on the Future**