



**News & Quick Links**

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**New Benefit Programs**

**401 (k) Plan**

**Group Health Plan**

**See all Discounts & Benefits for WTAGC members at**

**wtagc.org**

**Business Development WebEd: Win Rate Manipulation: The Why and the How**

November 12, 2019 | 2-3 pm EST | Learn more and register [here](#).

This webinar will include discussions on:

- Discuss when subtle win rate improvement can dramatically increase net profitability.
- Discuss why firms with lower win rates are more heavily commoditized and take on higher risk projects.
- Discuss when to say “No” and the opportunity cost of chasing everything.
- Discuss how to run a long cycle campaign to move probability in your favor.
- Discuss what occurs in recessionary environments and why some firms are impacted very little while others are crushed.

**Code-conforming wood design guide available**

The guide summarizes provisions for the use of wood and wood products in the 2018 IBC.

The [free download summarizes key provisions related to the use of wood and wood products](#) as they appear in the 2018 International Building Code (IBC). The publication compiles the occupancy and height and area provisions of the IBC for wood structures into one publication.

“The complexity and scope of the IBC makes it difficult for designers to know about all of the code provisions that affect the use of wood products in construction,” said Kenneth Bland, AWC vice president of codes & regulations.

**Among the 2018 IBC code changes mentioned in the 2018 CCWD:**

- Alternatives for *protecting attics in buildings using an NFPA 13R automatic sprinkler system*. This has specific application to construction designed in accordance with IBC Sections 510.2 and 510.4, based on the height of the roof above the lowest level of required fire department vehicle access.
- *Provisions for a fire-watch during non-working hours when construction exceeds 40 feet in height above the lowest adjacent grade, if required by the fire code official*. The International Fire Code contains additional fire watch provisions.
- Updated references to AWC’s 2018 National Design Specification for Wood Construction and 2018 Wood Frame Construction Manual.

**Safety Tips**

**Fall Protection – OSHA’s Top Ten Violations for 2019 (#1 and #8)**

Fall Protection methods and Fall Protection training and documentation are listed in the OSHA 2019 top ten violations. Often these are from areas above grade, roofs or ladders. They can also be slips and falls on the ground or project level and onto hazardous areas such as rebar or other dangerous materials or areas. Today’s AGC Toolbox Talk discusses prevention and awareness when working around ‘rebar’. A worker doesn’t have to be a concrete worker to slip and fall on rebar. Use the safety tip to increase awareness on your jobsites.

**West Texas AGC Membership Required for access to Planroom**

**West Texas Chapter AGC Contact Information**

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Website: wtagc.org

## JOB POSTINGS | ADVERTISEMENTS

### LEE LEWIS CONSTRUCTION, INC. | FULL TIME ESTIMATOR

#### Full Job Description

Estimating for commercial, educational, healthcare and institutional construction projects for a well-established and industry leading construction company.

#### Typical Duties

- Ability to perform all estimating functions accurately.
- Acquire plans, read specifications, prepare a list of subcontractor bids needed, plan distribution, quantity take-off, manage pricing, manage requests for information to the design team, addenda distribution, prepare and conduct pre-bid meetings.
- Thorough understanding of industry practices, processes, standards, etc. and their impact on project activities.
- Visit job sites under construction to observe construction and how it affects the pricing for each project we are awarded.
- Work with project managers in order to understand job buyout, subcontractor reference checks.
- Work with subcontractors and suppliers to develop relationships.

#### Education and Experience

Construction Engineering Degree or equivalent, plus three – five years of experience/knowledge in working in the commercial construction industry.

- ✓ Superior communication and interpersonal skills, team player and a “get it done” attitude. Proven experience and judgment.

#### Submit resumes to:

Lee Lewis Construction, Inc.

Attn: Kirk Hughlett, Vice President - Chief Estimator 7810 Orlando Ave

Lubbock, Tx 79423 khughlett@leelewis.com

## OSHA 10 Hour Construction Safety Course – Presented by **sanford & tatum**

**Thursday | October 17, 2019 | 1:15 PM – 6:45 PM AND Friday | October 18, 2019 | 8:15 AM – 1:45 PM**

Location: 5241 98<sup>th</sup> Street, Lubbock, TX 7424

Fee: No fee - complimentary by sponsor **sanford & tatum**

*Attendance at both events is required for certification. Space is limited, please call today to reserve a spot*

#### TOPICS COVERED

Overview of OSHA	Storage	Use and Disposal
Excavations	Electrical Safety	Fall Protection
Material Handling	Tips on how to locate specific OSHA regulations	

RSVP to Tamara Cannon or call 806.792.5504, ext.311 or email [tamara.cannon@sanfordtatum.com](mailto:tamara.cannon@sanfordtatum.com)

Register on-line at [www.sanfordtatum.com](http://www.sanfordtatum.com)



## AGC Compensation and Benefits Survey

**Sign up and participate to be part of this year’s survey and receive all the data provided from Texas companies!**

The purpose of the annual AGC Compensation and Benefits Survey is to provide accurate information on salaries and company financial data/compensation practices in the Texas commercial construction industry. The 2019 survey covers Austin, Houston, Dallas, Ft. Worth, Central Texas, West Texas, Beaumont and Amarillo, of which all are sponsoring AGC Chapters. Visit [www.texasconstructionsalaries.com](http://www.texasconstructionsalaries.com) for more information.

## How to Secure Coveted Government Contracts

A new **employer toolkit** from the National Safety Council aims to help employers create workplace safety programs focused on **Government Construction Contracts**

Every year, the federal government and state governments award billions in construction contracts. According to the Federal Procurement Data System (FPDS), in 2018, the 20 federal agencies that spent the most on construction awarded \$27 billion in contracts. And the fiscal year (FY) 2019 appropriation bill provides over \$10 billion for military construction projects alone, while also funding the United States Army Corps of Engineers (USACE) Civil Works program with an additional \$7 billion to build new roads and restore existing highways.

It may seem daunting for a small contracting firm to approach the government for work, but plenty of opportunities exist. In fact, the U.S. Small Business Administration (SBA) reports that the federal government met its goal of awarding at least 23% of federal contract dollars to small businesses for the last 5 years.

**WEST TEXAS AGC MEMBERS** - Are interested in the advantages of becoming SAM’s certified and working on the military bases and other government work? Please read this article – [Click HERE](#)