



**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**

**6 Tips for Boosting Your Bid Winning Percentage**

*By Jason Hurdis, Global Market Professional, Construction Materials Industry, Caterpillar Inc.*

17% is the average bid-winning percentage for general construction contractors. Here are six things you can do to beat the odds.

If one of my daughters came home with a 17% score on her math test, I'd be pretty upset. That's more than a failing grade. But did you know that's an average score (a C) for general construction contractors when it comes to winning bids? That's right — most win just one out of every six bids.

**Is Your Bid-Hit Ratio OK?**

Still, if you'd like to **up your bid-to-win grade** from a C to a B or an A, there are a few things you can do. Remember to watch all Bid Opportunities from the West Texas AGC Plan Room!

Then start with these six → **Click HERE**

**Construction Continues to Boom Across the South**

*From ENR Texas&Louisiana – Read complete article HERE*

Contractors reported revenue growth of \$2 billion in 2018 and are optimistic heading into the second half of 2019. The looming threat of a downturn, though, weighs heavy on some industry leaders' minds as does the constant threat of workforce shortages.

A total of 110 construction companies are represented in ENR Texas & Louisiana's Top Contractors ranking. Combined, these firms reported nearly \$45 billion in regional revenue for 2018 across the five-state region of Arkansas, Louisiana, Mississippi, Oklahoma and Texas. Last year's top 110 firms reported \$42.8 billion in regional revenue, above 2016's \$41.4 billion.

**CompGroup AGC Dividends**

We are pleased to announce the 2019 Safety Dividends for 35 of our West Texas AGC members in the amount of \$95,647. Checks from the CompGroup AGC Workers Comp Dividend Program were distributed to members this week. This dividend, in addition to the Texas Mutual dividend issued in June. Combined Texas AGC chapter members share dividends of over \$7.8 M! If you aren't receiving dividends – why not? Contact us today on how you can get your share next year, [chughes@wtagc.org](mailto:chughes@wtagc.org) at (325) 676-7447.

**Safety Tips**

**Forklifts for Construction Sites – English & Spanish**

Today's safety handouts will train employees on basic forklift safety and use of the pre-construction check list for maintenance and equipment safety. Key reminders:

- Only trained operators may operate a forklift
- Ensure operators are trained on the specific equipment they will be using/operating
- Perform preventive maintenance and use the pre-checklist for forklifts on a weekly basis
- Remove from service any unsafe forklift/equipment found to be in unsafe condition

**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)

## 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

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### AGC Safety and Health Training Resources for our members

An effective safety and health training program are one of the best ways that a contractor can improve their overall safety and health management program for workers of all experience levels especially those new to the construction industry. Research shows that this group of workers has a higher rate of injuries and illnesses than more experienced workers. Over the past several years, AGC has developed training materials for contractors covering a wide range of topics. Resources are available for download and use to enhance, or supplement, your current training offerings include:

- 13 Proven Steps to Improve Construction Work Safety
- (7) Fall Protection Modules to download
- Safety Training for the Focus Four Hazards
- Links to OSHA construction etools

Find these and more at [AGC Safety – CLICK HERE](#)

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### What do you provide your employees - the competition isn't? West Texas AGC has answers!

#### Training | Healthcare | Retirement | Family-scholarship information | Safety | Saving Discounts for Employees

- AGC Education and Research Foundation Undergraduate and Graduate Scholarship | *Deadline to Apply is November 1, 2019*
- Groundbreak, by Procore | Phoenix, AZ | October 8-10, 2019
- Health Care Group Plan through your membership with West Texas AGC and partnership with One Digital
- 401(k) Plan through your membership with West Texas AGC with the Southwest Chapters 401 (k) Plan

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#### December 8 - 13, 2019 | Dallas, TX

This interactive program offered by AGC, explores the critical areas of project management that seasoned project managers tackle on a daily basis. The course builds on itself, starting with the impact planning has on the overall project and moving on to scheduling, productivity and subcontractor/vendor management. The program covers legal issues, and much more. The course content is updated on a regular basis to keep current with industry trends and offers turnkey

**PMC**

CONSTRUCTION PROJECT MANAGER COURSE

solutions participants can take back to share with colleagues. [REGISTRATION CLICK HERE](#)

Help your employees hone the skills necessary to:

- work more efficiently,
- increase productivity and
- propel *your construction business* to the next level