

Contractor

Service & Industry

Bulletin

February 2010



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Otsego Ready Mix, Inc.
2 Wells Ave
Oneonta, NY
607-432-3400

Boy Scouts of America 100th Anniversary



Boy Scouting is celebrating 100yrs of youth leadership in providing training in responsible citizenship, character development, and self reliance since Feb 8, 1910. Locally, Troop 1 in Unadilla, the oldest continually registered troop in United States, is setting the pace for the Otsego Council with the following events. May 14-16, 2010 Troop 1 will host a Centennial Encampment to be located at various locations in the village of Unadilla, NY. Events such as the largest scout parade in NY State, fireworks, many displays, tour of the Unadilla Historical Association Scouting Museum, plus many scheduled activities will be sure to hold your interest.

BSA operates traditional Scouting locally through units sponsored by churches, clubs, civic associations, and other groups of citizens. Units are supported by a small staff of paid professionals but are run by the largest group of dedicated volunteers of any youth organization. Many of our contractor friends have active roles in scouting as Cub, Troop, Venturing and Exploring leaders, contributing their time, interest, and energy into supporting scouting programs in their local communities benefitting friends and families. We are not only proud of the volunteers, but of the fine quality of our local Boy Scouts that represent scouting in America and our hope for the future.

Be sure to mark your calendar so you can support scouting, family and friends while we honor the many who have made scouting a success in our communities.

The Power of a Badge...

A DEA office stops at a ranch in Texas, and talks with an old rancher. He tells the rancher, "I need to inspect your ranch for illegally grown drugs." The rancher says, "Okay, but do not go in that field over there," As he points out the location.

The DEA officer verbally explodes saying, "Mister, I have the authority of the Federal Government with me." Reaching into his rear pants pocket, he removes his badge and proudly displays it to the rancher. "See this badge? This badge means I am allowed to go wherever I wish...on any land. No questions asked or given. Have I made myself clear? Do you understand?"

The rancher nods politely, apologizes, and goes about his chores.

A short time later the old rancher hears loud screams and sees the DEA officer running for his life chased by the rancher's big Santa Gertrudis bull...



With every step the bull is gaining ground on the officer, and it seems likely that he'll get gored before he reaches safety. The officer is clearly terrified. The rancher throws down his tools, runs to the fence and yells at the top of his lungs...

"Your badge! Show him your BADGE!"

Grab Bars for Bath & Shower Safety

Heavy Duty 1 1/2" Diameter
Stainless Steel Bars meet handicap codes.
In stock now in 16", 24" 36" and 42"



Market Report

Paul Barnhart



Severe reduction of productive capacity throughout the industry is allowing prices to rise somewhat in spite of a generally low demand from the construction sectors.

On a week to week basis, lumber and plywood prices show rise and fall based on the slightest activity in the marketplace. A recent press release indicated that as of February 1, the price of asphalt has increased approximately 20% since December 31, in spite of being 'off season' for asphalt products.

Asphalt is a byproduct of fuel production. In the down economy, fuel demand is less, therefore less fuel is produced, therefore less asphalt, therefore higher prices for the limited amount available to shingle companies. With the price of fuel supported by controlled production levels, the price of steel production will continue to elevate as well. Expect these trends to continue.

Posted increases:	IKO	2-22	5-7%
	Clark Steel	3-1	10-15%
	Amerimax	3-1	7%
	Metal Sales	2.22	5%

Instant Heat

Hardwood Pellets
Reduced Price Now Only
\$219 / Ton

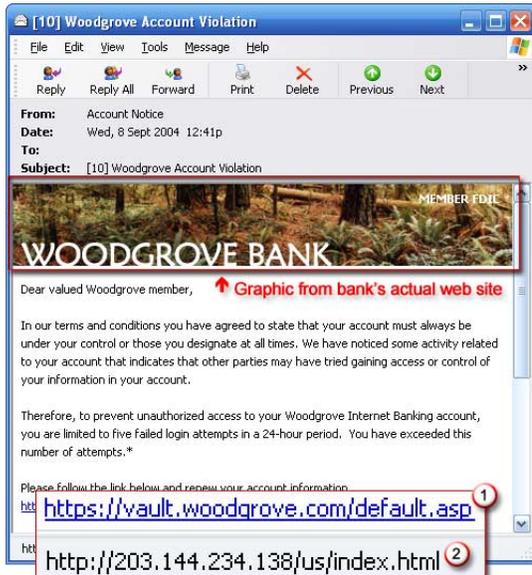
Pick up here in Oneonta
Or ask about Delivery
#40PEL

Avoid Email Phishing - Lael Benedict

Phishing is the criminally fraudulent process of attempting to acquire sensitive information such as usernames, passwords and credit card details by masquerading as a trustworthy entity. The following information should help you recognize phishing e-mails or links.

Avoid opening attachments unless you're expecting something. Even emails and attachments from 'friends' may have been sent by programs utilizing the names in your address book, and email from companies you are familiar with might not be who they seem.

Do not click on links in suspicious emails. Instead, go directly to the company's website by typing it into the address bar on your browser



Example of a phishing e-mail message, which includes a deceptive Web address that links to a scam Web site.

To make these phishing e-mail messages look even more legitimate, the scam artists may place a link in them that appears to go to the legitimate Web site (1), but actually takes you to a phony scam site (2).

Here are a few phrases to look for if you think an e-mail message is a phishing scam.

"Verify your account." Businesses do not ask you to send passwords, login names, Social Security numbers, or other personal information through e-mail.

"You have won the lottery."

"If you don't respond within 48 hours, your account will be closed." These messages convey a sense of urgency so that you'll respond immediately without thinking. They may even claim that your response is required because your account has been compromised.

"Click the link below to gain access to your account."

Phishing links that you are urged to click in e-mail messages, on Web sites, or even in instant messages may contain all or part of a real company's name and are usually masked, meaning that the link you see does not take you to that address but somewhere different, usually an illegitimate Web site.

Notice in this example that resting (but not clicking) the mouse pointer on the link reveals the real Web address, as shown in the box with the yellow background. The string of cryptic numbers looks nothing like the company's Web address, which is a suspicious sign.



Example of a masked Web address

In the November 2009 Remodeling magazine is an article written by Tim Faller, president of Field Training Services. We thought Tim had some good points pertaining to Jobsite Leadership. You may find some of the information useful.

Jobsite Leadership

Lead carpenters don't just manage projects; they must also be jobsite leaders. Meeting budgets, schedules, and client expectations requires real leadership, which I define as: the ability to get others to do what they do not want to do, and to enjoy it! Here are five leadership essentials:

1. Plan. Have a daily plan for each job (a to-do list) as well as a long-range plan (complete schedule, from startup to close-out).

2. Have a vision. By mentally mapping out what will be accomplished and how, you can actually create neuropathways that help you meet the plan. To frame a roof, for example, visualize each step: who will set the ridge and how, who will stock the sawhorses, who will cut the rafters and what they will need to consider to be accurate, who will nail the ridge, who will walk the plate, etc.

3. Share your vision with the crew. Inspiring confidence and a positive attitude can be the real leadership test.

Use any or all of these methods: daily huddles, lists posted on the jobsite white board, meeting individually to assign tasks, weekly goal meetings.

4. Take charge. A good jobsite leader is a coach, not a dictator, with the mentality: "I am in charge, but I will take advantage of the strengths around me." Make decisions, direct others in what they need to do, and follow up to ensure quality execution. Don't simply give instructions and see if people pass or fail.

5. Inspire by example. Be the trendsetter on your job: set the pace of the work, be first to return from break, work to the end of the day without complaint and speak favorably about the need to make a profit.



Landscape Report



UNILOCK[®]
and



**Oneonta Block
Company**

Invite you to an
informational seminar

Where: Best Western
569 Harry L. Drive
Johnson City, NY
607-729-9194

When: February 24, 12 p.m. to 2 p.m.

New Products
Literature
Product Information
Displays

Bring your designers and crew.
Enjoy lunch on us.

Please RSVP to Brian, Frank or
call us at 607-432-6641

**INTRODUCING:
LAMINATED STRAND LUMBER**



The new line of SolidStart laminated strand lumber (LSL) from LP, the industry leader in strand technology. Made from a mixture of Northern hardwoods like Aspen and Maple, LSL is bonded using a state-of-the-art steam injection press—making it stronger, stiffer and straighter than traditional lumber. Use for everything from doors and window headers to studs and truss chords.



Photo provided by Todd Stinson, CedarCrest Builders, East Street Job, Oneonta



BETTER PERFORMANCE

- 33% STRONGER, STIFFER, STRAIGHTER THAN LUMBER
- INDUSTRY LEADING 1.75E GRADE
- SPAN FARTHER FOR ADDED DESIGN FLEXIBILITY
- FASTER INSTALLATION, BUILT-UP NOT REQUIRED
- REDUCES SWELLING WITH THE INDUSTRY'S ONLY 'END AND EDGE' SEAL



BETTER VALUE - AFFORDABLE

- BUILDERS DON'T WASTE TIME CULLING
- RESULTS IN FEWER CALLBACKS
- LESS WASTE AND LESS PRODUCT NEEDED FOR JOB
- LONG-RUN SAVINGS
- 2x4, 2x6 AND WIDER / LONGER LENGTHS



GOOD FOR THE ENVIRONMENT

- SFI CERTIFIED
- FORMALDEHYDE-FREE MDI ADHESIVE
- 100% OF THE LOG IS USED IN THE MANUFACTURING PROCESS
- LESS OVERALL JOB SITE WASTE

ALL LP SOLIDSTART FACILITIES HAVE THIRD-PARTY CERTIFICATION TO THE SUSTAINABLE FORESTRY INITIATIVE (SFI) STANDARD.



BETTER WARRANTY

- BACKED BY LIFETIME, FULLY TRANSFERABLE LIMITED WARRANTY
- PROTECTS BUILDER AND HOMEOWNER AGAINST MANUFACTURING DEFECTS

SEE WARRANTY FOR COMPLETE DETAILS.



Distributed by:



Comparison Chart

	LIFETIME LIMITED WARRANTY	EDGE-SEALED	END-SEALED	NATURAL DEFECTS (KNOTS, SPLITS, CROWNING)	STIFF AND STRAIGHT	UNIFORM MOISTURE CONTENT	UNIFORM DENSITY	1.75E GRADE	CONSISTENT MEMBERS	DEEPER DEPTHS AND LONGER LENGTHS	GREATER SPANS
SOLIDSTART® STRAND LUMBER	●	●	●	●	●	●	●	●	●	●	●
CONVENTIONAL LUMBER				●							

For information or pricing, see Jeff, Paul or Larry in Contractor Sales for details on the NEW Laminated Strand Lumber