

Focus

CONSTRUCTION

pages 10-37

Alternatives to BONDS

By Andrew Haley

The Enterprise

In the wake of the financial meltdown, construction companies are turning to surety bonds and other financial protections like never before. General contractors are seeking out traditional performance and payment bonds when they previously hadn't, and in some cases are looking for alternatives to bonds, with varying measures of success.

According to Phil Walter, a sales executive in the surety division at Moreton & Co., one of the newer bond alternatives is Subguard, a type of subcontractor default insurance that indemnifies general contractors from the costs of a subcontractor defaulting on performance obligations.

"There are some alternatives to bonding. The most interesting is Subguard. That's an actual insurance policy versus a bond," Walter said.

Walter said Subguard, a product of Zurich Insurance, offers opportunities to the right companies but significant risk to the wrong ones. Whereas traditional performance and payment bonds create what Walter characterized as a triangular relationship between owner, contractor and bonding company — or contractor, subcontractor and bonding company — depending on the type of bond, a product like Subguard leaves the contractor with significant responsibility and risk.

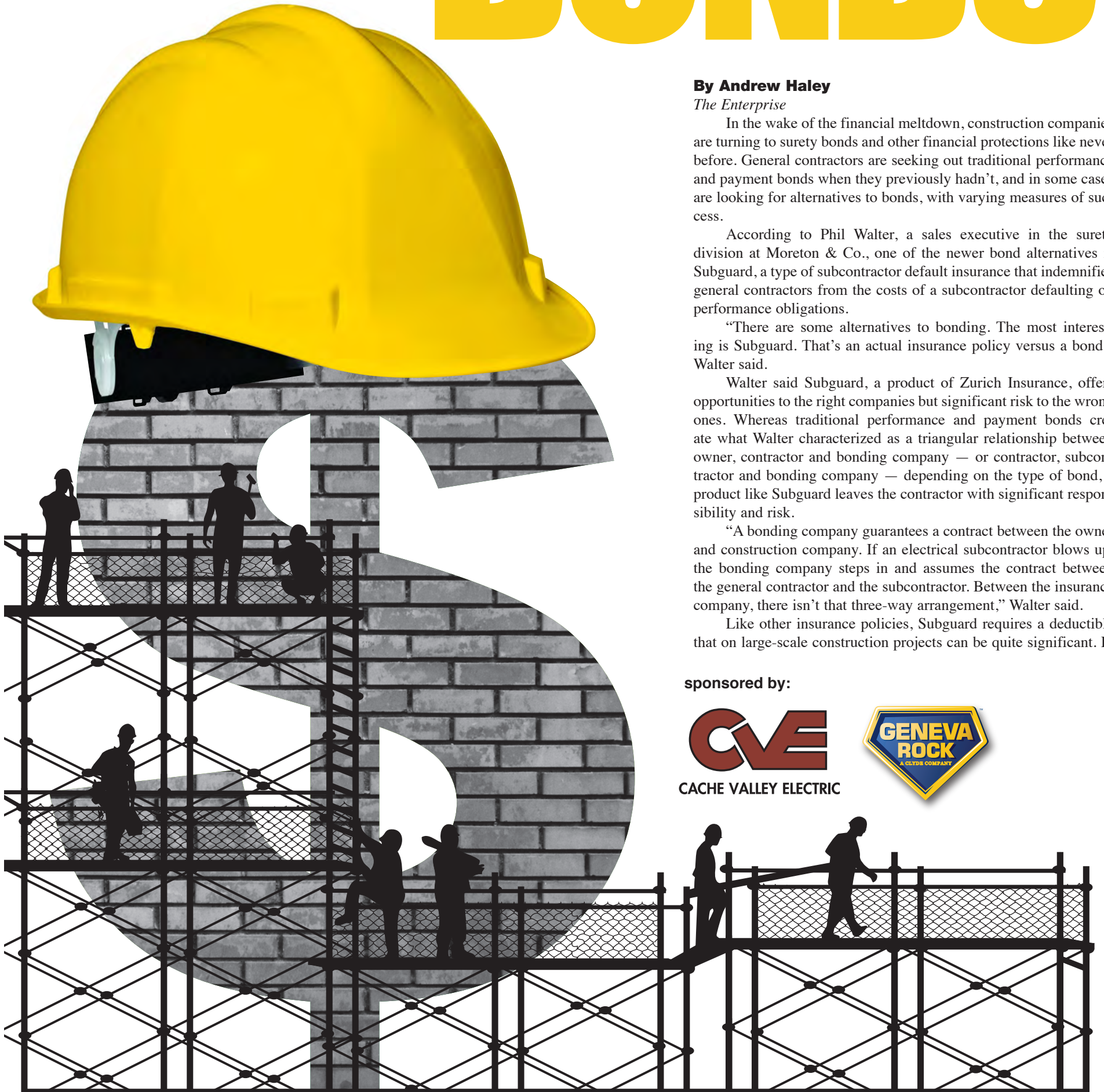
"A bonding company guarantees a contract between the owner and construction company. If an electrical subcontractor blows up, the bonding company steps in and assumes the contract between the general contractor and the subcontractor. Between the insurance company, there isn't that three-way arrangement," Walter said.

Like other insurance policies, Subguard requires a deductible that on large-scale construction projects can be quite significant. In

sponsored by:



CACHE VALLEY ELECTRIC



the event of a subcontractor default, holders of subcontractor default insurance must be able to absorb the financial hit of both the deductible and the cost of delays before the subcontractor default insurance is paid. With bonds, on the other hand, there is no deductible.

"If you have a \$1 million electrical contractor and they end up causing you a lot of financial distress, the bonding company steps in at dollar one, and doesn't have a deductible, like Subguard," Walter said.

"Because the deductible on that policy can be significant, you have to be large enough to financially absorb the hit. If you're not of significant girth, so to speak, [Subguard can be problematical]. Financially, the general contractor has to assume the financial risk until an insurance policy like Subguard steps in. That might be a while, whereas a bonding agent steps in right away."

Walter said Subguard is not that useful for smaller companies, being more geared toward "ENR 400" companies, or those listed by *Engineering News-Record* as the 400 largest general contractors by revenue.

Utah construction companies Clyde, R&O, Jacobsen, Big-D, Okland and Layton made the 2012 list, coming in at 197, 194, 145, 99, 90, and 85, respectively.

"I don't want you to think that Subguard is a bad policy or a bad product. At the end of the day, it performs, but it's definitely not for the average guy," Walter said.

According to John Paulsen, of Paulsen Construction, the financial collapse completely reordered the way companies like his do business. Hunger brought about by frozen credit markets, project failures and

One of the newer bond alternatives is Subguard, a type of subcontractor default insurance that indemnifies general contractors from the costs of a subcontractor defaulting on performance obligations.

bankruptcies led numerous subcontractors to underbid projects out of desperation. Those untenable bids led to cost overruns and, in many cases, subcontractor defaults that left general contractors eager to protect themselves, Paulsen said.

"The cost to build in 2008 was far less than what we expect in 2013. Fuel prices are up, steel prices are up, copper prices are up. Contractors are desperate. A lot of these prices out there are not covering labor and materials costs. You get to 90 percent completion and problems happen," he said.

"There were a lot of projects that defaulted after the crash. There was an atmosphere of 'just get out, everybody run, we're all going down.' The surety industry was really inactive up through 2008. Ten percent of our projects in 2008 were bonded projects. Right now, we're probably at 90 percent bonded projects. Most private contracts now are demanding it over \$50,000," Paulsen said.

According to the U.S. Miller Act, all

federal construction contracts worth more than \$100,000 must be bonded.

According to Paulsen, the demand for bonded projects is bringing about a new level of scrutiny and oversight.

"When you get to the underwriting, what the bonding agency will say is, 'Who's your team? Who's your mechanical guy? Where's the money coming from?' They ask real detailed questions. It goes back to knowing who your guys are," he said. "We're a fourth generation construction company. Things were done on handshakes. Ten years ago things were done on contracts. Now you cannot cover yourself enough. It's challenging to actually do a construction project nowadays in this market. It's getting very cumbersome to build. Building is becoming a small part of the construction business."

With the pressure ramped up on contractors to cover themselves against risk, products like Subguard, which comes at a lower percentage rate of overall project cost

than traditional payment and performance bonds, have piqued considerable interest. According to Paulsen, general contracting companies operate with a 3-4 percent profit margin and bonding against the risk of subcontractor default eats into that margin painfully. Institutions offering subcontractor default insurance at half the rate of traditional bonds are almost impossible to resist, he said.

"Subcontractor bonds are in great demand, but nobody wants to pay for them," Paulsen said.

A new product may supply that demand. XL Insurance is marketing its CapAssure subcontractor default insurance as a competitor to Subguard. According to *ENR*, CapAssure combines both contractor and subcontractor default insurance, eliminating overlap, with sureties charging contractors between 0.5 and 2 percent, depending on contractor's credit history.

"[XL] is a policy that is for smaller guys. They're trying to bring in a competitive product to Subguard," Walter said.

Whether CapAssure reaps the benefits of the whirlwind of the "new normal" remains to be seen. Innovative financial products come and go.

"Years ago, there was a company named St. Paul that was basically a mirror of Subguard and it turned out to be a financial disaster and they decided they didn't want to put that out anymore," Walter said.

"I'm going to say it flat out," Paulsen said. "There's no way you're ever going to cheat a surety company. Those guys have covered themselves from left to right. Traditional payment/performance bonds aren't going anywhere."



In 2013, Honnen Equipment will celebrate our first 50 years in business and we couldn't have done it without you! We want to give thanks to all of our valued customers, our exceptional employees and our world class vendors for making this possible. We look forward to providing you the very best service for many years to come!



1-800-646-6636

www.honnen.com

HR

HOWE RENTAL & SALES

LOCALLY OWNED AND OPERATED SINCE 1953



- ALL EQUIPMENT IS SAFETY INSPECTED
- PROMPT DELIVERY

NEED EQUIPMENT?

- :: Forklifts
- :: Scissor & Boom Lifts
- :: Scaffolding
- :: Excavators
- :: Mixers
- :: Welders
- :: Sweepers & Scrubbers
- :: Compressors
- :: Compaction Equipment
- :: Skid Loaders
- :: Backhoes
- :: Dump Trucks

24 Hour Emergency Service

- Ogden
- Park City
- Layton
- Provo



CALL TODAY! 801.463.7997

Toll Free 866.436.HOWE • Fax 801.463.7488
4235 South 500 West • Murray, UT 84123

Debate over project labor agreements heats up

By Andrew Haley

The Enterprise

The recurring argument over project labor agreements (PLAs) has heated up again with the introduction of a bill in the U.S. House of Representatives that would block Executive Order 13502, signed by President Obama in February 2009, encouraging the use of PLAs on construction projects paid for with federal funding. Rep. Andy Harris (R-Md.) introduced HR 436, the Government Neutrality in Contracting Act, on Jan. 29. Utah Rep. Rob Bishop was one of 76 co-sponsors of the bill.

Further fanning the flames over PLAs was passage in mid-January of fast-tracked legislation by the New Jersey Senate expanding the use of PLAs in the \$30 billion Hurricane Sandy cleanup. The legislation paints Gov. Chris Christie, anticipated to run for president in the 2016 Republican primary, into a political corner, as PLAs are anathema to a national conservative base skeptical of Christie's credentials, but are seen favorably in New Jersey, where union loyalties run deep and recovery from Sandy has been tangled in red tape. Christie has yet to say whether he will sign or veto the bill.

PLAs are project specific, temporary labor agreements with one or more unions, the details of which are hammered out before work starts. In theory, they prevent work stoppages by unionized work crews because wages and benefits are negotiated in advance, though critics contend they drive up costs. HR436 would prohibit executive agencies from requiring contractors on federally funded projects to enter into a PLA, effectively defanging Executive Order 13502, which encourages executive agencies to consider mandating PLAs on a case-by-case basis.

"[President Obama] is trying to shift funds over to unionized labor," said Chris Hipwell, president of the Utah chapter of the Associated Builders and Contractors (ABC).

Hipwell said federal policy regarding PLAs changed frequently, depending on which party controlled the White House. Though the use of PLAs dates back to the construction of the Grand Coulee Dam in 1938, with subsequent use on major government and private sector projects like NASA's launch facility at Cape Canaveral, Disney World and the Trans-Alaska Pipeline, in 1992 President George H.W. Bush banned by executive order the use of PLAs on federally funded construction projects. The ban on PLAs on federal projects was revoked by President Clinton in 1993, reinstated by President George W. Bush in 2001, and revoked again by Obama in 2009.

Hipwell said expensive fringe benefits such as health care for workers drive up costs on projects governed by PLAs, even in right-to-work states like Utah. Because unionized labor pays higher wages and offers benefits to workers, mandating even temporary union contracts on federally funded projects can dramatically alter the profitability of large construction projects. On its national website, ABC calls PLAs "special interest schemes that end open, fair and competitive bidding on public works

projects."

"PLAs drive up the cost of construction. It could be very damaging [to Utah's economy]," Hipwell said. "PLAs push up the cost of a project anywhere from 15 percent to 20 percent because of those heavy loads they have to carry on the fringe benefit side. The damage is if it filters down to

"PLAs push up the cost of a project anywhere from 15 percent to 20 percent because of those heavy loads they have to carry on the fringe benefit side. The damage is if it filters down to any municipal project with federal dollars attached."

any municipal project with federal dollars attached."

Dale Cox, president of the Utah chapter of the AFL-CIO, said the higher costs of doing business using a PLA are worth the benefits that come with union labor.

"The upside to PLAs is you get protections from work stoppages, and the guarantee of quality labor. I'm not saying everyone who comes out of a hall is going to be a crack worker, but most of them will," he said.

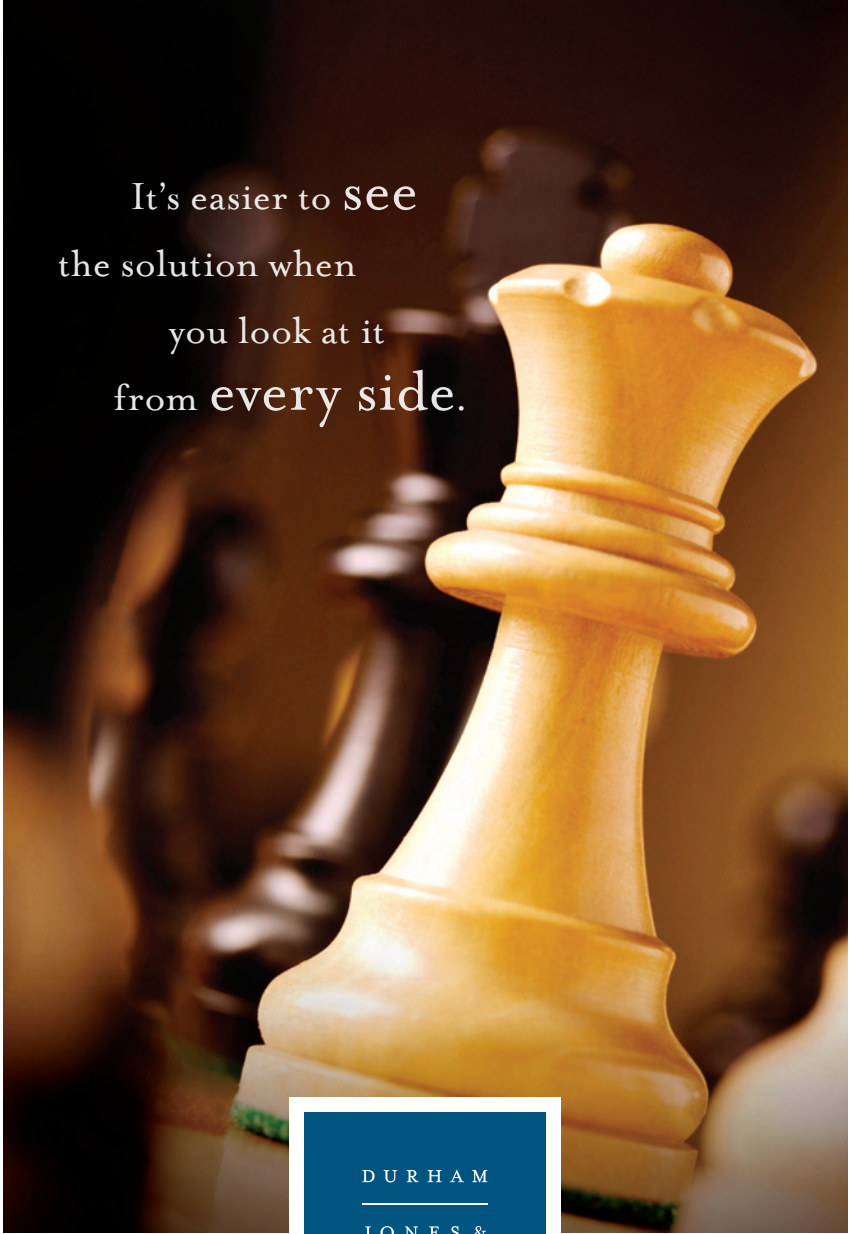
Cox credited the state's leering of federal meddling for the latest flareup over PLAs, noting that many of the recent large-scale public works projects Utah's leadership has backed and taken credit for were built with union labor.

"A lot of these projects the governor is touting — the I-15 rebuild, light rail, commuter rail — not 100 percent but a large majority of them were built by union labor. They all came in under budget and ahead of schedule, because you have quality men and women doing the work so you have less rebuilds," Cox said.

Cox said the last public works project in Utah to use a PLA was the expansion and modernization of I-15 in advance of the 2002 Olympics. He said that project also came in ahead of schedule and under budget. Cox called the emphasis on profits over quality work and employee well-being "a race to the bottom."

"When you have men and women making good wages, with health care [coverage], it's good for the state. When did the teacher become the enemy? The firefighter? Police put their lives on the line every day but because they want to work as a unit they're stigmatized," Cox said. [Union workers] pay more taxes, and are covered medically, so they're not a burden to the

see PLAs page 15



It's easier to see
the solution when
you look at it
from every side.

DURHAM
JONES &
PINEGAR

EXPERTISE. VISION. INTEGRITY.

It's the way we work for clients. The way we run our firm.

And the way we live our lives.

Durham Jones & Pinegar is a leading law firm with offices in Utah and Nevada, offering a spectrum of services in more than 20 specialized fields. These include Business & Finance, Commercial Litigation, Intellectual Property, Estate Planning, Real Estate, Bankruptcy, Employment, Family Law and more.

The firm was named No. 1 in Utah for its business and transactions law practice by Super Lawyers.

~ www.djplaw.com ~

BUILD NOW BUY NOW REFI NOW

HISTORICALLY LOW RATES – BUILD, BUY OR REFINANCE NOW!!

First Utah Bank is a **local community bank** who knows and understands the importance of customer care. We offer a full range of mortgage products to help you with any of your financing needs.

- Purchase and Refinance
- Conventional Loans
- Condominiums
- Construction Loans
- FHA & VA Loans
- Jumbo Products
- Non Owner 1-4 Units

With a full line of financing programs and **construction lending** options, First Utah Bank is ready to help you today! Call 801-561-2300, we look forward to hearing from you.

LOCAL MORTGAGE LENDERS... WITH LOCAL EXPERTISE! (801) 561-2300



Visit us at www.facebook.com/firstutahbank
www.firstutahbank.com



PLAs

from page 13

health care system. They have more disposable wealth, more money for education. When a family is doing well, they can make house payments, go to the doctor, get their teeth fixed.

“We have to work together to move forward. That’s not to say there aren’t disagreements, but we have to work together to both be profitable. The unions get punished because they want to be responsible for taking care of their people. At the end of the day, we all want good product and good product is made by skilled and content workers.”

Rich Thorn, president of the Associated General Contractors [AGC] of Utah, said the PLA issue is not about unions but about bidding. He downplayed ABC’s characterization of a looming threat from federal PLA guidelines as “saber-rattling to create a bit of panic or a rallying cry.”

“These rotten unions are trying to take over the world!” We don’t believe that. They’re not the Antichrist. We just don’t think PLAs are good for contractors, owners or workers,” Thorn said.

Thorn contrasted his organization with ABC, which he characterized as an anti-union organization. AGC represents both union and non-union outfits and takes a liberal stance on its members’ personal choice whether to join a union or not, he said. Despite its neutrality on the union issue, Thorn said AGC had determined that PLAs are disadvantageous to the construction industry as a whole.

“We don’t feel [PLAs] will do anything to enhance project delivery. We don’t think they serve a purpose,” he said.

Thorn said market forces demand successful construction companies provide their workers the benefits, apprenticeship programs, good wages and safety procedures advocated by unions. Without them, companies would not produce competitive workers, he said. Furthermore, in Utah, where the majority of workers choose not to join a union, Thorn said AGC backed the right of workers to decide for themselves whether to organize or not.

“There’s already a lot of government regulation. We just don’t think we need another layer of government looking over our shoulder,” he said.

Thorn also downplayed the severity of Obama’s PLA stance. His 2009 executive order did not mandate PLAs on federally funded projects, but merely encouraged agency heads to consider using them, Thorn noted. Compared to the outright bans on PLAs instituted by both presidents Bush, current PLA policy is relatively moderate.

HR436 is currently in the House Committee on Oversight and Government Reform. According to govtrack.us, a privately operated research tool operated by Civic Impulse LLC, HR436 stands an 8 percent chance of surviving the committee process, with a 1 percent chance of being enacted. In the rare event it is passed by Congress, a bill countermanning a standing executive order would almost surely be vetoed by the president.

Neither Gov. Christie’s nor Rep. Bishop’s office responded to efforts made by telephone and email seeking comment.

Layton Construction marks 60th anniversary

• *Only contract and work for those that pay.*

• *The company hallmark has been and should always be quality.*

• *We pay our bills on time.*

• *Employ quality employees and work with skilled subcontractors.*

• *Stay clear from lawyers and legal entanglements. Compromise is better than a courtroom confrontation.*

• *Maintain a sound financial base.*

• *Get involved with all employees. Let them know you care about their well-being.*

• *Safety is good business. Insist on a clean, safe workplace.*

• *Act instead of being forced to react.*

• *Cultivate good relationships with architects.*

• *Modern tools and equipment, well maintained, complement a tight schedule and a good job.*

• *Every project must carry its own weight. Volume means nothing without a fair profit.*

•••••

The above words were penned from afar, while serving a mission for The Church of Jesus Christ of Latter-day Saints in 1985, by Alan W. Layton, founder of Salt Lake City-based Layton Construction Co., which celebrated its 60th anniversary last month. The letter was directed to a pair

of sons and “everyone at the office,” and the 12 “timeless values” continue to be the foundation from which the organization operates today.

•••••

Alan W. Layton, a decorated World War II veteran, returned from the war to recover from injuries sustained in the Battle of the Bulge. The war had interrupted Layton’s engineering studies at the University of Utah. Faced with the pressures of providing for a young family, Layton took a job with the Bureau of Reclamation. Over four years, he worked in the design and construction division doing contract administration work. While at that job, his knack for construction was tapped on several occasions, providing him the means to earn extra money as a moonlighter building a drive-in restaurant and a couple of homes, including his own.

On an early winter day in 1952, Layton announced to his wife Mona that he wanted to leave his government job, telling her, “I think I would like to start my own construction company.” On Feb. 13, 1953 Layton Construction Co. was officially organized, funded by Alan Layton’s Bureau of Reclamation retirement savings.

Specializing in commercial projects, Layton got his first big break and stable

see LAYTON page 34

It’s not just the best wheel loader in the business.
It’s the best wheel loader for your business.

F SERIES

921F

Introducing the Case F-Series, our first wheel loader engineered from front to back specifically for quarry and aggregate applications. With their **Case 6.7L Interim Tier 4 engines**, they meet EPA standards without making any sacrifices in power or performance. In fact, we expect them to be not only the **most fuel-efficient** machines in their class, but also the most powerful. And it doesn’t end there. An all-new **five-speed, lock-up transmission** gives the F-Series improved acceleration and faster cycle times. And with optional **intuitive joystick steering** to reduce user fatigue, there won’t be anything left to slow your operators down. Dig in at **casece.com**.

For more information, contact your local Case dealer today.

CENTURY
EQUIPMENT COMPANY

Logan
453 N 1000 West
Logan, UT 84321
Phone: 435-752-1533

Spanish Fork
2957 N 350 East
Spanish Fork, UT 84660
Phone: 801-794-1463

Clifton
549 32nd Rd
Clifton, CO 81520
Phone: 970-434-7363

Cedar City
482 N Main St
Cedar City, UT 84721
Phone: 435-586-4406

Rock Springs
2030 Sunset Drive
Rock Springs, WY 82901
Phone: 307-382-6570

Dyersburg
855 US Highway 51 Byp N
Dyersburg, TN 38024
Phone: 731-285-2875

Salt Lake City
4343 Century Dr
Salt Lake City, UT 84123
Phone: 801-262-5761

Durango
1097 Hwy 3
Durango, CO 81301
Phone: 970-247-0522

Albuquerque
6301 Edith Blvd NE
Albuquerque, NM 87107
Phone: 505-433-2246



A FOUNDATION YOU CAN TRUST

CITY CREEK

Some things are built to stand the test of time. Growing up out of the heart of downtown Salt Lake City, the City Creek Center redevelopment project was built on a solid foundation made from the best concrete on Earth. City Creek Center boasts world-class shopping, dining, and entertainment in a sustainable urban community setting, and Geneva Rock is proud to provide the concrete that holds it all up.



Top Rock Products, Ready Mix Concrete and Asphalt Firms in Utah

Ranked by Number of Utah Employees

Company Name Address	Phone Fax Web	# of Utah Employees	# of Dump trucks, Belly Dumps, Concrete Mixer Trucks	Units Sold in 2012 Aggregate Tons, Asphalt Tons, Ready Mix Cubic Yards	Type of Products/Services	Owner/ Managing Principal
Staker Parson Companies 2350 S. 1900 W. Ogden	801-731-1111 801-731-8800 stakerparson.com	1,850	154 2 255	DND DND DND	Sand, rock and landscape products, ready-mixed concrete, asphalt, paving and construction services	Scott Parson
Geneva Rock Products 1565 W. 400 N. Orem	800-464-2003 801-765-7830 genevarock.com	950	115 40 306	7,000,000 752,000 1,093,857	Aggregates (sand and gravel, asphalt, concrete, concrete paving, construction, ready-mix concrete, asphalt paving, micro surfacing)	Clyde Companies, Inc.
Kilgore Contraction 7057 W. 2100 S. Salt Lake City	801-250-0132 801-250-0671 kilgorecontractiog.com	500	125 30 DND	DND DND DND	Asphalt materials and products, sand, gravel, asphalt paving, earth work, underground, asphalt maintenance	Jason Kilgore
Altaview Concrete 7057 W. 2100 S. Salt Lake City	801-850-0132 801-250-0671 altaviewconcrete.com	150	5 5 100	DND DND DND	Ready mix products and delivery	Scott Reynolds
Westroc Inc. 670 W. 220 S. Pleasant Grove	801-785-5600 801-785-7408 westrocinc.com	86	7 5 42	955,000 0 208,000	Concrete and aggregates	Ky Spurlino
Metro Ready Mix LLC 343 W. 400 S. Salt Lake City	801-456-2400 801-456-1630 metroreadymix.com	66	DND DND 54	DND DND 248,000	Ready mixed concrete	John Dunn



DND= Did Not Disclose N/A= Not Available
Please note that some firms chose not to respond, or failed to respond in time to our inquiries.
All rights reserved. Copyright 2012 by Enterprise Newspaper Group

Are you covered?

Protection For Your Business

Your business is your livelihood; protect it like your family. When it comes to preserving your livelihood, one hard hat can make all the difference.

Rather than leave your business exposed, safeguard your investment with Beehive Insurance.



801-685-6860 | 800-323-6303



www.beehiveinsurance.com



Experience



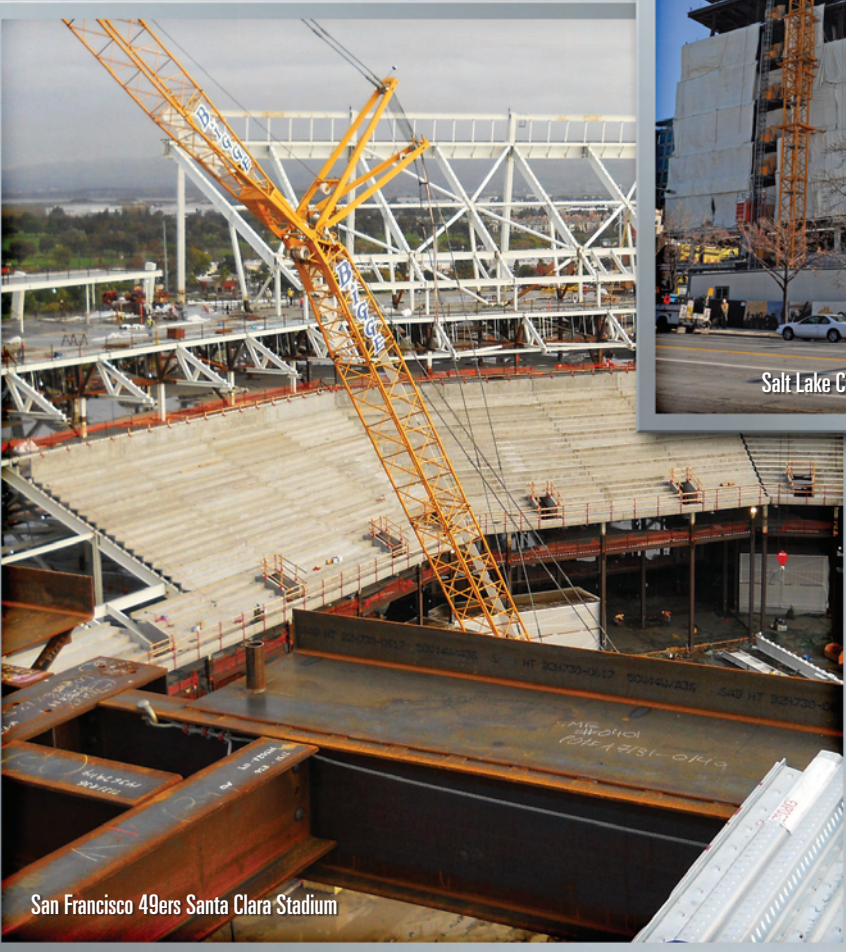
SME STEEL CONTRACTORS

The Single-Source Structural Steel Fabricator/Erector



Newport Beach Civic Center

- Plants located in West Jordan, Utah; Las Vegas, Nevada; Phoenix, Arizona; and Pocatello, Idaho
- Automated State-of-the-Art Structural Fabrication Facilities
- Blast and Paint Capabilities
- Integrated Project Delivery (IPD)
- Building Information Model (BIM)
- 300,000 SF Under Roof, Up to 100-ton lift
- Capabilities to Fabricate Stairs, Handrail, Miscellaneous and Ornamental Metals
- Buckling-Restrained Brace (BRB) Capabilities



San Francisco 49ers Santa Clara Stadium



Salt Lake City Federal Courthouse



San Francisco 49ers Santa Clara Stadium



Salt Lake City Public Safety Building



SME STEEL CONTRACTORS

SME Steel Contractors, Inc.
 5801 West Wells Park Road
 West Jordan, UT 84081
 801.280.0711 Fax 801.280.3460
www.smesteel.com

for sales information, please contact
 Justin Pitts, VP Sales/Pre-Construction
 André Olson, Regional Sales Manager

Top Structural Steel Fabricators in Utah

Ranked by Gross Sales Volume in 2012

Company Name Address	Phone Fax Web	Gross Sales Volume in 2012 Average Size of Projects	Notable Projects in 2012	Specialties	Services Offered	Top Local Executive
SME Steel Contractors Inc. 5801 W. Wells Park Rd Salt Lake City	801-280-0711 801-280-3460 smesteel.com	\$200 million \$5-\$50 million	Santa Clara Stadium (San Francisco 49ers), Salt Lake City Courthouse, Newport Beach Civic Center, Salt Lake Public Safety Building	Structural steel fabrication and erection, miscellaneous metals, metal stairs, ornamental metals, metal deck, and Bucking Restrained Braces (BRBs)	Structural steel fabrication and erection, complete division 5 turnkey steel construction services, design assist services consultation, detailing, and seismic protection	Wayne Searle
Petersen Inc. 1527 N. 2000 W. Salt Lake City	801-732-2000 801-732-2098 peterseninc.com	\$104 million \$248,210	Kennecott Molybdenum Plant	Fabrication, field services, precision machining	Fabrication, machining erection, field services, design build	Jon Ballantyne
Mountain Sates Steel Inc. 325 S. Geneva Rd. Salt Lake City	801-785-5085 801-785-1100 mssteel.com	\$33 million \$5 million	Scheels Sporting Goods and UVU Student Life Center	Bridge Construction, commercial fabrication and erection, industrial fabrication and erection	Fabrication and erection	Bruce Dastrup
Express Metal Fabricators LLC St. George Steel Division 1301 E. 700 N. St. George	435-673-4856 435-628-4139 stgeorgesteel.com	\$22 million \$2 million	Kennecott MAP Project	Heavy Industrial Fabrication	DND	Mike Housley
Tech-Steel Inc. Building D2 Freeport Center Clearfield	801-328-2543 801-546-6320 tech-steel.com	\$19 million \$2 million	eBay Customer Service Center, Draper Campus	Heavy commercial and industrial structural steel	Turnkey projects, design-bid-build, design-build, design- assist	Tad Rasmussen
Mark Steel 200 S. 1230 W. Salt Lake City	801-521-0670 801-303-2040 marksteel.net	\$10 million \$750,000	DND	Sophisticated paint endorsement, plate work, AISC certified, ASME certified, heavy industrial fabrication	mechanical assemblies, post weld heat treatment, molt plate work, misc. fabrication, ASME vessels	Jim Vemich
Blue Star Steel 3692 W. 500 S. Salt Lake City	801-908-8302 801-908-8307 bluestarsteel.com	DND \$500,000	Dinosaur National Monument, Tracy Aviary	Structural, vessels, piping, tanks, skids	Detailing and design build	Jeff Wright
Rocky Mountain Fabrication 1125 W. 2300 N. Salt Lake City	801-596-2400 801-322-2702 rmf-slc.com	DND \$5 million	Rangeland Energy Colt terminal	Plate steel fabrication and erection	engineering, detailing, fabrication, erection	Randy Guest

Enterprise
UTAH'S BUSINESS JOURNAL

DND= Did Not Disclose N/A= Not Available
Please note that some firms chose not to respond, or failed to respond in time to our inquiries.
All rights reserved. Copyright 2012 by Enterprise Newspaper Group

We Mean Business

Subscribe or
advertise 533-0556
www.slenterprise.com

Enterprise



Does Your Business Need a LIFT?

Reach New Heights
with Bank of Utah.

Dave Deseelhorst
Solitude Mountain Resort

Kelly Crane-Hale
Dave's Banker



BANK of UTAH

At Bank of Utah,
relationships matter.

Call 801-924-3666

How a Department of Labor-approved benefit plan can make fringe pay work for you

By J. Zane Smith

Contractors are always looking for an edge to win a bid. For federal jobs, the required fringe benefit pay can cost contractors big bucks in taxes, unemployment, and payroll fees. But contractors can divert their fringe pay into a Department of Labor (DOL)-approved, bona fide benefit and pension plan, giving workers real benefits and making that money tax-exempt.

The ARRA (American Recovery & Reinvestment Act) has made more construction jobs available during these hard economic times; however, the result is unusually high numbers of contractors bidding for these jobs. At the same time, state and federal agencies have intensified compliance efforts, increasing the likelihood of undergoing an audit when working an ARRA job.

Federal construction contracts in excess of \$2,000 are subject to the Davis-Bacon Act, requiring payment of locally determined "prevailing wages," including "anticipated costs of prevailing benefits" (fringe benefits). Generally this is expressed as a per-hour wage, plus per-hour fringe benefit pay, and is often based on a union scale. Prevailing wages are set by the U.S. DOL and must be included in bid specifications for federal contracts.

Contractors tend to pay the fringe benefits as additional cash wages, believing it's the easiest way to comply with the

law. However, allocating this money to a bona fide benefit plan, such as a pension or health and welfare trust, can result in significant cost savings. When the fringe portion of the prevailing wage is used to pay for hourly workers' benefits, this amount is not subject to payroll costs (labor burden) including FICA, federal and state unemployment taxes, workers compensation and general liability insurance. Although there can be variances in certain rates, this labor burden typically represents an additional cost to the contractor of 25 to 35 percent on each dollar paid as cash wages.

The key to keeping that 25 to 35 percent in the bank is the use of an approved and compliant plan, where the contractor is not serving as trustee or fiduciary and where the plan complies with all prevailing wage laws and regulations. Here is an example of how it can work.

Sample Calculation

Assume the Acme Construction Co. has 15 employees doing prevailing wage work. These employees work approximately 1,000 hours per person per year. The fringe benefit amount above the base rate is \$8/hour, and the labor burden (FICA, unemployment taxes, workers comp and general liability) is 25 percent when paying fringe dollars as cash wages.

15 employees x 1,000 hours = 15,000 total hours

15,000 hours x \$8.00 = \$120,000 in fringe benefit pay

\$120,000 x 25 percent = \$30,000 Acme Construction Co. savings

Saving the contractor between 8 to 10 percent on total project labor costs.

The number of bids submitted for public works projects has increased dramatically, which means greater competition for new jobs. The number of contractors registered with the Central Contractor Registry, the primary registrant database for the U.S. federal government, has grown significantly in the past two years. Anecdotally, I have heard that the number of contractors bidding on state and local government jobs is two to three times the amount seen a year ago. If your competitors are using a bona fide benefit plan — and you're not — you're at a disadvantage.

Traditional benefit plan providers often struggle with prevailing wage benefits due to the seasonal nature of construction work. But firms that specialize in this industry can easily "turn off" contributions to the plan when the job finishes, and resume them when the next prevailing wage job starts. Some also enable benefits to continue uninterrupted for hourly workers during slow times or layoffs, and at no cost to the employer. And some track benefits on an hourly basis, specially designed for contractors' convenience, to make payroll and

reporting simplified. Traditional plan providers can only offer benefits with premiums on a monthly basis, forcing contractors to manually calculate and adjust premiums themselves.

Working with a company that understands DOL regulations, and specifically prevailing wage laws, also means there are no worries about recordkeeping. Monthly reports should be provided and delivered to contractors on a timely basis.

It's no surprise so many contractors are looking to perform on government work in this economic climate. Working with a business partner that specializes in prevailing wage projects is an easy and inexpensive way to bid more competitively on these new opportunities, and ease concerns about unintentionally falling out of compliance.

J. Zane Smith is a founding partner and senior vice president of BENECON, with offices in San Antonio and Scottsdale. Since 1989, Smith has worked closely with various state and federal departments of labor regarding the procedures and regulations involving contractors' ability to save labor burden costs and bid more competitively using the proprietary systems that BENECON has developed as a DOL and IRS approved plan compliant with the Davis Bacon Act of 1931, Service Contract Act, all state prevailing wage laws and ERISA.



I-15 Corridor Expansion Project (I-15 CORE)

24 miles \nearrow \$1.7 billion

Hunt Electric completed 21 state-of-the-art traffic signals and installed over 1,300 individual sign, high-mast, under-bridge, and roadway lights, which required an amazing 285 miles of wire! All this was done with nearly 150,000 man-hours without a single lost time accident.



Photos courtesy of UDOT I-15 CORE

HUNT

ELECTRIC, INC.

Providing powerful solutions since 1986.

Full-Service Electrical Contractor

Commercial, Industrial, Mining, Data Centers, Healthcare, Institutional, Mixed-use, and Hospitality

Specialty Services

Design-Build Engineering \nearrow Arc Flash Hazard Studies \nearrow Power Factor Correction

Infrastructure and Traffic \nearrow Transmission and Distribution

Energy Services: Solar, Wind, Geothermal, CNG, and Energy Efficiency Audits

I.T.S: Fiber Optic, DataCommunication, Security and DAS (Distributed Antenna Systems)

Routine and Emergency Electrical Services \nearrow TEGG Preventative Maintenance



801-975-8844

1863 West Alexander Street
Salt Lake City, UT 84119

HuntElectric.com

Quality • Integrity • Performance • Versatility

Top Commercial Contractors in Utah

Ranked by Gross Sales Volume in 2012

Company Name Address	Phone Fax Web	Gross Sales Volume in 2012	# of Utah Employees Equipment Fleet Valuation	Notable Projects in 2012	Top Local Executive
Okland Construction Company Inc. 1978 S. West Temple Salt Lake City	801-486-0144 801-486-7570 okland.com	\$610 million	469 \$18.2 million	IHC Salt Lake Clinic, Utah County Convention Center, Park City Recreation Center, Abode Corporate Campus, eBay Customer Care Service Center, Watson Pharmaceuticals Expansion, Weber State Residential Life, IM Flash Building 40, ITT/EDO Fiber Science Expansion, U Of U Solar	J. Randy Okland Brett J. Okland
Big-D Construction 404 W. 400 S. Salt Lake City	801-415-6000 801-415-6900 big-d.com	\$551.5 million	795 DND	Utah Data Center, Kennecott M.A.P., Brigham City Temple, UVU Science Building, Swire Coca-Cola, Freeport West Distribution Center	Rob Moore
Layton Construction Company Inc. 9090 S. Sandy Pkwy. Sandy	801-568-9090 801-569-5450 laytonconstruction.com	\$420 million	275 DND	Outlets at Traverse Mountain, Provo Recreation Center, Questar Headquarters Build-Out, Salt Lake Airport Terminal Restaurants, University of Utah Football Athletic Center, Utah State Hospital, VA Veterans Homes (Payson and Ivins)	David S. Layton
Jacobsen Construction Company Inc. 3131 W. 2210 S. Salt Lake City	801-973-0500 801-973-7496 jacobsenconstruction.com	\$280 million	495 \$6 million	City Creek Center, Provo City Center Temple, Ambulatory Care Center, Merit Medical Expansion, Dixie State College Holland Centennial Commons, BYU Heritage Halls, USU Agricultural Science Building, U of U L.S. Skaggs Pharmacy Building, U of H College of Hawaiian Language	Douglas C. Wlling
R&O Construction 933 Wall Ave. Ogden	801-627-1403 801-399-1480 randoco.com	\$215 million	167 \$300,000	The Village at South Campus in Provo, Megaplex Theatre at Valley Fair Mall and Valley Fair Mall shops renovation, Falcon Hill at Hill Air Force Base which includes Northrup Grumman 5 story office building, new SFS/SFO security office building and West Gate realignment and New Gate Building	Dale Campbell
Ralph L. Wadsworth Construction Company LLC 161 E. 14000 S. Draper	801-553-1661 801-553-1696 wadsco.com	\$210 million	404 \$32.3 million	Finished I-15 core (Utah County), Coalville to Wanship, finished Bangerter Highway at 7800 South, SR252-Logan, Flaming Gorge Rd. (US 191) Draper UTA Parking Facility, Cherry Creek Parking structure	Kip Wadsworth Con Wadsworth
Wadman Corporation 2920 S. 925 W. Salt Lake City	801-621-4185 801-621-7232 DND	\$116.5 million	100 \$2 million	West Valley City Promenade, GOED Eagle Gate Plaza TI, Salt Lake Airport Snow Equipment Building, Longhorn Steakhouse	David Wadman
Rimrock Construction 1635 S. 700 E. #100 Draper	801-676-7625 801-676-0208 rimrock.us	\$110 million+	45 DND	HGTV Dream Home (Heber), Broadway Apartments, Daybreak offices, Home 2 Suites, W. Valley, Walgreens (Salt Lake City)	Mark Hampton
ICO Construction 978 E. Woodoak Ln. Salt Lake City	801-747-7600 801-747-7624 icoconstruction.com	\$35 million	20 DND	Residences at Park Lane-324 units; Residences at Orchard Farms-80 units; Woodlands Senior Housing-48 units	Kirt Harmon Darin Haskell
Pentalon Construction 132 E. 13065 S. Draper	801-619-1900 801-619-1901 pentalon.net	\$28 million	30 \$265,000	Elmbedge Apartments, Rendon Terrace Senior Housing, Ashley Creek Apartments, Multiling, Sugarhouse Medical	Carl Tippetts
Cameron Construction 573 W. 3560 S. #1 Salt Lake City	801-268-3584 801-268-3678 comeronconstruction.com	\$27.8 million	27 DND	LDS Hospital lobby renovation, SLC Radisson Hotel renovation, Sportsman's Retail Outlets-new locations and renovations, multiple Maverik retail stores, Fisher Carriage House renovation	Kevin Cameron & David C. Hill
Eckman & Mitchell Construction 3032 S. 1030 W. Salt Lake City	801-908-0604 801-908-0205 emconstruction.com	\$25 million	30 DND	Pheasant Hollow Bldg. 10, Komatsu Equipment, Schiff Nutrition, Obagi Medical	Gary Eckmand Eric Eckman Curtis Padjen
Stacey Enterprises Inc. 3768 Pacific Ave. Ogden	801-621-6210 801-621-7329 staceygc.com	\$22 million	21 \$1.5 million	Fresenius Medical Care, Walgreens, Lifetime Health Clinic, Beyond Spa, BDO Building 725, Davis South Water Filter Building, Wahlquist Jr. High, Ogden City Prairie Cove	Scott R. Dixon
Bonneville Builders 4885 S. 900 E. Ste. 208 Salt Lake City	801-298-7416 801-261-8380 bonnevillebuilders.com	\$21 million	22 \$15 million	Food For Health Corporation Offices, Utah Center for Oral and Facial Surgery, FedEx Distribution	DND

WE AIM TO EASE

Building the West for over 60 Years



Staker Parson Companies received the 2012 Utah Best of State trophy for Production & Manufacturing



SAND, ROCK,
& LANDSCAPE
PRODUCTS

READY-MIXED
CONCRETE



ASPHALT
& PAVING

CONSTRUCTION
SERVICES

STAKERPARSON.COM



STAKER | PARSON
COMPANIES

THE PREFERRED SOURCE



BURDICK MATERIALS
(435) 722-5013



HALES SAND & GRAVEL
(435) 529-7434



IDAHO CONCRETE COMPANY
(208) 939-6831



IDAHO SAND & GRAVEL COMPANY
(208) 466-5001



JACK B. PARSON COMPANIES
(800) CONCRETE



REYNOLDS EXCAVATION,
DEMOLITION AND UTILITIES
(801) 566-2110



STAKER PARSON COMPANIES
(801) 731-1111



STAKER PARSON
LANDSCAPE CENTER
(888) 90ROCKS



WESTERN ROCK PRODUCTS
(800) CONCRETE

New elements of construction lien waivers

For many years, those hiring a contractor, subcontractor or supplier, and their lenders, title companies and others, have relied on written lien waivers for assurance that at the time of a payment contractors and their subcontractors and suppliers waive any right to claim a mechanics lien for work performed prior to the date of the waiver. In a recent Utah Court of Appeals decision, the court held that unless a lien waiver form includes specific elements as required by Utah's mechanic's lien act, a lien waiver not on the prescribed statutory form is unenforceable.



Roger Henriksen

As background, in 2007 the Utah Legislature enacted legislation that created a broad prohibition on lien waivers. Responding to criticism from lenders and others, the legislature in the same year amended the legislation to provide that a lien waiver is enforceable to the extent of a payment only if the lien claimant signed the waiver and received payment of the amount identified in the waiver. The amended statute adopted two forms of lien waiver — one for progress payments and the other for final payment, and indicated that the form of

waiver "may be in substantially" the form provided in the statute.

Focusing on the apparent statutory leeway given to use other forms of waiver, many owners, contractors and lenders crafted their own forms which were similar in purpose, if not in content. However, the recent Utah case interpreted the lien waiver statute such that, to be valid, all lien waiver forms must include specific elements. Any lien waiver form that does not include the required elements is invalid.

Case Summary

In the 2012 case of *Meyers Construction v Countrywide Home Loans, et al*, the court wrote that the overarching purpose of the lien provisions contained in Utah law is to protect the rights of contractors and help to ensure they are paid for their work in improving property. In this case, the plaintiff was the contractor for two homes to be built for the same owners with financing to be obtained from two separate lenders. In the several draw requests issued by the contractor, the document wording included a certification "that no suppliers, subcontractors, laborers, or other persons are claiming or are entitled

to claim a lien against the property securing the loan." In addition, a final draw request was similarly worded and added language that "the General Contractor has to date been paid in full ... and that no such sub-contractors, suppliers, materialmen, laborers or other persons providing goods and services used in the improvements to the property have unpaid claims" and "no liens or claims that may result in liens exist against the above-described property other than set forth herein." Finally, the draw request stated "upon said disbursement by Lender the General Contractor will be paid in full under the Construction Contract."

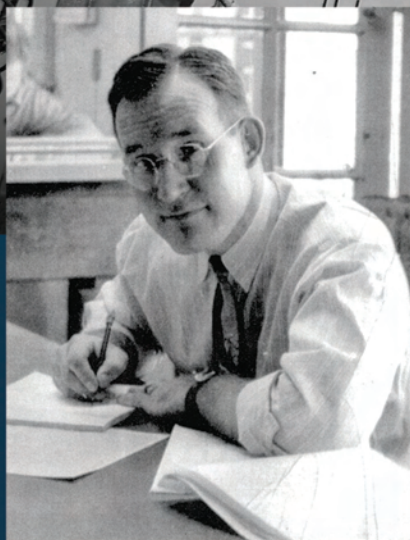
When the contractor was not paid amounts alleged to be due, the contractor recorded mechanics' liens against each home and brought suit to foreclose the liens. One of the lenders defended against the liens by asserting that the draw request language was sufficient to waive the contractor's lien right. The trial court found that the draw requests complied with the statute for an effective lien waiver, and granted summary judgment in favor of the lender, effectively dismissing the contractor's mechanics' lien claim. On appeal, the contractor challenged the grant of summary judgment, alleging that the draw

request language was not legally equivalent to the required language in the mechanics' lien act.

On appeal, the court compared the language of the draw requests to the statutory language. Looking at the act's "plain language and ordinary meaning," the court balanced the necessity of protecting "those who perform the labor and furnish the materials which enter into the construction of a building or other improvement" against the creation of "an encumbrance on property that affects the owner's right to freely use or transfer it." The court found that by requiring that a waiver and release be "in substantially the form provided," the legislature indicated its intent that for a waiver and release to be valid, it must contain at least each of four distinct component parts embodied in the forms. The four distinct elements are:

1. A statement that the document is intended to be a waiver and release in accordance with Utah law.

2. Specific information pertinent to the lien rights, including "Property Name," "Property Location," the identity of the "[Contractor]'s Customer," "Invoice/Payment Application Number," and "Payment" *see WAIVERS page 33*



"The success of the company has not come from any brilliance on my part, but rather, employing wonderful, dedicated, loyal people who are allowed to get involved making major decisions, to grow and develop their abilities." -Alan W. Layton, Founder (1917-2009)

www.LaytonConstruction.com

9090 So. Sandy Parkway | Sandy, UT 84070 | (801) 568-9090

PHOENIX | BOISE | IRVINE | SALT LAKE CITY | ORLANDO | HAWAII | NASHVILLE

EOE/AA

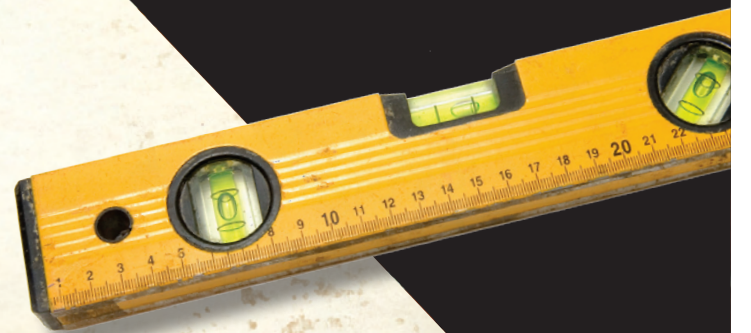


Helping dreams
become a reality with
**CONSTRUCTION LOANS
FOR BUILDERS**

- ▶ **One-time and two-time close** construction loans
- ▶ **Use our money**, not yours—loans are in borrower's name
- ▶ **Great rates** during construction
- ▶ **Speedy** loan approvals
- ▶ **Easy** draw process with **fast** turnaround
- ▶ **Lock in rates** for long-term portion
- ▶ **Convenient** branch locations
- ▶ **Experienced** loan officers

Apply online anytime at www.macu.com.
Or call for the Mountain America
Mortgage Loan Officer nearest you!

CONSTRUCTION LOANS FOR BUILDERS



For more information contact:
**Construction Loan
Department**
1-800-277-7703
www.macu.com

MOUNTAIN AMERICA
CREDIT UNION

Membership required—based on eligibility.
Loans subject to credit approval.



801-325-6241 ▶ FAX 801-325-6284 ▶ 7181 S. CAMPUS VIEW DR. ▶ WEST JORDAN, UTAH 84084

Stop the decline in the value of Utah's fuel tax

Everyone knows how difficult it would be to support a growing family, a business or a government agency if income didn't keep up with inflation. For many years we've expected our state and local highway and road departments to maintain our transportation system in good order, despite the slow erosion of the buying power of revenue that supports Utah's transportation infrastructure.



Abby Albrecht

For many decades, Utah's motor fuel tax has been a primary way of investing in roads and highways, ensuring excellent mobility for Utah citizens and businesses that need to commute, deliver and receive goods and services, or just run a quick errand. However, the motor fuel tax isn't keeping up with Utah's needs, and today the road maintenance backlog is reaching a crisis point.

Since 1997, motorists have been paying a flat 24.5 cents-per-gallon, a user fee paid by those who drive the roads, causing wear and tear. The problem with the cents-per-gallon tax is that its buying power declines each year as inflation and materials/construction costs increase.

Other major taxes that fund schools and social services, for example, don't decline in purchasing power like the fuel tax does. Those taxes generally keep up with inflation. The sales tax and income tax are percentage taxes, so they go up as prices increase and as incomes goes up. Property taxes increase as property values improve. All of those taxes are subject to economic conditions and other factors, but the long-term pattern is to keep up with inflation and growth.

The decline in the value of the fuel tax is slow and subtle, just a small amount per year, and over a number of years the impact is immense. The value of the 24.5 cent tax (last increased in 1997) has dwindled to 14.7 cents today, a loss of 40 percent purchasing power. By 2023, just 10 years from now, the tax will generate the equivalent of only 13.4 cents per gallon.

At the same time, Utah's population and the number of vehicle miles traveled (VMT) continue to skyrocket. In 10 years, VMT will amount to 67 million per year in Utah's four urban counties, up from 35 million in 1977. In other words, state and local highway agencies must deal with nearly double the wear and tear on the roads, with only about half the equivalent purchasing power. In addition, fuel efficiency in vehicles today is vastly improved. That's a terrific thing, saving drivers money and causing less pollution, but the cars cause the same wear and tear on the roads, while paying less and less to maintain those roads.

The roads are being worn out, the population is increasing and many more miles are being driven, but fuel tax revenue isn't keeping up with needs. In fact, cents per mile paid by drivers has declined from 8 cents in 1998 to 6 cents in 2011, and will decline to 3 cents by 2020. This situation

is obviously not sustainable. Utah's roads are deteriorating and projects are being delayed.

Utah's Unified Transportation Plan, compiled by the state's transportation agencies and local governments, notes that Utah will need an additional \$11 billion investment in transportation over the next three decades to maintain good mobility in the state. Preserving the value of the fuel tax could be an important part of that investment. It won't solve all of Utah's transportation funding needs, but it would make a big difference over the long term.

Abby Albrecht is public and government affairs manager for Granite Construction in Salt Lake City. She also is a member of the executive committee of the Utah Mobility Coalition.



UTAH'S BUSINESS JOURNAL

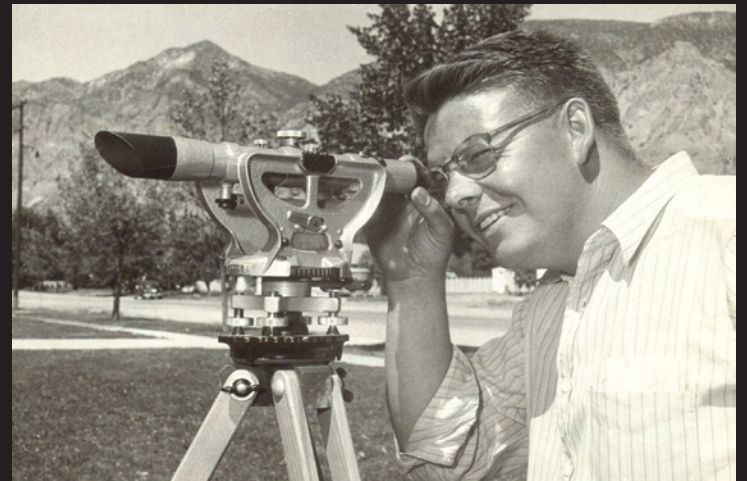
WHY SHARE? GET YOUR OWN COPY!

Call To Subscribe
801-533-0556



"Building Value for Over 62 Years"

Trusting
Honest
Committed
Passionate

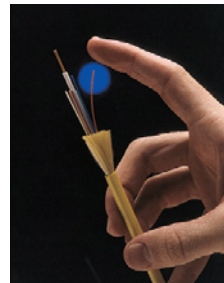
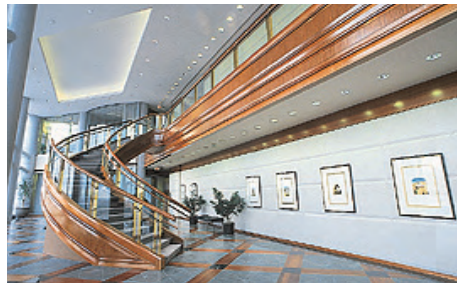


Since 1951, Wadman Corporation has been *Passionate* about providing the best customer service and building experience for our clients. As your General Contractor, we are *Committed* to building long term relationships. Whether you are building your first project with Wadman or you are a repeat client, you can be confident you are receiving the best value and the best service.

Education: K-12 & Higher Education | Office | Industrial | Hospitality
Multi-family | Resort | Retail | Religious | Government | Health Care



2920 South 925 West
Ogden, Utah 84401
801.621.4185
www.wadman.com



Single Source Electrical & Telecommunications Provider

Design-Build Construction • Mission Critical • Routine & Emergency Electrical Service
Electrical Construction — Commercial & Heavy Industrial • Transmission Lines & Substation Construction
LEED AP Certified Professionals • Fiber Optic Installation, Testing & Service
TeleData Communication Wiring — Voice and Data • Multimedia
Industrial & Commercial Security • Network Design & Implementation



CACHE VALLEY ELECTRIC

875 North 1000 West • Logan, Utah 84321 • (435) 752-6405
 2345 South John Henry Dr. • Salt Lake City, Utah 84119 • (801) 908-6666

www.cve.com

Additional location in Portland, Oregon



Top Electrical Contractors in Utah

Ranked by Gross Utah Sales in 2012

Company Name Address	Phone Fax Web	Gross Utah Sales in 2012	Bonding Capacity	# of Utah Employees	Services Offered	Owner/ Managing Principal
Cache Valley Electric Company 875 N. 1000 W. Logan	435-752-6405 435-752-9111 cve.com	\$178 million	300 million +	996	Electrical, heavy industrial, commercial, teledata, multimedia, service security, technology services, signal and utility and design build	Jim D. Laub
Wasatch Electric 2455 W. 1500 S. Ste. A Salt Lake City	801-487-4511 801-487-5032 wasatchelectric.com	\$115 million	unlimited	450	Full service design/build contractor serving the intermountain west since 1919, specializing in all high, medium and low voltage services	Tim Homer
Taylor Electric, Inc. 2650 S. 1030 W. Salt Lake City	801-413-1300 801-413-1301 taylor-electric.com	\$48.05 million	80 million +	225	Full range of services in commercial and industrial construction which include design-build, 24/7/365 service, medium voltage, low voltage and preventive maintenance	Ryan J. Taylor
Rydalch Electric, Inc. 250 W. Plymouth Ave. Salt Lake City	801-265-1813 801-265-2166 rydalchelectirc.com	\$20 million	35 million	115	Electrical contracting, industrial, commercial, residential	Frank Rydalch
Eagle Electric, Inc. 7000 S. commerce Park Dr. Midvale	801-255-8089 801-255-8108 eagle-electric-inc.com	\$3.4 million	5 million	25	Site work, new construction, remodel construction, 24 hour emergency service	Jodie Turner
Hunt Electric, Inc. 1863 W. alexander St. Salt Lake City	801-975-8844 801-975-0511 hunteelectric.com	DND	1 million	250	Full service electrical contractor, commercial, industrial, mining, design build, traffic and infrastructure, data communication, transmission and distribution, service, preventable maintenance, renewable energy services	Richard C. Hunt

Enterprise
UTAH'S BUSINESS JOURNAL

DND= Did Not Disclose N/A= Not Available
Please note that some firms chose not to respond, or failed to respond in time to our inquiries.
All rights reserved. Copyright 2012 by Enterprise Newspaper Group

EnableUtah

PACKAGING
DOCUMENT DESTRUCTION
JANITORIAL SERVICES
WOOD PRODUCTS
ORDER FULFILLMENT
TEMPORARY EMPLOYMENT

ASSEMBLY
DOCUMENT MANAGEMENT
COMMERCIAL LAUNDERING
LASER ENGRAVING
CLEAN ROOM OPERATIONS
MAIL SERVICES

CFC APPROVED CHARITY
CARF ACCREDITATION SINCE 1979
WWW.ENABLEUTAH.COM

FOR MORE INFORMATION CALL: JARED DAIN 801-725-0752

Enabling Great Design



DUNN ASSOCIATES, INC
Consulting Structural Engineers

380 WEST 800 SOUTH, SUITE 100 | SALT LAKE CITY, UTAH 84101
(801)575-8877 | WWW.DUNN-SE.COM

Top Engineering Firms in Utah

Ranked by Number of Professional Engineers

page 1

Company Name Address	Phone Fax Web	# of Pro. Engineers	# of Utah Employees	# of Graduate Engineers	Engineering Services	Notable Utah Projects in 2012	Owner/ Managing Principal
MWH Americas Inc. 2890 E. Cottonwood Pkwy., Ste. 300 Salt Lake City	801-617-3200 801-617-4200 mwhglobal.com	41	10 85		Water/infrastructure, water resources, environmental assessments/impact statements, wet weather/stormwater, water and wastewater treatment	Culinary water supply protection SLC well #18, HAFB green and sustainable remediation, CUWCD North Shore terminal reservoir	Hhan Olsen
Van Boerum & Frank Associates Inc. 330 S. 300 E. Salt Lake City	801-530-3148 801-530-3150 vbfa.com	28	52 86		Mechanical, electrical, plumbing, fire protection	PCMC Ambulatory Care, Utah Valley Convention Center, U of U USTAR, LDS Temples worldwide	Kim P. Harris
Ensign Engineering & Surveying 45 W. 10000 S. Ste. 500 Sandy	801-255-0529 801-255-4449 ensignutah.com	23	31 60		Civil and structural engineering, land surveying, water resources engineering	Adobe office buildings, Xactware building at Traverse Mountain, Ephraim water tank 1.5 million gallons	David Jenkins
Spectrum Engineers 324 S. State St., Ste. 400 Salt Lake City	801-328-5151 801-328-5155 spectrum-engineers.com	23	5 60		Mechanical, electrical, plumbing, technology, acoustical, fire protection, lighting design, theater design	Adobe Utah Campus, U of U Campus infrastructure, Dixie State College Centennial Commons, Salt Lake City Public Safety Complex	Stewart E. Greene & David E. Wesemann
Reaveley Engineers & Associates 675 E. 500 S., Ste. 400 Salt Lake City	801-486-3883 801-485-0911 reaveley.com	17	21 35		Structural design, seismic analysis, seismic retrofit/existing structures, analytical studies of structures, concrete restoration, master planning, feasibility studies, programming, schematic design, design development, contract documents, construction phase services, value engineering	U of U James L. Sorenson Molecular Biotechnology building, BYU Life Sciences building, Utah County Convention Center, City Creek Center, Millcreek Community Center, UVU Student Life building, Huntsman Cancer Hospital Phase IIB, Ogden High School Historic Restoration	A. Perry Brown
Stantec Consulting Services Inc. 3995 S. 700 E. Ste. 300 Salt Lake City	801-261-0090 801-266-1671 stantec.com	15	16 48		Planning, engineering, water infrastructure, landscape architecture, surveying, environmental sciences, project management, project economics for infrastructure and facilities project	22 mile pipeline in Uintah Basin, SP-154 Bangerter Highway, SunCrest ALTA survey, Day Dairy Apartments, HAFB Environmental Services, BWCD's Layton Canal Lining project, Kennecott section 21 well pump station	John Wainwright
ARW Engineers 1594 W. Park Circle Ogden	801-782-6008 801-782-4656 arwengineers.com	12	15 24		Structural design and consulting, building information modeling, value engineering, new construction design, structural/seismic analysis, upgrade/retrofit design, peer review, construction administration	LDS Brigham City Temple, Weber State University Residential Hall Phase 1&2, LDS Bishop's Central Storehouse, SLC, Utah State University Regional Distances and Education Building, Logan	Brent L. White
Precision Systems Engineering 9805 S. 500 W. Salt Lake City	801-943-5555 801-943-5922 pseus.com	12	22 64		DND	DND	Brent Maxwell
BHB Consulting Engineers 2766 S. Main St. Salt Lake City	801-355-5656 801-355-5950 bhbenigneers.com	11	21 34		Structural engineering	Boyer 101 office building, VA nursing facilities, Davis County Administration building and library, Hurricane HS replacement, Granger HS Replacement	Don Barker
Dunn Associates Inc. 380 W. 800 S. Ste. 100 Salt Lake City	801-575-8877 801-575-8875 dunn-se.com	11	13 23		Structural Engineering	Adobe corporate office	Ronald H. Dunn
Carollo Engineers 1265 E. Fort Union Blvd. Ste. 200 Cottonwood Heights	801-233-2500 801-233-2501 DND	10	7 15		Civil-water, wastewater and infrastructure	Logan Wastewater Treatment Plant, Design and CM Cedar City Nitrate Removal Design/Removal, Park City Judge Quinns Water Treatment plant modifications, Riverton City Water Quality Improvement feasibility Study	Rick Wheadon & Craig Ashcroft

Top Engineering Firms in Utah

Ranked by Number of Professional Engineers

page 2

Company Name Address	Phone Fax Web	# of Pro. Engineers	# of Utah Employees	Engineering Services	Notable Utah Projects in 2012	Owner/ Managing Principal
McNeil Engineering 8610 Sandy Pkwy. Sandy	801-255-7700 801-255-8071 mneilengineering.com	10	12 28	Civil engineering, land development, structural engineering	Ogden Temple Fashion Place Mall Expansion, Sugarhouse Crossing	Ted Didas
Envision Engineering 240 E. Morris Ave., Ste. 200 South Salt Lake City	801-534-1130 801-534-1080 envisioneng.com	6	8 24	Power and lighting design, studies, low and medium voltage systems, sustainable design for higher ed, religious, K-12, transportation, commercial and municipal markets	U of U Electrical Distribution upgrade, Carbon County Courthouse and administration building, WSU classroom building, USU athletics strength and conditioning center, Davis school district elementary #60 LEED	Jeff Owen & David Whitton
Mid-State Consultants Inc. 1475 N. 200 W. Nephi	435-623-8601 435-623-8610 mscon.com	6	2 65	Communications engineering services, all phases of ISP and OSP, design, CAD, records conversion, right-of-way acquisition, GPS, mapping	Independent telephone companies	Steve Kidd
Dominion Engineering Associates LLC 5684 S. Green St. Murray	801-713-3000 801-713-3030 dominioneng.net	4	3 16	Civil engineering survey, land planning, landscape art	McDonalds eight locations, Herriman Towne Center, O'Reilly Auto Parts, Ninigret Warehouse	Corbin Bennion & Farley Eshelson
Reeve & Associates Inc. 920 Chamber St., Ste. 14 Ogden	801-621-3100 801-621-2666 reeve-assoc.com	4	6 21	Land planning, civil engineering, structural engineering, traffic engineering, land surveying, construction layout, landscape architecture, project management	HAFB Taxiway and airfield repaving, 45 Maverik fueling stations and convenience stores, Lifetime Products corporate offices, Powder Mountain Municipal engineering, Edgewater Beach Resort, Green Valley Academy	Nate Reeve
CLC Associates Inc. 231 W. 800 S., Ste. a Salt Lake City	801-363-5605 801-363-5604 clcassoc.com	3	0 10	Agency consultation and permitting, civil site plans, feasibility studies/preliminary planning, infrastructure design, phasing strategies, sanitary sewer system plans and details, schedule development, street improvement planning, water quality design	Scheel's at 14th in Sandy, Draper TOD Masterplan and eBay office campus, Trader Joes in SLC, Promotory School in Peery	Steve Willson & Matthew D. Idema
J.M. Williams and Associates Inc. 2875 S. Decker Lake Dr. #275 Salt Lake City	801-575-6455 801-575-6456 jmwa.com	2	0 12	Structural engineering, commercial and residential, value engineering, design-build, seismic, buildings and specialty structures, CADD services, architectural engineers, construction administration	BYU Motion Picture Studio Jerusalem set, Brick Canvas-Lehi, Weinman Mountain home, Willow Park Apartments, Brady Industries, Innovasis, Blender Bottle, IMDS, Utah Paper Box	James M. Williams



Critical criteria for selecting a general contractor

Constructing and developing a new project involves a large investment of time and money. A team of professionals is necessary to successfully protect a developer's investment and ensure a successful project. One important member of the team is the general contractor. Often, owners are frustrated with the challenge of choosing the right one. With this in mind, I'd like to address a few areas in the selection process that often do not get adequate consideration and most times make the difference between project success and project failure.



John Tebbs

Preliminary services. Having worked for several commercial general contractors before starting my own, I witnessed many differences between companies, their philosophies and the services they provided to clients. One service that stood out to me as important was the ability to provide good conceptual construction cost estimating. I am often approached with this request when the owner of a project is trying to evaluate the feasibility, cost and return on investment of his project prior to incurring significant costs. General contractors that have reacted best to this demand have taken the time to develop accurate methods of estimating within the skills of their staff. Given the difficulty of this, only a minority

stand out as being great conceptual estimators. The skill requires a solid knowledge of construction methods, building types, costs of subcontracted work and materials, and a gut sense of what things should cost.

Some preliminary estimates begin with simply knowing the approximate square footage of a proposed building. As plans develop, the estimate also should be refined to be more accurate. It is also important that a listing of inclusions is generated at the beginning so that the owner knows what basis the general contractor is working from.

Another common problem is that owners sometimes will ask for preliminary estimates on preliminary plans from a couple of general contractors and then use the low number as a basis for awarding the contract. The danger here is that one might estimate what they truly believe the cost of the project will be while the other might provide an artificially low number to gain the attention of the owner so he will sign a contract, only to be surprised

with change orders later on in the project. For this reason, preliminary budgets submitted by competing general contractors should not be treated as bids, but rather be used for a general idea of what the project might cost.

Product specialty. All general contractors have some specialty which shapes their company. The first distinction is whether they are a residential or commercial contractor. Some contractors have tried to exist in both worlds; however most have not been successful given the different management and subcontractor base of each. Commercial general contractors typically specialize in areas such as government work, heavy industrial, light industrial, medical and health care, big-box retail, small retail, apartments, etc. Within these areas are specialties in shell buildings, tenant finishes and remodeling. Matching the specialty of the contractor to your particular project can result in less cost, better details and a faster schedule.

Management staff. Though it takes a well-run and experienced company to successfully complete projects, there are three

individuals within a general contracting company who have a very direct impact on a project. They are the president, the project manager and the project superintendent. The owner should interview them personally before settling on the general contractor. The superintendent orchestrates day-to-day activities on the site such as managing performance of subcontractors and ensuring quality workmanship is installed. The project manager is the owner's primary contact with the company and is responsible for managing and completing the project per his contract. He conducts meetings and works closely with the owner, designers and the superintendent to accomplish this task. The president provides staffing and to interface with the client as needed.

John Tebbs is president of Bonneville Builders, Salt Lake City. Bonneville is licenced in Utah and Nevada, with reciprocal agreements in Wyoming, Idaho and Colorado. The firm has a satellite office in St. George that services southern Utah and southern Nevada.

WAIVERS

from page 25

Amount."

3. An explicit notice to the contractor that signing the release will impact rights that the contractor would otherwise have under the statute and the conditions upon which waiver of those rights become effective.

4. A statement that the contractor has paid all subordinate claims subject to the waiver/release or the contractor must promise the funds received in exchange for the waiver/release will be used to make those payments.

In *Meyer*, the draw requests and forms used to obtain funds did not contain the words "waiver" or "release" that served to draw the contractor's attention to its rights being relinquished. In reaching its decision, the court cautioned that "[o]ur conclusion that the draw requests ... here do not contain all the component parts ... means we do not reach the question of how much a lien waiver and release form that has the required component parts may deviate from the specific language ... and still be "in substantially the form provided" ... "That is an issue for another day."

Result

Because of the 2012 ruling by the Utah Court of Appeals in *Meyers*, if those involved in a construction project create their own lien waiver or release forms, or rely on outdated versions, they do so at their own peril. Any variations from the forms set forth in the statute must contain the four elements cited. Without those elements, the lien release or waiver will be invalid.

Roger D. Henriksen is a shareholder with the law firm of Parr Brown Gee & Loveless. He specializes in construction, industrial contracting and real property law.



YOU'RE MAKING A LIVING.
WE'RE MAKING IT EASIER.

Take advantage of special savings on the following machines:

- Skid Steer Loaders
- Multi Terrain Loaders
- Compact Track Loaders
- Mini Hydraulic Excavators
- Backhoe Loaders
- Compact Wheel Loaders
- Small Wheel Loaders
- Small Track-type Tractors

The deals on these machines have never been better than they are right now at Wheeler Machinery Co. Let us show you how much you can save. When you buy now, we'll save you money today—and for years to come.



0% for 48 months

AND

Get a Powertrain & Hydraulics Equipment Protection Plan (EPP) up to 36 mos./3,000 hrs.

PLUS, open a Cat Financial Commercial Account and get up to \$1,500 in maintenance credit.

For details, contact Wheeler Machinery Co. today!
Visit: wheelercat.com or call us at 801-974-0511

*Offer good from February 1 to May 31, 2013 on select new models at participating Cat dealers. Offer is available to customers in the USA and Canada and cannot be combined with any other offers. The Maintenance Credit applies to select models at participating Cat dealers. Financing and published rates are subject to credit approval. Additional terms and conditions may apply. Subject to change without prior notice.

CAT, CATERPILLAR, their respective logos, "Caterpillar Yellow," the "Power Edge" trade dress, as well as corporate and product identity used herein, are trademarks of Caterpillar and may not be used without permission. © 2012 Caterpillar. All Rights Reserved.

Wheeler CAT

LAYTON

from page 15

base of work when awarded a contract to build 17 offices for City Finance Co. along the Wasatch Front and in southern Idaho. The beginnings of a long history of school construction began when Layton sent his wife and young daughter to Coalville for a bid opening on an addition to South Summit High School. Layton Construction won the bid, and the school addition was completed on time and within the budget.

As the company continued to grow, Layton included his family in the construction business. His wife and daughters worked at the company answering phones, paying bills and helping write payroll, while his three boys, from a young age, learned the construction business at the handle of a broom or shovel.

Building in the education sector continued through the second and third decades of the company. Many graduates of Utah's Salt Lake, Granite, Jordan and Davis dis-



A Layton Construction newspaper ad from 1957 celebrated the completion of an addition to Larkin Mortuary.

tricts built their academic foundations within the walls of more than 40 school projects completed by Layton Construction.

The company continued to broaden its horizons in the 1970s, with a wide range of commercial projects and over 30 jobs on the Brigham Young University campus, including high profile tasks such as the renovation

and expansion of Cougar Stadium for the 1982 football season.

Alan W. Layton's sons continued to grow with the company. Alan S. Layton completed engineering studies at Brigham Young University in 1972 and joined company full-time, learning management skills by working all facets of a construction job.

From his earliest years, Alan S. had been at his father's side, seeing the business grow, as well as increasing his own knowledge of the business. In 1979, Alan S. was asked by his parents to become president of Layton Construction. Of the transition, Alan S. Layton said, "The day after I became president was no different than the day before. Dad was still very much the boss. And in my eyes, I couldn't even conceive of what a president did."

Later that year the two Laytons attended a national construction conference in Houston. Alan S. visited a large construction company headed by a friend of his father. "It was there that I saw for the first time a company, organized like a business, which did construction," said Alan S. That insight was the beginning of transition from a small, family-held construction company to a major business that applied principles of organizational structure and management. A foundation was established that would allow Layton to grow immensely in the coming decades.



**SELL
WHERE PEOPLE
ARE BUYING.**

Add your equipment to an upcoming Ritchie Bros. auction.

Every Ritchie Bros. auction attracts a huge crowd of buyers from around the world. Add your equipment and trucks to an upcoming unreserved public auction and benefit from:

- ▶ All-inclusive service
- ▶ Flexible consignment options
- ▶ Expertise selling heavy construction equipment
- ▶ Global marketing that targets buyers in your industry
- ▶ Competitive bidding, on site and online
- ▶ Sale & payment dates you can count on

Call us to get certainty of sale and global market value for your equipment:

Salt Lake City, UT – June 11 | 801.250.1836

rbauction.com

rb RITCHIE BROS.
Auctioneers®

"Our goals have always been to look for opportunities that will give our people challenge, development and an opportunity to implement the principles of management and construction we've been teaching them. Our growth is based on the emerging capacity of our people in relation to the emerging needs of our clients."

After completing the Jordan River Temple for The Church of Jesus Christ of Latter-day Saints in 1981, Alan W. made plans to step aside. In preparation for the bid for the Cougar Stadium expansion, as well as its construction, Alan S. said his father's "participation was mostly just as a bystander, watching, but very much enjoying the views" of the success of his nearly 30-year-old construction company. In 1985, Alan W. left Utah on a church mission; the responsibility of the company rested completely upon the shoulders of Alan S. and his management team. At that time, David Layton, the youngest of the Layton children, was completing his engineering degree and also began taking a more active role in the company and its management.

The 1980s were a time of transition

and addition to the organizational structure of the company. Of the time, Alan S. said, "If something needed doing, we all helped. If someone needed help, we helped. We really worked together on everything. There were no specific duties or job descriptions." Business management, accounting, business development and marketing professionals were added to the team. Trusted members of the construction team were given specific responsibilities, including safety, quality assurance and scheduling, to enhance the performance and quality of the Layton organization, management and projects.

Utah's economy slowed in the early to mid-1980s. Interest rates were high and the economy was soft. However, Layton Construction continued to find projects to maintain its stable base. As the firm began to grow in the late 1980s and early 1990s, Layton was well positioned to take advantage of expanding construction opportunities.

In 1987, Layton Construction started a Phoenix-based construction company. The startup was strategic to geographically diversifying and entering a market not affected by the same economic forces that were driving its Salt Lake counterpart. Twenty-five years later, Layton Construction's Arizona office continues to expand its horizons. Current projects include the \$43 million, 1.5 million square foot Marshall's distribution center, a car dealership for the Larry H. Miller Group and a number of projects for repeat customer Maricopa County.

The sluggish economic drought of the mid to late '80s was followed by the "golden decade of the '90s." Layton Construction



Layton completed a renovation and of expansion of Cougar Stadium at BYU in 1982.

capitalized on the growth of the Utah economy. Utah was discovered by corporate America as a place with a stable and well-educated labor force. Economic development officials basked in the success of one of the country's fastest growing economies, and increased tax revenues funded state growth and infrastructure development. The International Olympic Committee selected Salt Lake City to host the 2002 Olympic Winter Games, adding to the season of tremendous economic growth and optimism in the state of Utah. Layton Construction built office buildings, warehouse and distribution centers, manufacturing plants, health care facilities and sports venues. High-profile projects like the University of Utah's Rice-Eccles Stadium and the Utah Olympic Oval raised Layton's presence and stature in

the community. The vibrant economy that brought businesses to Utah also created some national clients for Layton. During that time, Layton constructed nationwide for companies like Con-Way Transportation Services and Intel.

The decade of the '90s and the first 10 years of the new century marked significant growth for the Layton organization. Since 2004, Layton Construction has grown to be recognized by *Engineering News Record (ENR)* magazine as a "Top 100" commercial contractor on the list of the Top 400 commercial contractors nationwide. Layton has also been recognized by Mountain West Venture Group as a Utah 100 Top Growth Company for 15 consecutive years. Despite the significantly weakened economy of the Great Recession during the past four years,

Layton has continued to hold its own and maintain its position as Utah's top commercial contractor on *ENR's* 2012 Top 400 commercial contractors list. Growth is attributed to an increased base of strong national customers, as well as Layton's expansion in new geographic markets and diversification in many industrial sectors. Layton Construction is currently ranked by *ENR* as the 85th largest construction organization in the country.

In the past decade, Layton has opened offices in Boise, where it has constructed some notable landmark facilities including the Boise Airport Terminal and expansion of Bronco Stadium at Boise State University. Construction of Koloa Landing at Poipu Beach for Utah developer The Argent Group, on the island of Kauai, took Layton to Hawaii. A number of Layton employees call Hawaii home, and continue to secure new projects in the islands to keep and build market share. In more recent years, offices have been opened in Irvine, Nashville and Orlando to meet customer needs in those areas. Layton currently has construction projects under way from Pennsylvania to Hawaii.

"We've never really sat down and established growth goals. Instead, our goals have always been to look for opportunities that will give our people challenge, development and an opportunity to implement the principles of management and construction we've been teaching them," said David S. "Our growth is based on the emerging capacity of our people in relation to the emerging needs of our clients." The Layton organization employs nearly 500 people.



PASSION. PERSPECTIVE. PEOPLE.

CONSTRUCTION LAW

Group Leader, Craig Mariger, has more than 30 years of experience and leadership providing legal services in the construction industry both locally and throughout the Intermountain West.

Jones Waldo's team of experienced lawyers counsel clients in the construction process from start to finish, including project planning and bidding, contract negotiation and litigation of claims.



JONESWALDO.COM + 801-521-3200

SALT LAKE CITY
PARK CITY
PROVO
ST. GEORGE
CHICAGO METRO

Top Architectural Firms in Utah

Ranked by Number of Registered Architects

Company Name Address	Phone Fax Web	# of Registered Architects	# of Interior Designers	Gross Utah Sales in 2012	Specialities	Top Local Executive
FFKR Architects 730 Pacific Ave. Salt Lake City	801-521-6186 801-539-1916 ffkr.com	43	11	\$22.4 million	Corporate, cultural, higher ed, historic preservation, hospitality, instructional, industrial, interiors, K-12 schools, health care, sports and recreation	Kenneth E. Louder
Architectural Nexus 2505 Parleys Way Salt Lake City	801-924-5000 801-924-5001 archnexus.com	39	8	\$24.1 million	Health care, research labs, multiuse, religious, university, student housing, military, industrial, arts, K-12 education, civic, regional and city planning, site design, interior design	Donald Finlayson
GSBS Architects 375 W. 200 S. Salt Lake City	801-521-8600 801-521-7913 gsbsarchitects.com	33	10	DND	New Zero and LEED-certified buildings, landscape design, government, health care, education, industrial, justice/corrections, conference centers, military, religious, planning and economic consulting	Kevin Miller
MHTN Architects 420 E. South Temple Salt Lake City	801-595-6700 801-595-6717 mhtn.com	27	4	\$16.8 million	Pre-design, interior design, landscape architecture, health care, commercial, government and institutional clients	Peggy McDonough
VCBO Architecture 524 S. 600 E. Salt Lake City	801-575-8800 801-531-9850 vcbo.com	23	10	\$16 million	K-12 education, higher education, health care, office, interiors, sports and recreation, justice, manufacturing, data centers, commercial, civic, government, housing, planning, mixed use	Niels Valentiner
Naylor Wentworth Lund Architects 336 S. 400 W. Salt Lake City	801-355-5959 801-355-5960 nwlarchitects.com	15	6	\$11 million	Programming, masterplanning, architectural design, interior design, construction administration of education, governmental, religious, civic and commercial	Ross L. Wentworth
CRSA 649 E. South Temple Salt Lake City	801-355-5915 801-355-9885 crsa-us.com	12	5	\$10.5 million	Higher education, preservation, community planning, religious, libraries, military	Allen Roberts
EDA Architects Inc. 9 Exchange Place, Ste. 1100 Salt Lake City	801-531-7600 801-363-3149 edaarch.com	11	4	DND	Master planning, programming, architectural design, architectural interiors for commercial, government, K-12 education, higher education, cultural, and recreation	Peter Emerson
Think Architecture 5151 S. 900 E., Ste. 200 Salt Lake City	801-269-0055 801-269-1425 thinkaec.com	10	DND	\$5.2 million	Architecture, landscape architecture, land planning, interior design and construction management, civic, commercial, education, health care, hospitality, industrial, recreational, multi-family housing, custom homes, parks and open space, planning	James F. Allred
Design West Architects 795 N 400 S. Salt Lake City	801-539-8221 801-539-8224 designwestarchitects.com	9	1	\$4.4 million	Student housing, K-12 education, government, medical/health care, historical preservation, military, sustainable design	Blake Wright
Archiplex Group 255 Crossroad Square Salt Lake City	801-961-7070 801-961-7373 archiplexgroup.com	2	1	DND	Commercial, institutional, residential	Ralph Stanislaw
Mountain West Architects 4590 Harrison Blvd., Ste 100 Ogden	801-823-2806 DND mountainwestarchitects.com	DND	DND	DND	Professional architectural services, master planning, graphics and animation studio, existing facility assessments, material supplier alliances	Mark L. Hilles

Top Industrial Equipment Dealers in Utah

Ranked by Number of Utah Employees

Company Name Address	Phone Fax Web	# of Utah Employees # of Years in Business	Equipment Rentals, Sales, Services	Type of Equipment Offered	Area of Service	Owner/ Managing Principal
H&E Equipment Services 4899 W. 2100 S. West Valley City	801-974-0388	115	Yes	Cranes, earthmoving, aerial lifts, forklifts, general construction equipment	DND	Lee Anderson
	801-972-1725 he-equipment.com	15	Yes			
Arnold Machinery 2975 W. 2100 S. Salt Lake City	801-972-4000	100	Yes	All types of mining, construction material, handling and warehouse and farm equipment	West and Midwest Central Regions	Alvin Richer
	801-978-2670 arnoldmachinery.com	84	Yes			
Honnen Equipment 4055 S. 500 W. Salt Lake City	801-262-7441	65	Yes	John Deere construction and forestry, commercial worksite products, Hitachi excavators, Wirtgen Mills, Hamm Pollers	Utah, Colorado, Wyoming, Southern Idaho	DND
	801-261-1857 honnen.com	50	Yes			
Century Equipment Company Inc. 4343 Century Dr. Salt Lake City	801-262-5761	50	Yes	Excavators, wheel loaders, dozers, back hoes, skid steer, compaction	Salt Lake City, Logan, Cedar City, Spanish Fork	Ryan May
	801-262-5780 centuryeq.com	44	Yes			
Rasmussen Equipment Co. 3333 W. 2100 S. West Valley City	801-972-5588	40	Yes	Excavators, wheel loaders, hydraulic hammers, trench shoring, compaction rollers, graders, ground heaters, telehandlers, remolition robot, sweepers, construction lasers	Utah, Southwest Wyoming, Southern Idaho	Robert Rasmussen
	801-972-2215 rasmussenequipment.com	66	Yes			
Intermountain Bobcat 2129 S. Technology Pkwy. West Valley city	801-262-0208	22	Yes	Compact equipment, skid steer loaders, compact track loaders, compact excavators	Utah, southern Idaho, Western Wyoming	Jeff Scott
	801-293-2126 imbobcat.com	45	Yes			
Cate Industrial Products LLC 2057 S. Pioneer Rd. Salt Lake City	801-974-0555	20	Yes	Ingersoll-Rand air compressors and related equipment for stationary indoor applications	Utah, Nevada, Idaho	Terry McBride
	801-978-0042 cateindustrial.com	75	Yes			
Howe Rental & Sales 4235 S. 500 W. Salt Lake City	801-463-7997	20	Yes	Forklifts, scissor lifts, boom lifts, excavators, generator, loaders, compressors	Intermountain Area	Rafael Garzarelli
	801-463-7488 howerentals.com	60	Yes			
Worldwide Rental Services 1125 Legacy View St. Salt Lake City	801-978-3300	15	Yes	Heavy construction and earthmoving	Utah, Southeast Idaho, Southwest Wyoming, Nevada	Kelly Kloberdanz
	801-978-3777 wrsrents.com	16	Yes			
Wheeler Machinery Co. 4901 W. 2100 S. Salt Lake City	801-974-0511	DND	Yes	CAT construction equipment, CAT generators, mesto crushing and screening equipment, trimble laser and GPS technology, Husgvarna saws, etc.	DND	Rob Campbell
	DND wheelercat.com	62	Yes DND			

Watch for these upcoming editions of

 **Focus**

- Southern Utah
- Real Estate
- Emergency Preparedness
- Trucking & Logistics
- Small Business
- Green
- Law
- Travel & Recreation