

# Hardhat Digest

FALL 2009

General Contractors Since 1950

**"Time is the  
currency  
of the  
Millennium."**



*Schott Solar project involved the equivalent of 100 men working for a year without a lost-time incident.*

## Safety First!

Jobsite safety is a big deal for Richardson & Richardson. It just makes sense to keep a safe jobsite—it cuts our insurance costs, lowers project costs from lost production and errors, and keeps our and our subs' employees safe for their families. And every bit as importantly, a good safety program pays off for our clients in reduced time and costs.

We developed our first safety manual way back in 1990 and have continued to improve our systems and procedures ever since. We also participate in the New Mexico AGC CHASE (Construction Health and Safety Partnership) program, a joint venture with NM OSHA. Our projects have mandatory weekly safety meetings and our work analysis system requires the installers (both R&R and subcontractors) to think through and resolve any accident potential before performing the work.

Proof of our program's effectiveness is shown in the recently completed Schott Solar manufacturing facility on which R&R was the general contractor. This was a 200,000-square-foot high tech manufacturing facility, and at its peak construction manpower was approximately 250. Due to a very tight schedule, work generally took place seven days per week. We're proud to report this project totaled more than 200,000 man hours—without a single lost-time accident! This couldn't have happened without a conscientious team.

### The Schott Solar Project Team

- Richardson & Richardson (general contractor)
- Noel Concrete
- Beaty Construction (masonry)
- MSR Construction (pre-engineered steel)
- Magnum Steel (miscellaneous steel erection)
- All Steel (steel erection)
- ANI (insulation & sealants)
- National Roofing
- Windsor Door (high speed doors)
- Western Commercial Glass
- Century Drywall
- Harrison Contracting
- KTI Tile (ceramic)
- Business Environments (carpet)
- All State Painting
- Yearout Mechanical
- Kaufman Fire Protection
- Bixby Electric (site electrical)
- Rosendin Electric

## Are You Planning A Project?

Give us a call and we'll be glad to work with you to develop a project you can be proud of. Contact Hap Richardson at 505-881-2268 or e-mail [hrichardson@RichardsonRichardson.com](mailto:hrichardson@RichardsonRichardson.com).



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# Stay Optimistic To Succeed

Successful people are optimistic. They recognize the challenges without losing their confidence. Psychologist and consultant Jill Ammon-Wexler spells out some of the characteristics of “intelligent optimists” that you can learn:

- **Don't deny problems.** You can't pretend difficulties don't exist, but you can live with them while looking for ways to change things.
- **Accept reality.** Though solving problems is vital, recognize what you can't change. Don't get too wrapped up in trying to fix things you can't influence.
- **Don't bury negative thoughts.** Everyone has them—“This will never work,” or “Am I wasting my time?” Instead of trying to ignore them, accept them as internal messages but remind yourself that you can overcome them.
- **Look for solutions.** Remember that many problems begin as an attempt at solving a different problem. Searching the background can provide clues to resolving the current difficulty.

# Basic Procedures For Managers

Whether you're leading a project team or you've just been promoted to a management position, one of your most important tasks is to establish some basic procedures. Think about:

- When will you meet with employees?
- When do you want specific reports submitted?
- How should people communicate with you?
- When will you handle certain administrative tasks?

Establish a schedule that integrates these activities into your other duties, and you'll be able to plan your time better and quickly become productive in your new role.

# Fast Food Is Getting Even Faster

When it comes to eating, some people can't wait. One recent survey found that 68% of people won't sit more than five minutes in a drive-through line. That's why more and more eateries are making it possible to order your food electronically so it will be ready when you get there.

Pizza chains are leading the charge. Pizza Hut gets nearly 30 electronic orders every minute, and the company's online ordering volume has increased six-fold in three years. Other chains are joining the rush: Chipotle began offering online ordering in 2007 and saw a 40% jump in the first half of 2007, compared with the same period in 2006.

Now some chains are testing text-messaged orders. Diners still use a phone—they just don't have to talk to anyone. For our part, we'd lk 2 p-zas w/evryting, pls. Thx :).

—from *Reader's Digest*



# Beyond Words

If a picture is worth a thousand words, then maybe the picture you present with your body language says more about you than anything you can say out loud. Here's how to pay extra attention to the overall message your face, posture, and gestures convey:

- **Don't overdo eye contact.** There's a difference between making eye contact that connects you with another person and staring in a way that intimidates people. Hold the other person's eyes for no more than four or five seconds for the best impact.
- **Lean forward to convey interest.** Show that you're paying attention by leaning forward slightly toward the person speaking. Maintain an open posture—don't cross your arms or place your hands on your hips.
- **Walk fast.** Don't race, but keep in mind that studies show people who walk 10%-20% faster than others tend to be seen as more energetic and project an image of power.

# Financial Principles You Need To Know

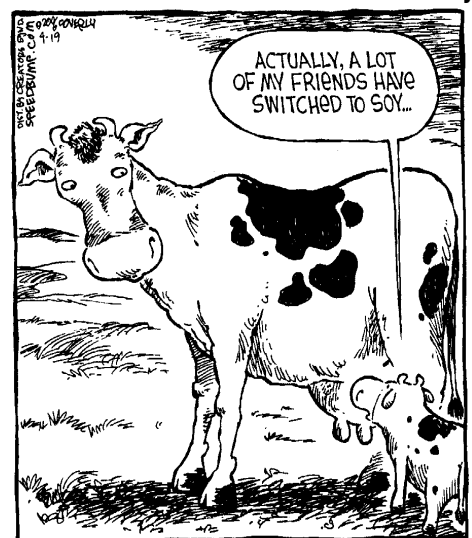
Whether you're running a Fortune 500 corporation, or just trying to keep your household expenses from exceeding your salary, the same basic financial concepts apply. Invest in mastering fundamentals like these:

- **Opportunity cost.** What do you need to give up in order to get something you want? It's a question of money, but also time and value: Pursuing an advanced degree may take years—are you willing to put in that amount of time? Will a sports car give you enough enjoyment to offset going into debt for it?
- **Sunken costs.** This is money you can't get back—a non-refundable airline ticket, for example. Keep sunken costs in perspective. It's easy to start thinking “Well, I've already spent \$100, what's another \$25?” You've got to be willing to walk away sometimes.
- **Time value of money.** According to this principle, a dollar you receive today is worth more than a dollar you'll get tomorrow. You'll have opportunity to invest that dollar immediately and begin earning more revenue from it (and also avoid losing value because of inflation).



## SPEED BUMP

Dave Coverly







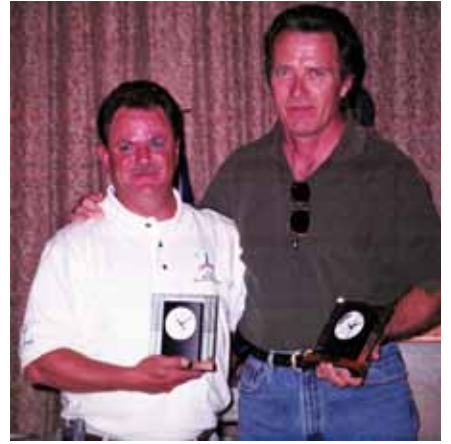
## Decades of Service...

Pictured left to right: Cruz Chavez, Field Manager; Randy Dana, Service Manager; and Bob Peterson, Project Manager receive their new TAG Heuer watches in honor of 20 years service.

## Attaboy, Bobby!

Many of you know our good friend Bobby Wallace, director of the New Mexico Boys & Girls Ranches. Every year, we get together with the Ranches to present the annual Pete Leyva Memorial Golf Classic.

We want to congratulate Bobby on his recent selection as the District Governor nominee for Rotary International. The New Mexico District is the largest in the U.S. and includes all of New Mexico, El Paso, and West Texas south to the Mexican border. Bobby will serve as District Governor in 2010-2011. Great news for a great friend!



**We're doing our part.** This newsletter is printed on environmentally-friendly paper—50% recycled, using 25% post-consumer waste, and is composed of a mixture of fibers from certified forests, post-consumer recycling processes and fibers from other controlled sources.



## Save The Date!

Monday, September 21, 2009 ~ Four Hills Country Club  
Register at [www.HeadacheFreeConstruction.com/golf](http://www.HeadacheFreeConstruction.com/golf)

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