

Safety First AT DRYCO

DRYCO continues to celebrate its exemplary safety record, ranking in the top 5 percent of contractors in its field. The company has had only one minor general liability claim since 2000 and has had no claims since 2002, resulting in very competitive insurance rates. This cost savings gives DRYCO a competitive advantage when estimating projects.

According to Michael Landucci, account manager with DRYCO's insurance broker, Allied North America, the company's "experience modification" rate is 57 percent. "If you take into consideration that 100 percent is average, this is phenomenal," says Landucci. "The result is a 43 percent credit on DRYCO's Workers Compensation premium, a savings that they pass along to customers. Contractors in DRYCO's area of specialty rarely rate lower than 80 percent."

Landucci attributes DRYCO's record success to its serious commitment to safety by making Gary Hamamoto

full-time safety manager and, in doing so, providing consistent safety education. In addition, DRYCO's insurance company makes quarterly job site visits and Allied North America consultants meet with company managers annually.

Gary Hamamoto attends the monthly foremen's meetings, educating and raising awareness about safety issues and asking for input about the program. He discusses "near miss" incidents with in an effort to augment accident prevention. Each week, Gary conducts "tail gate" meetings with employees in the field and makes 5-10 job-site visits to reinforce safety measures like protective eye and hearing gear and hard hats.

"Knowing how to respond if the need arises is part of the safety program, too," he says. "This year, 25 of our people have completed First Aid and CPR training.

"Our goal is to have NO safety incidents by the year 2006."

Giving Back, THE DRYCO WAY

In March, DRYCO participated in the extreme makeover of the O'Connor residence in East Palo Alto in collaboration with Legacy Partners and the Mosaics Club of Stanford University.

The home was modified to provide wheelchair access to the entrance, bedroom and bathroom and was painted inside and out. In the back yard, DRYCO built a large wooden deck, a concrete ramp and a patio. In front, we constructed a concrete ramp to the front door and a small wooden deck adjoining the front porch. The entire lot was landscaped and small potting area was built to enable the resident to enjoy gardening.

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Kohl Mansion/Mercy High School. See On Solid Ground, page 2.

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DIRECT FROM
DAREN

During the winter and spring while we waited for the rainy season to end, we concentrated on developing Pavement Maintenance Plans for our customers. These tools are great for any business with pavement, but they are especially

valuable to property management firms or commercial real estate companies with many locations to maintain.

The Pavement Maintenance Plan allows the customer to see the big picture. It shows the scope of work that will be needed long term to maintain the property at the desired level and changes the thinking of the person budgeting for repairs. They see how the "nuisance number" of dollars needed annually for maintenance can add up and become a major financial burden if repairs and maintenance are not accomplished when they should be. Obviously, this is not cost effective.

Using the DRYCO Standard Detail for each specific project, our estimators can demonstrate exactly what their estimates include. They design a scope with long-term timeline and cost estimates for any customer's property.

This year, I've conducted several successful on-site Pavement Maintenance Brown Bag Seminars for property managers. We provide lunch and a lot of valuable information about the issues mentioned above as well as a number of other subjects. If you're interested in a seminar at your location, please call me at (510) 713-6500.

Enjoy a happy and safe summer.

See you around...

Daren R. Young

Giving Back The DRYCO Way *(From page one)*



DRYCO thanks Harbor Readymix and T&H Lumber for their donations of materials. Special thanks go to Tomas Montoya for devoting two weekends to this project and to Darian Pettis, Carlos Murietta And Julio Barragan, who also donated time to make a real difference in the homeowner's life.



On Solid Ground with Concrete

By Kent Hudson
Manager, Concrete Division

I welcome the challenge of taking on leadership of DRYCO's Concrete Division. I'm not new to the company, having been division foreman for one year, and appreciate the openmindedness and sense of teamwork that exist here. I like the people and their commitment to "no weak links" in their operations.

My immediate focus this season is to take the quality of our division's work to the next level, raising our customer's opinion of our work even higher and implementing the practices to make that so.

Of course, we do many projects like ADA upgrades, curbs and gutters, parking lots. Personally, I like custom projects that propose a challenge and cause us to stretch our capabilities. An example is the onsite decorative flatwork we completed at Kohl Mansion/Mercy High School in Burlingame. We can do the same type of work for shopping mall entrances, public buildings and residences and look forward to more jobs of that type. I operate from a "Can do. Whatever it takes." mentality. Ongoing training of our workers broadens our capacity to take on those tough projects and complete them to the satisfaction of our customers.

Concrete Division Manager Kent Hudson joined DRYCO in 2003 as concrete division foreman. With 24 years experience in the construction industry, he worked previously for a union shop in San Jose and for 10 years with a shop in Colorado.

Lines

FROM STRIPING/SEAL COAT



By Rick Flores
Manager,
Striping and Seal Coat

Keeping properties looking attractive and putting the finishing touches on large projects are our specialties. We continue to work with our long-term clients like CarrAmerica, Legacy and Opus West as well as with new ones like Providian.

Many homeowners associations have seen more deterioration of their parking lots and driveways because of the excessive rain this year and have been later scheduling their work because the rainy season lasted so long. We started the spring working

with groups who didn't want to be caught in the summer rush such as Manor Association and Mulqueeny & Associates, both on the Peninsula, and the Merced Country Club. They knew the schedule would be packed later on.

On the recreational side, we completed work on the basketball court at the Fremont YMCA. Summer will be busy with tennis court work and school properties as their budgets allow.

We urge our customers to protect their asphalt against the rain that will return next fall. It will save them money and headaches long term.

Striping and Seal Coat Division Manager Rick Flores joined DRYCO as a driver and laborer in 1987. Since that time, he has developed process knowledge, leadership and management skills. His crews complete jobs of all sizes, from simple parking lot striping to complex shopping center seal coating as well as outdoor athletic courts.

As Dave mentions, we're working closely with him to manage work flow, making seasonal work projections and creating a "pipeline report." Those will help us to provide the best value to our customers, to get the job done right and on time.

While it was raining earlier this spring, the estimators were busy developing Pavement Maintenance Plans for new and established customers and pulling together the schedule of work to be done this season. The customers who've made a commitment to this long-term planning enjoy the advantage of having their work scheduled first when season begins. They avoid scrambling to get it completed before the fall rains arrive.

Dollars & Sense



By Ron Saisi
Chief Estimator

As far as highlight projects are concerned, I'm very excited about our work at the Hyatt Regency in Burlingame. It's a pool renovation job done for ABCI (a large DRYCO customer) that has evolved into a design build project, as additional needs have been uncovered. DRYCO has the capabilities to meet the needs of all aspects of the work, saving our customer precious time and money. It's definitely a win-win for both of us.

Ron Saisi joined DRYCO in 1992, bringing with him broad experience in the construction industry. He has built an estimating and project management team that can bid and manage projects ranging from simple to very complex grading, paving and concrete work.



By Rafael Torres
Manager, Asphalt Division

DRYCO is into the rhythm of our busy season with all the same good people, though they are now more strategically aligned for the efficient completion of our projects. Rather than one person overseeing several divisions, each division now has its own manager.

That person can track his division's work more closely and address any problems that may arise, resulting in improved customer service.

We continue to conduct regular foremen's safety meetings. These are not about OSHA regulations, but are for our own safety and the safety of the public. We look at accidents that have occurred in the industry and talk about how we can make our own work areas safer. Taking care of those small details is what makes us better than average.

We also include all the equipment operators in those meetings so they stay aware of public safety in addition to making sure the equipment itself is safe.

One notable project that we recently finished during the spring was the overlay of Tradewinds Airport, a private airport in San Jose. Also, several divisions worked on the Habitat for Humanity project in Livermore, where we completed all the road work in addition to the pads for the houses. We're happy to have the good weather here so we can work without interruption and meet our customers' deadlines!

Rafael Torres, DRYCO Vice-President and Manager of the Asphalt and Grading Division, has 25 years experience in the construction industry. He co-founded DRYCO with Daren Young in 1982 and is co-owner of the company.



By Bob Schaefer

Manager,
Grading & Underground

ON THE LEVEL

I'm new to this position, but certainly not to DRYCO. When I started the Concrete Division 12 years ago, I was the division at that point. A few years ago, when Concrete had grown to the point where I couldn't handle all the aspects of the division - field, administration, scheduling, staffing - I took over as field superintendent and Dave McLeod managed the division. With Dave's move to Operations Manager, I'm back to division administration.

I have grading and underground experience and have used it in conjunction with concrete work when needed. Now, our division works closely with both Concrete and Asphalt, stepping in to do the necessary grading and underground work before they begin. Working with them in the past makes for good interdivisional communication

and a smooth transition from one phase of a job to the next.

Our division is involved with many different kinds of projects. A current one that is unique is at a private residence in the Los Altos Hills with contractor R.J. Dailey. We're constructing tennis courts way back in the rear of a five-acre property with very difficult access. We'll clear the area of trees, cut and fill with dirt, grade, rock and pave, all before the tennis court process is begun. Being there at the beginning of a job and then returning to see the finished product is a real source of pride for our division. We're looking forward to a great season doing just that in many locations.

Bob Schaefer, Manager of the Grading and Underground Division, joined DRYCO in 1993.



By Dave McLeod

Operations Manager

With my new responsibilities as Operations Manager, my job is to be the critical link between the estimators and the DRYCO workers in the field. My goal is the minimize bid problems and build problems. I accomplish this by making sure that the information from the estimators is correct and that the people in the field get that information. I clarify customers' expectations to the foremen in terms of scope and cost. This constant communication enables us to complete jobs on time and on budget, the best thing we can do for our customers.

We're always trying to push the amount of work we complete each season. My job is to push the field to accomplish as much work as possible without stretching them too thin.

I also convey observations about projects to the estimators so they'll have them for current and future

reference. Obviously, they're always striving for greater accuracy in their estimates.

In addition, I work with the shop to make sure they're as productive as possible, keeping the equipment up and running. Basically, we're streamlining the way we work to become more and more efficient.

I'm already starting to see positive results to our efforts in many areas. Our busy season will be a productive and safe one.

Operations Manager David McLeod joined DRYCO in 1997 as supervisor of equipment and maintenance. He brought to DRYCO strong leadership and management skills, which he had perfected as district manager for Grand Auto and Circuit City. Previously, he headed up DRYCO's Concrete Division.



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