

BUILDING INDUSTRY HAWAII

JUNE 2019/\$4.95

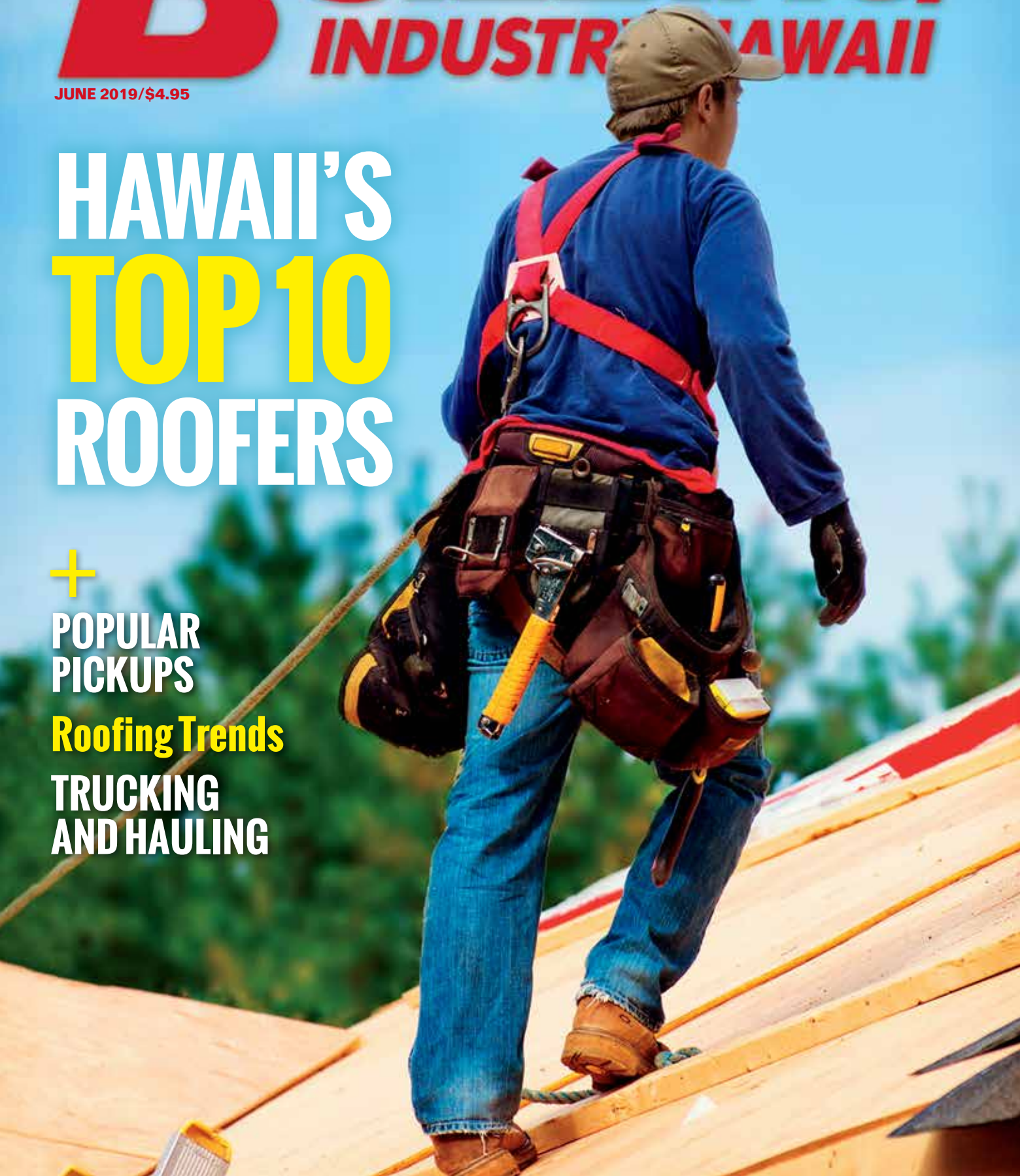
HAWAII'S TOP 10 ROOFERS



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The image shows a smartphone screen with the BIA Hawaii website interface. At the top, the BIA logo is visible. Below it, the text 'Contact Businesses' is displayed. The main heading is 'One-Click Connect' in a green, cursive font. Underneath, there is a 'Subject line:' field with the text 'Kitchen Renovation'. Below that is a 'Message:' field containing the text: 'I'd like to have my kitchen renovated, with new appliances but would like an idea about how much this would cost in terms of'. A large green 'SUBMIT' button is positioned below the message field. At the bottom of the screen, it says 'Send Message To' and 'Available Members: Select all that apply'.

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BIAHawaii.org is your one-stop site for connecting with builders, contractors, designers, service pros and suppliers. With "One-Click Connect," you can send all of your project details and request a quote ONE TIME and reach any number of trusted BIA-Hawaii building professionals all at once, or search our member database for contact information and get started on your project right away. Finding the right business for your project has never been easier. We are your source for trusted professionals.



BIA-Hawaii members build the living spaces that kama'aina call *home*.

For more information, please call 629-7507 or visit us at **BIAHAWAII.ORG**

COFFEE BREAK

Roofers across the Islands report business is good, from residential to commercial and public works. Additionally, the reroof market is on an upswing, experts tell us in this issue of *Building Industry Hawaii*.

We also offer the results of our annual Hawaii's Top 10 Roofers survey, and Beachside Roofing again tops the list. Take a look at company profiles of the Top 10 and others inside.



A Beachside Roofing project: Four Seasons Koele Spas

And Contributing Editor Don Chapman interviews Davelyn Leong Martin on handling day-to-day operations of her father's business, David's Custom Roofing and Painting Inc.

The trucking industry continues to be busy across the Islands. The hauling business is expected to grow even more on Oahu with the much-anticipated opening of the Kapalama Container Terminal.

We also take a peek at which pickup trucks are most popular among contractors. Local dealerships weigh in on all the reasons why their vehicles fit the bill.

And be sure to turn to the Hawaii Lumber Products Association's (HLPAs) 2019 Lumber and Wood Resource Guide for timely reports on industry issues as well as a membership directory. 🏠

A hui hou,

david@tradepublishing.com

Setting It Straight

An incorrect amount of government agency contracts for the first three months of 2018 was reported in the May issue. The correct total for January, February and March is \$155,942,577.

BUILDING INDUSTRY HAWAII

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COMING IN JULY

Building Industry Hawaii presents its annual **Hawaii's Top 25 Contractors**, with rankings and profiles of the Islands' top contractors. We also offer an update on **Jobsite Security** and report on **Airports, Harbors and Piers**. And we take a look at what's new with **Codes, Regulations and Legislation**.

On the cover

Beachside Roofing once again sits atop the annual "Hawaii's Top 10 Roofers" survey.

Design by Ursula A. Silva





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JUNE 1

2019 Building Industry Design and Construction Awards Entry Deadline

Deadline to enter the 2019 Building Industry Association of Hawaii (BIA-Hawaii) and National Kitchen & Bath Association Aloha Chapter design competition is June 1. Award categories include projects in commercial and residential remodeling, new construction, outdoor living, ADUs, kitchen and bath, multifamily and single-family development and more. Awards will be presented at a Royal Hawaiian Hotel gala in October.

Go to biahawaii.org/Building-Design-Awards-copy for more information, contest application form and next steps.

JUNE 1

Electrician Continued Competency: License Renewals Course

This Associated Builders and Contractors Association Inc. Hawaii Chapter (ABC Hawaii) course is open to ABC members and any licensed electrician in the state. Course satisfies the state's continuing education requirements for Electrical Journey Workers IAW HRS section 448E-8.5.

Contact ABC Hawaii at 845-4887 for additional information and/or to sign up for the next available class.

JUNE 1, 8

"Oral and Written Communication" (STP Unit 2)

The General Contractors Association of Hawaii (GCA of Hawaii) presents the Associated General Contractors of America (AGC) Supervisory Training Program (STP), designed and field-tested for contractors. Unit 2 covers effective communication, meetings, persuasion and written records and more. Certificate available after completing course.

8 a.m.-4 p.m. (daily). GCA Conference Room, 1065 Ahua St. Register with payment by May 24 at gcahawaii.org or contact Judee Calaro at 833-1681 ext. 14 or judee@gcahawaii.org. Fee: GCA of Hawaii members \$295; nonmembers \$395. Substitutions available.

JUNE 3-5

OSHA 503-Update for General Industry Outreach Trainers

BIA-Hawaii and UC-San Diego's OSHA Training Institute present the Outreach Program's OSHA 501 and 503 updates and recertification training that is required every four years. Industry or academic credentials required. Laptop recommended. Various credits available.

8 a.m.-4:30 p.m. (daily). CTC Pacific, 94-487 Akoki St., Waipahu. No online class enrollment. To register, call (800) 358-9206 or email

oshatraining@ucsd.edu. For more information and Verification form, go to biahawaii.org and osha.ucsd.edu. Fee: \$525. No refund after May 20.

JUNE 4-6

Construction Quality Management (CQM)

Offered through BIA-Hawaii. This U.S. Army Corps of Engineers (USACE) three-day class for credentialed CQ managers is limited to four attendees per company per course. Certificate issued after completing course; valid for five years.

Noon-4 p.m. (daily). CTC-Pacific, 94-487 Akoki St., Waipahu. Register with payment at biahawaii.org. For more information, contact Barbara Nishikawa at 629-7505 or BLN@biahawaii.org. Fee: BIA-Hawaii members \$95; nonmembers \$125.

JUNE 7, 14

ABC Orientations: 2019-2020 School Year

Mandatory orientation for new ABC Hawaii apprentices are held on Fridays and run through mid-June. Apprentices must complete orientation before attending ABC Hawaii classes.

Call the ABC Hawaii office 845-4887 to RSVP or sign up at abchawaii.org.

JUNE 8, 22; JULY 13

AIA Architectural Walking Tour of Honolulu

On every second and fourth Saturday of the month, the American Institute of Architects Honolulu Chapter (AIA Honolulu) hosts walking tours of Honolulu's architectural landmarks. Tour groups must be 4-12 people.

9-11:30 a.m. AIA Honolulu Center for Architecture, 828 Fort Street Mall, Suite 100. Go to contact@aiahonolulu.org or call 628-7243 to RSVP with payment in advance and for more information. Fee: \$15 per person.

JUNE 10, 13, 15, 18, 20

40-Hour Safety Hazard Awareness Training for Contractors (5-Day)

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7:30 a.m.-4 p.m. (daily). CTC Pacific, 94-487 Akoki St., Waipahu. Register at biahawaii.org. For more information, contact Barbara Nishikawa at 629-7505 or BLN@biahawaii.org. Fee: BIA-Hawaii members \$450; nonmembers \$575.

JUNE 14

Stormwater Quality BMPs Workshops: Registration Deadline

The City and County of Honolulu and the Hawaii Water Environment Association present educational workshops July 22-26 for post-construction stormwater quality, Best Management Practices (BMPs) and protecting Isle waters long-term. Workshops focus on Low Impact Development or Sustainable Green Infrastructure to capture and infiltrate stormwater at the source. Late registration deadline is July 12.

July 22, 23: Pre-Workshops; July 23: City Personnel Only Workshop; July 24-26: Main Workshop.

Hawaii Convention Center, 1801 Kalakaua Ave. Go to <http://bit.ly/BMPWORKSHOP> to register and for more information.

JUNE 14

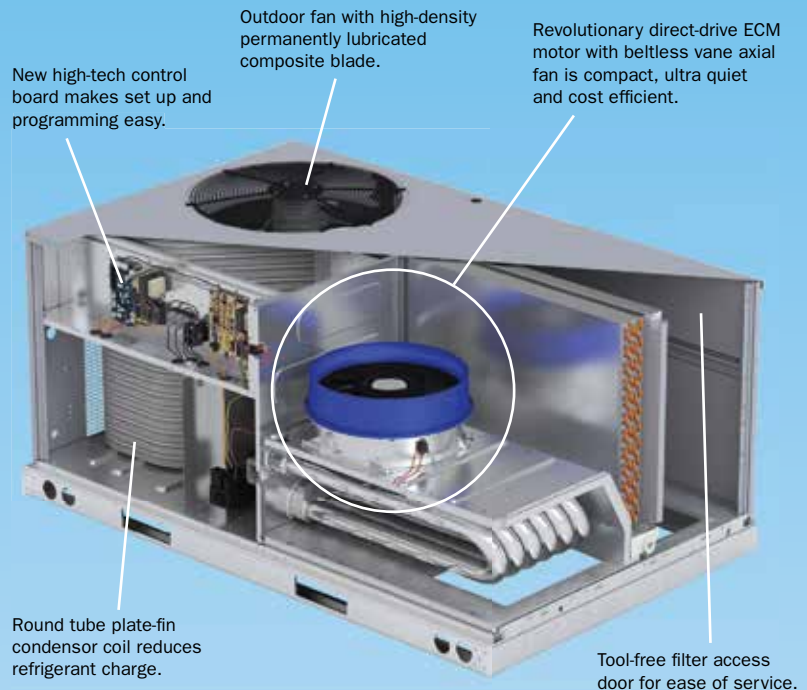
AGC CM-Lean Exam

Lean Construction program graduates who pass this exam will earn the CM-Lean designation. Candidates must successfully complete all courses, provide AGC with their course record, and receive AGC approval on their exam application before the test date. Passing this exam can also renew expiring credentials. For more information, contact Meri Woods, AGC education senior director, at (703) 837-5366 or woodsm@agc.org.

8 a.m.-noon. GCA Conference Room, 1065 Ahua St. Register at gcahawaii.org or agc.org/agc-cm-lean-exam-application. Fee: \$575.

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JUNE 20

NAWIC Election Night

Members will cast their vote for the National Association of Women in Construction-Honolulu Chapter's 2019-2020 officers and directors. The June dinner meeting also features previews and updates on upcoming NAWIC events: Hawaii Construction Career Day, the Health and Wellness event and the Community Service Project.

5 p.m. (networking); 5:30 (dinner). Honolulu Country Club, 1690 Ala Puumalu St. To register and for more information, go to nawic114@yahoo.com or nawic-honolulu.org. Fee: \$40 for members and guests.

JUNE 25

First Aid/CPR/AED

Participants in BIA-Hawaii's American Red Cross program can choose training in First Aid, CPR or AED. Training is consistent with 2015 ILCOR, American Heart Association and American Red Cross guidelines.

8 a.m.-2 p.m. CTC Pacific, 94-487 Akoki St., Waipahu. Register at biahawaii.org. For more information, contact Barbara Nishikawa at 629-7505 or BLN@biahawaii.org. Fee: BIA-Hawaii members \$125; nonmembers \$150.

JUNE 26

Excavation and Trenching

BIA-Hawaii's Competent Person-level course presented by Lawson & Associates covers the OSHA 1926 Subpart P Excavation and Trenching Standard. Topics include scope and application of the standard, access and egress, protective systems and more.

7 a.m.-3:30 p.m. BIA-Hawaii/CTC-Pacific, 94-487 Akoki St., Waipahu. To register, call 441-5333, email info@lawsonassociatesinc.thundertix.com. Fee: \$199, plus \$25 late fee if registering after June 19.

JULY 1

2019 Pacific Building Trade Expo Early Bird Deadline

July 1 is the reduced-rate

registration deadline for booth exhibitors at the 2019 Pacific Building Trade Expo, which will be held on Oct. 1. Produced by the American Institute of Architects (AIA Honolulu) and the Construction Specifications Institute (CSI) Honolulu chapters and presented by Honblue, the 2019 Expo showcases products and services from more than 200 vendors and presents more than two dozen AIA-registered continuing education seminars.

For exhibit space or sponsorship opportunities, contact Barbie Rosario at barbie@pacificbuildingtradeexpo.com. For more information, visit pbtxpo.com.

JULY 10

Scaffold (Tubular Welded Frame)-Competent Person Level Course (8-Hour)

BIA-Hawaii and Lawson Associates Inc. present an eight-hour course that covers the OSHA 1926 Subpart L Scaffolding Standard, and focuses on Tubular Welded Frame-supported and mobile scaffolding. Topics include scope and application of the standard, capacity, fall protection and more.

7 a.m.-3:30 p.m. BIA-Hawaii/CTC-Pacific, 94-487 Akoki St., Waipahu. To register, call 441-5333, email info@lawsonassociatesinc.thundertix.com. Fee: \$199, plus \$25 late fee if registering after July 2.

JULY 10

General Membership Meeting: Women Who Build

This special BIA-Hawaii membership meeting provides building industry women (and men) with professional development, networking and enrichment opportunities. Includes two panel presentations, a keynote speaker, heavy pupus and no-host cocktails.

3-6 p.m. Pomaikai Ballroom, Dole Cannery, 735 Iwilei Road. To register, go to biahawaii.org or contact Carolyn Hyman at cah@biahawaii.org. Fee: BIA-Hawaii members \$35; nonmembers \$45.

JULY 13-20

"Improving Productivity and Managing Project Costs" (STP Unit 5)

GCA of Hawaii presents the AGC's Supervisory Training Program (STP), designed and field-tested for contractors. Unit 5 covers construction estimates, managing project and labor costs, working with project partners and more. Certificate available after completing course.

8 a.m.-4 p.m. (daily). GCA Conference Room, 1065 Ahua St. Register with payment by June 28 at gcahawaii.org, or contact Gladys Hagemann at 833-1681 or gladys@gcahawaii.org. Fee: GCA members \$295; nonmembers \$395. Replacements accepted.

JULY 15-17

OSHA 2264-Permit Required Confined Space Entry

Offered by BIA-Hawaii and UC-San Diego's OSHA Training Institute. Participants who complete the three-day course will be able to identify permit- and non-permit-required confined spaces, reference the OSHA Permit-Required Confined Spaces Standard, and implement a permit-required confined space program. Various credits available.

8 a.m.-4 p.m. (daily). CTC Pacific, 94-487 Akoki St., Waipahu. To register, call (800) 358-9206, email oshatraining@ucsd.edu, or go to osha.ucsd.edu. Fee: \$695. No refund after July 1.

JULY 24

BIA-Hawaii Summer BIG Home Building & Remodeling Show-Orientation

Orientation for exhibitors at BIA-Hawaii's show held Aug. 9-11 at the Neal S. Blaisdell Exhibition Hall. The show spotlights contractors, products and services for home construction and remodeling projects.

Noon-1:30 p.m. BIA-Hawaii, 94-487 Akoki St., Waipahu. Go to biahawaii.org or contact Ben Juliano at baj@biahawaii.org for more information.

Studying With Dad, the Roof Master

Davelyn Leong followed her father David into the roofing business and today runs the company he founded



When Davelyn Leong was a student at Sacred Hearts, “math and science were always my favorite. With math, you get one answer, that’s why I loved it.

“I went to college at Loyola Marymount thinking I wanted to be a pediatrician. Then I took four classes and two labs, and realized I don’t like blood, I don’t like needles, maybe this is not the career for me. So I switched to business. After a couple of years, I was like, Dad, I think it’s time I come home. It was never his idea, never ‘You have to come home and do this.’ ”

Dad, of course—unless you’ve been living completely off the grid—is David Leong of David’s Custom Roofing and Painting Inc.,

whose advertising co-stars Davelyn.

David is still involved in the company, but not fulltime, and day-to-day operation of the company falls to Davelyn, who carries the title president.

“My dad always says it would have been different if he’d forced my hand, but he didn’t,” she says. “It was just always something that was available. He said do whatever you want to do. The fact that I didn’t like medical, I’m good on the business side. ... And I was like, my dad built this, who else is going to take it over? Not my sister, she’s a hair stylist. She tried it out, wasn’t her thing.

“It just became my life. Eleven years later, I’m still in this office.

“Now I’m a roof doctor. I became a doctor after all.

“It’s pretty funny, because I’m afraid of heights. When I was a cheerleader (Sacred Heart’s girls cheer for all-boy Saint Louis teams), I couldn’t even do a thigh stand (standing on two floor-bound girls’ thighs). It was too high off the ground.”

Her studies in the School of Higher Roofology were conducted by her dad, a Kaimuki High grad who went out on his own in 1980 after getting his introduction to roofing with Monier.

“He started as the ‘leak detector.’ That’s one of our specialties,” Davelyn says. “A lot of places don’t specialize in spot repairs because it’s a lot easier to just re-do everything. But that’s how he got his name out there: ‘You have a problem, call me and I’ll find the leak.’ He’s very creative in figuring

where the leak is coming from.

There have been times I’m out there, can’t figure it out, and then he comes out and it’s something you’ve never thought of, like ‘What time does the sprinkler come on? Does it shoot in this area? Turn on the sprinkler.’ Sure enough, the sprinkler caused the leak. And I’d been on the roof, crawled everywhere, there’s nothing leaking. He always says, you have to look all around—they always blame the roof, but maybe it’s a plumbing problem, maybe the floor is leaking. He’s really

“It’s pretty funny, because I’m afraid of heights. When I was a cheerleader, I couldn’t even do a thigh stand (standing on two floor-bound girls’ thighs). It was too high off the ground.”

good at finding little things other people don’t notice, and he’s been teaching me to do that.”

Her attitude from the start was “let’s get the hands-on from Dad, he has knowledge other people don’t. When I first started, we’d go out and do estimates together. Every Friday it was me, Dad, Mom, puppies, all in the truck doing estimates. That was our family day. I’ve been lucky enough to work side-by-side with him; he gives me all that knowledge. So I have a



David Leong and Davelyn Leong Martin

better idea of what's going to cause a leak."

Her biggest challenge in the early days, she says, was "getting involved in the roofing industry at such a young age. I was in my early 20s, and looked like a baby. I'm a little girl in a male-dominated industry. So going to do estimates for people's roofs and telling them I'm the roofing expert, I had people say, 'Send somebody else. Why are you here?'" That was my biggest hurt, trying to prove that I could do this. A couple of our older clientele wouldn't even let me on the roof, just because of what I looked like: 'Send me a 40-year-old man.' It took some time, but once they added me to the commercial, that helped. It was like, OK, she's the daughter, she must know something. And then after they heard me talk, because I knew all the products, my Dad would say my daughter knows more than I do."

Her days on the roof took a hiatus a couple of years ago.

"When I got pregnant, my husband said stop taking my son up on the roof. So then I got stuck in the office." Her presidential duties include "doing payroll, writing proposals, invoicing, paying weekly taxes, HR stuff."

Her husband is **Brock Martin**, the son of a general contractor. Brock, a Word of Life grad, works as a roofing foreman for David's.

"We definitely speak the same language," Davelyn says. (Brother-in-law **Reid Kodama** is an estimator.)

Davelyn and Brock's son is **Ezra**, 22 months, and the obvious question is if she would like him to succeed her:



David's Custom Roofing and Painting has evolved into a family-run business.

"I think I'll do like my dad did with me. I'll bring him around, teach him the little bits and pieces my dad always taught me—mainly about leadership and work ethic. I want to teach that to my son. But just like my dad gave me an option, I want to give him that option, too. It's here for him, but if that's not where his heart is at ..."

Whenever that time comes, she hopes the company—which employs 39 and last year had \$4.8 million in revenue, 60 percent from roofing—will still be a local, family-owned small business:

"People say expand, expand, expand, but that's not really my goal. Our goal, which has been my dad's thing from the beginning, is quality service, quality workmanship. It's not about how fast can I get in and out. Take our time

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David Leong and grandson Ezra

with the details, make sure we're doing a good job. The foreman does the final crew check, then my supervisor estimators do the next check. Every single invoice goes out, I check the photos. I'm a nitpicker in that way. The mentality is not, 'Oh, it's just the roof, nobody is going to see it.' No. We tell the guys, imagine this is your mom's home."

She appreciates David's involvement, and the continuing education he provides.

"He runs through all the jobs with estimators, what we think the job needs to be. He's still very much involved. Every job we get, he calls every single customer to touch bases, see how the job went, say thank you. He likes to be involved in that way, and it keeps our quality up." 🏠

.....
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Contract Awards Slow Down

Government agency contracts awarded in April fell to \$30,073,797, less than half of the \$61,080,885 during the same month last year.

Six agencies awarded five jobs valued at more than \$1 million in April, topped by a \$9,956,283 contract won by Certified Construction Inc. for reroofing the Ewa Concourse at Daniel K. Inouye International Airport.

Hawaiian Dredging Construction Co. Inc. claimed two of the bigger awards totaling \$9,210,642. Both jobs are on Maui: \$7,789,642 for restroom improvements at Kahului Airport and \$1,421,000 for drainline replacement on Keonekai Road.

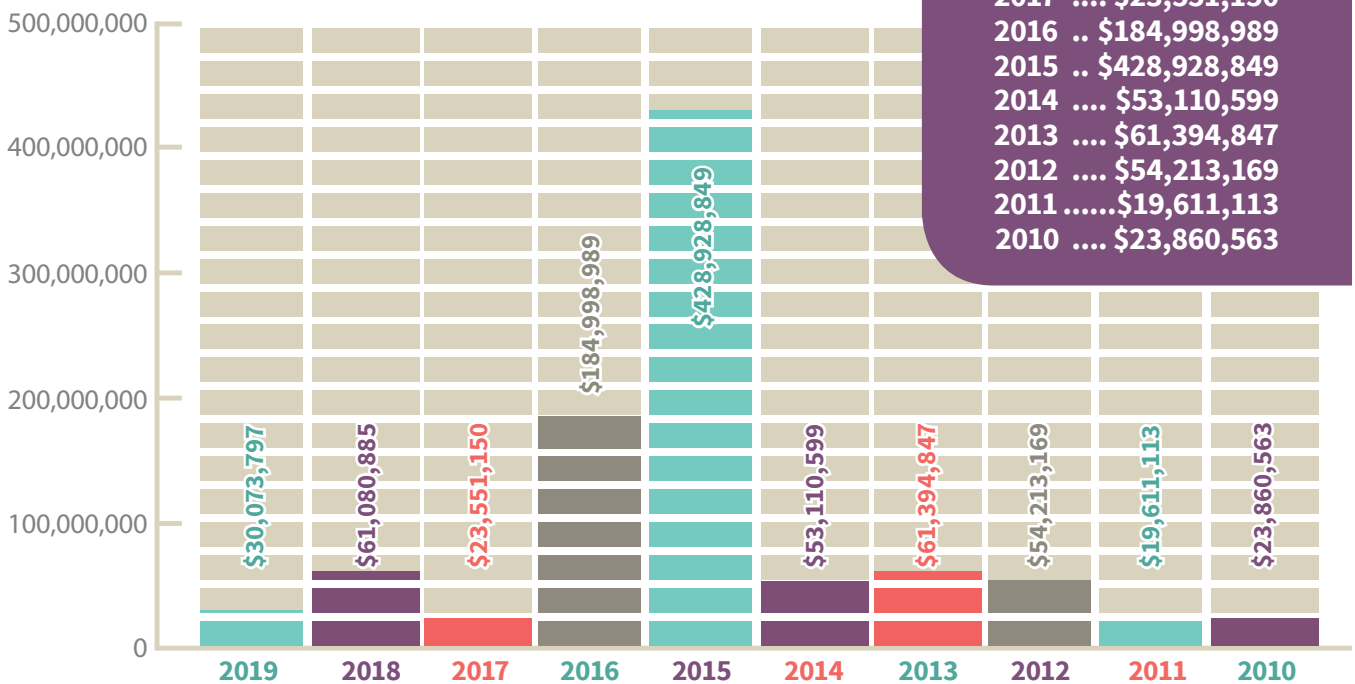
The third single-largest award of \$4,078,700 went to Economy Plumbing & Sheetmetal Inc. to

upgrade the Hawaii Hall Quad Loop Central Plant at the University of Hawaii at Manoa.

The bulk of April's contracts were for work on Oahu (\$17,496,773) and Maui (\$10,939,404).

Year-to-date volume stands at \$186,313,374, a sharp decline from the \$593,524,373 after four months of 2018.

APRIL'S NUMBERS



2019	.....	\$30,073,797
2018	.....	\$61,080,885
2017	....	\$23,551,150
2016	..	\$184,998,989
2015	..	\$428,928,849
2014	...	\$53,110,599
2013	...	\$61,394,847
2012	...	\$54,213,169
2011	.....	\$19,611,113
2010	....	\$23,860,563

Oahu

Certified Construction Inc. \$ 9,956,283
HNL Ewa Concourse Reroofing at Daniel K. Inouye International Airport

Economy Plumbing & Sheetmetal Inc. 4,078,700
Hawaii Hall Quad Loop Central Plant, Upgrade Central Plant Equipment, University of Hawaii at Manoa

Hellas Construction Inc. 1,785,350
Clarence T.C. Ching Field Track Replacement

Ralph S. Inouye Co. Ltd...... 990,000
Stan Sheriff Arena, Ring Beam Roofing and Miscellaneous Interior Improvements, UH-Manoa

Pacific Equipment Rental Inc......261,120
Water Works Repair at the Oahu District Facilities

DL Downing General Contractor 172,853
Replace Fuel Storage (1,000 Gallons) and Oil Storage Tank (500 Gallons) Tank, Statewide

AWARDS BY AREA

Oahu	.....	\$17,496,773
Maui	.....	10,939,404
Kauai	.....	1,027,880
Hawaii	.....	609,740
Total	.....	\$30,073,797

United General Contracting Inc. 152,377
Ewa Beach Elementary School, Miscellaneous R&M FY16

Aloha State Services Ltd......100,090
Pearl City High School, Bldg. H Cafeteria, Replacement of Walk-In Refrigerator

AWARDS BY AGENCY

DOT	.....	\$18,133,778
UH	.....	7,778,955
DOFMA	.....	3,149,762
DLNR	.....	588,430
DOE	.....	355,442
DPWHI	.....	67,430
Total	.....	\$30,073,797

Maui

Hawaiian Dredging Construction Co. Inc.7,789,642
Holdrooms A, B and E Restroom Improvements at Kahului Airport

Hawaiian Dredging Construction Co. Inc.	1,421,000
Keonekai Road, Drainline Replacement	
Rojac Construction Inc.	874,235
Kaiwahine Street Drainline Replacement	
Maui Kupuno Builders LLC	486,364
Paia/Haiku District Resurfacing FY 2019	
HI Built LLC	204,367
Lower Honoapiilani Road Drainage Improvements at Kahana Street	
Islandwide Fencing LLC	163,796
Kaunakakai Little League Ballfield Fencing	

Hawaii

George M. Oye Inc.	327,310
Individual Wastewater System Improvements at Hapuna Beach State Recreation Area, South Kohala	
Jas. W. Glover Ltd.	215,000
FY19 Pavement Repairs at Hilo Harbor	
Loeffler Construction Inc.	67,430
South Hilo Sanitary Landfill Abandoned Vehicle Striping and Site Improvements	

Kauai

Layton Construction Co. LLC	924,905
4463 DK1 Various Improvements, Kauai Community College, Lihue	

Aloha State Services Ltd.	102,975
Wilcox Elementary School, Bldg. C, Cafeteria, Replace Walk-In Freezer	

APRIL'S TOP 10 CONTRACTORS

1. Certified Construction Inc. (1)	\$9,956,283
2. Hawaiian Dredging Construction Co. Inc. (2)	9,210,642
3. Economy Plumbing & Sheetmetal Inc. (1)	4,078,700
4. Hellas Construction Inc. (1)	1,785,350
5. Ralph S. Inouye Co. Ltd. (1)	990,000
6. Layton Construction Co. LLC (1)	924,905
7. Rojac Construction Inc. (1)	874,235
8. Maui Kupuno Builders LLC (1)	486,364
9. George M. Oye Inc. (1)	327,310
10. Pacific Equipment Rental Inc. (1)	261,120

Information is summarized from the Contractors Awarded section of *BIDService Weekly*, compiled by Research Editor Alfonso R. Rivera.

LOW BIDS

The companies below submitted the low bids in April for the work detailed. Submitting the lowest bid is not a guarantee of being awarded the job. However, it is a strong indication of future work, and subcontractors can plan accordingly.

Oahu

International Roofing & Building Construction	\$4,482,307
Various Building Reroof, Shidler College of Business Administration, Phase I: Buildings C, D and E; Phase II: Buildings A, B and G; UH-Manoa	
Kendall Landscape Services	2,868,515
Mangrove Removal at Keehi Lagoon at Daniel K. Inouye International Airport	
Hawaii Works Inc.	2,662,954
Keehi Transfer Station, Load Out Modifications North End	
Road Builders Corp.	2,105,000
Kaimuki Municipal Parking Lot 2 Improvements	
A's Mechanical & Builders Inc.	2,038,000
Honolulu Police Department, Chinatown Police Station and Heritage Center, Reroof and AC Improvements	
Henry's Equipment Rental & Sales Inc.	1,727,355
Former Waipahu Incinerator Abatement and Select Demolition	
Miller Paving	1,032,025
Crack Seal Repairs at Various Locations	
Kaikor Construction Associates Inc.	899,960
Rehabilitation of Moanalua Road Pedestrian Bridges at Waimano Home Road and Hoolaula Street	
Williams Industrial & Marine Inc.	874,294
Rehabilitation of Komo Mai Drive Double 120-inch CMP Culvert (Bridge No. 973)	
Kaikor Construction Associates Inc.	603,730
Portlock Road Drainage Improvements	
Hawaii Works Inc.	574,898
Renovation of the Department of Facility Maintenance, Division of Road Maintenance Coning Yard	
Grace Pacific LLC	495,500
FY19 One-year Maintenance Contract for Pavement Repairs at Piers 51C, 52 and 53 Container Yard, Honolulu Harbor	

Oahu Plumbing & Sheetmetal Ltd.	458,838
Ala Wai Golf Course Clubhouse, AC System Improvements, Phase 2	
Sea Engineering Inc.	359,300
Repair Waterline at Pier 28, Honolulu Harbor	
Kaikor Construction Associates Inc. ...	352,600
Honolulu Police Department Headquarters, Second-floor Courtyard Waterproofing Improvements	
Hawaii Industrial Services Ltd.	290,700
Shoreline Cleanup at Daniel K. Inouye International Airport	
Maui Kupuno Builders LLC	167,250
FY19 One-year Maintenance Contract for Pavement Repairs at Piers 51A and 51B Container Yard, Honolulu Harbor	
Sterling Pacific Construction	138,929
Install Air Curtains at Pier 2 Terminal, Phase 2, Honolulu Harbor	
Molina Engineering Ltd.	121,666
Repair Steel Truss at Pier 11 Shed, Honolulu Harbor	
United General Contracting Inc.	112,000
Holmes Hall, Suite 180, Rooms 309 A and D and 389, Rm18-01 Exterior Painting and General Repairs, UH-Manoa	
Alama Construction LLC	80,000
Biomedical Sciences Stair 2, Rm18-01 Exterior Painting and General Repairs, UH-Manoa	
Brian's Contracting Inc.	65,000
Wahiawa Police Station, Trellis and Column Improvements	
Apply-A-Line LLC	23,698
Pavement Marking Repairs at Various Locations, Island of Oahu	
Hawaii Works Inc.	16,130
Sidewalk, Curb and Gutter Repairs at Various Locations, Island of Oahu	
Betsill Bros.	932,326
Kihei WWRF Clarifier No. 4 Replacement Project	

Electrical Construction Co. of Hawaii ...	332,350
Infrastructure Improvements at Pier 1, Operational Area and Ala Luina Street, Phase 1, Kahului Harbor	
Maui Kupuno Builders LLC	270,328
Pavement Repairs and Restriping at Kahului Harbor	
Upcountry Electric	210,310
Department of Fire and Public Safety, Emergency Generator Installation for Hana Fire Station and Paia Fire Station	
Allied Electric	166,750
Department of Fire and Public Safety, Emergency Generator Installation for Kahului Fire Station	
Peterson Bros. Construction Inc.	96,691
Repair Pavement at Kaunakakai Harbor, Molokai	

Hawaii

Isemoto Contracting Co. Ltd.	1,746,369
3387 Hale Kea Building, Addition for New Security Office, Hawaii Community College	
Isemoto Contracting Co. Ltd.	346,000
Hale Kehau Dining Wall, Dishwasher Replacement, UH-Hilo	
Site Engineering Inc.	235,000
Repair Radio Bay Comfort Station, Hilo Harbor	
Commercial Shelving Inc.	147,201
Repair Roll-Up Doors at Pier 1 Shed, Hilo Harbor	
Kauai	
Commercial Shelving Inc.	468,501
Lihue Auto Shop Mezzanine	
Aloha State Services Ltd.	102,975
Wilcox Elementary School, Bldg. C, Cafeteria, Replace Walk-In Freezer	



Kapiolani Residence RISES

Hawaiian Dredging completes 45-story, 485-unit condo for SamKoo

BY DAVID PUTNAM

Hawaiian Dredging completed work on the Kapiolani Residence in December 2018.
PHOTO COURTESY HAWAIIAN DREDGING CONSTRUCTION CO. INC.

Hawaiian Dredging Construction Co. Inc. began auger cast work on Kapiolani Residence for developer SamKoo Pacific LLC in January 2017. Twenty-three months later, the first occupants of the 45-story condo high-rise began moving in.

Merrill Naira, the project manager, says rather than using delays to add more time to the completion of the work, Hawaiian Dredging found ways to stay on track with the \$137 million project.



Merrill Naira

“It was an incredible feat with all the challenges along the way, but the one thing that has been instilled at Hawaiian Dredging is that we take a lot of pride in completing our jobs on time,” Naira says. “We do our best to work with the project team to keep our contractual obligations to the owner. It not only adds to our company’s credibility, but to everyone else involved including the developer, design team and subcontractors.

“It’s definitely a team effort to make this happen, and it’s truly amazing when everyone can work together toward the same goal.”

Along with the residential tower, Kapiolani Residence consists of a stand-alone nine-story parking structure. The tower offers 485 residential units with



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a mix of one-, two- and three-bedroom and studio units. Of the 485 units, 292 were reserved for affordable housing applicants.

The ground floor of the tower includes four commercial areas. The parking garage consists of 709 parking stalls, with barbecue areas and a recreation room for residents on the top floor.

Naira says Kapiolani Residence “was needed to provide much-needed affordable and market housing within Honolulu’s urban core.”

Along with constructing the tower in what Naira calls “a tight urban site” on always-busy Kapiolani Boulevard, Hawaiian Dredging also dealt with such challenges as the existing power lines and installing new utilities conflicting with existing utilities.

The project’s 56,250 square feet is flanked by the 17-story Ala Moana Tower building on the west and the Jazz Minds/Akasaka businesses on the east, and is accessible from Kapiolani Boulevard or Kona Street. But once work began on the foundation structures, says Naira, they knew access to the site would

be “a constant challenge. With over 70 percent of the site being taken up by the footprint of the tower and parking garage, it was a tight construction site.”

The parking garage, once completed, left just six inches between the shear wall ends of the parking garage and the east and west property lines,

he says. Additionally, the tower and parking are connected by a bridge from floors two through nine, “making it even more challenging for construction equipment to access either structure.”

The crew also was constrained by limited working hours due to the busy business corridor requiring that “the

Innovation and Technology

Hawaiian Dredging utilized multiple high-tech tools and systems to complete the Kapiolani Residence, such as:

- Building Information Modeling (BIM); AutoCad, Revit, Bluebeam, A360 Glue and Navisworks for overall coordination with MEP and other trades; building the entire project on the computer before the actual build-out on the job.
- Tunnel form system for the tower. Hawaiian Dredging owns forming technology allowing walls and slabs to be poured monolithically, significantly reducing the schedule and cost on the project.
- Hybrid I-Joist form system for the parking garage. Innovative form design that blended the I-joists and plywood deck panels.
- Pix4D and aerial photographs via drone. Web software stitches photographs to create a 2D and 3D image, creating a timeline history of the project.
- HookCam. Assists crane operators with a camera on the tower crane hook.



CONGRATULATIONS TO HAWAIIAN DREDGING CONSTRUCTION!
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new utility work on Kapiolani Boulevard had to be coordinated between morning and afternoon contraflow traffic lanes,” Naira says.

A favorite part of the finished project? “The main walkway entrance from the Kapiolani Boulevard sidewalk to Kapiolani Residence,” Naira says. “For those who had to endure the countless days of construction along Kapiolani Boulevard, the project was a trenching nightmare. It has all been buried and covered up.”

Hawaiian Dredging, he says, conducted “weekly design meetings to resolve open RFIs and Submittals” along with weekly subcontractor meetings to coordinate work and

schedules with “our subs and vendors, and utilized BIM (Building Information Modeling) and its features to coordinate space requirements, elevation differences between piping/structures, etc.”

Naira says that not only were the client’s goals achieved, “as part of our successful working relationship with SamKoo, we were recently awarded their second project, The Central at Ala Moana.”

Along with the client and design crew, Naira credits the efforts of Hawaiian Dredging’s team. They include Walter Yamane, project director; Herb Wong, manager of preconstruction; Eung Suk Lee, lead estimator; Alan Hinahara, general superintendent; Richard Galanto, jobsite superintendent; Lewie Candler, tunnel form superintendent; David Lau, parking garage superintendent; Devon Turner, interior superintendent; Derek Kochi, senior project engineer; Marcia Tagami, cost engineer; and Cesar Contreras, safety lead.

“This project exemplified the true meaning of collaboration,” Naira says. “It was a great cooperative effort between SamKoo, Design Partners, Hawaiian Dredging and the subcontractors and vendors. Without everyone’s focus and dedication, the project would not have been a success.” 🏠

HAWAIIAN DREDGING’S WORK LIST

Constructing Kapiolani Residence presented myriad tasks to Hawaiian Dredging and its team of subcontractors, including:

- 485 residential units
- 705-stall parking garage
- 24-inch auger cast piles—183 total; 18-inch auger cast piles—137 total (performed by HDCC Waterfront Division)
- Civil earthwork and utilities (Jayar)
- 32,422 CY of cast-in-place concrete (HDCC Building Division)
- Reinforcing (CMC Metals)
- Structural steel (United Steel)
- Below-grade waterproofing (Beachside Roofing)
- Termite treatment (Gima Termite)
- Electrical/telecom/security (A-1-AElectricians)
- HVAC, plumbing, fire sprinkler (Dorvin D. Leis Co. Inc.)
- Drywall and Finish Carpentry (Group Builders)
- Painting, Elastomeric and Epoxy (WE Painting)
- Carpet/Vinyl flooring (Island Flooring)
- Glazing (Kalu Glass)
- Roofing (A-Team)
- Ornamental metals (Jayco and East West Aluminum)
- Elevators (Otis)
- Landscaping (Resort Management Group)
- Flashing/sheetmetal (Dorvin D. Leis Co. Inc.)
- Firestopping (Firetek)
- Sealant/Caulking (Caulking Hawaii)
- Door hardware (Island Pacific Distributors)
- Wood doors and frames (Timberland)
- Steel doors and frames (Island Pacific Distributors)
- Bath accessories, mail boxes, fire extinguishers (CSH)
- Ready mix concrete (HC&D)
- Stone countertops (Jaco)
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- AC paving (Ron’s Construction)
- Masonry CMU (Affiliated Construction)

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"Forty years of quality construction has enhanced our goals of service extraordinaire to our clients. We continue to learn and value our business relationships with them. We are humbled by challenges as we build upcoming generations of construction project teams and leaders to serve even better. Thank you to Hawaiian Dredging for the continued trust in our teamwork and craftsmanship. The Kapiolani Residence is one of the projects we are truly honored to be a part of, its vision being with the Hawaii Ohana in mind, making a difference and extending to various positive changes in the community and humanity."



Lito Alcantra
President



PHOTO COURTESY OF HAWAIIAN DREDGING'S
KAPIOLANI RESIDENCE PROJECT TEAM

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Truckers at a Crossroad

Commercial ground transportation industry faces ups and downs

BY PRISCILLA PÉREZ BILLIG

Gareth Sakakida, managing director of the Hawaii Transportation Association, says, “Hawaii trucking and hauling seem to be pretty busy based on the reports I’ve been getting.”

He says the general consensus among HTA members is that trucking in the Islands will become harder as driver shortages take a toll and commercial operations are hampered by driver and diesel mechanic shortages.

According to Sakakida, HTA members he spoke with are in agreement that assistance from the legislature is needed to buoy the business climate and, in turn, the consumer market. Fears prevail that an economic slowdown is coming, he says, with overall



Gareth Sakakida

transportation taking a hit economically.

Making ends meet and addressing profits will be looked at hard from a business standpoint. “As goes the economy, so goes Hawaii trucking,” Sakakida says. “Trucking forecasts from the Mainland and local business forecasts for next year are not as rosy as recent years.”

On the bright side, the Kapalama Container Terminal (KCT) expansion project, with its newly planned 84-acre cargo yard, will give access to approximately 50,000 truckloads annually. Previously, no cargo yard existed, causing congestive traffic bottlenecks.

“Efficiencies will allow us to plan scheduling and turnaround times,” Sakakida says. “Once the new Kapalama Container Terminal opens, we hope our wait times will be reduced.”

Sakakida adds that truckers are planning for schedule changes in gate

hours, efficiencies and more production, and knowing the operational flows would be an added advantage.

DHX Vice President of Operations Kane McEwen says the facility upgrades at the KCT will hopefully result in shorter lines getting into port and less terminal congestion where containers can be pre-loaded on chassis—an operation which causes exit delays.



Kane McEwen

Delays are a major challenge as inbound containers are stacked, chassis separated and stevedores get to work handling container cargo and breaking bulk cargo, lumber, heavy lifts and bulk commodities.

Brandon Vierra, general manager of operations at Honolulu Freight Service, says there is one major challenge to



today's trucking industry in Hawaii.

"I think the trucking industry has changed in many regards," he says. "There is a shortage of drivers. That's one of the biggest challenges here on the Islands. All the truckers are in great demand, but there is a shortage across the nation."

Trucking companies like Honolulu Freight Service are actively recruiting at such places as community colleges.

"It's not even uncommon anymore to encourage guys to come in, get their CDLs through a company, give them a signing bonus, send them through schooling, sometimes internally, trying to get drivers onboard that way as well," Vierra says.

"There are just creative methods a lot of companies are using to encourage guys to come out and drive. I think one of the hardest and most challenging thing is once a driver gets familiar and comfortable through seniority, they're vested, and so a lot of times they don't want to switch over."

Honolulu Freight Service uses various carriers, including Pasha and Matson, and will join other trucking companies using the new KCT cargo yard.

"The ports are operating under

their usual methods, with no delays, no holdups as far as discharge or availability we need," Vierra says. "The ports do a pretty good job of giving us pre-notifications on things. Since completion is quite a ways out, right now all we can do is plan on information we are given."

"As far as we've been told, the schedule shouldn't be affected, but I think



Albert Shiotsuka

The Ellison Onizuka Airport improvement, several resort renovations and

we're going to have to wait and see how that all plays out."

Big Island's Kona Trans President Albert Shiotsuka says, "We anticipate our 10-year growth rate to continue through this year.

International sells and repairs mid- to heavy-duty trucks. PHOTO COURTESY INTERNATIONAL TRUCKS OF HAWAII

luxury residential construction will help to maintain our trend."

Shiotsuka adds that he does not see the work orders and inquiries that were prevalent a year ago. "But I'm an optimist, and economists say that business activity is, in part, affected by consumer confidence."

International Trucks of Hawaii President and General Manager Michael Lindo, whose company sells and repairs trucks in support of the local building industry, says his customers prefer mid- to heavy-duty trucks. In 2018, International sold 75 to 100 trucks and in March opened a 1.9-acre yard in Kapolei with a 17,500-square-foot under-roof facility.

"The building industry just wants a dependable truck they can rely on," Lindo says. "The health of the trucking industry is robust and busy." 🏠

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Trucking, *Hawaiian Style*

Local dealerships say Island builders opt for truck basics

BY PRISCILLA PÉREZ BILLIG

As with most things in the Islands, local needs and wants are often very different from those on the Mainland, even when it comes to choosing pickup trucks. Some Hawaii dealerships have offered their thoughts on what contractors want when looking for a new ride that can double as a “work office.”

“Business is above the top right now and has been for the last 18 months or so when it comes to commercial vehicles,” says Jerome Nero, who is in charge of fleet and commercial sales at Cutter Chevrolet. “Back in 2008, around half a million commercial vehicles sold in the U.S. In 2017 there were 11.5 million. In 2016, in the state of Hawaii there were 508,000 total private and commercial vehicles, and out of these there were about 8,000 that were publicly-owned.”



Jerome Nero



Chevrolet Silverado
PHOTO BY FIXED FLIGHT FILMS

Nero adds that these numbers for 2018-2019 likely will decrease a small amount, as Hawaii’s economy may be leveling off.

“For example, back in 2016-2017 if a business wanted to order a utility (service body) or a flat-bed truck, the time it would take to get it built and upfitted and shipped to Hawaii was about four months,” Nero says. “Now that same order takes at least seven to eight months, and some special upfits might take close to a full year to get here. This is because Ford and GM can only build so much production; then the upfitters that build on these chassis have so many orders to fill ahead of our new orders.”

“We are trying hard to counsel our local customers to plan out their new inventory purchases way in advance so they don’t have down vehicles and no new ones,” Nero says. “Gone are the days where there is a huge inventory on the dealers lots. This goes for Hawaii dealers as well as Mainland dealers. The inventory in stock is the lowest I have seen in the last 10 years.”

Nero says he finds that most contractors in Hawaii are looking for 4x2 or 4x4 service body trucks that can hold their tools in a secure setting, or they need a flat bed with select options that will work for them. He says basic work trucks are still most popular.

“As far as new technology such as telematics or OnStar services, the end users, at least for me, are not really demanding this,” he says. “I think the manufacturers are pushing these products because they see a great revenue stream nationally in the monthly fees associated with these products.”

Safety features such as 360-degree vision and blind side alerts and other types of safety options are becoming popular.

At Windward Auto, Fleet and Business Link

Manager Gabe Gongob says Ford is the most popular make with construction contractors walking into his dealership.

“Ram has been gaining ground with the recently redesigned 1500,” Gongob says, “and its soon-to-come heavy duty trucks.”

With total pickup truck sales at more than 10,000 statewide, Gongob says truck buyers are looking for makes carrying technological upgrades.

“With the advancements in technology, trucks now have much more creature comforts like navigation, four or more



Gabe Gongob



Toyota Tacoma
PHOTO COURTESY SERVCO AUTO CENTER



Toyota Tundra
PHOTO COURTESY SERVCO AUTO CENTER

...continued on page 60



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A New Manoa Branch for First Hawaiian Bank

Ralph S. Inouye employs latest technologies to coordinate construction of FHB's new building

BY DAVID PUTNAM

PHOTOS COURTESY RSI/OLIVIER KONING

“Nestled within the heart of the Manoa residential community,” says Blake Inouye of general contractor Ralph S. Inouye Ltd., stands First Hawaiian Bank’s new branch as the result of meticulous planning, cutting-edge technology and teamwork.



Blake Inouye

“An extensive value engineering effort—over one year!—was undertaken between the owner, design team and contracting team that allowed the project to move forward based on the bank’s target budget,” says Inouye, RSI’s project manager.

Finally, demolition was done in December 2017 of one of the two existing structures on the site. The other building, a three-story structure, housed existing wireless carrier equipment and needed to remain on the site, Inouye says. In February 2018, RSI performed excavation and grading and, in March, the \$6.2 million project was completed.

Inouye explains that the project site included “two commercial structures, built at separate times, linked by a shared staircase and three separate residential units. The majority of the site needed to be cleared and re-graded in order to meet the operational needs of the bank, future tenants and existing wireless service providers.” Additionally, he says, “an increase in parking requirements and an elevator

for ADA access were key site factors.”

After the two-story commercial structure was demolished, a new commercial wing was tied into the remaining three-story structure, which was renovated.

To enhance precision and performance, RSI used multiple technical tools.

“A laser scan was performed on the existing building and the Autodesk software program Revit was used to transform the laser scan into a 3-D Building Information Model (BIM). Navisworks and BIM360 were used to perform the MEP clash detection,” Inouye says.

The MEP clash detection, he adds, “was critical to maintaining the first-floor ceiling heights despite losing nine inches in the designed floor-to-floor



RSI demolished an existing structure at the Manoa site.



Framing up the new bank

height as the building's original drawings showed. Extensive coordination of the mechanical, electrical and plumbing systems was required to fit the systems within the smaller ceiling space."

Then, he says, "the Lean Construction Last Planner system was used, including Pull Planning to create milestone schedules, team meetings to develop weekly work plans and adjust look-ahead schedules, and Percent Planned Complete logs to track progress on the job."

The job had several unique challenges, Inouye says, such as the discovery of "the presence of archaeological remains on the property. Additional inadvertent discoveries were made during construction, requiring multiple stop-work orders for proper handling and re-interment."

RSI, which was founded in 1962, also installed a new structural steel roof on the existing building while maintaining operation of the wireless carrier service inside. Inouye says "construction was phased to coordinate four different cellular equipment moves by two different carriers, all while maintaining service to their customers."

RSI also dealt with space challenges. "The site was extremely small and left virtually no staging area," Inouye says. "Careful planning was required for just-in-time delivery of material for different phases of construction."

The project's standout feature, according to Inouye: "The entry curtain wall lantern is a beautiful feature that creates an open feel to the entry of the building, a sense of warmth and welcome to visitors as well as the neighborhood, and provides

an opportunity for dramatic lighting."

Inouye credits "a very strong team of subcontractors" and says their "participation in the 3-D BIM clash detection sessions were critical to maintaining an effective bank space, and their buy-in into Lean Construction processes allowed the team to navigate through all the schedule roadblocks to deliver the project on time and on budget."

The client also was pleased with the

results.

"The bank is extremely grateful to RSI and the entire subcontracting team for their diligence, thoughtfulness and collaboration throughout the project," says Danielle Yafuso, FHB vice president and branch properties manager. "RSI's use of BIM technology to coordinate the complicated existing building conditions and new infrastructure was a unique learning opportunity for the bank and exposed us to new ideas for future project

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CONCEPT TO COMPLETION

Office space at the new FHB Manoa branch



development.

“From RSI’s early outreach and discussion during the bid process, their management of complicated site logistics and patience through extensive historic preservation mitigation and

resulting project revisions, it was truly the partnership between us that led to the ultimate success of the project.”

Along with Yafuso, Inouye lauded the teamwork of G70 Chairman Norman Hong, RSI Project

Superintendent Mark Tagami, RSI Project Engineer Kenneth Hasegawa, RSI Project Administrator Grace Puntanar and RSI Project Foreman Leander Ader. 🏠

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RSI's Work List at FHB in Manoa

The First Hawaiian Bank project in Manoa included myriad tasks. As described by Blake Inouye, project manager for Ralph S. Inouye Ltd., these include:

- Hazardous material abatement throughout the exterior and interior of all four demolished and one renovated structures, as well as the soil under the residential units.
- Demolition of the three residential homes, half of the existing commercial building and the roof of the portion of the existing building that was to be renovated.
- Extensive mass excavation, grading and construction of 14-foot-tall retaining walls to prepare the site for a lower-level parking lot that tied into the first floor building and an upper level parking lot on grade that tied into the second floor of the building.
- Construction of an elevator pit and shaft.
- Construction of concrete footings, walls and columns and suspended slab for the first floor of the building addition.
- Erection of structural steel for the second floor of the building addition as well as the new roof on the third floor of the existing building.
- Strengthening of the low roof of the existing three-story building.
- Installing a new standing-seam metal roof on the new two-story addition.
- Installing new exterior plaster finish on the existing building and new building addition.
- Installing new windows in the existing building and new building addition.
- Installing entry curtain wall.
- Installing interior walls and MEP systems.
- Interior build-out.



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Photo: Olivier Koning



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CRW's AOA Kuahelani re-roofing project met and exceeded the Hawaii Energy Code Requirements—including EnergyStar-compliant roof covering, radiant barrier and ridge ventilation along with solar fans. PHOTO COURTESY COMMERCIAL ROOFING & WATERPROOFING HAWAII INC.

‘A Great Year for the Roofing Industry’

Soaring demand is fueling a red-hot market—in all sectors

BY BRETT ALEXANDER-ESTES

It's only June, and Isle roofing is already off the charts.

“We have already created proposals for 100 percent more work than last year at this time, which is record-setting,” says Ron Lloyd, president at Kokua Roofing Services.

“We’re extremely busy,” says Sonny Leandro, branch manager at Roofline Supply and Delivery.

Mike Roney, general manager at Rainbow Roof, reports “work has been steady for us since the beginning of the year.”

“Things are looking up,” affirms Scott Ai, vice president and estimator at Beachside Roofing LLC.

Broad Demand

Demand—for both new and re-roofs—is soaring in all sectors.

“The reroof market is strong, and new construction has not let up at all,” says Lloyd. “Across the board ... residential, commercial and public works



Ron Lloyd



Sonny Leandro



Shon Gregory



Jack Miller



Eleilani Madden



Shane Makalii



Tim Lyons



Larry Young

Sandra Tory, general manager at Tory's Roofing & Waterproofing Inc., also sees strong institutional demand. “The state and federal sector seems to be booming the most for us,” she says.

Out the Door

Roofing products are moving briskly, too.

“ABC Supply has seen a large increase in overall sales of all types of roofing in the first quarter of 2019 compared to 2018,” says

Jack Miller, branch manager at ABC Supply Co. Inc., which claims to have the largest inventory of roofing products in the state.

“Our local certified contractors in Hawaii have been working quite a bit this year,” reports Eleilani Madden, sales representative at Malarkey Roofing Products.

“2019 has experienced a solid start, based upon what we are seeing and the feedback we are receiving from roofers,” says Shane Makalii, roofing

are all up in volume.”

Ai feels “all sectors seem to be coming on. In particular, industrial development in Campbell Industrial Park—both build-to-suit and speculative development—has been particularly strong.”

Roofline, says Leandro, is very busy in “government, military and the state Department of Education (DOE).”

Shon Gregory, president at Surface Shield Roofing Co., reports that military work “has been a great area of expansion for our firm this year.”

sales manager at HPM Building Supply. “Multiple sectors of the roofing business are doing well. Residential roofing is leading at the moment, but commercial and government roofing projects are heating up, and we expect that to continue through the summer months.”

Perfect Storms

Tim Lyons, executive director of the Roofing Contractors Association of Hawaii (RCAH), offers a seasoned assessment:

“2019 is shaping up to be a great year for the roofing industry, meeting or surpassing our best guesstimates,” he says. “This is not only due to the steady positive economy, but combined

with several weather-related events, it has produced a flurry of activity.

“Both commercial and residential sectors have done well, with a slight edge to the residential sector—perhaps due to all the activity in the solar area, including impending curtailment of tax credits and more awareness of solar advantages.”

Hawaii’s new energy code and state procurement programs are also pushing many 2019 roofing projects forward.

Up to Code

New energy code compliance, says Lloyd, is showing up in most new projects. With new and commercial jobs, notes Ai, “all the things that are customarily required to comply with

energy codes are included in the project’s design.

“Nearly all our commercial low-sloped roofing is highly reflective,” Ai says. “We are also often requested to provide concrete roof tile and metal roofing in colors with greater solar reflectance.”

In the residential re-roof market, Lyons says, customers are increasingly looking to the new code to upgrade their roofs.

“We constantly hear the desire for a ‘cooler’ house,” Lyons says. “In some cases they are not ready to add solar, but at least are thinking ahead and getting their roofing surface ready. They don’t necessarily know about energy code compliance, but once they learn about it, they seem more inclined to accept the changes and do the upgrades.”

This doesn’t always square with their budget, says Larry Young, vice president and project managing estimator at Commercial Roofing & Waterproofing Hawaii Inc.

“Generally, we are advising our clients to budget appropriately, as the cost for re-roofing will be higher to meet energy code,” Young says, noting that additional costs can include redesign by a consultant, redesign drawings and material costs.

Vendors’ Top 2019 Picks

“Reflective shingles now fill our supplier’s yards where once, those were just considered luxury upgrades,” says Scott Ai, vice president and estimator at Beachside Roofing LLC. Isle vendors carrying these and other code-compliant products include:

Malarkey OmniSeal

“This line of low-slope products is our most popular low-slope roofing material,” says Eleilani Madden, sales representative at Malarkey Roofing Products. “The self-adhering ‘peel-and-stick’ rolls provide contractors with a variety of roofing system options. The granulated cap sheets also come in solar-reflective color blends to help keep carports and other low-slope roofs cool.”

NEX Shingles

Malarkey uses polymers extracted from single-use plastic and rubber products to improve shingle performance, says Madden. NEX shingles are more flexible and durable, she says, and “on an average-sized residential roof, the upcycled content equals 5.5 tires and more than 350 milk jugs.”

HPM Building Supply

“HPM now carries CertainTeed Landmark Solaris shingles, and continues to stock a full line of radiant barrier roof sheathing and insulation,” says Shane Makalii, roofing sales manager at HPM Building Supply.

Makalii says built-up roofing is “a rarity.” HPM carries Gaco and Henry’s single-ply/fluid-applied products,



Waiau Garden Villas are topped with Malarkey’s Highlander NEX Golden Amber.
PHOTO COURTESY MALARKEY ROOFING PRODUCTS

he says, and stocks CertainTeed Flintlastic for modified bitumen. And “HPM produces our own custom metal roofing according to each home or building’s specifications.”

ABC Supply Co. Inc.

“We are the largest roofing distributor in the state, currently with two stores on Oahu and one on Maui and the Big Island, and soon to open on Kauai,” says Jack Miller, the firm’s branch manager.

“ABC Supply continues to keep up with the trends concerning colors, product options and current trade codes,” he says. “Lighter colors with a higher SRI rating of 26 or higher are needed in most cases to meet the new (energy) code.” If customers want colors that don’t meet code, he says, “they have other options using Tech Shield roof sheathing and ridge vents or solar fans.”



Aluminum shake roofs resist salt air corrosion, winds up to 120 mph and hail penetration.
PHOTO COURTESY ALUMINUM SHAKE ROOFING

As most Hawaii roofers know, code-compliant materials “present a shift in the industry, for sure,” says Tory. “The new codes will eliminate a lot of existing materials and roofing methods, and narrow down the types of roofing homeowners can install. It’s not so much that Hawaii roofers will be using different materials—it’s more a matter of eliminating the roofing products that do not meet the new code requirements.”

Steep Slopes

Many residential standbys, Lloyd reports, are being phased out. “We are already seeing widespread use of synthetic



HPM Building Supply is one of the largest providers of custom metal roofing in the state.
PHOTO COURTESY HPM BUILDING SUPPLY

and aluminum shingles taking the place of wood and asphalt shingles,” he says.

Some newly engineered asphalt shingles, however, are on many 2019 roofs.

“(Malarkey) now offers NEX polymer-modified asphalt made with upcycled content, with solar reflective and smog-reducing granules,” says Madden. “These features not only provide customers with superior performance, they also help us manufacture more sustainably.”

CRW, Young says, is meeting code with Malarkey NEX—and it’s “good for the environment.”



The Gecko House in Waialua with Malarkey's Windsor shingles in Antique Brown
PHOTO COURTESY MALARKEY ROOFING PRODUCTS

Currently, says Ai, “reflective shingles and radiant barrier-faced boards are far more common, along with solar and roof venting. Using combinations of these things enable re-roofing contractors to comply with new energy codes, instead of just providing additional insulation.”

Another code-compliant steep slope option is aluminum shake, says Fred Rehm, president at Aluminum Shake Roofing.

“The aluminum Country Manor Shake (CMS) roof system ... uses only infrared-reflecting hi-R heat barrier pigments to keep the panels cool,” Rehm says. Other features include a deep, densely insulated space beneath the aluminum panels. “Quite often the homeowners tell me they quit using their

central air conditioners after having their house re-roofed with Energy Star program partner CMS, which means a huge savings on their energy bills.”

JOC

Leandro, who is busy on school projects this year, says “the DOE is very good for Hawaii, because they’re trying to put more solar on the roofs, and get the roofs up-to-date. So they’re pouring money into the schools.”

Some of this funding is courtesy of the DOE’s new Job Order Contracting (JOC) program. According to the DOE, “the JOC method allows the Department to contract several vendors through competitive bidding to perform commonly encountered repair projects at fixed prices over the life of a multi-year contract, rather than having to bid out individual repair jobs.”

As part of the JOC, says Tory, “only three contractors were selected through the rigorous approval process to not only submit bids, but to act as consultants as well. Tory’s Roofing & Waterproofing Inc. was selected as one of the three contractors in the state of Hawaii. It is a big deal for our company, as it ensures state work will continue to be a large part of our work for the upcoming years.”

Changes Ahead

HPM expects interest in code-compliant, cost-efficient roofing options “to continue and even increase, especially as IECC energy codes are enforced,” says Makalii.

Lyons, who has been around the block, still can be surprised. “Change is ever-present in the roofing industry,” he concedes, “and we expect more adjustments to be forthcoming.

“The trick is to try and get ready for them, and be flexible.” 🏠

Roofers’ Top 2019 Picks

Isle roofers are raising new roofs and phasing in new codes with products in the following categories:

Low Slope/Flat:

“Coatings and TPO. We are using more coatings that are not petroleum-based.” (Kokua Roofing Services)

“Reflective modified bitumen cap sheet, roof insulation, reflective coatings, reflective single-ply membrane. Best-seller is fluid-applied.” (Rainbow Roof)

“Malarkey SBS—thicker.” (Commercial Roofing & Waterproofing Hawaii Inc.)

“White commercial single-ply roofing has performed very well, as have many roof coatings.” (Beachside Roofing LLC)

“The most efficient and popular roofing system would be the fluid-applied or single-ply membrane systems. A lot of clients opt for the single-ply systems for the long-term and energy-efficiency aspects.” (Tory’s Roofing & Waterproofing Inc.)

Steep Slope:

“Composition shingles, metal shingles, synthetic-type shingles.” (Kokua Roofing Services)

“Solar-reflective painted metal, solar-reflective shingles (best-seller shingles).” (Rainbow Roof)

“(Malarkey) NEX. Selecting products that have an Energy Star rating is a great starting point.” (Commercial Roofing & Waterproofing Hawaii Inc.)

“Solar-reflective shingles or aluminum shake. Metal panel roof is another great longevity product.” (Roofline Supply and Delivery)

“The most energy-efficient roofing would be reflective shingles. More clients are opting for some form of reflective shingle as opposed to the standard asphalt shingle.” (Tory’s Roofing & Waterproofing Inc.)

“(Investment-grade aluminum) Country Manor Shake is the best-performing roofing option on new homes as well as on existing homes when replacing a deteriorated wood shake roof.” (Aluminum Shake Roofing)

2019 Wood & Lumber Resource Guide



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The Cutting Edge of Building Design: Mass Timber

By John Heideman, HLPAs President and General Manager of Mendocino Forest Products - Hawaii Distribution

HLPAs recently supported two WoodWorks seminars this past March in Honolulu that focused on educating architects, designers and engineers on the latest technology developments with mass timber.

These seminars are helping to set up the foundation for which the design and construction methods for mass timber could be an opportunity for greener, stronger and more fire-resistant mid- to high-rise buildings in Hawaii's future.

While much is yet to be developed in the logistics of preservative treatment for this construction method in Hawaii, the Hawaii Wood Utilization Team (HWUT) is taking the lead to bring mass timber to the islands. HWUT is awaiting word from the U.S. Forest Service on a grant they applied for to study the effects of termites on various mass timber assemblies utilizing both Hawaiian plantation



Project - Carbon 12, Portland, Ore.
Architect - Path Architecture
General Contractor - Kaiser Group Inc.

species and traditional Western softwood species with the latest technology in preservative treatments.

The International Building Code's (IBC) 2018 code changes allow for three new types of construction that all focus around mass timber technology. There are already over 50 projects underway throughout the U.S. that are utilizing one of these three new construction types.

While most of these projects are focused heavily in the Pacific Northwest and California, these are exciting times for the entire wood products industry as this innovative movement will surely reshape the pos-



sibilities.

Hawaii has already seen an increase in wood use in larger structures as developers have begun to embrace the benefits of prefabricated wall systems, which lower construction costs by reducing jobsite risk and speed up the framing process. This is an evolution that started with building components such as roof trusses but will certainly carry over into mass timber and beyond as our industry continues to evolve engineering and architectural design innovation of components into that of entire structures.

Wood isn't just a great material for building homes; it's a great material for building our communities. Hawaii grows with wood, and we are proud to be a part of the development of mass timber for Hawaii.



Project - The Radiator, Portland, Ore.
Architect - Path Architecture
General Contractor - Kaiser Group Inc.



Redwood shade structures make the most of your livable space and can hold up to Hawaii's elements. Photo courtesy of Mendocino Forest Products.



Maximizing Your Outdoor Space With REDWOOD

By Mendocino Forest Products / Humboldt Redwood Co.

With Hawaii's consistently warm weather year-round, homeowners can make the most out of their outdoor spaces. Redwood is an ideal choice for outdoor projects because it's a natural building product that remains durable and strong when left to face the elements of weather and time. Its tannins protect it from decay along with destruction by termites.

There's something to be said about natural products like redwood. The rich color and warmth create an oasis right at home. The beauty of the wood allows

for a breathtaking first impression and it holds its aesthetics over time. If left untreated, redwood gracefully ages to a rustic and beautiful silver patina.

Designing with redwood for a shade structure as an outdoor focal point heightens your outdoor living experience. Gather under your redwood pergola or shade structure where you can relax, create beautiful new memories, and maximize the usable square footage of your home.

Another option is designing a redwood garden sanctuary that creates a beautiful escape and adds to your mission of sustainable living. Including redwood lattice in your garden will expand on Hawaii's already beautiful



Using redwood lattice in your garden can create a beautiful space to grow herbs, fruits and vegetables. Photo courtesy Mendocino Forest Products.

environment and produce a space meant for relaxation and creation. Redwood garden boxes are a natural material that reinforce healthy growth of the plants of your choosing.

In addition to the durable qualities and beautiful appearance, redwood is a sustainable material that matches the theme of environmentally friendly living. The product grows up in Forest Stewardship Council® (FSC® C013133) certified forestlands.

Redwood is a material that will last because it stands up to the elements of time, weather, insects and more. Designing with redwood increases the value of your home and outdoor living experience.

Protecting Your Interior Hardwood With Glue Line Treatment

By Connie Smales, Owner, Plywood Hawaii

Protecting interior hardwood against termites and other boring insects is essential. Plywood Hawaii now offers treated glue line treatment in hardwood plywood. The treatment is an additive to the glue or resin used in wood products, including plywood, particle board, LVL and MDF.

The new type of treated glue line used for interior and cabinet grade hardwoods is not the same as that used for exterior plywood, which is dipped. You can only tell the difference by the stamp placed by the manufacturer on the edge of the panel. Interior hardwood plywood is treated by adding the treatment to the adhesive during the production process. The molecules



Stack of glue line-treated plywood. Photo courtesy Plywood Hawaii

in the additive break when they are in the heat press and are pushed into the inner plies of the panel. It then cures following the exit of the panel from the heat press. You will not see any evidence of it on the face and back veneers.

The current trend with plywood distributors is to replace the typical untreated fine hardwoods used in cabinetry and furniture with panels incorporating the treated glue line. Plywood Hawaii offers treated glue line products in birch, maple, mahogany, oak, cherry, teak, walnut and more.

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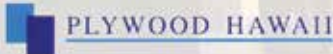
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HPM Building Supply Helps Hawaii Build Better

By Adam Bauer, Chief Operating Officer,
HPM Building Supply

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HPM wall panels under construction.

Photo courtesy HPM Building Supply

One of the latest commercial projects using HPM's custom wall panels is the 9.93-acre Puna Kai shopping center currently under development by Meridian Pacific. Anchored by the Malama Market grocery store, Puna Kai includes retail, office, dining and entertainment space.

"HPM's wall panels are a cost-effective alternative to steel and allow

us to meet tight deadlines," said Colin Thompson, vice president of construction for Meridian Pacific. "Puna Kai is 95 percent leased, and our tenants are eager for the grand opening. In six months, we've already built 40,000 square feet. Our construction is streamlined through the collaboration between our engineers and HPM."

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Puna Kai Shopping Center in Pahoehoe on Hawaii Island is currently under construction utilizing HPM materials. Photo courtesy HPM Building Supply

Building Smarter and Stronger with Simpson Strong-Tie

By Simpson Strong-Tie

New CSHP High-Performance Coiled Strap Hits the Bull's-Eye for a Faster Solution with Higher Allowable Loads

Simpson Strong-Tie, the leader in engineered structural connectors and building solutions, just launched its patent-pending CSHP high-performance coiled strap, the only coiled strap designed with a raised embossment for faster installations using fewer nails and shorter straps, resulting in reduced cost and improved jobsite efficiency for builders and contractors.



CSHP High-Performance Coiled Strap. Photo courtesy Simpson Strong-Tie

The innovative CSHP can easily be cut to length at the jobsite for a wide

range of floor-to-floor, drag strut, and other tension load transfer and positive-tie strapping applications. The incorporation of a raised embossment makes the strap easier to install using standard pneumatic nailers, while providing increased rigidity and strength for designers and specifiers in need of higher allowable loads. Because CSHP achieves higher load values than traditional flat straps, contractors can use shorter straps with fewer nails, thereby driving down labor and material costs.

The CSHP high-performance coiled strap is available in 1 3/8-inch-wide straps packaged in 75-foot coils and features a colored dot facing out when installed correctly to help contractors, engineers and building inspectors identify proper installation from close

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New Field-Adjustable Rafter Hanger Designed for Easy Retrofit Installations

The patent-pending LSSR slopeable and skewable rafter hanger is the first product of its kind designed to allow retrofit installation after rafter systems have been assembled in place, helping contractors accelerate job sequencing for improved productivity.

The field-adjustable LSSR features an enhanced flange design allowing for skew adjustments from 0 to 45 degrees, is easier to install than predecessor rafter hangers, and features an easily adjusted swivel stirrup that attaches to both sides of an I-joist for a stronger connection.

The new LSSR rafter hanger features a ZMAX® finish for extra corrosion protection and is available off the shelf, making it easily accessible for contractors on the go. It's an enhanced

and improved design of the LSSU, which it will replace in the market.

For more information about these and other Simpson Strong-Tie products, visit strongtie.com.



Field-Adjustable LSSR Rafter Hanger.
Photo courtesy Simpson Strong-Tie

Next-Level Plywood Panels: Hardel's New Overlay Press Seals the Deal

By Kitty Loveland, Sales and Marketing Manager, Hardel Mutual Plywood Corporation

Hardel Mutual Plywood Corporation has expanded by adding the most technologically advanced overlay press currently available to their mill in Chehalis, WA. Hardel has been producing some of the Pacific Northwest's best plywood panels since 1953.

According to Hardel General Manager Emmanouel Piliaris, the company was looking for opportunities to expand its offerings and saw a great opportunity in the overlay market.



MDO in production on a 24 opening Raute press.
Photo courtesy Hardel Mutual Plywood Corp.

Hardel has always been focused on quality. Everyone, from executives down to maintenance staff at the mill, take exceptional pride in the work they do and the plywood Hardel produces. The new overlay options allow Hardel's high quality panels to shine in an entirely new application.

High Density Overlay (HDO) and Medium Density Overlay (MDO) are special plywood panels. In a two-step application, a finished and sanded plywood panel has a paper saturated

in a special phenolic resin bonded to the surface of the panel using heat and pressure. The phenolic resins in concrete form overlay are specially designed to resist the alkalinity of wet concrete to allow for multiple uses.

HDO panels have a higher density of resin than MDO and, thus, have greater longevity and provide smoother finished concrete. The resins in paint grade MDO are designed to maximize paint absorption and adhesion to a smooth surface.

Hardel's new press is a 24 opening Raute press that is capable of pressing two step panels up to 4 feet by 10 feet. The new press has chrome platens, which produces the smoothest possible finish on an overlay panel. With the new press, Hardel is now capable of producing some of the highest quality HDO and MDO on the market by combining some of the best overlay papers with Hardel's renowned quality plywood panels.

Hardel's concrete form HDO is suitable for multiple pours and architectural concrete finishes. MDO products include two varieties of concrete form—Premium Matte and Supreme High Flow, as well as paint grade MDO products. With the addition of overlay to the product line up, Hardel is now capable of handling virtually any plywood need, including sanded fir, sanded hardwood, sheathing, underlayment, marine plywood, fir siding, hardwood siding, and now HDO and MDO.



Launch of Columbia barge on March 23, 2019, at Gunderson Marine in Portland, Ore.
Photos courtesy Sause Bros.

Sause Bros. Launces New Barge Columbia

By Ipo Fukuda, Hawaii Account Executive, Sause Bros.

This past March, Sause Bros. launched its newest barge, Columbia, at Gunderson Marine in Portland, Ore. Sause has a fleet of over 60 modern tugs and barges providing ocean towing and cargo transport between Hawaii and the U.S. Mainland since 1966.

This is the 12th barge Sause has built at Gunderson.

Sause moves barges of lumber from the Pacific Northwest down to California, and is integral in the shipping of construction materials to the Hawaii market.

Introducing a New Preservative System for Engineered Wood Products

By Michael VonPinnon, President/CEO, Royal Pacific Industries Inc.

Royal Pacific Industries has been preservative treating wood building products for Hawaii for almost 30 years. Each month we produce between 3 million and 4 million board foot/square foot of high-quality preservative treated wood products exclusively for the Hawaiian construction market.

This material ends up in residential and light commercial construction throughout the state of Hawaii.

With the increased use of engineered wood products (EWP) in lieu of many of the traditional solid sawn framing members, Royal Pacific is now producing one of the new classes of preservative that's specifically for use in EWP.

Known as Buffered Amine Oxides, this system uses new technology to

impart rot, decay and termite resistance to EWP using traditional preservatives without adding significant amounts of moisture.

Royal Pacific now offers Preserve Tech HW, which falls into this new class of preservative. Using the same boron compounds as traditional pressure treatment, it is combined with another American Wood Protection Association (AWPA) preservative, PTI (Propiconazole, Tebuconazole and Imidacloprid), and a proprietary blend of amines and emulsifiers.

Borates, which are known for their exceptional ability to penetrate difficult to treat species such as Douglas fir, in conjunction with the amines are able to penetrate and diffuse into the entire cross section of engineered wood component.

The Preserve Tech HW process has been extensively tested by the laboratory of the APA, The Engineered



Samples of the new Preserve Tech HW preservative (Buffered Amine Oxide) for engineered wood products. Photo courtesy Royal Pacific Industries Inc.

Wood Association in Tacoma, Wash., and has been found to have negligible impact on the design values of their members' EWP. Testing is ongoing and as new EWP are developed, the process will continue to be compared to industry developed standards.

To assure that each piece of Preserve Tech HW meets the stringent requirements for use in Hawaii, every charge of material is audited by a third-party independent inspection agency to confirm that the requirements for penetration and retention of the preservatives are met. This assures that Preserve Tech HW treated wood products will perform well for the life of the structure.

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Island contractors are ‘cooking’ again after a ‘healthy’ uptick in business

BY DAVID PUTNAM

HAWAII'S TOP 10 Roofers

Hawaii’s roofing industry, says Tim Lyons, executive director of the Roofing Contractors Association of Hawaii (RCAH), “is ‘cooking.’ That is to say, it is healthy, positive, moving up and providing jobs.”

Indeed, the companies in the annual Hawaii’s Top 10 Roofers survey by *Building Industry Hawaii* report doing a combined \$95 million in business in 2018—a solid increase over the \$90 million in 2017.

For the ninth consecutive year, Beachside Roofing LLC retains the No. 1 ranking among those firms who responded to the survey. The Kapolei-based roofer reports earnings of \$26 million in 2018.

“At this point,” Lyons says, “we are predicting a healthy roofing economy for the next few years, assuming there are no big surprises.”

He says roofers “in the commercial sector and the new residential sectors are busy, with the residential re-roofing sector not far behind. The industry is adapting to new products and their installation methods, becoming educated on product factors and features that benefit the residential and commercial customer.”

Although the Top 10 roofers’ tally was far behind the record \$123 million reported in 2016, Lyons says roofers are finding ways to expand.

“We are seeing more and more of our contractors morphing into roofing contractor business people, rather than being just the plain old roofing installer,” he says. “It is not enough anymore to just know how to put the material on—you have to know how to run a business that is skillful in how to put it on. Our association tries to help them with that challenge.”

Beachside’s earnings in 2018, down from \$30 million the previous year, were its lowest reported revenue since 2012’s \$25 million.

Commercial Roofing & Waterproofing Hawaii Inc. moved up a notch into the No. 2 spot with \$19.1 million in 2018 revenue. Tory’s Roofing & Waterproofing Inc. is third at \$15.6 million.

Kokua Roofing (Pacific Crossing Inc.) made a major leap back into the rankings at the sixth spot with \$6 million in earnings. Last year Kokua fell out of the Top 10 following 2017 revenue of \$2 million.

The rankings are based on revenue and other performance factors.



Tim Lyons

HAWAII'S TOP 10 ROOFING CONTRACTORS

2018 RANKING	EARNINGS IN MILLIONS
1. Beachside Roofing LLC	\$26.0
2. Commercial Roofing & Waterproofing Hawaii Inc.	19.1
3. Tory’s Roofing & Waterproofing Inc.	15.6
4. Honolulu Roofing Co. Inc.	7.8
5. Surface Shield Roofing Co.	6.1
6. Pacific Crossing Inc. dba Kokua Roofing	6.0
7. Cool Roof Hawaii	5.0
8. David’s Custom Roofing & Painting Inc.	4.8
9. R&C Roofing Contractors	2.4
10. Roofing Solutions	2.2

OTHER LEADING ROOFERS

Buck Roofing Co. Inc.	\$1.5
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BEACHSIDE ROOFING LLC

CEO/PRESIDENT: Scot Jimenez | **SPECIALTY:** Low slope, fluid applied, single ply, modified bitumen, steep slope, metal, tile, shingle, specialty waterproofing all types | **HAWAII STATE LICENSE:** BC-22075

Beachside Roofing LLC, for the ninth straight year, remains the top-rated company in the annual Hawaii's Top 10 Roofers rankings among the Islands' roofers taking part in the *Building Industry Hawaii* survey.



Scot Jimenez

The Kapolei-based company reports 2018 earnings of \$26 million, a 4 percent decline from its revenue of \$30 million in 2017.

Scot Jimenez, Beachside's president, says business is "trending to a slower schedule, from a busy 2016-2017 into 2019 for new construction and reroofing."

Beachside, the largest roofing



Beachside Roofing won an award from the RCAH for its work at Four Seasons Koele Spas.

firm in the Islands, was founded in January 1984. It reports doing 30 percent of its work last year in the public sector.

Projects that Beachside completed in 2018 include the Kahului ConRac facility, Kihei Charter School, Pacific Beach Hotel Waikiki, Ritz-Carlton Waikiki, Timbers

Kauai Townhomes and Ward Village Waiea Tower Block C.

Last year, Beachside also began such projects as Luana Villas Phases 1 and 2, Marriott Residence Inn Kapolei, Mauna Lani Hotel in Kona, Iolani School K-1 and Waikiki Parc renovations.

Jimenez see a positive future over the next three years for the industry.

"The outlook looks good with new construction and reroofing," he says.



Beachside Roofing's projects include the new administration building at UH – West Oahu.

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COMMERCIAL ROOFING & WATERPROOFING HAWAII INC.

CEO/PRESIDENT: Guy Akasaki | **SPECIALTY:** Low slope, fluid applied, single ply, modified bitumen, steep slope, metal, tile, shingle, roof management and maintenance, gutters, turnkey roofing/PV installation | **HAWAII STATE LICENSE:** BC-18179

Commercial Roofing & Waterproofing Hawaii Inc. reports a 4.4 percent increase in business in 2018, and moves up a notch to No. 2 among Hawaii's Top 10 Roofers.

CRW reports earnings of \$19.1 million last year, a healthy increase over the \$14.7 million in 2017. And business for CRW continues to be busy this year, says Guy Akasaki, CEO of the Waipahu-based roofer.



Guy Akasaki

"2019 has had a momentum that has been synergized by backlog and demand in 2018, so I would say the roofing industry is quite robust at this time moving into 2019," he says.

Projects the company completed in 2018 include AOA Villages at Waipio, Aston Kaanapali Shores, Neiman Marcus, Coca Cola and Ala Moana Hotel.

Akasaki credits CRW's continuing success since its founding in 1996 to its work ethic. "I would say our desire to exceed our client's expectation sets the pace for our desired presence in this industry.

"With that being said," he adds, "expanding a permanent operation in Maui and enlarging our service/maintenance division to provide a more comprehensive premiere roofing approach for our clientele have been a few of the factors in our increased revenues."

CRW has several major jobs ongoing, including Waikiki Sunset, AOA Bluestone, Sam's Club Keeaumoku, Walmart Mililani and Y. Hata Kauai.

Akasaki says the "strong economy has given more confidence for many owner/facility managers to maintain

their assets. The changes in the tax policies have definitely been a boon for owners/facility managers, in regards to section 179 and 100 percent bonus depreciation, to mention a few."

A key project for CRW in 2018 was a reroof of the Aston Kaanapali Shores, a beachfront resort that Akasaki says has a roof deck area of approximately 604 field squares.

required the crew to work as seamlessly and invisibly as possible to not affect the daily operations and ambience of the resort," Akasaki says.

Last year CRW was recognized by the American Society of Safety Professionals (ASSP) with its Excellence in Safety Award for the Small Construction Sub-contractor category. The company also was honored



CRW reroofed the Aston Kaanapali Shores on Maui.

"The scope of work included a total tear-off of the existing coated, built-up roofing system—insulation layers and all the existing roof accessories, including the roof vents that all had to be replaced with smaller, more energy-efficient vents," he says.

CRW installed a Sika Sarnafil PVC membrane roof along with the flashings, walk pads, sealant and roof accessories, he says. Over 100 roof vents were removed and replaced with smaller more energy-efficient vents.

"As an upper-scale resort in Lahaina, the Kaanapali Shores

for its efforts in spearheading a second annual Back-2-School Drive along with the Salvation Army.

"Looking forward into 2020, I wish I had a crystal ball, and I would give myself this advice," Akasaki says. "We have the elections coming up, and with that companies have a tentative approach to doing capital projects until they see firm directional changes. That being said though, if consumer confidence and the current tax policies continue at the current clip, I would say I would be cautiously optimistic looking forward."

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~ Eric Brown, President of AOAO Kuahelani Apartments

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TORY'S ROOFING & WATERPROOFING INC.

CEO/PRESIDENT: Louis Tory Jr. | **SPECIALTY:** Low slope, fluid applied, single ply, modified bitumen, steep slope, metal, tile, shingle | **HAWAII STATE LICENSE:** BC-8576

Tory's Roofing & Waterproofing Inc. turns 47 years old in 2019 and reigns as the oldest member of this year's Hawaii's Top 10 Roofers.

The Pearl City-based company, founded in 1972, reports earnings of \$15.63 million last year to take the No. 3 ranking in the annual survey, a decline of almost 5 percent from its 2017 earnings of \$16.4 million.

"2018 was a consistent year for the roofing industry, and Tory's Roofing specifically," says Sandra GT Ward, general manager. "There wasn't an over-abundance like we've seen in past years, but there were steady and consistent projects that turned out to be very successful."

Tory's Roofing reports 41 percent of its work in 2019 was done in the public sector.

Among its 2018 roofing jobs was



Tory's Roofing's projects in 2018 included Nanakuli High School.

performing repairs and maintenance at Nanakuli High School, a project Ward says "was a very difficult job due to the donut-shaped roof.

"We had to install a temporary roof before we started any work. There was a lot of carpentry work that was done to make sure the material all

fit perfectly. There was an extensive amount of prep work in laying out the material to make sure we didn't waste any material."

Other notable projects Tory's Roofing either completed or started in 2018 include The Willows, KSK Kamehameha Elementary School-Kapalama and Kilauea Lighthouse Village.

Ward notes that the company was awarded two Job Order Contracts with the Department of Education for Oahu and the Big Island. "The contracts are worth \$5 million each, and have a potential for renewal to five years," she says.

Tory's Roofing landed multiple awards in 2018 by the Roofing Contractors Association of Hawaii (RCAH) in the categories Tile Roofing Commercial, Single/Shake Roofing Commercial and Single Ply Commercial.

"Moving forward to 2019, the year is shaping up well," Ward says. "The changes with the Department of Education procurement system has added some interesting curve balls, but we are grateful to be one of the three contractors to be chosen to do DOE work, and look forward to working on the upcoming projects."



Tory's Roofing's jobs last year included a residential area of Kalaeloa.



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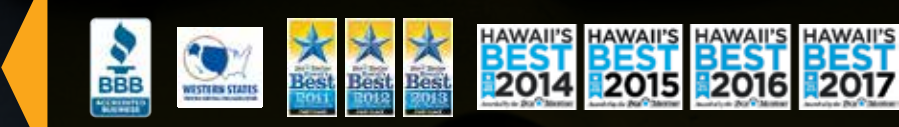
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HONOLULU ROOFING CO. INC.

CEO/PRESIDENT: N/A | **SPECIALTY:** Low slope, fluid applied, single ply, modified bitumen, steep slope, metal, tile, shingle, Neptune WetSuit below-grade waterproofing, damp-proofing, vapor barrier, air barrier and roofing | **HAWAII STATE LICENSE:** C-23799

Honolulu Roofing Co. Inc. had a growth in business in 2018 to move up to No. 4 among Hawaii's Top 10 Roofers with reported earnings of \$7.8 million.

The 18-year-old Waipahu-based roofer had an almost 2 percent increase over 2017's revenue of \$5.9 million that ranked No. 5 in last year's survey.

Honolulu Roofing, which reports doing 5 percent of its business in the public sector last year, completed several major projects. They include

putting a modified bitumen roofing system on the Hale Koa Ilima Tower, installing a fluid-applied Neptune coating on both the Hilton Hawaiian Village Alii Tower and Kalia Tower, and installing simulated shakes on the Hilton Hawaiian Village Main Lobby.

The company says that the "Hilton Hawaiian Village Kalia Tower was a very challenging Neptune fluid-applied project due to the extensive amount of equipment and plumbing on the roof."

Projects the firm began last year

include installing a modified bitumen system on the Hale Koa upper and lower roofs, and installing a fluid-applied Neptune coating on the Royal Hawaiian Mailani Tower.

Honolulu Roofing also took part in the Kahauiki Village homeless housing project last year.

The company also took home awards from the Roofing Contractors Association of Hawaii (RCAH) for its work on the Hilton Hawaiian Village Alii Tower and Tapa Tower.

Honolulu Roofing's projects in 2018 include the Hilton Hawaiian Village Alii Tower.





Hilton Alii



Hilton Kalia



The Royal Hawaiian



Hilton Hawaiian Village Main Lobby

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SURFACE SHIELD ROOFING CO.

CEO/PRESIDENT: Shon Gregory | SPECIALTY: Low slope, fluid applied, single ply, modified bitumen, steep slope, metal, tile, shingle | HAWAII STATE LICENSE: C-28235



Zach Gregory

One of Surface Shield Roofing Co.'s pet projects in 2018 was at the Hawaii Kai Shopping Center.

"For me, being born and raised in Hawaii Kai, finalizing the shopping center was a great project to oversee," says Zach Gregory, the firm's operations superintendent.

"We had a great year, and a very busy summer," adds Gregory, as Surface Shield ranks No. 5 among Hawaii's Top 10 Roofers with \$6,193,604 in earnings last year.

2018 revenue for the Honolulu-based roofer was slightly down from the previous year when it reported earnings of \$6.5 million and ranked fourth in the annual survey.

The year also brought new opportunities to the company which participated in the first Job Order Contracting proposal for the state of Hawaii Department of Education. "Being educated on the process and being awarded a spot as one of the three contractors was a big win for us at the end of this year," says owner Shon Gregory.

"Attending meetings tandem with the Department of Education, other roofing contractors and Gordian to embark on the new Job Order Contracting system, this system allows for more efficient bid compilation, predictable pricing and more efficient project procurement with the state Department of Education. We are really excited about the program; the system is proving to be efficient, and we are having great success with it so far in the 2019 year."

He adds that Surface Shield donated "a portion of our profits to various international humanitarian campaigns to better our community."

Other projects the 12-year-old company completed last year are Aqua Palms, Dole Middle School, AOA Makakilo Hale Phase I, Hawaii Kai Shopping Center Longs, St. Louis Mamiya Theatre, the University of Hawaii at Manoa Bilger Building and more than 200 residential projects on Oahu.

Surface Shield, which does 15 percent of its work in the public sector, also began projects in 2018 including the Kapolei Distribution Center, the planning phase of the historic Kaumakapili Church and the planning phase of AOA Makakilo Hale Phase II.

Surface Shield's roofing projects in 2018 included the Kapolei Distribution Center.



Shon Gregory



Honolulu residence



Kapolei warehouse



Kaumakapili Church

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KOKUA ROOFING

CEO/PRESIDENT: Ron Lloyd | SPECIALTY: Low slope, single ply, steep slope, metal, tile, asphalt shingle, slate, wood shingle | HAWAII STATE LICENSE: CT-31641

Kokua Roofing, part of Utah-based Pacific Crossing Inc., reports earnings of \$6 million in 2018 to leap back into the rankings at No. 6 among Hawaii's Top 10 Roofers.

Kokua Roofing, which has been doing business in the Islands for eight years, claimed the eighth spot two years ago with 2016 earnings of \$5.1 million. Last year, however, the company dropped out of the Top 10 after a slow-down to \$2 million in revenue in 2017.

Ron Lloyd, president of the company, says "2018 was a good year for our industry—lots of spending going on for new projects and remodeling of existing properties.

"For Kokua Roofing," he adds, "it was a banner year for sales."

Kokua Roofing, which does 50 percent of its work in the public sector, completed multiple jobs last year, including BYU faculty housing, Waikiau Church, Hawaii Community Federal Credit Union and Keauu Shopping Center. It also finished projects at Honokohau Industrial, Mauka Medical Complex, Hualalai condos, Keauhou Resort and in the Laiopu community.

The firm also started work on projects for such clients as Bank of Hawaii, Colony One, Hamakua Institute, Keauhou Surf & Racquet Club, Mililani Mauka Vet Clinic, Servco Mokumoa warehouse, Waialele Ridge and multiple residences.



COOL ROOF HAWAII

OWNER: Kevin McCallum
SPECIALTY: Low slope, fluid applied, single ply, modified bitumen, steep slope, metal, tile, shingle
HAWAII STATE LICENSE: C-28824

Business for Cool Roof Hawaii remained steady in 2018 with reported earnings of \$5 million to help the Honolulu-based company clinch the No. 7 spot among this year's Hawaii's Top 10 Roofers,

Noting that 2018 "was a good year for roofers in Hawaii," Cool Roof General Manager Brenden Clement offers a positive outlook for the industry.

"I see more and more new roofing companies popping up, but the work is still steady for those companies who provide excellent customer service and value to their customers," he says.

"For our company, we continue to see a lot of commercial projects driving the marketplace. Residential work is still a big part of our company, but we have seen more demand in the commercial market in 2018."

Cool Roof completed a diverse range of projects last year, including Honolulu Community College, the Grand Wailea's Molokini Tower, Arcadia Retirement Community and the Club View Gardens AOA. Cool Roof began work this year at the Bayview Banyan apartment building in Hilo.

"With the new energy-efficient roofing code changes finally in place on Oahu, it will be interesting to see how the market evolves," Clement says.

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DAVID'S CUSTOM ROOFING & PAINTING INC.

CEO/PRESIDENT: Davelyn Leong Martin | SPECIALTY: Low slope, fluid applied, single ply, modified bitumen, steep slope, metal, tile, shingle | HAWAII STATE LICENSE: BC-19703

David's Custom Roofing & Painting Inc., one of Hawaii's longest-serving contractors, ranks No. 8 among Hawaii's Top 10 Roofers this year with reported earnings of \$4,876,760.

And it might have been more if the Islands' weren't always so, well, perfect.

"We have seen a bit of a lull because the weather has been so sunny," says David's Custom Roofing & Painting President Davelyn Leong Martin. "Less rain, less wind means less people worrying about their roofs."

She says that while "2018 was a great year for roofers" overall, it was "not one of the busiest we have seen due to the lack of storms we typically encounter."

But, on the upside, she says "there were a lot of new residences and renovations that popped up, which is always

exciting to see."

The family business in Pearl City, founded in 1980 by David Leong, "saw a large increase in the amount of single-ply roofs being installed," Leong Martin says.

Looking ahead, Leong Martin cites the need for the industry to adapt to new guidelines, noting that "we have also seen a lot of new code regulations put into effect this year, which may also contribute to the slowdown due to the higher cost required to complete the project."



Davelyn Leong Martin



David's Custom Roofing & Painting installed many residential roofs in 2018.



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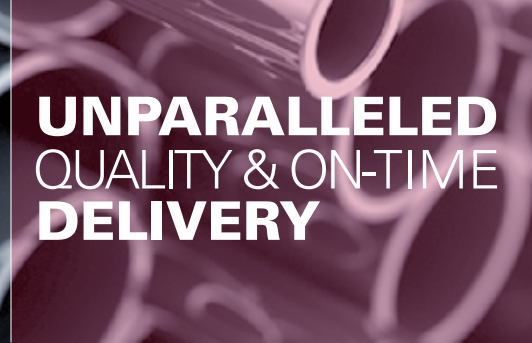
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ROOFING CONNECTIONS

Websites of Hawaii's Top 10 Roofers and other leading roofers:

Beachside Roofing LLC
beachsideroofinghawaii.com

Buck Roofing Co. Inc.
buckroofinghawaii.com

Cool Roof Hawaii
coolroofhawaii.com

Commercial Roofing & Waterproofing Hawaii Inc.
commercialroofinginc.com

David's Custom Roofing & Painting Inc.
davidsroofinghi.com

Honolulu Roofing Co. Inc.
honroof.com

Kokua Roofing
kokuaroofing.com

R&C Roofing Contractors
roofinspectionhawaii.com

Roofing Solutions
roofingsolutionshawaii.com

Surface Shield Roofing Co.
surfaceshieldroofing.com

Tory's Roofing & Waterproofing Inc.
torysroofing.com



R&C ROOFING CONTRACTORS

CEO/PRESIDENT: Chris Tamura | **SPECIALTY:** Low slope, fluid applied, single ply, modified bitumen, metal, tile, shingle | **HAWAII STATE LICENSE:** C-33642

With reported 2018 earnings of \$2.4 million, R&C Roofing Contractors moves up one notch this year to rank No. 9 in the annual Hawaii's Top 10 Roofers survey.

"In 2018, good qualified roofing contractors remained busy, especially due to the inclement weather and the impact of impending solar industry changes," says R&C President Chris Tamura.

R&C Roofing has reported steady growth in business over the past few years. The 12-year-old Honolulu-based company reported earnings of \$2,196,000 in 2017 and \$1.6 million

in 2016.

Among the more challenging projects last year for R&C "was the reconstruction of the Kalaupapa Pavilion" on Molokai Island, Tamura says. "Although our services were donated, the logistics of flying there, experiencing two passing hurricanes, and only once-a-year material delivery made this challenging."

Projects the firm, which does about 5 percent of its work in the public sector, completed in 2018 include the Kalihi Union Church, Makalapa Manor, Waipiolani, Keonekai Villages, Lipoa Buildings and 1414 Wilder Apartments.



ROOFING SOLUTIONS

CEO/PRESIDENT: Elijah DeLaGarza | **SPECIALTY:** Low slope, fluid applied, singly ply, modified bitumen, steep slope, metal, tile, shingle, stone-coated steel, aluminum standing seam, copper | **HAWAII STATE LICENSE:** C-34059

Although the volume of work for Roofing Solutions in 2018 "leveled off," says Elijah DeLaGarza, CEO of the

Kaneohe-based company, the company still claims the No. 10 ranking among this year's Hawaii Top 10 Roofers with reported earnings of \$2,266,685.

"We did some great work on really nice projects, but our flow of insurance-related work slowed down a bit, while cash replacement requests for proposal increased a bit due to heavy rains," DeLaGarza says.

Roofing Solutions, founded in 1977, ranked No. 9 a year ago with revenue of \$2.4 million.

The roofing company's completed

projects in 2018 include Waikele Country Club, Office Max, a historic residence in Nuuanu and 130 other residential jobs.

For the Waikele CC project, DeLaGarza says his crew installed an aluminum, 12-inch standing seam roof with a custom fastening system. Roofing Solutions, he adds, "had to perform the work while the club was open for business."

2019 could prove to be a banner year for the company. DeLaGarza says projects include a car dealership, a radio station, work at Pearl Harbor, Kaneohe AOA and high-end residences in the Portlock and Hawaii Loa Ridge communities.

PAST TOP 10 ROOFING CONTRACTORS

2018 RANKING 2017 REVENUE

1. Beachside Roofing LLC	\$30.0 million
2. Tory's Roofing & Waterproofing Inc.	16.4
3. Commercial Roofing & Waterproofing Hawaii Inc.	14.7
4. Surface Shield Roofing Co.	6.5
5. Honolulu Roofing Co. Inc.	5.9
6. (tie) David's Custom Roofing & Painting Inc.	5.0
(tie) Cool Roof Hawaii	5.0
(tie) Pacific Industrial Coatings LLC	5.0
9. Roofing Solutions	2.4
10. R&C Roofing Contractors	2.1

2017 RANKING 2016 REVENUE

1. Beachside Roofing LLC	\$40.0 million
2. Commercial Roofing & Waterproofing Hawaii Inc.	20.9
3. Tory's Roofing & Waterproofing Inc.	15.1
4. Surface Shield Roofing Co.	9.7
5. (tie) Honolulu Roofing Co. Inc.	8.4
(tie) Tropical Roofing & Raingutters Inc.	8.4
7. Cool Roof Hawaii	6.5
8. Kokua Roofing (Pacific Crossing Inc.)	5.1
9. David's Custom Roofing & Painting Inc.	5.0
10. Pacific Industrial Coatings LLC	4.5

2016 RANKING 2015 REVENUE

1. Beachside Roofing LLC	\$30.5 million
2. Commercial Roofing & Waterproofing Hawaii Inc.	19.0
3. Tory's Roofing & Waterproofing Inc.	14.7
4. Tropical Roofing & Raingutters Inc.	6.9
5. Oceanview Roofing	5.9
6. Honolulu Roofing Co. Inc.	5.7
7. (tie) David's Custom Roofing & Painting Inc.	5.0
(tie) Pacific Industrial Coatings LLC	5.0
9. Surface Shield Roofing Co.	4.7
10. Kokua Roofing (Pacific Crossing Inc.)	4.0



BUCK ROOFING CO.

CEO/PRESIDENT: Hina Schipa | SPECIALTY: Low slope, fluid applied, single ply, modified bitumen, steep slope, metal, tile, shingle | HAWAII STATE LICENSE: C-15237

Buck Roofing reports revenue of \$1.5 million in 2018, slightly less than the revenue of \$1.9 million the previous year.

However, the Honokaa-based roofer, led by Hina Schipa, stayed busy through last year. Projects that the company completed last year include the Hilo Adult Day Care, the Hawaii Island Humane Society, improvements at Hapuna Prince, waterproofing at

Kawailani Street, the Hilton Waikoloa Village, Kohanaiki Lot 22 and Pohakuloa Building 52.

Buck Roofing, which was founded in 1976 and does 95 percent of its work in the public sector, in 2018 began work on the new Wainani Estates, the Honolulu airport mauka extension and Mohouli Senior Housing Phase 3.



Buck Roofing's projects include Hale Kehau.



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cameras to aid in parking, etc.,” Gongob says. “There are even trucks that can parallel park themselves.”

General Sales Manager Jason Hattori at JN Chevrolet says he finds construction contractors prefer Chevrolet “because it’s a long-running brand of 100-plus years and known to be one of the longest-lasting trucks, period.”

He says JN sells around 300 to more than 400 trucks a year, and Chevrolet totals 1,200 around the state.



Jason Hattori

As far as truck buyers looking for technologically advanced features, Hattori says, “the new truck buyer is going to want more technology because he or she not only uses the vehicle for work but also for play. The owner can do more in a less amount of time with the technology that’s available in the new models like the Silverado.”

One of the technologies that the Silverado offers is Apple CarPlay and Android Auto. “This lets the driver be in total control but under safe conditions to navigate through his or her phone with ability to answer texts, navigation and have their phone capable of a full library of music to choose from,” Hattori says.

At Servco Auto Center, Senior Corporate Communications & Marketing Manager Casey Nishimura says “most construction contractors are looking for large, reliable pickup trucks to help them haul what they need from point A to point B.

“For our Toyota dealers, that’s the Toyota Tundra, and for Servco Chevrolet, it’s the Chevrolet Silverado.”

Nishimura adds that the most popular pickup is the Toyota Tacoma which “can double as the perfect work and family vehicle.”

Between the Toyota Tacoma, Toyota Tundra, Chevrolet Silverado and Chevrolet Colorado, Servco Auto sold over 5,600 pickup trucks in 2018.



Dodge Ram has gained popularity with building contractors. PHOTO COURTESY WINDWARD AUTO

“What our truck buyers look for primarily is durability and reliability,” Nishimura says. “This includes high-tech features that help them get their job done. For example, certain Tacoma and Tundra trucks are equipped with Crawl Control, an automated driver-assist feature that controls acceleration and braking in low-speed, off-road situations, allowing the driver to focus on steering.”

Peter Hirsch, commercial and fleet salesman for Tony Auto Group, says “construction contractors purchasing Nissan Trucks buy our Nissan Frontiers and Nissan Titan Trucks.”

Hirsch adds that the Frontier has two versions: a King Cab and a Crew Cab. King Cab is a mid-size truck with a small seating section behind the front seats and is offered in three versions: S trim, SV and Desert Runner.

The S trim is a basic work truck version, and is typically used as a service vehicle or for an inspector, while the SV or Desert Runner may suit the needs of a foreman or owner, and the Pro4X is for off-road.

The Crew Cab is also a mid-size truck with a strictly V-6 261 hp engine with four full-size doors, and can come with either a 5 1/2-foot or 6-foot bed, Hirsch says. “It’s also available in an S, SV, Desert Runner

and Pro4X trim and has similar features as the King Cab. The truck is usually for a small crew or a foreman.”

The Nissan Titan is a full-size truck in standard size and the extra-large XD version. “Our S trim level is our entry-level Titan truck,” he says. “The SV comes with alloy wheels, power mirrors, tow packages, as does the SL and Platinum, which come with leather seats and upgraded interior. The upgraded versions are typically for the owners or general managers of the company.”

Hirsch says the Tony Group sells approximately 250 trucks a year, with buyers looking at various purposes for their vehicle purchase. Base work trucks will come with rear camera and Bluetooth phone systems with little technology, while the upgraded versions appeal to the technology-minded, usually the owner of the company who desires state-of-the-art technology and creature comforts.

“In Hawaii, there is a strong demand for EV trucks. However, manufacturers have not met that need yet,” Hirsch says. “Here and there some commercial truck buyers do install telematics in their trucks to monitor the activity of their drivers. Most of those systems are after-market and require a monthly plan through a provider.”

Builders Love the Basic Workhorse

Throughout the U.S., sales of full- and mid-size pickup trucks in 2018 reached 2.4 million and accounted for 14 percent of all vehicle sales, according to Jerry Hirsch, vice president of content at Trucks.com.

“The Ford F-Series is most in demand by building contractors,” Hirsch says.

As far as buyers looking for high-tech add-ons, Hirsch says “there are no commercially available electric pickup trucks at this time. There are some third-party companies modifying trucks to be electric, but they are sold by the handful.”

Hirsch adds that Ford plans to bring out an electric F-150, and is working on a hybrid version. “GM says it also is developing an electric pick-up truck,” he says. “Mercedes-Benz has an electric Sprinter cargo van that is used for delivery and trades, but that will only be sold in Europe for now.”

According to Hirsch, most truckers like to keep it simple, veering away from the high-tech bells and whistles of telematics. “Most buyers want car-like amenities, Apple Carplay or Android Auto, WiFi hotspot capability, interior comfort and, increasingly, safety features, such as blind spot alert and forward collision alert,” he says.

“Buyers also want tech features that make it easier to haul and attach a trailer. The blind spot alert system also covers the back of a trailer as well as the truck. Fleets like telematics, but trades people don’t want to pay for that. It is an option or an add-on.”



Jerry Hirsch



Nissan Titan

PHOTO COURTESY TONY NISSAN

ACK Breaks Ground on Azure Ala Moana

General contractor Albert C. Kobayashi Inc. broke ground in April on Azure Ala Moana, a transit-oriented development on the corner of Keeaumoku and Makaloa Streets.

The mixed-use complex will include a 330-unit condominium tower with 78 affordable rentals, 21,268 square feet of commercial space and a public plaza. The reported project value is \$300 million.

“We deeply appreciate our neighbors, partners and supporters who helped ensure Azure Ala Moana represents the community’s vision



The future Azure Ala Moana at the corner of Keeaumoku and Makaloa Streets
IMAGE COURTESY AZURE ALA MOANA LLC

for Midtown Ala Moana,” says Rick Stack, executive vice president at ProsPac Holdings Group, the project developer. “We look forward to bringing critically needed homes to this community.”

Project designers include Honolulu-based Design Partners Inc. in collaboration with Hirsch Bedner Associates, a global interior design firm, and landscape architect PBR Hawaii & Associates Inc.



Kaiser High School's new student center features amphitheater seating, benches, tables and walking paths.
PHOTO COURTESY LAYTON CONSTRUCTION CO. LLC

Layton, Kaiser HS Open Student Center

Layton Construction Co. LLC and Kaiser High School in May opened The Gathering Place, a campus center created through the joint efforts of Kaiser students and staff, Layton and other project partners.

The Gathering Place features new amphitheater seating, benches, tables and walking paths that encourage student socializing and small campus events.

After first outlining the project, Kaiser students obtained funding

from the state legislature. Hawaii 3Rs, a program that restores Hawaii schools, First Hawaiian Bank and the First Hawaiian Bank Foundation also helped fund the project.

Layton volunteered to help with construction, and teamed up with the General Contractors Association of Hawaii (GCA), Civil-Mechanical Contractor, G70, Foundations Hawaii and Hawaii 3Rs.

Additional support, labor and materials were provided by Hawaiian

Grace Pacific Begins McCully Street Repaving

Grace Pacific LLC began repaving portions of McCully Street for the City & County of Honolulu on April 29, with the project expected to be completed in 90 days.

The work is divided into three phases, beginning from King Street toward Ala Wai Boulevard. Phase 1 focuses on the pavement from King Street to Date Street. Phase 2 involves Date Street to Kapiolani Boulevard, and Phase 3 will be from Kapiolani Boulevard to Ala Wai Boulevard.

Cement, Universal Steel, GPRS, Herc Rentals, Jayar Construction, Consolidated Engineering Laboratories, BASE Engineering and West Oahu Aggregate.

Hensel Phelps Wins GCA's 2019 Build Hawaii Grand Award

The General Contractors Association (GCA) of Hawaii celebrated the Islands' top contractors and top 2018 projects at its 16th annual Build Hawaii Awards presented April 27 at the Hilton Hawaiian Village.

Hensel Phelps won the 2019 Grand Award for the Kailua Regional Wastewater Treatment Plant, a City and County of Honolulu project, which was in the Design-Build/Design-Assist Construction—More Than \$10 Million category.

Christine Camp, president and CEO of Avalon Group, received the 2019 GCA Construction Industry Partnership Award.

2019 Awards of Excellence are as follows:

Tokunaga Masonry Inc.: Repairs to the Pillboxes on Lanikai Trail, Oahu (Specialty Construction—Less Than \$1 Million)

Kiewit Building Group Inc.: Keauhou Beach Hotel and Site Demolition (Specialty Construction—More Than \$5M)

Goodfellow Bros.: Queen Kaahumanu Highway Widening, Phase 2 (Highway Construction—More Than \$25M)

Hawaiian Dredging Construction Co. Inc.: Sheraton Kauai Garden Wing Conversion Phase 1 (Renovation/Remodeling—More Than \$10M)

Hawaiian Dredging Construction Co. Inc.: Port Allen Small Boat Harbor Floating Dock Improvements (Specialty Construction—\$3-\$5M)

Civil-Mechanical Contractor: Sand Island Wastewater Treatment Plant Grit Conveyors (Industrial)

Hawaiian Dredging Construction Co. Inc.: Substructure Repairs at Pier 52-53, Honolulu Harbor (Municipal and Utilities Construction—Less Than \$10M)

Dorvin D. Leis Co. Inc.: Westin Maui Resort & Spa Renovation (Renovation/Remodeling—Less Than \$10M)

Healy Tibbitts Builders Inc.: Kewalo Basin Harbor



Kailua Regional Wastewater Treatment Plant

Improvements Pile Driving (Specialty Construction—\$1-\$3M)

Albert C. Kobayashi Inc.: The Ritz-Carlton Residences, Waikiki Beach, Phase 1 and 2 (Design-Build/Design-Assist Construction—More Than \$20M)

Layton Construction Co. LLC: University of Hawaii—Manoa, Gym 2 Renovation 2 (Design-Build/Design-Assist Construction—More Than \$20M)

Landan Construction Inc.: Kamehameha Highway Safety Improvements, Vicinity of Kahana Valley Road to Kaaawa Bridge (Subcontractor—\$250-\$1M)

Hawaiian Dredging Construction Co. Inc.: Roosevelt (Kipapa Stream) Bridge (Highway Construction—\$10-\$25M)

Healy Tibbitts Builders Inc.: U.S. Army Pacific Command and Control Complex Phase 3 (Subcontractor—More Than \$1M)

Healy Tibbitts Builders Inc.:

Design-Build FY14 Maintenance Dredging at Wharves B4-B26, M1-M4, S1-S8 & Piers H1-H4 (Federal Construction)

Kaikor Construction Co. Inc.: HT Makaha Cable Landing Station (Highway Construction—\$1-\$10M)

Hensel Phelps: Hensel Phelps Pacific District Office Renovation (Building Construction—\$1-\$10M)

Hawaiian Dredging Construction Co. Inc.: Kapiolani Residence (Building Construction—More Than \$25M)

Kiewit Infrastructure West Co.: Kailua Road Wastewater Pump Station Force Main Improvements (Environmental Construction)

Unlimited Construction Services Inc.: Kamakana Villages Senior Rental Housing (Building Construction—\$10-\$25M)

Kaikor Construction Co. Inc.: Construction & Installation of Temp Bridge Structure at Anini Bridge #2 (Highway Construction—Less Than \$1M)

NAIOP Honors Kobayashi, MacNaughton

The Hawaii chapter of NAIOP, the National Association of Industrial and Office Properties, honored Kobayashi Group and The MacNaughton Group as the 2019 Developers of the Year at the organization's 22nd annual Kukulu Hale Awards on May 3 in Waikiki.

The two firms have completed seven projects together, beginning with Hoku,



James E. Hallstrom Jr.

the luxury residential high-rise in Honolulu, in 2005. Other winners were James E. Hallstrom Jr., founder of The Hallstrom Group, who received the Lifetime Achievement Award; Jackson Nakasone, president of Newmark Grubb CBI Inc., who earned the Outstanding Service Award; and KAI Hawaii Inc., which was named Engineering Firm of the Year.



Jackson Nakasone

Special recognition went to Tony Mizuno, senior executive vice president of Bank of Hawaii, who was selected as NAIOP Hawaii's Member of the Year; and Old Republic Title & Escrow of Hawaii, which was named Member Company of the Year.

Seven projects received Awards of Excellence, including:

• **New Project Award – Commercial/Other (40,000 square feet or less):** Makana North Shore Urgent Care.

Entrant: Layton Construction Co. LLC; Developer/Owner: North Shore Urgent Care LLC; Lead Design Firm: Matthew Schaller Architects; General Contractor: Layton Construction Co. LLC

• **New Project Award – Commercial/Other (over 40,000 SF):** Kapiolani Residence.

Entrant: Design Partners Inc.; Developer/Owner: SamKoo Pacific LLC; Lead Design Firm: Design Partners Inc.; General Contractor: Hawaiian Dredging Construction Co. Inc.

• **New Project Award – Commercial/Other (over 40,000 SF):** The Ritz-Carlton Residences, Waikiki Beach.

Entrant: Guerin Glass Architects; Developer/Owner: Irongate; Lead Design Firm: Guerin Glass Architects; General Contractor: Albert C. Kobayashi Inc.

• **Renovation Award – Commercial/Other (40,000 SF or less):** WorkPlay.

Entrant: The Redmont Group; Developer/Owner: Phillip Hasha; Lead Design Firm: The Redmont Group; General Contractor: The Redmont Group

• **Renovation Award – Commercial/Other (over 40,000 SF):** Wailea Beach Marriott Resort & Spa.

Entrant: G70; Developer/Owner: Sunstone Hawaii 3-0 LLC; Lead Design Firms: G70 (Architect) and Looney & Associates (Resort & Interior Designer); General Contractors: Honolulu Builders LLC, Sterling Development Services LLC, Viking Construction Inc.

• **Public/Government Project Award:** Renovation of Gartley Hall at the University of Hawaii at Manoa.

Entrant: Fung Associates Inc.; Developer/Owner: UH-Manoa; Lead Design Firm: Fung Associates Inc.; General Contractor: Nan Inc.

• **Nonprofit Project Award:** The Cathedral Basilica of Our Lady of Peace, Phase 2B Sanctuary Renovation.

Entrant: Constructors Hawaii Inc.; Developer/Owner: Roman Catholic Church in the State of Hawaii; Lead Design Firm: Mason Architects Inc.; General Contractor: Constructors Hawaii Inc.

4 Women-Owned Contractors Land NAVFAC Bids

Four women-owned contracting businesses beat out 16 competitors in a bid for Naval Facilities Engineering Command (NAVFAC) construction projects ranging from \$5,000 to \$1 million with a not-to-exceed amount of \$48 million in total for all four contracts.

The bid winners included Amethyst Builders LLC of Ewa Beach, Concept 2 Completion LLC of Kailua, D&D Construction Inc. of Waipahu and MEI Corp. of Hauula.

The contractors are tasked with work that provides for, but is not limited to, new construction, additions, alterations, maintenance and repair work for the Navy, Marine Corps, Air Force and various federal agencies in Hawaii.

“We are very pleased with this new Woman-Owned Small Business set-aside contract which demonstrates NAVFAC Hawaii’s continued commitment to partner with local small businesses and provide opportunities to grow and excel in federal contracting,” says Capt. Marc Delao, commanding officer NAVFAC Hawaii.

The four businesses will compete for task orders and are expected to complete the contract within 60 months, with an expected completion date of April 2024.



Capt. Marc Delao



The new Saf-Gard shoe store on Sand Island Access Road

Saf-Gard Opens First Store in Honolulu

Saf-Gard Safety Shoe Co. has launched its first Honolulu retail outlet, which is located at 205 Sand Island Access Road, Unit 205-2.

Saf-Gard SR Max makes slip-resistant footwear and partners with

such brands as HyTest, Wolverine, Timberland PRO, Skechers and Keen.

“We are very excited about bringing our line of slip resistant footwear to the Hawaiian Islands,” says National Sales Manager Barry

Haines. “We can now serve our valued Hawaiian customers day-in and day-out with our top brand selections,” he adds, noting that Rose Marie Wilson serves as the Islands’ sales representative at the store.

Hawaiian Electric Unveils Hybrid Light Towers for Night Work

Hawaiian Electric unveiled its new hybrid light tower trailers during recent overnight work at its Ward Base Yard. The utility says the solar-rechargeable, battery-storage, LED lighting units require less fuel, emit little to no carbon dioxide emissions and produce less noise than conventional light towers.

Hawaiian Electric is the first company in the Islands to own the high-efficiency lighting system for use during nighttime utility work.

“When in operation using battery power, the unit is completely silent, which makes this lighting apparatus ideal for use in residential areas,” says Lane Hiramoto, the company’s generation services manager.

He notes that with the engine running, the noise level at around 21 feet is 65 decibels, or about the level of road traffic.

According to Hawaiian Electric, the unit’s Kubota hybrid diesel engine combines solar energy with a DC generator. Four solar panels charge the 24-volt battery, and six 150-watt LED floodlights with 180-degree horizontal and vertical settings provide bright



Hawaiian Electric’s new hybrid light tower trailer
PHOTO COURTESY HECO

lighting.

The light tower can run to eight hours off the battery bank, and when depleted, the trailer engine auto-starts to recharge the batteries. Also, the trailer’s seven-section, steel-galvanized vertical tower is corrosion-resistant to Hawaii’s salt air.

“We had this on our radar for a couple of years, but it was a challenge

to purchase because the manufacturer, Verdegro, is based in the Netherlands,” Hiramoto says.

The manufacturer, however, opened a U.S. office and the utility immediately ordered four of the light tower trailers, which each weigh 2,171 pounds.

Hiramoto says Hawaiian Electric plans to deploy the towers for nighttime utility work in communities.

CANADA

Developer Proposes World's Tallest Wood Tower

Developer Delta Land Corp. has proposed a 35- to 40-story tower made of wood for Vancouver's Broadway corridor.

The developer is working with architects from Perkins + Will to design a mass timber building that likely would have a concrete core. The building's plans await city and federal approval.

The University of British Columbia is already home to the world's tallest wood building: Brock Commons Residence, an 18-floor hybrid building that houses students on the Point Grey campus. It has two concrete main pillars surrounded by CLT, or cross-laminated timber.

ARKANSAS

Roy Anderson Corp. to Build \$200M Casino

Gulfport-based Roy Anderson Corp. landed a \$200 million contract to build a casino and hotel at Southland in West Memphis, Ark., for the Tutor Perini Corp.



Roy Anderson Corp. built the Hard Rock Casino and Hotel in Biloxi, then rebuilt it after Hurricane Katrina in 2005.

PHOTO COURTESY SUN HERALD

Anderson is overseeing construction of the 20-story, 300-room hotel, which will include 12 penthouse and 72 corner suites, according to a report in the *Sun Herald* in Biloxi, Miss. The 240,000-square-foot complex will include restaurants and a covered garage.

Construction is expected to be completed by January 2021.

Anderson has built other casinos in the region, including the Hard Rock Casino and Hotel, Scarlet Pearl



A developer in Vancouver is proposing a wood high-rise.

Casino Resort, Island View Casino Resort, Hollywood Casino Gulf Coast, Margaritaville Resort and Casino and Grand Casino Resort, which has closed.

MEXICO

\$3.8B Airport to Break Ground

Construction of the new \$3.8 billion Felipe Ángeles Airport at Santa Lucía Air Force Base north of Mexico City will begin in June, the *Mexico Daily News* reported.

Crews were about 30 percent underway with a \$13 billion airport in Texcoco, a replacement for Mexico City's existing Benito Juárez International Airport, when President Andres Manuel López Obrador canceled the project last year.

López Obrador cited popular opinion and corrupt practices on the project, according to reports.

The Santa Lucía airport is expected



Rendering of the new Mexico City airport

to be complete in June 2021. The first phase will include building two runways, a terminal, control tower, maintenance hangar, freight terminal and parking lot.

MASSACHUSETTS College Building Features Domino Design

The University of Massachusetts in Amherst has opened an addition to its Isenberg School of Management which features gradually sloping walls that resemble falling dominos.

The design of the 70,000-square-foot Business Innovation Hub was done by Bjarke Ingels Group (BIG) and Boston firm Goody Clancy, reports *dezeen.com*. The Hub accompanies the original Isenberg building, which was completed in 1964.

Located on the campus' Haigis Mall, the building wraps around a courtyard. The three-story Hub offers a study and social area that can accommodate more than 150 staff and 5,000 students at UMass.

"The new Business Innovation Hub at the Isenberg School of Management is conceived as an extension of both the building and the campus mall," BIG founder Bjarke Ingels says in a project statement. "The linear structure is bent to form a full loop framing an internal courtyard for the life of the students."



The Business Innovation Hub at UMass

Schreck Named President at Grace Pacific



Jerrod Schreck

Jerrod Schreck was named president of Grace Pacific LLC, a subsidiary of Alexander & Baldwin (A&B).

According to A&B, Schreck succeeds Pike Riegert, who resigned from the position to pursue other opportunities, effective immediately. Schreck will also continue to serve as senior vice president of land stewardship for A&B, overseeing the company's renewable energy and resource conservation efforts.

"I want to express my appreciation to Pike for his commitment to and passion for Grace Pacific. I'm confident that Jerrod's deep operations experience and skill as a business leader will enable him to lead Grace to great success," Chris Benjamin, A&B president and CEO, said in an April 29 statement.

City Mill Appoints Page Merchandising Manager

Jane Page was appointed merchandising manager at City Mill Co. Ltd., where she will oversee product offerings, strategy, pricing and inventory management for the organization.

She has had nearly 30 years of experience in merchandising, operations, strategic brand management and marketing. Originally from Hawaii, she was a partner with Tenth Muse Consulting, a branding firm in New York City.

"We are so happy to have Jane join the City Mill family. Her experience is immeasurable, and she will be a tremendous asset to our organization as we move forward to grow our business and continue to meet the needs of our community," says Carol Ai May, City Mill's vice president.

Wells Joins Salter

Blake Wells has joined Charles M. Salter Associates Inc. as a senior

acoustical consultant at its Honolulu office, which the company opened in January.



Blake Wells

He will lead the Hawaii office for both acoustical and low-voltage technology, such as audiovisual, telecommunications and security. Wells was an acoustical consultant for four years at the company's San Francisco office. He has worked in architectural acoustics, environmental noise isolation and MEP system noise and vibration reduction for residential, commercial, hospitality, education and healthcare projects.

AHL Adds Four

Design firm AHL (formerly Architects Hawaii Ltd.) has added **Vincent Au, Austin Chun, Linda Ho** and **Kevin Johnson** to its design and project management teams.

Au joins as designer and is currently working on Mandarin Oriental Honolulu. Previously, he directed many phases of residential design and



Austin Chun

construction as a lead designer at Montage Décor. Au holds a doctorate in architecture from the University of Hawaii at Manoa. Chun joins as designer. Chun's current projects include State of Hawaii DAGS-managed office buildings, a statewide parking master plan and Hawaii Pacific Health Straub Clinic and Urgent Care at Ka Makana Alii. Previously, he was a junior architect at AM Partners Inc. Chun holds a bachelor's in environmental design from UH-Manoa.

Ho joins as a project accountant for healthcare, educational and state, city

and county projects. Ho holds a bachelor's in accounting from UH-Manoa.

Johnson joins as a job captain and is currently working on Makaha Community

Park improvements and Nanakuli Healthcare Center. Previously, he was an estimator at Allstate Welding. Johnson holds a bachelor's in science from Ball State University and a Sustainable MBA from Marylhurst University.



Kevin Johnson

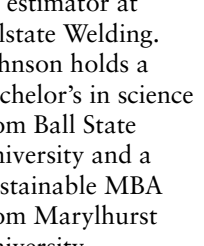
King & Neel Promotes Albinio

Joe Albinio has been promoted to director of safety and loss control at King & Neel Inc.

Albinio joined King & Neel as a safety consultant in 2015. He also is on the advisory committee for the risk management insurance practice of the American Society of Safety Professionals and is a member of the safety committee for the General Contractors Association of Hawaii.



Linda Ho



Joe Albinio

Geoghegan Joins WhiteSpace

Felice

Geoghegan has joined WhiteSpace Architects as office manager, overseeing all administrative and operational functions. She also provides general support to the firm's seven architects and designers.



Felice Geoghegan

Previously, Geoghegan served as office manager at the Hawaii Bicycling League. Prior managerial positions were at La Gelateria and the Bergeman Project Group.

Cement Board

James Hardie Building Products calls its new HardieBacker Cement Board the first waterproof cement backer board. Featuring HydroDefense Technology, it passed ANSI 118.10 for waterproofness. The HardieBacker Cement Board was developed to protect tile installations and wall cavities from moisture penetration, eliminating the need to spend extra time applying waterproof coating across the entire surface area of the wall project. Containing MoldBlock technology for superior mold resistance, the cement board is constructed of 90 percent Portland cement and sand, plus proprietary ingredients.

www.jameshardie.com

Touchscreen Work Gloves

Ironclad Performance Wear has launched its new Command Series glove line. The gloves' abrasion-resistant synthetic leather is infused with conductive carbon ions. The Command Series line is comprised of 18 touchscreen gloves with four different glove chassis: Utility—open cuff design with maximum dexterity; Pro—hook and loop closure, terry cloth sweat wipe, multiple palm options; Grip—a silicone-printed palm that dramatically increases wet and dry grip; and Impact—highly flexible, full finger and back-of-hand impact protection.

www.ironclad.com



Stair Protection

Ram Board now offers Stair Armor, a temporary surface protection specifically designed for stairs. The paperboard is easy to install and can withstand jobsite traffic. Stair Armor has a reinforced bullnose to prevent rips, tears and potential trip hazards. To help avoid accidents,



Tread-Trac Technology is applied to the bottom of every Stair Armor to provide extra grip. Multiple fold lines accommodate common 10- to 11-inch tread depths. Stair Armor can be reused, and its recyclability qualifies toward LEED credits.

www.ramboard.com

Framer

The MAX SN883RH3 SuperFramer is a 21-degree professional-grade round head pneumatic framing nailer. It can be used for framing, sheathing, decking and subflooring. The SN883RH3 compact stick framer is 30 percent shorter than conventional tools. A nose magnet holds the last nail of the strip to prevent jamming, and the end cap filter is designed to prevent foreign substances from entering the tool. The filter has a self-cleaning feature that automatically ejects foreign substances when the air hose is disconnected. Pointy teeth on the contact arm allow the user to get a firm grip when toe-nailing. The framer weighs 7 pounds and includes a factory-installed sequential trigger and a contact fire trigger.

www.maxusacorp.com





Glen Kaneshige, Larry Heim, Joyce Timpson, Jason Suapaia, Francisco Gutierrez

NAIOP Presents Kuku Hale Awards

The Hawaii chapter of the National Association of Industrial and Office Properties presented its annual Kuku Hale Awards on May 3 at the Royal Hawaiian's Monarch Room. The awards recognize excellence in the Islands' commercial real estate industry as well as top developers and engineers. Story, page 63



Dean Hirabayashi, Marie Imanaka, Jenny Lee, Timothy Yi



Layne and Evelyn Machida



Daniel Cody, Scott Settle, David Berry



Mike Takayama, Leighton Yuen, Joe Uno



Mike Taylor, Sean Tadaki, Alana Kobayashi Pakkala, Patrick Kobayashi



Guy Churchill, Carol Marx, Jackson Nakasone, Sasha Settle, Margaret Murchie, Paul Marx



Kristen, Al, Rae and Jack Yazawa, Carol Nakasone



Jeremy and Noelle Shorenstein, Derek Lock, Connie Lau, Mel Kaneshige



Phil and Jennifer Camp



Andrew Yani, Arnold Martines, Cathy Camp, Tony Mizuno, JD Watumull



Tiffany Tabbal, Michael Jenkins, Taryn Takiguchi



James and Kathie Hallstrom



Ken Hayashida, Traci Henrikson, Frances Li, Michael Hunnemann



Duff Janus, Ian MacNaughton, Emily Reber Porter, Brett MacNaughton

First Impressions by a Project Manager



Last month's article, "Does Your Company need a Recruitment Tune-up?," described how a 30-year project manager (PM) working for an "old school" construction company was wooed away to a new, more progressive organization through a well-thought-out recruitment plan.

Out of curiosity, a follow-up conversation took place inquiring how the new position could serve as a current guide on retaining Gen Xers and Ys. The PM was happy to share his experiences, which commenced with the on-boarding process at his new employer. It began with the New Employee Handbook, which was broken down into several chapters of the following:



- **The Basics** included the history of the company, mission statement, core values and an in-depth discussion on the "Why" of the company.

- **What to Expect** from the Company described the company's work environment, the company's unique features and why the organization was such a great place to work.

- **What They Expected from the PM:** The work standards and employment goals were critical.

- **How to Own His New Job as Fast as He Could:** The way in which the PM job was handled and how he could improve upon it.

- **Reach Out:** The PM was encouraged to work hard and to get out and meet the rest of his team.

- **Take Inventory:** The PM was invited to view his job as a fresh start and make the most of this new chapter in his life by reviewing his personal and professional strengths and weaknesses.

- **Join the Team:** To reflect upon this time as a leader and to demonstrate being a team player.

Shortly after starting employment, the PM began to

quickly understand why this organization was consistently recognized as a "Best Place to Work" by the local business magazine when he was asked to collaborate with his newly appointed mentor regarding an Individual Development Plan. He was asked to envision his professional and personal/life goals for the next one, three and five years.

In his old company, financial information was limited to the monthly labor report and a verbal update on the overall job costs. Overall company financials were never discussed. He was mesmerized when this financial training started in the first month.

The instructor stated the company founder always talks in terms of working as a team in the "great game of business." The founder strongly believes the statistic that any PM managing a project was really running a small business and constant positive cash flow on every job was the key to success.

As the training continued, it was consistently noted that an effective schedule of values (SOV) preparation is the single biggest impact a PM can have on cash flow. The importance of a mobilization item of 6 percent to 10 percent on every project was imperative. They emphasized the goal of being paid for overhead and profit as quickly as possible.

To achieve this metric, the placement of the majority of costs in the early phases of the project should be included to front-load the values, breakout systems and material packages as separate billings categories. The PM was informed that the company SOV PM Worksheet tracking these metrics was posted and discussed in depth at the monthly PM meeting.

Training also included effective billing techniques such as identifying additional labor, equipment and material costs and invoicing and the importance of total billing to meet or exceed the billing calculator to ensure positive job cash flow.

Finally, it was important to call the client each month to review the invoice beforehand to obtain a verbal approval. The new company made it very clear the PM, and not the accounting department, was responsible for prompt payment of the monthly invoice. Billings requiring or being delivered late are considered unacceptable.

Finally, the company quarterly financials are reviewed by the president to all, from the foreman level and above, in order to inform the team and provide an update regarding the incentive bonus plan.

As the PM reflected on his new position, he noted the measurement and accountability standards were much higher than his old company, but the thrill of the game with the "new school" company could not be better. 🏠

Garrett Sullivan, president of Sullivan & Associates Inc., is a coach who helps contractors clarify, simplify and achieve their goals and vision. Contact him at GSullivan@SullivanHi.com or 478-2564.

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