

# Daily Pacific Builder®

The McGraw-Hill Companies

Friday, February 5, 2010

## News on the Side

### AEM Sees Slight Gains Ahead in Construction Equipment Manufacturing

Construction equipment manufacturers expect overall business to improve slightly in 2010 following double-digit expected year-end 2009 declines in the minus 40% range for the United States and minus 30% range for Canada and other worldwide sectors, according to the Association of Equipment Manufacturers' annual "outlook" survey.

Stronger overall growth is anticipated for 2011, but not enough to erase severe 2009 business and job losses. Business in 2012 is expected to level off.

"Even with a modest rebound in the next few years, the construction equipment industry will still be down by double digits, and there will still be double-digit industry unemployment," says AEM President Dennis Slater. "This is not surprising given continued instability in the housing market and no long-term commitment to America's roads, rail, airports, water distribution and ports to move people and goods efficiently and safely, and to compete effectively in the global marketplace."

United States' construction machinery business was predicted to end 2009 with a 43% overall drop, increase 5% in 2010, gain 15% in 2011 and 14% in 2012.

Canada's business was anticipated to decrease 34% for 2009, then increase 7% in 2010, 14% in 2011 and 11% in 2012.

Other worldwide industry business was expected to close out 2009 with losses of 34%, followed by growth - 7% in 2010, 13% in 2011 and 13% in 2012.

AEM is the North-American based international trade group representing the off-road equipment manufacturing industry. Each forecast in the survey is the average of responses from companies in each product line, predicting industry wide expectations rather than individual company performance, and unit sales rather than company profitability. Full survey results are online at [www.aem.org](http://www.aem.org) (Industry Trends).

"These numbers reinforce the need for our nation's leaders to enact policies that contribute to a vital manufacturing sector overall, not just construction," says Slater.

"Especially critical is timely passage of multi-year federal transportation legislation. The stimulus package of last year, and even the jobs bill being touted now, are short-term fixes and don't tackle the underlying prob-

(Continued on page 3, column 1)

## Lathrop Construction Associates' Martellaro Named 2010 CEA President

**R**ick Martellaro, president of Lathrop Construction Associates Inc., was elected as the 2010 president of the Construction Employers' Association during the group's recent annual general membership dinner meeting held in Concord.

Other newly elected CEA officers are Patrick Callahan, senior vice president and director of operations for Northern California of Hathaway Dinwiddie Construction Co., CEA first vice president; Robert Hood, senior vice president of Clark Construction Group - California LP, CEA vice president; and Chuck Palley, president of Cahill Contractors, Inc., San Francisco, CEA past president/treasurer.

Michael Walton, president of Employers' Advocate Inc., continues to serve as secretary of the CEA, an association with over 100 unionized building contractor members who collectively perform billions of dollars each year in public and private construction work throughout Northern California. CEA's membership list includes most of the leading commercial building contractors in Northern California.

Martellaro began his career in construction in 1978 after teaching school and coaching football and baseball for the Richmond Unified School District. He has spent his entire construction career at Lathrop Construction Associates Inc. of Benicia, which specializing in the construction of commercial projects in both the public and private sectors of the Greater San Francisco Bay Area. Martellaro has overseen and been involved in many projects with Lathrop, including educational, medical, detention and manufacturing type facilities. His responsibilities include managing the firm, business and project development, estimating and project management.

Martellaro earned a Bachelor of Science Degree in Kinesiology and a State Teaching Credential at California State University, Hayward. In addition to his active involvement as a board member and officer of CEA, he is a member of



CEA's 2010 officers are, from left, Michael Walton, secretary; Patrick Callahan, first vice president; Hathaway Dinwiddie; Chuck Palley, past president/treasurer; Cahill Contractors; and Rick Martellaro, president, Lathrop Construction. Not pictured is Robert Hood, vice president, Clark Construction Group - California LP.

the Building Industry Conference Board. He also makes time for community and philanthropic efforts. He serves on the committee for the annual "Boys Towns of Italy" fundraising event in San Francisco that raises money for orphaned boys and girls. Along with several other associates, Martellaro started "Contractors FORE Kids," an annual golf tournament that supports underprivileged children in the Bay Area.

Martellaro and Lathrop recently completed the new El Cerrito High School project, Pioneer Housing for Cal State University East Bay and Edna Hill Theatre for Brentwood Union School District. Among his clients are Napa Unified School District, West Contra Costa Unified School District, Brentwood Union School District, Liberty Unified School District, California State University East Bay, Las Positas Junior College, City of Brentwood, Quatroocchi/Kwok Architects, WLC Architects and Rainforth Grau Architects.

Approximately 250 Northern California building industry executives attended CEA's annual banquet. Robert Alvarado, executive officer of the Northern California Carpenters Regional Council and Chuck Pennoni, president of Drexel University, were the keynote speakers at the event.

CEA offers a number of services and programs to its members including negotiation of union agreements, professional labor relations representation, legislative representation, safety education and advocacy, labor-management partnering, builder networking opportunities, a public works/prevaling wage compliance assistance program and many other benefits. For the past 25 years, CEA has negotiated the Northern California Carpenters Master Agreement for the industry, covering some 40,000 carpenter employees and over 2,500 signatory contractors. CEA's offices are located in Walnut Creek and Sacramento. For more information about CEA, visit [www.cca-ca.org](http://www.cca-ca.org).

## Inside This Issue:

- **Construction News** — Page 2
- **Industry Meets** — Page 2
- **Plans on File** — Page 7
- **Prospective Bidders** — Page 8
- **Classified** — Page 22
- **Request for Bids** — Page 39

## McGraw Hill CONSTRUCTION Network®

# Save time and money on bid day

Introducing the Network Online Bid Management Service

- Streamline plans distribution
- Save hundreds of dollars on every project you bid this year
- Control communication and receipt of critical bid documents
- Access the Network—the largest projects and plans database

Take control of bid day!

Call Jennifer Jarett (510) 914-1418

Bernadette Jurich (408) 335-3130

Michael Rains (916) 549-3255 or click

[www.construction.com/bidmanagement/](http://www.construction.com/bidmanagement/) today!

McGraw Hill  
CONSTRUCTION  
Find us online at [www.construction.com](http://www.construction.com)

MSA&E

© 2010 McGraw-Hill Construction