



BUILDING TOGETHER IN  
PURSUIT OF EXCELLENCE

# THE LEADING EDGE

A PUBLICATION OF WAYNE BROTHERS INC.  
CIVIL & INFRASTRUCTURE | INDUSTRIAL CONTRACTING | CONCRETE CONSTRUCTION  
FALL 2017 – WINTER 2018



# ON THE COVER

A 14' deep basement structure at Project Jushi in Columbia, SC, that will have a shored concrete deck above it. When complete, they will press and mold the fiberglass insulation on the first floor and let the water drain out through the deck into this basement below.

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Congratulations to Keith Wayne for being named a Carolinas Association of General Contractors' Hall of Fame Inductee! He was officially recognized at the CAGC Summit and Expo.



Wayne Brothers, Inc. has been named to the 2017 Grant Thornton North Carolina 100® (NC100), which ranks the state's largest private companies by revenue. The complete list was released in the October issue of Business North Carolina and can be viewed at [GrantThornton.com/NC100](http://GrantThornton.com/NC100).

"We are honored to be named to the 2017 Grant Thornton North Carolina 100® list," said Shannon Sapp, Business Development Manager at WBI. "This recognition reaffirms our prominence in North Carolina and our commitment to the community. We are proud to be recognized as one of the most innovative, top-performing businesses in our state." Since 1984, the NC100 has ranked the state's largest private companies by revenue in the most recent fiscal year, based on data provided by the participants.

# ENR THE TOP 600

Congratulations to Wayne Brothers for being recognized as an ENR 600 Top Specialty Contractor! This year, Wayne Brothers ranked #275 out of the top 600 Specialty Contractors of all categories throughout the country.



Wayne Brothers was awarded the 2017 American Society of Concrete Contractors (ASCC) Awards for Safety Improvement & Safety Recognition for the year ending December 31, 2016!

The awards were presented at the opening dinner of the Annual Conference in Phoenix, AZ on September 14, 2017. Congrats, Wayne Brothers!



## Member of the Year!

Congratulations to Mark Muller, WBI's Business Development Associate, for being named Charleston Contractors' Association Member of the Year! Mark accepted the award at their Annual Industry Awards Banquet on December 4th, 2017. Photographed from left to right is Gene Garrett, Mandi Pendergrass, Mark Muller, Andrew Hagood and Jay Norman.

## NO LOST TIME

Congratulations! We have officially surpassed **400,000 hours without a Lost Time Accident!** Since July 18, 2017 WBI has worked 436,768 hours and 6 months without a Lost Time accident. I would like to congratulate all of you for a job well done! It has taken every one of you to achieve this success.

We encourage everyone to continue watching out for and correcting any unsafe act(s), unsafe behavior(s), and/or unsafe condition(s) in order to maintain a safe work area. Thanks to everyone for your support in our effort to "Safely Exceed Expectations"!



## ENR Southeast Top Specialty Contractor

Congratulations to Wayne Brothers for being ranked a Southeast's Top Specialty Contractor by Engineering News Record (ENR)! WBI was ranked:

- #21 Overall
- #11 in North Carolina
- #8 in South Carolina
- #6 in Concrete
- #2 in Sitework/Excavation

## BUSINESS DEVELOPMENT



## Savannah Grand Opening

We would just like to say congratulations on your grand opening and ribbon cutting today! I'd like to thank you for letting us be a part of it. We are looking forward to the amazing things to come from Wayne Brothers, Inc! - Brooke Phillips, Savannah Area Chamber of Commerce



Charlie Martin at the Savannah Chamber Business Expo.

## SEASON OF CHANGE

**By: Shannon Sapp,  
Business Development Manager**

The summer months came and went like the rains of April and May; and when it rained, the opportunities poured. Fortunate for us, we were able to capture some and turn it into some great work for Wayne Brothers Inc. Now as the leaves begin to fall, our backlog is full of great projects and the food plots we planted are producing some solid prospects for the future. We are now ensuring our stand placement we will give us the best chance the bring in some big trophies.

Closing our six (6) month fiscal year, the successes of summer momentum continues. WBI sustained our concentration with three (3) new manufacturing projects; one with multiple scopes on the same site. We secured another warehouse/distribution building to support the manufacturing boom in South Carolina. Mission Critical remains a strong market for us as well. Our scope continues to go on current projects, we returned to a couple past ones to continue expansions, and lastly we are on the verge of updating some of our past construction work. We even put a new skin an old wall at a local stadium we installed in the past. Always interesting to see your earlier work still around. Our Savannah office opened in mid-July and scored its first project on a small project in town. If you're in the area, please stop in, see the new office and meet Charlie Martin.

Please take note of some new rebranding in one of our groups. The Special Projects Group has been retitled "Industrial Contracting Services". The change is to more align the new services of millwright and equipment setting with the specialized concrete construction this group excels at. In support of this new endeavor, WBI has hired, Phillip Kirkley champion these new services. Please welcome Phil when you see him and look shortly on the website for the new webpages promoting the Industrial Contracting Services.

Lastly, we are working on a new company store and webpage to order all your Wayne Brothers, Inc. (WBI) branded logo. Stay tuned for its' launch shortly.

## Safety Improvement Suggestion Drawing Winners

*Employees are entered into a monthly drawing for submitting a valid safety improvement suggestion. Congratulations to the following winners:*

### May 2017

CJ Howard, James Meade, Jesus Santiago,  
Nelson Lowers, Rudis Lazo & Travis Smith

### June 2017

Chris Smith, Dallas Burch, Dillon Freeman, Eddie Frailey & Keith Hansen

### July 2017

CJ Howard, Edgar Jaquez, Eduardo Estrada, Joe Wakefield & Keith Hansen

### August 2017

Cody Waterfield, David Sergeant, James Smith, Jesus Santiago, Jonathan Chela & Miguel Nunez

### September 2017

Al Major, Brian Peterson, Ernest Sibert, Keith Hansen, Kenneth Reynolds & Jesus Quiroz

### October 2017

Brian Barker, Chris Turner, Curtis Boatwright, David Sergeant, Derrance Ramsey, Ernest Sibert, Jorge Mereno, Kristopher Morgan, Nelson Lowers, Patrick Zeggert, Robert Washington, Sayon Lagadeau & Wilber Dubon

### November 2017

CJ Howard, Dillon Freeman, Jorge Mereno, Robert Washington, Rudy Lazo & Virgil Fitzpatrick



## ABC PLATINUM AWARD

Congratulations to WBI for receiving the ABC's Platinum STEP (Safety Training Evaluation Program) Award! The Associated Builders and Contractors (ABC) of the Carolinas honored over 100 members for their dedication and commitment to excellence in safety. WBI's Safety Supervisor, Charlie Lilly, accepted the award on behalf of Wayne Brothers. North Carolina Commissioner of Labor, Cherie Berry and South Carolina Director of Labor Licensing and Regulation, Emily Farr addressed the ABC membership and presented over 100 Safety Training Evaluation Program (STEP) awards.

The awards were presented at the ABC annual Safety and HR conference in Concord, NC. "ABC's motto is There is NO competition in Safety," said Doug Carlson, President and CEO of the ABC Carolinas. "Contractors big and small come together to encourage both their clients and their competitors to improve their safety programs so that everyone goes home at the end of each workday."

Established in 1989, STEP was developed and written by contractors for contractors. Participating ABC member firms measure their safety processes and policies on 20 key components through a detailed questionnaire with the goal of implementing and enhancing safety programs that reduce jobsite incident rates. STEP participants are 150% safer than the Bureau of Labor Statistics average. Platinum STEP level companies are 330% safer.

## Vendor Awards!

There is no denying that the Wayne Brothers Family would not thrive without the superior support of its vendor partners. We spend countless hours searching for vendors with the right fit for each project and then work together to provide the end user with a Best-in-Class product. We hope to further solidify these partnerships by recognizing our best with the 2017 Wayne Brothers Vendor Partners Excellence Awards.

Several months ago a Vendor Partners Excellence Awards Committee was organized with the mission statement, "To encourage & recognize excellence within our industry in an effort to nurture relationships with Wayne Brothers' Vendor Partners." The Committee consists of members from various departments of WBI, so that it might be able to coordinate such an effort equally.

Vendor Partner Excellence Awards were given to partners which have shown dedication and commitment to support Wayne Brothers in its goal to become the #1 Construction Services Team. These awards were based on recognition of outstanding achievements in customer service, product quality, product innovation & cost reductions.

**Platinum:** Carolina CAT, Concrete Supply Co. & Ensco Supply Co.

**Gold:** CMC Rebar, Carolina Bar Placers, Rutherford|Marsh & McLennan Agency

**Silver:** NFP Corporate Services, Minor Mistakes Autobody Repair & Paint, Dickinson Hauling & Grading, PNC Bank, United Rentals, New South Construction Supply

**Bronze:** Martin Marietta, Wincourse Technologies, Doughgirls Catering, Hart Wall & Paver Systems, PrimeSource Parts & Equipment, Armor Engineering & Design, Great Lakes Petroleum, MEVA, Harris Rebar, Ford Hilbish, Ferguson Enterprises, UFP Atlantic, Charleston Concrete, Wyndham Garden Hotel - Summerville, & Mid-Atlantic Erosion Control



## Platinum Vendor: Carolina CAT

By: Alan Goodman, *Asset Manager*

Congratulations to Carolina CAT for earning the Wayne Brothers Platinum vendor award for the second consecutive year. This is the highest vendor recognition we bestow.

Carolina CAT continues to exemplify customer service excellence year after year. Actually, it's the employees who exemplify customer service excellence. It is apparent that consistently delivering an exceptional customer experience is embedded in the Carolina CAT culture.

While the list of employees we interact with is extensive, and I feel a bit remiss for singling out one employee, I want to share my following personal experience because it speaks to the depth and breadth of the culture I just referenced. Recently I met for the first time Aaron Adam, a Carolina CAT technician, who was on a field service call. He was extremely personable, professional, knowledgeable and appreciative of our business. I mentioned my experience to Jerry Lambert, our Service Center Supervisor. Jerry went on to say that Aaron was like this all the time.

Carolina CAT invests in its people & likewise its people invest of themselves in partnering with WBI. Your partnership enables us to deliver a higher, more cost effective level of service to our clients. We sincerely appreciate the efforts of the WBI "CAT team", as well as the multitude of others who support us behind the scenes.

## G.E.M Award: Mitch Christenbury

By: Alan Goodman, *Asset Manager*

Congratulations to Mitch Christenbury of Carolina CAT for winning the first ever G.E.M (Going the Extra Mile) Award! Mitch is our Carolina CAT Account Manager whose primary responsibility is to sell Caterpillar equipment to our company. Mitch is unique in that he helps us buy equipment and does not “sell” us products. I.E. He is not a pushy sales rep. Mitch eagerly and willingly provides as much information as we desire, in some cases reviewing all of the features available on a machine, to help us make sound purchasing decisions.

Mitch spends time educating us on financing options and proactively makes us aware of new technologies and services. Because of his commitment to excellence, both as a representative of Carolina CAT and by being the consummate customer service professional, Mitch has developed a strong partnership with our company. This partnership helps us deliver an exceptional level of service at a competitive price to our customers.

Mitch not only builds solid customer relationships, he also builds strong friendships. Mitch learns the names of his customers’ family members and what is going on in their lives. He asks about them on future visits. With the relationships and friendships he establishes, comes a high level of trust. Mitch is a man of his word. You never have to wonder if there is a hidden agenda. If he tells you something, you can take it to the bank. Mitch is honest. His integrity and ethics are beyond reproach. Mitch is extremely responsive to phone calls and emails. You never have to follow-up with him.

Mitch goes the extra mile for our company. Several examples follow:

- He spent hours assisting with the planning of our 30th anniversary celebration, not to mention he initiated the discussion. He made a host of new CAT equipment available for us to display as well as a crawler crane with a 120’ boom to fly the American flag.
- Mitch pulled a team together from Carolina CAT & Caterpillar Corporate to address a product issue. Bear in mind that Mitch is our sales rep, not product support.
- Mitch arranged with their HR / Training Department for Jerry and me to attend Carolina CAT training classes. This was a first.
- He coordinated a meeting with the Carolina CAT IT Department to help us understand how they measure mechanic performance.
- Mitch proactively arranged for the Caterpillar Corporate Safety Rep to meet with our Safety Director to review leading edge safety technologies / practices.
- Mitch promoted WBI to Caterpillar Corporate and successfully got our company into Caterpillar’s National Account program. This elite group is comprised of only 98-customers in North America. Our company did not qualify for this status based on our size but Mitch went far beyond the call of duty to successfully pitch our company to Caterpillar. Again, Mitch initiated getting us into the National Accounts status. This will greatly benefit WBI in numerous ways.

Having an account representative, the caliber of Mitch is a tremendous asset to Wayne Brothers - Having him as a friend is an even greater honor and a privilege.



## AWARDS



### Platinum Vendor: Ensco Supply Company

By: Joshua McKnight,  
*Distribution Center Supervisor*

Congratulations to Ensco Supply for earning the Platinum Vendor Award! Ensco has achieved this high honor through outstanding customer care and support. Their employees are always ready to assist us with our needs and go the distance to get materials to their destination. From the President to the internal support staff, all display high levels of professionalism and communication.

Speaking of employees, a special thanks to Eric Ritchie for his exemplary support as Account Manager. Eric consistently goes above and beyond what is expected to service our needs. Examples of this include personally delivering needed material after hours to our Distribution Center, and even to superintendent's homes for the following morning. Eric has a wealth of knowledge and continuously updates us on the latest innovations and proactive solutions for our industry needs.

Other members of the Ensco team that we frequently interact with are, Richard Crifasi – President, Mike Reed – Operations Manager, Wes Smith – Counter Supervisor, and Paul Clarkson – Inside Support. Each member of their team plays an important role in our success. Ensco Supply is a true partner with Wayne Brothers. They enable us to deliver the highest quality of service to our customers & we thank them for their dedication.



### Platinum Vendor: Concrete Supply Company

By: Andrew Love, *Assistant Project Manager*  
Congratulations to Concrete Supply Company for earning the Platinum Vendor Award! Even before Wayne Brothers Inc. existed, the relationship between WBI's founder, Keith Wayne, and Concrete Supply Company (CSC) was a uniquely strong one. Throughout the years, CSC supported Keith during the period when he managed a Carolina based concrete pumping business, to when he started Wayne Brothers.

It's no surprise that for the past 32 years since WBI has existed, CSC has been our largest supplier of concrete material. But being the largest is not what makes this relationship so valuable to us. It is the consistency with which they answer all aspects of the process; from bidding a project to closing out the concrete scope with our client's acceptance of the finished work.

Their exceptional sales, production, delivery (truck drivers) and quality control is what made CSC stand out to our judges when selecting this award. The leadership and vision of their management provides their customers the very best potential for receiving outstanding results in their concrete building products.

We are very pleased to present to all of our trusted friends at Concrete Supply Company the 2017 Wayne Brothers Platinum Supplier Award. We look forward to many more years of "Building Together in Pursuit of Excellence".

The following was featured in the Harding University High School's Institute of Technology Newsletter:

# CONSTRUCTION TECHNOLOGY

Kelvin T. Rattley, Academy Coordinator

Garreth Douglas, Carpentry Teacher

Harding University High School's Institute of Technology

November 2017

## Carpentry Program at Harding

Harding University High School Institute of Technology students' have been engaged with industry partners during National Career Development Month. They have had the opportunity to learn and apply different skills sets provided by two volunteers that serves on our Advisory Board from the construction industry. HATS OFF to John A. from Wayne Brother's Construction and Tristian G. from Baston-Cook Construction for taking time off during their busy schedule to educate our students about the construction industry.



### Wayne Brothers Construction, Inc.

John A. worked with our students' learn how to build formwork structures. Formwork are interlocking and modular *systems* are used to build widely variable, but relatively simple, concrete structures. John demonstrated and guided our students' how to build a foundation mock wall with Symons Form System. He did this by assisting students with formwork erection process, install walers, turnbuckles, allow students to build bulkheads (pour stop), set chamfer to elevation (defines top of wall) discuss formwork pressure, pour rates of concrete, and concrete reinforcement.

*Building Carpenters  
One Student At A Time*

### Baston-Cook Construction

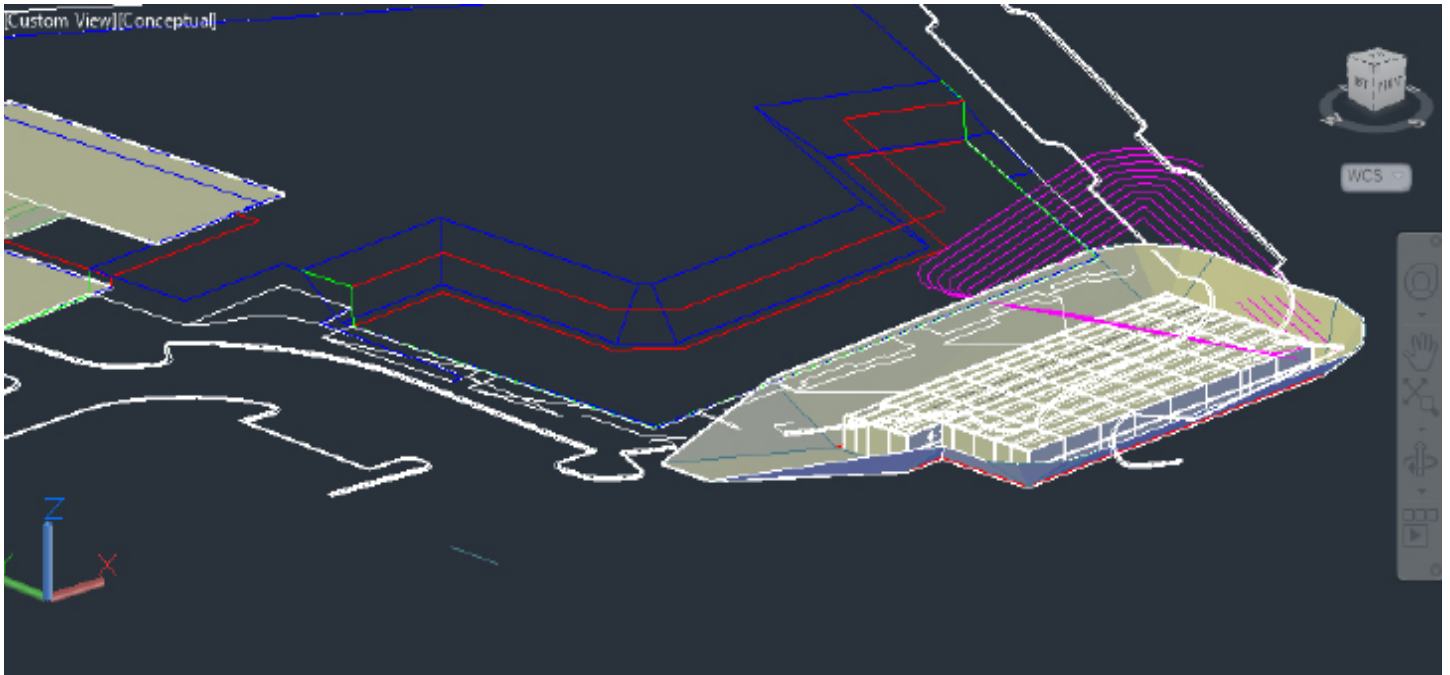
Tristian G. worked with our students' to understand how a set of blueprint drawings are put together. Starting at the very beginning, they learned about drawing types, scale and the interrelationships between drawings and how project information is conveyed throughout a set of construction documents.



**BATSON-COOK**  
CONSTRUCTION

**WB**  
Wayne Brothers  
INCORPORATED

BUILDING TOGETHER IN  
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# Storm Trap Install at Montford Park

**By: Jim Rhodes**

**VP of Civil & Infrastructure Group**

WBI was awarded a turnkey sitework contract in South Charlotte for an infill apartment project. Among other scope items, this project included a storm detention and sand filter system to treat the storm water prior to leaving the site.



Similar to many infill sites, space was at a premium and the system had to be wedged in between erosion control measures, building footprints, property lines and tree save areas. Not only did the system have to fit in these bounds but the safe excavation for the install of the system did as well.

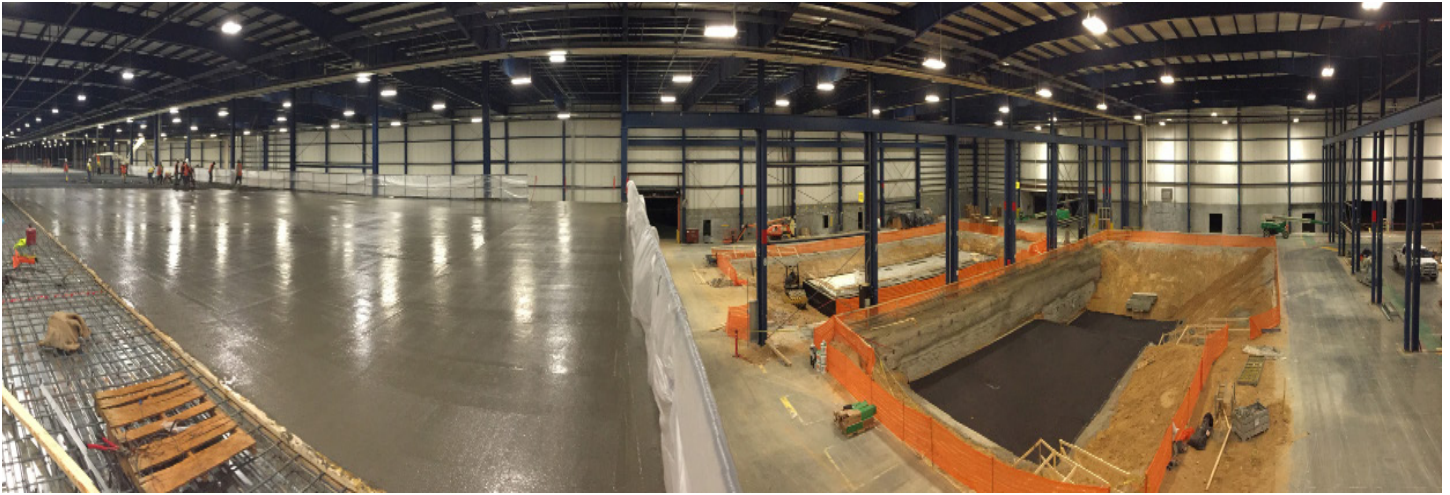
The first item that had to be addressed was the fact that the temporary skimmer basin was going to be removed in the process of excavating for the detention system. The second item was that of access for all the other trades on site, while we stockpiled thousands of yards of backfill material and kept an access road open for the over 50 tractor trailers of precast that had to be delivered through the site.

WBI was able to work with the client, erosion inspector, system engineer/fabricator, crane provider and shoring supplier to come up with a plan that allowed for an area of almost 20,000 sf to be excavated to a depth of over 15' from existing grade. This included a structural ramp for the crane to access the bottom of the excavation, shoring shields to allow for a shear cut against a tree save canopy and a logistics plan that allowed for building construction to continue while the system was being delivered and installed. The plan also included piping and storage to allow for proper treatment of all storm water while transitioning from the phase I skimmer based erosion plan to the phase II detention based erosion plan.

WBI specializes in this sort of work because we are able to model all aspects and phases of the work. This allows us to see how the plan comes together virtually and identify in potential problems before we have costly issues and delays in the field. This scope of the project took three weeks from excavation to backfill, included weeks of pre-planning and discussions with all parties involved, as well as a lot of hard work and a number of longer evenings from our crews on site. Thanks to everyone involved that made this operation such a success.



## PROJECT UPDATE



# Samsung Manufacturing Facility

Wayne Brothers is grateful for the opportunity to complete the turnkey concrete construction for the new Samsung Home Appliance manufacturing facility in Newberry, SC. Our scope included the footings, foundations, piers, slabs-on-grade, and slab-on-metal deck.

The \$380 million, 450,000-square-foot facility, which is housed in the former Caterpillar plant, is now producing washing machines at Samsung's first home appliance manufacturing facility in the United States. Samsung has transformed the site with the help of more than 800 full time and contract workers, adding 151,000 square feet and installing two manufacturing and assembly lines with 20 presses and 30 injection molding machines. The two assembly lines combine Samsung's made-in-house components with supplied modules and package those products for shipment to U.S. consumers.

Samsung plans to produce 1 million washing machines at the Newberry County facility in 2018. The company had hired 350 people as of last November and expects to hire 954 by 2020.



Kirk Yarborough supervising the first of nine mezzanine pours at Samsung.



John Ashworth observing a foundation pour at Samsung.

# LITERACY PROGRAM

## DEVELOPING & EMPOWERING PEOPLE

Wayne Brothers employees and their families teamed up with the Literacy Council of Union County every Saturday from August 2017 to June 2018. Through the use of reading, games, and music, they helped educate entire families. Thank you for donating your time and talents to this wonderful cause!



Thanks to 5/3 Bank & Iota Phi Theta Fraternity, Inc., Gamma Nu Omega Alumni Chapter for donating to our Book Drive for the Literacy Program.



Jim Elder Volunteering on Saturday to support our Literacy Program.

# Silica Training



WBI is conducting Silica Mitigation Procedure classes to ensure our staff is aware of the silica control plan. They are instructed on the details of implementation, have been provided with equipment and have knowledge of the best methods of control.



## TRAINING

# National Apprenticeship Week

**The following was featured about Wayne Brothers by the North Carolina Chamber of Commerce:**

In honor of the third annual National Apprenticeship Week, we are highlighting our member companies' leading apprenticeship programs. Over the last five years, the number of apprentices nationwide has grown drastically, with more than 545,000 apprentices across the country – many of whom call North Carolina home. On this first day of National Apprenticeship Week, we're excited to shine a spotlight on Wayne Brothers Incorporated, whose apprenticeship program has been in place since 2002.

For more than 31 years, Wayne Brothers has provided civil and infrastructure and concrete construction solutions throughout the Southeast. A recognized leader in the construction industry for its progressive culture, Wayne Brothers is known for its careful attention to design, the selection of the most effective materials, and the investments made in cutting edge technologies. For 15 years, Wayne Brothers' Form Carpenter, Heavy Equipment Operator and Placing & Finishing Concrete apprenticeship programs have been in place to train apprentices with the necessary skills for their desired occupation. With the understanding that apprenticeship programs are integral to closing the skills gap, Wayne Brothers has found that its intensive training and development has resulted in higher motivation and lower turnover for those who participate in the apprenticeship program. To ensure apprentices hone their skills throughout employment, Wayne Brothers continues training and testing over the course of their career to bolster productivity and innovation.

Wayne Brothers' apprenticeship programs were developed to give veterans and incumbent workers a comprehensive learning experience that would prepare them for a position within the company. Apprentices in their program also earn 15 credit hours that can be applied to a college degree. Additionally, Wayne Brothers developed a pre-apprenticeship program, which provides school-aged students the chance to learn in the classroom and gain on-the-job experience to better prepare them for their education and career. This program also allows students to earn high school and college credits. To make this possible, Wayne Brothers partners with Kannapolis City, Cabarrus County and Rowan County schools to attract high school students to the pre-apprenticeship program. Wayne Brothers also partners with Rowan-Cabarrus Community College and Central Piedmont Community College to allow students to transfer 15 credit hours to a degree in a related field of study. For Wayne Brothers, the alignment between the secondary and postsecondary education systems is critical to ensuring the training individuals receive meets the current and future needs of the heavy commercial construction industry. As the success of Wayne Brothers' program shows, apprenticeship programs can effectively fill our talent pipeline but alignment between education systems, the workforce community, local government officials and community leaders is key. I look forward to sharing more highlights like this one with you in the coming days. - Gary J. Salamido, Vice President, Government Affairs, North Carolina Chamber



Working With Our Youth is the Only Pathway to Overcome the Skilled Worker Shortage.

# 2017 INTERNS

Our latest group of interns – by far – exceeded expectations as a group of future leaders. We remain encouraged at the caliber of Interns year after year!

Of the five interns selected for our 2017 Summer Internship we were introduced to three rising seniors (Brendan, Tate and Kyle) who will be starting their full time careers this May, and two incredible individuals (Bokar and Ethan) who we have invited to join us again this summer!

Bokar Diabi / UNCC – Civil Engineering  
 Tate Wynne / Appalachian State – Building Science / Construction Management  
 Brendan Linden / WCU – Construction / Business Management  
 Ethan Collins / WCU – Construction Management  
 Kyle Watson / WCU – Construction / Business Management



*2017 Internship Class Presentation Day*



*2017 Intern Class - Ethan, Tate, Kyle, Bokar & Brendan*

Look at them now! Current Career Employees and Graduates of our Internship Program

2011 – Andrew Love / Appalachian State – Assistant Project Manager – Industrial Group  
 2012 - Ryan Lindsey / UNCC – Project Manager – Civil & Infrastructure Group  
 2013 – Darren Thompson / UNCC – BIM Engineer – VDC Group  
 2013 – Derik Wilson / Appalachian State – BIM Engineer – VDC Group  
 2013 – Zane Lail / Appalachian State – Project Engineer – Building Group  
 2015 – Blake Beazlie / Appalachian State – Project Engineer – Building Group  
 2015 – David Byrd / Western Carolina University – Project Engineer – Building Group  
 2016 – Cody Key /Clemson – Project Engineer – Building Group

## 2018 Expectations

In February we will be visiting colleges and universities again, talking with students about our Internship Program and inviting them to join us. Some colleges require an internship for graduation, some do not. The position of Summer Intern will post on our website and the process of selecting the best future leaders of WBI will be on its way again!

We look forward to the new experience and the new learning opportunity – for the Interns as well as for WBI!

## QUALITY ASSURANCE



*Brendan & David (a WCU Alumnus) at WCU Career Day*



Apprentice David Sergeant assisting with recruiting at a Youth Job Fair held at the Charlotte Fire Dept in Charlotte, NC on August 25, 2017.



Darren Thompson assisting with recruiting at the 3rd Annual Construction Internship and Career Fair at UNCC on September 12, 2017.

## Quality Initiative

By: Doug Francavilla

In much appreciation to the hard work and effort put forth by many individuals, I would like to announce that several components of the Quality Program have gone live beginning with projects Bluebird and AMREP.

The Quality Program looks to serve and function as an asset to individual employees as well as WBI as a whole. Through individualized break downs of standard operating procedures for specific tasks to the gathering of data documenting our successes and missteps we can all learn to grow as one. Follow up data collection with the analyzing of trends across multiple projects and we will begin to pioneer proactive solutions going forward allowing for us to not work faster and harder, but rather, smarter and more efficient. As new issues arise we will be able to pinpoint their root causes and work to eliminate them to the highest degree possible.

Project specific Quality Manuals are being created to aid and empower field employees with knowledge pertaining to project specific tasks that may be unfamiliar to them. The manuals will also be distributed to our clients as they will highlight our approach to the contracted work with a dedication to quality and efficiency in mind. Clients and partners will also recognize that all components of the Quality Program have been aligned with the latest ISO requirements proving that Wayne Brothers holds itself accountable to the highest and most recognized standards in the world.

As much work that has been put into developing the Program there is still that much more that remains. The development will be an ongoing and ever changing process as we continue to pursue excellence; however, it is exciting to broadcast the introduction of this program to the company in working form. If you have any questions or suggestions about anything please contact me.

# 2017 Company Awards

Congratulations to all the WBI award winners! They were recognized at the Annual WBI Company Picnic on Saturday, August 5, 2017. This year WBI recognized the performance of an individual in each group.

## *Craft Awards:*

Building Group: Nicacio Lorenzo

Finishing Group: Moises Mendoza

Civil & Infrastructure Group: Eustasio Munguia

Industrial Projects Group: Jose De La Rosa Chairez

Asset Group: Karl Knight

## **Operator Awards:**

Building Group: Anselmo Mendoza

Civil & Infrastructure Group: Joel Bonilla

**Administrative Employee of the Year:** Wesley Douglas

**Safety Employees of the Year:** Dicky Miller & Frederic Daniels

**Superintendent of the Year,** *This year we had two winners:* Bruce Ashworth & Jason Loucks

**Overall Employee of the Year for 2016:** John Suther

## **President's Gold Level Award**

*Awarded annually to employees who through their dedicated commitment and exceptional performance enable our team to consistently exceed the expectations of our clients and associates.*

Nelson Lowers, Sherri Plummer, Terrie Simone, John Suther, Alejandro Barco, Angel Villatoro, Jeff Ingle, Brandon Spears, Moises Mendoza, Jonathan Burch, Mike Smithwick & Jorge Flores

**Perfect Attendance:** Alejandro Barco, Dillon Freeman, , Cecilio Gonsales & David Guillen

## **Equipment Accident & Injury Free:**

7 Years: Alberto Delgado

4 Years: Angel Villatoro, Ramiro Montalvo & Marty Stutts

3 Years: Lawrence Goodine, Jorge Flores & Miguel Nunez

2 Years: Anselmo Mendoza, Clarence Walker, Paul Gonzales, William Taulbee, Angel Banegas, Roy Reaves, Christopher Smith, Don Woodberry, Orlando Ortiz, Jazil Chacon, Marvin Lazo & Rudis Lazo

1 Year: Felipe Frayre, Jose Hernandez, Tony Davis, Tommie Canty, Jojo Wakefield, Jonathan Parker,

Noe Lazo, Jose Ramirez, Jonathan Miller, Cody Josey, Rick Money, Virgil Fitzpatrick, Kyle Bennett, Daniel Rosas, Ted Stark, Eustasio Munguia, Bruce Knox, Dan Irwin, James Smith & Jared Browning

## ASSET GROUP



## HONK HONK Award: Mike Henrickson

Congratulations to Mike Henrickson who was presented with the Honk Honk Award on September 6, 2017.

The very best customer service rep that I deal with on a daily basis is Mike Henrickson. I know this award is focused on outside vendors and I am not trying to change how it is set up. I just wanted to share that with you all because as I sat here trying to think of who I would recommend for this award, all of our external vendors paled in comparison to Mike. And we have some excellent vendor reps.

- Jim Rhodes,  
VP of Civil & Infrastructure



Pictured L to R: Brad Bahr – Marketing Representative, Caterpillar, Inc.; Keith Wayne – President / CEO, Wayne Brothers, Kurt Kiker - National Account Manager, Caterpillar, Inc., Alan Goodman – Asset Manager, Wayne Brothers, Mitch Christenbury – Corporate Account Manager, Carolina CAT.

## Caterpillar National Account

By: Alan Goodman, *Asset Group Manager*

Caterpillar, Inc. granted their National Account status to Wayne Brothers on July 14, 2017. The National Account program affords a number of benefits to our company.

We sincerely thank Caterpillar for considering our company and bringing us into this elite group of customers.

Also, our sincerest thanks goes to Carolina CAT, our local Caterpillar dealer, for their assistance presenting our case to Caterpillar Corporate. We are fortunate to have Mitch Christenbury, our Carolina CAT account manager, and his team supporting our company.

We are honored to become one of only 98-National Accounts in North America and look forward to a mutually beneficial partnership with Caterpillar, Inc. and Carolina CAT.

## WBI Wash Facility

Wayne Brothers officially opened its new, state-of-the-art wash facility on November 2, 2017. This enclosed facility includes a fully automated vehicle wash in one bay and an equipment wash in separate bay. The equipment wash bay includes two 100-GPM water cannons and two hot water pressure washer hoses. The water cannons operate on 100% recycled water. This bay is sized to accommodate our largest excavators and articulated trucks and still allow ample space to work around the piece.

This facility, utilizing the modern washing systems, will enable us to wash vehicles and equipment in the most efficient manner possible. Our goal is to keep our fleet of tagged vehicles and heavy equipment clean. Clean projects a positive image, gives the driver / operator a sense of pride and helps maintain the value of the asset. Cleanliness is another way to project “excellence” to our clients and the communities we serve.

A big thank you to Daniel Honeycutt, Mike Tagg and T J Lister for the excellent job they are doing washing equipment and detailing vehicles.





## SUPER LOAD

In January 2018, Jason Williams pulled his first super load of 160,000 pounds on eight axles. It was a 50 ton crawler crane going from Samsung in South Carolina to Ring Power in Concord.

Chad rode along as trainer. Less than a year ago, Jason only had his Class A CDL permit. Congratulations, Jason! You have done an outstanding job growing you skills.

## Distribution Center Accomplishments

As of the end of day on 10/20/2017, WBI's Distribution Center had made \$2,000,794.80 in sales. Their revenue goal for the entire year was \$2 million.

Furthermore they finished out the goal year 2017 with a total of \$2,468,793.40 exceeding the set goal by \$468,793.40

They worked diligently to purchase the highest quality materials at the lowest possible price while providing excellent service to our field operations. Their set saving goal for the year was \$25,000. They exceeded this goal by saving \$69,636.64. That's 17.5% savings on the same materials purchased in 2016.



## COMMUNITY INVOLVEMENT



(Above) WBI's Josh Dahlbeck, Shannon Sapp & David Byrd at the Gemma Power golf benefit.

(Top Left) WBI was pleased to participate in WB Moore's Client Appreciation golf tournament.

## CAGC Sporting Clays

(Left) Mark Muller, Shannon Sapp, Bobby Phillips, and Phil Kirkley had a great time at the CAGC's 9th Annual Sporting Clays Championship that benefits education programs in the construction industry.



## OPERATION HOMEFRONT

Wayne Brothers was excited to partner with OPERATION HOMEFRONT to support our Veterans and their Families this holiday season. Thanks to your generosity, we were able to collect a full bin of toys to help brighten the holiday season for children of military families. Without our support, some of these children may not have received a gift due to the financial hardships placed on their families as a result of their service to our country's military. Many of these children have parents who have been killed, wounded or severely incapacitated in combat. Giving these children toys won't bring their parents back or take away their injuries, but it will help in giving them a smile and letting them know that they are loved.

We were also able to give \$500 in cash and gift cards to support the second initiative, OPERATION GIVING QUILT, which is dedicated to providing financial assistance to struggling military families during the holiday season. The means of providing assistance to these families is by purchasing gift cards, which they can use to purchase items for their families. These donations can help a struggling military family get through the holiday season. Thanks for your generosity!



## COMMUNITY INVOLVEMENT

# Habitat for Humanity

Wayne Brothers Inc. is a Harmony Sponsor for the Cabarrus County Habitat for Humanity home that is being built in Kannapolis. In addition to a cash donation, WBI employees volunteered on Saturday, January 13th, to install siding. Thanks you to all the WBI employees who donated their time and skills!



## SKEET SHOOT



WBI had a great time at the ASAC Charleston Chapter Sporting Clay & Trap Shoot. Left to right: Brian Weersing (Whiting-Turner), Phil Kirkley (WBI), Wesley Douglas (WBI), Joe Fioretti (Whiting-Turner), Paulie Estrada (WBI)



Left to right: Rodrigo Urrutia (Yates), Seth Ross (Daimler Vans), Nick Lawrence (WBI), Wesley Douglas (WBI), James Rivenbark (Yates).

Thank you to everyone who helped make the Health and Financial Wellness Fair a success!

- 5/3 Bank
- Carolinas HealthCare System
- Charlotte Eye, Ear, Nose & Throat
- Charlotte Radiology
- Hendrick Northlake Auto Mall
- Levine Cancer Institute
- Rite Aid Pharmacy



Thanks to T J Lister, Daniel Honeycutt & Mike Tagg for washing all of the Superintendents' trucks during the superintendent meeting today. They are doing an outstanding job! - Alan Goodman, Asset Manager



Please welcome Adley Kay Dahlbeck to the WBI family! She arrived September 12th at 4:16pm weighing 8lb 6oz and 21.75". Everything went incredibly well and mommy and baby are both doing great! Checking in at the front desk to delivery was just two hours! Congrats, Josh & Megan!!



Please welcome Marshall Francis Kennedy! Marshall arrived October 23, 2017 at 10:05am weighing 7lb 15oz and 18.5". Everyone is doing well. Congrats, Kennedy Family!



Kevin Steele's daughter at the Miss Merry Christmas Pageant!

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