

# J&F Construction & Development, Inc.

GENERAL CONTRACTORS | DESIGN BUILD | BUILD/LEASE



COMMERCIAL | INDUSTRIAL | RETAIL | INSTITUTIONAL  
RELIGIOUS | MEDICAL | RENOVATIONS

## Competitive Bidding—Or Not?

If you had a heart problem, would you take competitive bids from heart surgeons? If you needed a good lawyer, would you take competitive bids to select one? If you wanted an aircraft designed for you and your family to use, would you accept the lowest bidder? We hope your answers to the above questions were “No!”

Just as you wouldn’t accept, or even solicit, low bids for the above examples, you also shouldn’t select a contractor to build your new facility because they are the cheapest. You should select your professional construction team just as you would any other professional. Look for someone qualified, of good character and integrity, who has a strong track record and offers his services at a competitive price.

The bidding process is somewhat of a “hurry up and wait” event. Subcontractors and material suppliers usually provide the Contractor with their bid minutes before the actual bid is due. Thus, the hour before a bid is hectic and stressful, to say the least, resulting in numerous opportunities for errors in calculations and judgments. When the Owner accepts the low bidder, they are accepting a lot of risk. Did the Contractor use a lower priced, unreliable subcontractor? Did the Contractor make an error in bidding? Will the low bidder be able to complete the job at that price?

It’s simply human nature. If cost is more important to you than the quality of construction, profit will be more important to your contractor than the quality of their work.



*Incenta Federal Credit Union, Englefield, Ohio*



*St. Paul's United Methodist Church, Galion, Ohio*



*Mt. Vernon Nazarene University, Mt. Vernon Ohio*

**BUILDING FOR TOMORROW... TODAY!**

# Pumpkin Pie Squares

*"A delicious pumpkin pie without having to roll out a crust. A great snack and Halloween treat."*

## Ingredients

1/2 cup butter, softened	1/2 cup brown sugar
1 cup all-purpose flour	1/2 cup rolled oats
1 (15 oz.) can pumpkin	3/4 cup white sugar
1/2 teaspoon salt	2 eggs
1 (12 oz.) can evaporated milk	
1 teaspoon ground cinnamon	
1/2 teaspoon ground ginger	
1/4 teaspoon ground cloves	



## Cooking Instructions

1. Preheat oven to 350° F (175° C).
2. In a medium bowl, cream together butter and brown sugar. Mix in flour. Fold in oats. Press into a 9x13 inch baking dish.
3. Bake in preheated oven 15 mins., until set.
4. In a large bowl, beat eggs with white sugar. Beat in pumpkin and evaporated milk. Mix in salt, cinnamon, ginger and cloves. Pour over baked crust.
5. Bake in preheated oven 20 mins., until set. Let cool before cutting into squares.

Prep Time: 20 min Ready In: 1 hr 5 min Servings: 24

## What is Design-Build?

Design-build is a Project Delivery System used in the construction industry. It consists of a procedure to deliver a project where, in contrast to "design-bid-build," the design and construction aspects are contracted by a single entity known as the design-builder or design-build contractor. This system is used to minimize the project risks for the employer and to reduce the delivery schedule by overlapping the design phase and construction phase of a project.

The traditional approach for construction projects consists of the appointment of a designer on one side, and the appointment of a contractor on the other side. The design-build procurement route changes the traditional sequence of work. It answers the client's wishes for a single-point of responsibility in an alleged attempt to reduce risks and overall costs. It is now commonly used in many countries and forms of contracts are widely available.

Design-Build is sometimes compared to the "master builder" approach, one of the oldest forms of construction procedure. Comparing design-build to the traditional method of procurement, the authors of "Design-Build Contracting Handbook" noted that: "[...] from a historical perspective the so-called traditional approach is actually a very recent concept, only being in use approximately 150 years. In contrast, the design-build concept -- also known as the "master builder" concept -- has been reported as being in use for over four millennia."

Architect-led Design-Build is a specific approach to design-build, in which an architect, rather than a contractor, leads the project and has direct responsibility to the client (building owner). The design-builder is usually a general contractor, but in many cases it is also a design professional (architect or engineer). Design and build contractors employ professionals from the design and construction sector. Where the design-builder is a general contractor, the designers are typically retained directly by the contractor. Partnership may be created on a long term or for one project only.

Until 1979, the American Institute of Architects' code of ethics and professional conduct, prohibited their members from providing construction services. However, today many architects in the United States and anywhere else aspire to provide construction services, and one approach towards this goal is design-build. The AIA realized how design-build is becoming one of the main approach to construction.

## Planning a Project?

Give us a call and we'll be glad to work with you to develop a project you can be proud of.

Contact Jim Mayes  
or Steve Bridgford  
at 800-819-1088  
or email  
[office@jfconstruction.com](mailto:office@jfconstruction.com).

And while you're at it,  
visit our website at  
[www.jfconstruction.com](http://www.jfconstruction.com).

## Ohio Day-Trips

### CUYAHOGA VALLEY NATIONAL PARK

Though a short distance from the urban environments of Cleveland and Akron, Cuyahoga Valley National Park seems worlds away. The winding Cuyahoga--the "crooked river" as named by the American Indians--gives way to deep forests, rolling hills, and open farmlands. The park is a refuge for flora and fauna and provides recreation and solitude for visitors.

#### Address

15610 Vaughn Road  
Brecksville, Ohio 44141

#### Visitor Information

(800) 257-9477

### DELAWARE STATE PARK

Dense woodlands, expansive meadows and a shimmering 1,300-acre reservoir blend to create Delaware State Park. Once home to the Delaware Indians, this 1,686-acre recreational area offers camping, swimming, boating, fishing and wildlife viewing for outdoor enthusiasts.

#### Address

5202 US Route 23 North  
Delaware, OH 43015

#### Visitor Information

(866) 644-6727

# This Month In History: October

## Working for fun

— Ralph Marston, May 16, 2011

**October 1, 1908** - Henry Ford's Model T, a "universal car" designed for the masses, went on sale for the first time.

**October 2, 1968** - California's Redwood National Park was established. Redwoods are the tallest of all trees, growing up to 400 feet during a lifetime that can span 2,000 years.

**October 8, 1871** - The Great Fire of Chicago erupted. According to legend, it started when Mrs. O'Leary's cow kicked over a lantern in her barn on DeKoven Street. Over 300 persons were killed and 90,000 were left homeless as the fire leveled 3.5 square miles, destroying 17,450 buildings. Financial losses totaled over \$200 million.

**October 12, 1492** - After a 33-day voyage, Christopher Columbus made his first landfall in the New World in the Bahamas. He named the first land sighted as El Salvador, claiming it in the name of the Spanish Crown. Columbus was seeking a western sea route from Europe to Asia and believed he had found an island of the Indies. He thus called the first island natives he met, 'Indians.'

**October 13, 1792** - The cornerstone of the White House was laid by George Washington. The building, located at 1600 Pennsylvania Avenue, is three stories tall with over 100 rooms, and was designed by James Hoban.

**October 27, 1904** - The New York City subway began operating, running from City Hall to West 145th Street, the first underground and underwater rail system in the world.

**October 28, 1886** - The Statue of Liberty was dedicated on Bedloe's Island in New York Harbor. The statue was a gift from the people of France commemorating the French-American alliance during the American Revolutionary War.

**October 30, 1938** - *The War of the Worlds* radio broadcast panicked millions of Americans. Actor Orson Welles and the Mercury Players dramatized the story by H.G. Wells depicting a Martian invasion of New Jersey. Their script utilized simulated radio news bulletins which many listeners thought were real.

*What if hard work was actually fun?* Just imagine how much more of it you would choose to do, and how much additional value you would create. *What if tedious work was actually fulfilling?* Just think of how many more great things you could accomplish.

Imagine that some person or some group wanted to hold you back, to keep you from being your very best. What would be a good way of doing that?

One extremely effective way to hold millions of people back would be to spread the assumption that difficult, challenging work is to be avoided. That being the case, is it really an assumption you want to willingly hold on to?

What's fun, and satisfying, and fulfilling for you, is whatever you decide is fun, satisfying and fulfilling. If you so choose, that can include intense, difficult, challenging and even tedious work that creates great value.

Are you being held back by your assumptions about what is enjoyable and fulfilling, and what is not? You're free to change those assumptions any time you choose.

## How To: Hire a Commercial Contractor

When hiring a Commercial Contractor, it's important to be selective. Whether you are the owner of a restaurant, an apartment complex, or a shopping mall, your building is the first thing visitors will see and it's important to make sure that first impression is a good one.



Hiring a good Commercial Contractor is the first step in establishing your new business. Whether you are renovating an existing building or having an entirely new one built, a good Commercial Contractor will know how to approach it. But how do you find such a person?

Knowing what you want done will tell you a lot about what kind of professional you are looking for. A General Contractor is usually a safe bet because they are knowledgeable in both Residential and Commercial Contracting. Before hiring anyone though, there are certain things you should do.

**Check for a website** - A reputable Commercial Contractor or Contracting Company will have a website. This is important because a website will (or should) allow you to view pictures of the work they've done, read customer testimonials, and provide contact information. If you're lucky, they will also have a profile page listing each team member's specific specialties. This type of attention to detail shows that the company is professional and serious about their work.

**Interview the Contractor** - Your potential Commercial Contractor should be open to answering any questions you may have and should be able to supply examples of their work or direct you to their website where such examples can be seen.

**Ask for references** - Don't be afraid to ask your Commercial Contractor for references. If you haven't been able to view any customer testimonials online and have looked for online reviews but haven't been able to find any, you shouldn't be afraid to ask your Contractor to provide you with the names of people who can attest to their work

**Don't settle for cheap** - Finding a cheap deal is tempting but it may not be the best way to go. In the current economy Contractors across the country have lowered their prices so it really isn't hard to find good work at fair prices. Always keep in mind that the price should match the work being done. If it sounds too good to be true, you may be dealing with a Contractor who will cut corners and you could end up with an unsafe building that doesn't meet code. When it comes to the very foundation of your business (the building itself) your best bet is to find a Commercial Contractor with reasonable prices and happy past customers.

# Top 100 Metal Builders Named

Metal Construction News has been the No. 1 resource for need-to-know information about the metal construction industry for 30 years, and for the past 20 years, they have presented their rankings of the Top 100 Metal Builders, based on tonnage and square footage.

J & F is honored to have recently been listed as one of the Top 100 Metal Builders of 2010 for North America.



## What's Happening...

### Major Projects Under Construction and Recently Completed

**Milliron Autoparts**  
*Distribution Facility*  
Mansfield, Ohio

**Pioneer Career & Technology Center**  
*Multi-Phase Renovation*  
Shelby, Ohio

**Covert Manufacturing Inc**  
*Manufacturing / Office Facility Addition*  
Galion, Ohio

**Schilling Graphics**  
*Building Addition*  
Galion, Ohio

**Akbar Properties LLC**  
*Retail Plaza/Urgent Care*  
Tiffin, Ohio

**MagniFI**  
*Incenta Federal Credit Union*  
Englefield, Ohio

**St. Paul United Methodist Church**  
*Center for Life – Phase I*  
Galion, Ohio

**Maple Creek Medical**  
*Medical Office Renovation*  
Bucyrus, Ohio

**Projects Inc. Crawford County Fairgrounds**  
*Multi-Purpose Livestock Facility*  
Bucyrus, Ohio

**Mt Vernon Nazarene University**  
*Operations Facility*  
Mt Vernon, Ohio

**Crossroads Original Designs**  
*Retail Renovation*  
Bucyrus, Ohio

**OSU – Marion Campus**  
*Prairie Shelter*  
Marion, Ohio

**Fresenius Medical Care**  
*Tenant Improvements*  
Columbus, Ohio