

RE^{CO} Constructions

Allen Keith
CONSTRUCTION CO
WE MAKE IT RIGHT AGAIN®

Vol. 1 No. 2

Published for customers & friends of Allen Keith Construction Co.

Fall 1998

'We thought it was a tornado!'

Air Camis Inc. called on Allen Keith Construction to put their facilities back together

But the weather service called the June storm a micro-burst, with gusts up to 90 mph," described Bill Verble, owner of Air Camis, located at Canton-Akron Regional Airport [CAK].

"It damaged three of our buildings and completely tore the roof off our quonset-hut style hangar," remarked Bill. "That roof was scattered around the ramp leading to CAK runways and down the hill toward Lauby Road. Trees along the road were uprooted."

Air Camis, in business 43 years, owns five buildings at CAK serving customers from five states. "Our charter customers come from eastern Ohio and western Pennsylvania," commented Bill. "As an FAA certified repair station, we service and maintain aircraft from Ohio, Indiana, Kentucky, West Virginia and Pennsylvania."

Bill was in one of the damaged hangars during the storm and contacted Allen Keith Construction on the advice of an Air Camis customer. Allen Keith supervisor Craig Omahne

and crew were on the job within hours. "We were there that night, making temporary repairs," stated Craig. "Air Camis was open the next day

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We put people's lives back together

*Daniel Keith Hanlon
President, Allen Keith
Construction*

Reader response to our first issue of "Re-Constructions" was very gratifying. Thank you for the many positive comments and phone calls. We will strive to bring valuable information to you in future newsletters.

This issue's feature story involves "putting a business back together" - Air Camis, located at Canton-Akron Airport. As an FAA-approved aircraft repair station and a provider of charter and hangar services, Air Camis has 'round-the-clock responsibilities to its customers. Allen Keith employees worked hard to keep Air Camis and their customers operating, despite extensive damage from a summer storm.

We continue our profiles of Allen Keith employees in this issue. Jim Newman and Dan Mikel share several important qualities including dedication to their work and

their families, and expertise in their occupations.

Dave DeMeo, well-known fire and safety expert, offers sound advice on avoiding personal disasters during the upcoming heating season.

Watch for "Dave's LifeSavers" in each issue of "Re-Constructions."

Our mission statement guides our efforts every day:

We put people's lives together again.

Please share this newsletter with others in your organization who may find the information useful and interesting. Or send us their name and address and we will include them on our mailing list. As always, I value your comments and suggestions regarding "Re-Constructions" and invite you to call, mail or fax them to me.

-Thank you.



New roof applied by Allen Keith Construction. Inset: Workers silhouetted against skies over Canton-Akron Airport.

Jim Newman

Hands-on, always prepared, ready to go ...

These phrases describe most Allen Keith Construction employees: with 30 years of fire and damage repair experience, Jim Newman lives and breathes these words.

In addition to his duties as an estimator, Jim is also on call 24-hours-a-day. His typical day starts early and involves interaction with employees, suppliers, customers and prospects.

6:00 A.M. "I meet with workers to discuss the day's jobs and help determine today's tasks," described Jim. Allen Keith Construction uses experienced employees, not sub-contractors. Communication is key to getting the work done right, on schedule.

7:30 A.M. "By meeting with materials people and our staff," said Jim, "we prepare for tomorrow, the next day and next week. Some materials are kept in our showroom or warehouse," continued Jim, "while specialty items are ordered or picked up as necessary. Large shipments are



Jim Newman, Allen Keith Construction Estimator, checks blueprints for materials take-off and accuracy.

Jim Newman's safety tips

"People should avoid using lightweight (18 or 20 gauge) extension cords," states Jim. "I have seen too many fires resulting from overloaded circuits. These cords can actually melt and burn before the circuit breaker is tripped."

Jim urges people to "keep flammables away from furnaces and water heaters. Also, attics in newer homes are generally made for insulation and ventilation only: don't use these attics for storage."

delivered directly to job sites by suppliers."

8:00 A.M. Customers are contacted by phone. Jim works closely with owners, as well as insurance agents and adjusters. Clear communication is key to customer satisfaction.

9:30 A.M. "I check the jobs, identify problems, and decide what's needed to finish the work," said Jim. "It's also a time to look at new jobs, including emergency work, remodeling and building alterations for residential, commercial and industrial customers. Travel ranges from Hudson to New Philadelphia, from Wooster to Ravenna, and anywhere in between. I am always prepared [with ladders and camera] to go up on a roof and willing to take insurance adjusters with me."

A.M or P.M. During "spare" time, Jim concentrates on estimating, ordering, scheduling and billing. [On the day of the interview, Jim was headed to Wooster at 4:00 P.M. to estimate some new work.]

Jim Newman's qualifications are impressive: "I started with Newman Construction, a family business, completed the carpenter's apprenticeship and worked as a journeyman. My career evolved to estimating and supervision, and I owned and operated my own construction company for seven years. Courses at Akron U. in surveying, construction and commercial art have helped me in designing and selecting materials for our customers."

What does Jim Newman like



Poised for action: His truck equipped with ladders and gear, Jim is always prepared for short-notice situations.

most about his job? "Restoring damaged homes or businesses to their original condition," said Jim. "To make the owner happy provides a great feeling of accomplishment."

Jim Newman also values his personal time. Family-time - that is, weekends - are most important. Jim enjoys bicycle riding, camping and collecting antiques.

How does Dan Hanlon describe Jim Newman's abilities? "Jim Newman's expertise and experience provide our customers with extraordinary value at no extra cost," stated Dan. "In the long run, it is important that the customer is pleased with the work we do and satisfied when the job is done. We count on Jim to achieve this degree of satisfaction."

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Editor: Dan Hanlon

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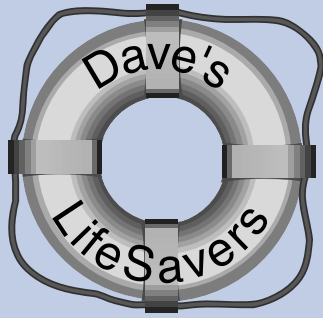
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Home safety advice

No. 2 in a series from David DeMeo, Safety Consultant

In some circles, Winter is known as "fire season" for a variety of reasons, including kerosene heaters, wood stoves and fireplaces. Used properly, these home heating devices can provide comfort and enjoyment. Follow these tips:

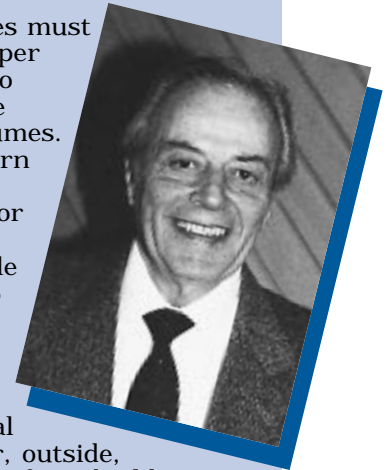
Kerosene heater: Inspect exhaust parts for carbon build-up; ensure emergency shut-off is operational. Always use fuel recommended by the manufacturer. Keep flammable liquids in approved containers in well-ventilated areas outside of house. Never fill a heater when operating or hot. Do not overfill: cold fuel expands in the tank as it warms. Refuel outside.

Wood stove: Should be of good quality, solid construction and UL listed. Provide adequate (36") clearance from combustible surfaces, proper floor support and protection. To reduce creosote build-up, burn hot for 15-30 minutes twice a day.

Fireplace: Keep a glass or metal screen in front of opening to contain sparks or stop objects going into fire. Do not use excessive amounts of paper or overbuild fire-roaring fires can ignite creosote inside chimney. Keep flammable materials away from mantel. Never close damper with hot ashes in fireplace. Never break a synthetic log apart, or use more than one at a time.

General safety tips: Keep young children, trash, flammable liquids and combustibles away from all

heating appliances. All fuel burning appliances must have proper venting to discharge deadly fumes. Never burn charcoal indoors, or use flammable liquids to start a fire. Dispose of ashes in a metal container, outside, well away from buildings. Never use oven or range for heating. Carbon monoxide and smoke/heat detectors can save lives.



For a free consultation or speaking engagement, call Dave at 455-5451, 699-5668 or 800 392-7000.

Tornado

Continued from page 1

and we've been able to keep them operating throughout construction. We repaired or replaced nearly 40,000 square feet of roof."

According to Bill, "Allen Keith employees are doing their job... and we are able to do ours. Their response time was excellent; they went right to work. We spent three days removing water from inside the hangars," said Bill, "and getting the electrical operational. But it could have been worse... no planes were outside when the storm hit. We usually 'tuck things away' in anticipation of heavy weather."

"On one hangar, one-fourth of the galvanized-metal deck was completely gone," said Craig. "As the roof was torn off," Craig described, "we applied new roofing to keep the building water-tight.

Insul-board and polyester-based ply were replaced on all three hangars, and then sealed with modified asphalt."

"In addition to the roof damage, we repaired loose joints in the gas lines that supply the ceiling heating

system inside the buildings," added Craig. "We have done many large commercial jobs. But every job is different. For



The roof of this Air Camis building was completely replaced by Allen Keith Construction.

example, all exterior lights, including runway lights, were replaced on one hangar."

"Considering the size of this job - we have had ten employees working here constantly - the work has gone smoothly," concluded Craig.

"We really haven't had a lot of contact with Allen Keith employees," said Bill, "but if we have a problem - a leak, for example - they take care of it right away. They are doing an outstanding job for us."



The silent killer

Carbon monoxide ("CO") is America's leading cause of poisoning deaths. It is called the "silent killer," and is a colorless, odorless gas that takes lives without warning.

CO, a by-product of incomplete combustion, is present whenever fuel is burned. Sources include furnaces, water heaters, stoves and ovens that burn natural gas, LP gas, oil, wood or coal.

Fuel-burning appliances should be inspected annually by a qualified technician. Watch for streaks of carbon or soot around appliance service doors, excessive rust on flue pipes or appliance jackets, moisture on windows and walls of furnace room, fallen soot or lack of draft from fireplace or chimney.

CO detectors can warn of potential poisoning risk, and are available in plug-in, battery operated and hard-wired models. They should be placed near sleeping areas and fuel-burning appliances.

Holiday Fire Safety Tips for home or office

- Inspect decorative lights for cracked/frayed cords, loose/damaged sockets.
- All lights should bear UL label. Unplug lights before leaving.
- Do not overload outlets or run extension cords under carpet, across doorways or near heaters.
- Use non-combustible materials for decorations/displays.
- Provide large, deep, non-tip ashtrays and watch anyone who is smoking and drinking.
- Keep fresh trees watered.

- Courtesy of Dave DeMeo

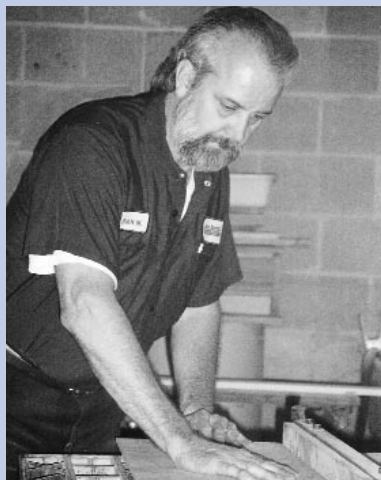
'It always turns out better than it was...'

An interview with Dan Mikel, Cabinetmaker and Finish Carpenter

"...and that is what I like about working for Allen Keith Construction," states Dan Mikel. Dan is a cabinetmaker for the company and a skilled finish carpenter with experience installing ceramic tile.

"I worked for a cabinetmaker for five years, building cabinets for an Amish homebuilder," said Dan. "That's how I learned the trade. I also learned a lot working on my own as a self-employed cabinetmaker for 22 years. Most of my experience has been in remodeling kitchens and baths, from floor to ceiling, drywall to finish."

Dan checks in early at Allen Keith Construction's Uniontown headquarters. "I review the work schedule," relates Dan, "meet with the estimator to discuss what needs to be done and pick up materials from our warehouse/home-center."



Dan Mikel, Cabinetmaker, bevels the edge of this new cabinet door for an Allen Keith Construction project.

"When starting a job involving fire-water-storm damage, it is important to listen to the customer. It is a traumatic time," continued

Dan, "and they want to be reassured that everything is going to be fine. Owners help me to 'see the affected area the way it was.' If available, their photos are helpful."

"One of my most memorable jobs was rebuilding an oak staircase, based on the owner's photos," recalled Dan. "My experience and foresight helped me visualize the end product. Knowing that the new staircase is a conversation piece - that it looks better than ever before - is very gratifying."

"Adding 'special touches' during installation of factory-made cabinets can result in a custom look," remarked Dan. "Replacing half of someone's kitchen so that it blends exactly with the existing construction can be tricky. Customers appreciate this type of workmanship."

Dan is a family man. He is married, has two sons, a step-son and granddaughter. He enjoys family life, playing pool and riding his motorcycle.

"I take pride in my work. One of the reasons I came to work for Allen Keith Construction," concluded Dan, "is its reputation for quality and workmanship."