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**5 REASONS TO WORK FOR
A MERIT SHOP CONTRACTOR**

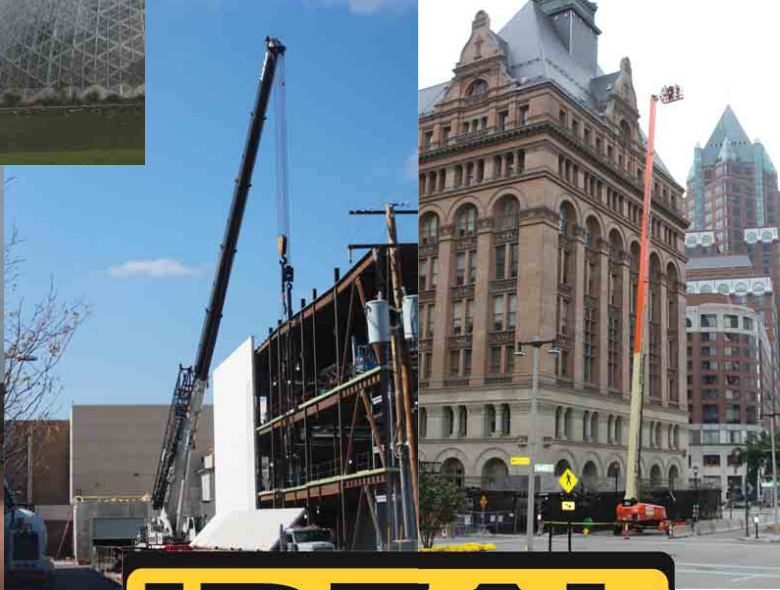
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FROM OUR PRESIDENT

Preparing a Ready Workforce



A JOB IN CONSTRUCTION is more than just a job. It is a career. I don't have to tell you that. You already work in construction, so you know how rewarding our industry can be. That being said, we hope you read this publication of *Merit Shop Contractor*. But, truthfully, this issue was not written for you.

This issue is meant to be shared with your local high school guidance counselor, a parent, a teacher or anyone you feel has influence over the career choices of today's youth. The construction industry is a great field to work in, but there is a worker shortage that you are all too familiar with.

At ABC of Wisconsin, we want to spread the word that there are good jobs and great careers to be had in the construction industry, specifically the merit shop construction industry.

This is not our only attempt to reach out to people entering the workforce. This year alone, ABC of Wisconsin attended over 30 career

events in 25 different counties presenting to more than 1,300 young people to tell them about the opportunities in construction.

Gov. Scott Walker visited our headquarters to highlight ABC of Wisconsin's training programs in October and proclaimed it Careers in Construction month. We have also had multiple editorials and articles in newspapers around the state discussing the benefits of apprenticeship.

And speaking of apprenticeship, ABC of Wisconsin now has almost 1,000 future skilled workers enrolled in programs across the state. One of our two main goals for 2016 identified at ABC's Strategic Planning Conference is to continue to address the skilled worker shortage.

Given the magnitude of the worker shortage in our industry, we know we can't do it alone. Thank you for your help and for your membership.

— John Mielke

“

THIS ISSUE IS MEANT TO BE SHARED WITH YOUR LOCAL HIGH SCHOOL GUIDANCE COUNSELOR, A PARENT, A TEACHER OR ANYONE YOU FEEL HAS INFLUENCE OVER THE CAREER CHOICES OF TODAY'S YOUTH.”

PREPARING TOMORROW'S WORKFORCE

for the Construction Industry

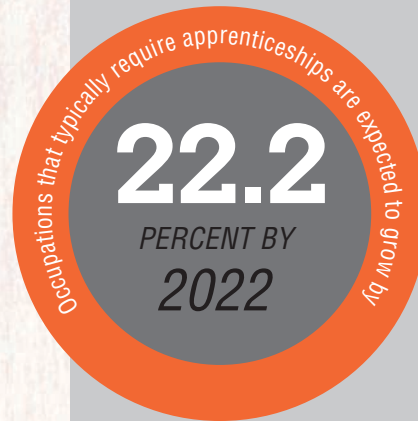
*How ABC of Wisconsin is changing
the perception of construction*

By Kelly Tourdot — Vice President, ABC of Wisconsin

Associated Builders and Contractors (ABC) members across the country are struggling to find skilled workers to fill open positions. Many Wisconsin members are in the same boat, and it is a problem that is not going away.

Over the next decade the construction industry is expected to be the fastest growing sector in the nation – matched only by health care. Occupations that typically require apprenticeships are expected to grow by 22.2 percent by 2022.

One of the biggest concerns facing ABC of Wisconsin members is the lack of qualified individuals applying for jobs.



Most people can start working right out of high school and earn real money while being trained for a specific trade.

Just think, no college debt, good pay and a career that cannot be outsourced to another part of the world. The pitch from a high school guidance counselor practically writes itself.

ABC of Wisconsin is working to change the perception of construction, and the outlook is positive.

We Need Skilled Workers

Some may view the construction industry as a second rate career because our workers' collars are not white – they may not have a collar at all – but it takes a special skillset to work as a plumber, an HVAC specialist or an electrician. Right now, there are not enough skilled workers to fill positions that are available.

According to a survey from Manpower Group, skilled trades are the hardest jobs to fill in the country. 2015 was the seventh year in a row that this was the case. As the construction industry struggles to find workers, the youth unemployment rate sits at more than double the overall rate.

Unfortunately, there is a culture in America that needs to change. The trades are seen as a second choice – something for high-school graduates who are not college-ready. In fact, the four-year college degree is almost expected of everyone. Parents tell their kids, “It doesn’t matter what your degree is in, just get a degree.”

While this may have worked decades ago, it is no longer the case. There are droves of college graduates trained for jobs that simply do not exist – and may never exist.

Fortunately, the rhetoric does not match reality. The construction industry is an extremely rewarding option for anyone.

The fact remains that college graduates are struggling to find jobs related to their degrees at the exact same time construction companies are struggling to find workers.

Learning the Basics

Getting started in construction may seem overwhelming to some people. After all, the skills needed are not learned overnight. A great way to begin a career in construction is to understand the basics.

ABC of Wisconsin's Introduction to Construction course is just the place to start for anyone interested in the field. The three-day class gives students the tools necessary – figuratively, and sometimes literally – to obtain an elementary understanding of the industry.



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Day one contains a short introduction into the construction industry, teaches students the basics of construction communication and develops skills in using a tape measure – one of the most critical tools used in every trade.

Day two walks students through necessary safety precautions taken on a jobsite and introduces them to hand and power tools. From pliers and hammers to circular saws and cordless drills, students get to know some of the most common equipment used in construction.

And finally, day three teaches students the foundations for construction math and reading prints.

While this three-day course will not make someone an expert, participants will gain knowledge needed to get started in the industry.




“

THE TRUTH IS THAT 100 PERCENT OF APPRENTICES ARE WORKING FULL TIME, WHILE ONLY 57 PERCENT OF RECENT COLLEGE GRADUATES ARE WORKING FULL TIME.”

**Apprenticeship:
The Other Four-Year Degree**

It is tough these days for college graduates with degrees in fine arts, philosophy and liberal arts. These three majors have some of the worst outcomes when it comes to finding a job.

While these young people struggle to find work, ABC of Wisconsin apprentices are graduating their programs already having a great career. The truth is that 100 percent of apprentices are working full time, while only 57 percent of recent college graduates are working full time.

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WITH FOUR-YEAR COLLEGES YIELDING LESS AND LESS CLOUT AFTER GRADUATION, IT MAY BE TIME FOR YOUNGER FOLKS TO LOOK TOWARD THE ABC OF WISCONSIN APPRENTICESHIP PROGRAM FOR A REWARDING AND FAMILY SUPPORTING CAREER.”

The ABC of Wisconsin Apprenticeship Advisory Committee operates construction apprentices in 12 different trades that are recognized by the Bureau of Apprenticeship Standards and the Wisconsin Department of Workforce Development, and it has been doing this for more than 25 years.

This year alone, ABC of Wisconsin will train nearly 1,000 apprentices.

By mixing on-the-job training with related instruction in a school setting, apprentices finish their programs ready to start a life-long career in the trades.

Apprentices get paid to work during their three- to five-year apprenticeships and finish the program with little to no debt.

Most participants don't start this program right after high school, though – another sign that the construction industry is seen as an afterthought or second choice to some people. The average age of a beginning apprentice is 27.

With four-year colleges yielding less and less clout after graduation, it may be time for younger folks to look toward the ABC of Wisconsin apprenticeship program for a rewarding and family supporting career.

What Success Looks Like

Data and statistics are always nice, and happily they show the construction

industry is a place where anyone can build a successful career. But, the true measure of ABC's apprenticeship and training programs can be seen in the eyes of apprentices and their parents.

ABC of Wisconsin staff visit high schools on a regular basis to discuss the growing construction industry and the benefits of working for merit shop contractors. During a presentation to students at Fort Atkinson High School, a teacher recognized a school aide whose son was one of his graduates. The student went into the ABC apprenticeship program for electrical, so the teacher asked the mom to talk a little about her son's experience.

Initially, his parents were skeptical of the program and thought he should instead go to college. Their son decided to do the electrical apprenticeship anyway, and now he is working for a good company and making good money, according to his mom.

As she recalled the story, she beamed with pride.

“I couldn't be more proud of my son,” she told the high school students. “He could have gone to college, and that is fine, but I'm so proud of this opportunity and the path he has chosen.”

Challenging the status quo is difficult, especially in a culture that embraces a four-year college degree as the only option following high school. But, the tide is turning and this mother's story is proof of that.

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¹Figures based on 2014 STEP data compared to 2013 Bureau of Labor Statistics industry averages. ²Incidence Rate represents the number of OSHA recordable incidents per 100 employees per year. ³Experience Modification Rate (EMR) (MOD Factor) measures a company's safety performance against similar businesses over the past three years and is one of the factors used to determine workers' compensation rates. ⁴DART Rate represents the number of OSHA recordable incidents that involve "Days Away, Restrictions and Transfers" per 100 employees per year.



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REASONS

to Work for a Merit Shop Contractor

The construction industry is continuing to grow and by 2022, there will be a shortage of 1.6 million skilled workers nationwide.

Because of this, there is no better time than now to begin a career in construction.

There are many reasons to work in the construction industry, but for this issue, we have come up with the top five reasons to work for a merit shop contractor.



1. More Than 70 Percent of Construction Projects are Performed by Merit Shop Contractors

It is an unfortunate fallacy that most construction work is done strictly by unionized construction companies. In fact, a very large majority of the work done nationwide is done by merit shop contractors.

What does this mean? Merit shop contractors believe in free enterprise and open competition. This leads builders to focus on providing the highest-quality product at the most cost-effective

prices. It also means merit shops refuse to get bogged down by burdensome inefficiencies that increase prices, but do nothing to improve quality.

In Wisconsin, approximately three-quarters of construction projects are completed by merit shop workers. With such a demand for workers in the industry, a career with a merit shop contractor can be very rewarding.

2. Safety is a Priority

Members of Associated Builders and Contractors of Wisconsin make safety one of the highest priorities when it comes to construction projects. ABC of Wisconsin's safety staff has decades of combined construction-related experience, and they work directly with members to ensure the safest work conditions on jobsites.

Having high safety standards is good business for

merit shop contractors, and safety is a key component of any construction job.

Dozens of ABC of Wisconsin members have implemented the Association's Safety Training Evaluation Process – better known as STEP. Companies that have implemented STEP have seen dramatic improvements in their safety records, leading to an even safer environment for workers.



“
WHEN A
CONSTRUCTION
PROJECT IS BUILT
ON MERIT, IT MEANS
THE FOCUS IS ON
QUALITY, SAFETY AND
COST-EFFECTIVENESS.”

3.) The ABC of Wisconsin Apprenticeship Program

Years ago, a college degree would almost guarantee a recent graduate a good job and a path to a successful career. Today, that is simply not the case, and unfortunately the cost of college keeps going up.

Luckily, there is an alternative to college that helps individuals build valuable skills, avoid thousands of dollars in debt and earn money while preparing for an industry that needs more skilled workers.

The ABC of Wisconsin apprenticeship program works with merit shop contractors around the state to train workers in skilled trades like carpentry, plumbing, electrical and more. After finishing a three- to five-year apprenticeship program, graduates are ready for a rewarding and exciting career.

The program has existed for more than 25 years and thousands of apprentices have been trained. This year alone, nearly 1,000 apprentices will participate in the program all across Wisconsin.

4.) Room for Advancement

ABC of Wisconsin members pride themselves on the fact that their projects are, from beginning to end, built on merit. Member businesses win bids based on the quality of work they provide, which means they need the best and brightest in their workforce.

Merit shop contractors reward success. A career in construction – especially with an ABC of Wisconsin member – is not a dead-end job. There is always room for advancement.

In fact, many top ranking executives at member businesses started in the apprenticeship program. Anyone looking for a job that can turn into a career should look no further than the hundreds of merit shop contractors in the state.

5.) Pride in Craftsmanship

Merit shop contractors believe in recruiting and retaining the most qualified workers because their business depends on it. When a construction project is built on merit, it means the focus is on quality, safety and cost-effectiveness. To do that, an extremely high level of craftsmanship is expected.

Therefore, merit shop employees can take pride in the fact that they will always provide the highest quality projects at the most efficient price. It also means that individuals are compensated for a job well done. Instead of focusing on tenure or seniority, merit shop contractors employ the best people for the job.

Merit shop workers leave the jobsite each day knowing they were compensated for the quality of work they provide, not just their time served.

CLIMBING THE LADDER

Finding Success in the Construction Industry

By Nick Novak — Managing Editor, Merit Shop Contractor Wisconsin



Chris Olson



“WE WOULD NEVER EXPECT THE GUYS TO DO ANYTHING WE WOULDN'T BE PREPARED TO DO OURSELVES.”

– Chris Olson, Vice President and Co-Owner, The Stiegler Company, Inc.

Two decades ago, as his friends were heading off to four-year colleges, Chris Olson made the choice to go into the trades. Instead of digging himself into debt to get a degree that might not pay off, he looked for a career that would immediately reward him and allow for advancement.

It wasn't always easy.

"I started about as green as you can be," he will tell you. In the mid-nineties, Chris started as an electrician's helper with The Stiegler Company. Thankfully, he had a great team around him. Part of that team was Associated Builders and Contractors of Wisconsin. After working at Stiegler for a couple years, Chris enrolled in ABC's apprenticeship program.

With a lot of hard work, Chris passed his journeyman's test in the second year of his apprenticeship. Two years later, he took his master electrician exam and passed. He spent the better part of the next decade in the field (a place where he still spends time to this day). In 2008, Chris moved into the front office where he became an estimator.

Then came the biggest step in his career. In 2012, Chris purchased the company with two of his co-workers, Jim Klug and Mike Lewinski.

With Wisconsin – and the rest of the country – slowly recovering from the recession, many college graduates have found themselves out of work. There simply is not enough demand for workers in their chosen field.

Fortunately, that is not the case for

people looking to go into the construction industry.

"I knew it wasn't a dead-end career," Chris points out. "The electrical field isn't going away."

And Chris is right. By 2022, there will be a shortage of 1.6 million skilled workers in the construction industry, according to the U.S. Department of Labor.

Today, as Vice President and Co-Owner of The Stiegler Company, Chris recognizes this fact and uses his story to recruit and retain employees. His pitch: "Look what I did."

With nothing more than a high school diploma, he began his career in construction. While Chris may not be as green as he was when he started, he still finds himself in similar situations.

When an extra guy is required in the field, Chris is happy to work on the job with his team members. He wants them to succeed, so he will stand side by side with his employees any time he needs to.

"We would never expect the guys to

do anything we wouldn't be prepared to do ourselves," he says.

Chris credits part of his accomplishments to the merit shop philosophy. Members of ABC believe in free enterprise and rewarding success. This gave Chris the opportunity to move up through the business rather quickly, and many of his managers today started in entry level positions as well.

Under the leadership of Chris and his two partners at Stiegler, the company has grown to about 35 people, and just like the electrical industry, they do not plan on going away anytime soon.

His story is not unique. In every sector of construction, workers are developing skills and moving up the career ladder. With so many openings and a lack of skilled workers available, now is a great time to start a career in construction.

Even if someone is "as green as you can be," it is possible to find a rewarding career in this industry. Just ask Chris Olson.



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Advancing the Construction Workforce with High-Tech Training

By Lauren Pinch, *Managing Editor, Construction Executive*



Welding simulators provide virtual-reality experiences that mirror actual real-world applications.

A message employers want to send to prospective employees is that a career in construction is not just hands on; it's high tech.

ABC of Wisconsin is garnering attention with four new heavy equipment simulators, a crane simulator and two weld-

ing simulators that provide the real-world experience all in one place, without damaging expensive equipment or causing environmental degradation during the learning process. The simulators were funded as part of a three-year federal Sector Alliance for the Green Economy (SAGE) grant allocated to



First-person controls provide an operating environment similar to gaming platforms.

“

ALL OF THESE SIMULATORS DEVELOP MUSCLE MEMORY, SO THAT IN THE REAL ENVIRONMENT, YOU ARE NOT A FISH OUT OF WATER.”

Wisconsin’s Department of Workforce Development to “green up” the trades by investing in environmental responsibility in apprenticeship programs.

“Our heavy equipment apprenticeship instructor and I had been talking for years about the idea of using simulators to enhance the existing training. We never really pursued it because the costs were high,” says Wayne Belanger, director of education for ABC of Wisconsin, which has offered a heavy equipment apprenticeship for more than 15 years.

With the grant, the trust purchased motor grader, wheel loader, excavator and dozer simulators that incorporate the first-person controls and visuals common to gaming. They have a motion platform that moves as if the operator is working on real terrain. Activities include pre-programmed scenarios such as moving a load or grading for a new neighborhood.

“That means that in the simulation, if the machine goes over rough or soft terrain, you feel it. If the excavator’s arm gets too close to something and bangs

into something, you feel it,” Belanger says.

In the welding helmets, trainees experience a 3-D virtual reality environment—complete with various types of practice welds and visuals that mirror real life.

The chapter also has a North American Crane Bureau mobile crane simulator.

“All of these simulators develop muscle memory, so that in the real environment, you are not a fish out of water,” Belanger says. The heavy equipment simulators even tie in the productivity aspect of the



Simulation provides a variety of real-world scenarios, techniques and methods to practice.

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After all, what's more American than that?

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wake up to the american dream

job — scoring users with a dollar amount for the percentage of work they get done within a particular exercise.

“It has certainly generated interest among our ABC members as a way to introduce the world of construction to high school students and prospective employees,” Belanger says.

One of those contractor members is Wondra Construction, Iron Ridge, Wis., which has supported and trained dozens of craftworkers through ABC’s apprenticeship programs. Recently, Wondra sent four employees of different experience levels, from high school to veteran age, to use the heavy equipment simulators.

“It’s expensive to set up a real situation to let students practice different scopes of work on certain jobsites,” says Wondra Controller Roger Thimm. “In the simulation, you can quickly pop scenarios up and show them different techniques and methods they can practice.”

Also, the simulators give an employer like Wondra the chance to assess a potential craftworker’s strengths and weaknesses. For example, he or she may have stronger hand-eye coordination and attention to detail on a

**“
ANYTHING
YOU CAN
DO TO
TRAIN
AND EVALUATE
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BIG HELP.”**

certain piece of equipment, and it's best to know that before placing that employee behind the controls. In addition, the simulators help with project risk reduction: An employee isn't learning by trial and error on a real job that has real overhead, accountability and schedule constraints.

“Even when you're hiring employees with past experience, with the simulators you get to know their capabilities, background and safety experience, because different companies train differently,” Thimm says.

In addition to risk management and safety benefits, the simulators aid productivity, which is top of mind as contractors get busier in the fall season. Tim Feucht, a Wondra Construction foreman and an instructor for ABC's heavy equipment operator apprenticeship program, says he observes a jump in productivity after the students complete their two weeks of block training on the simulators.

Having completed the apprenticeship program himself 10 years ago, Feucht knows what it's like to be in the field, practicing the basics. “The guys

will often forget what they read in class, but when you put them on the equipment, they can try their skills right away,” Feucht says.

Also, it helps that they're not sitting in a \$300,000 piece of equipment that really moves, or really welds—so the students are just a little more comfortable, he says.

The simulators provide an opportunity to change minds in the local community about the potential of a career in the construction industry. “The contractors I know are super busy, but there's no young help out there. Anything you can do to train and evaluate people before you even hire them is a big help,” Feucht says.

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John Dechamps
4720 W. 6 1/2 Mile Rd.
Caledonia, WI 53108
Phone: (414) 759-8703
Description: Dechamps Plumbing is a full service plumbing company focused mainly on new construction in the southeast Wisconsin area.
Sponsor: Bill Rozga, Rozga Plumbing & Heating Corp.
Beam Club Members-to-date: 19.5

• EVERY PLUMBING

Craig Every
110 Rider's Club Rd.
Onalaska, WI 54650
Phone: (608) 783-2803
Description: Every Plumbing and Heating is a full service company offering remodeling, new construction and service plumbing in the La Crosse area.
Sponsor: Brian Wieser, Wieser Brothers General Contractors, Inc.
Beam Club Members-to-date: 31.5



• FLOOR360

Mike Johnson
5117 Verona Road
Madison, WI 53711
Phone: (608) 206-4741
Description: Floor360 provides unique, high-fashion flooring design and service at value pricing with showrooms in Wisconsin and Kentucky.
Sponsor: Geoff Vine, Stevens Construction Corp.
Beam Club Members-to-date: 11

• HOLTZ BUILDERS, INC.

Dillion Holewinski
2560 East Main St. Suite B
Reedsburg, WI 53959
Phone: (608) 529-5759
Description: Holtz is a design and construction firm offering services for residential, light commercial and large-scale multi-family projects.
Sponsor: Tim Brandt, Service Electric of Reedsburg
Beam Club Members-to-date: 1

• IN CONTROL TECHNOLOGY, LLC

Nick Hallas
2230 Bunting Lane
Rhineland, WI 54501
Phone: (715) 432-1415
Description: In Control Technology is a full-service electrical contractor working on residential and light commercial projects in northern Wisconsin.
Sponsor: Ken Alderden, Sentry Insurance
Beam Club Members-to-date: 4

NEW MEMBERS



• JACKSON LEWIS P.C.

Daniel Barker

1 S. Pinckney St. Suite 930

Madison, WI 53711

Phone: (608) 807-5273

Description: Jackson Lewis is a nationwide law firm with more than 800 attorneys, including offices in Madison and Milwaukee. The firm offers a wide range of specialized areas to address every aspect of the employer/employee relationship.

Sponsor: Tom Gilbank, Gilbank Construction, Inc.

Beam Club Members-to-date: 58

• MADDRELL EXCAVATING LLC

W6886 Hwy 11

Monroe, WI 53566

Phone: (608) 325-6880

Description: Maddrell performs site work and services for underground utilities in southern Wisconsin, mostly for municipalities.

Sponsor: Gene Jacobson, PDC – Electrical Contractors

Beam Club Members-to-date: 17

• MARITIME PLUMBING & MECHANICAL LLC

Tim Petersen

2214 Franklin St.

Manitowoc, WI 54220

Phone: (920) 682-8794

Description: Maritime offers plumbing services for remodeling, commercial construction and septic systems in the Manitowoc area.

Sponsor: Stan Johnson, A.C.E. Building Service, Inc.

Beam Club Members-to-date: 17

• MARK DIENER ELECTRIC LLC

Mark Diener

N2980 County Rd. I

Waldo, WI 53093

Phone: (920) 449-2030

Description: Diener Electric offers a full range of electrical services for residential and commercial clients, in addition to stand by generators and bucket truck services.

Sponsor: Stan Johnson, A.C.E. Building Service, Inc.

Beam Club Members-to-date: 18

• METAL SYSTEMS

Mark Staven

W224S8428 Industrial Ave.

Big Bend, WI 53103

Phone: (262) 366-8347

Description: We are an architectural sheetmetal fabrication shop with installation capabilities specializing in roof edge products.

Sponsor: John Boettcher, Pioneer Roofing, LLC

Beam Club Members-to-date: 4

• MIDWEST CONSTRUCTION MATERIALS

John Leyden

220 Business Park Cr.

Stoughton, WI 53589

Phone: (608) 205-6040

Sponsor: Brian Wieser, Wieser Brothers General Contractors, Inc.

Beam Club Members-to-date: 32.5

• NEWPORT NETWORK SOLUTIONS INC.

Jason Berthelsen

W134 N5500 Campbell Drive

Menomonee Falls, WI 53051

Phone: (414) 453-8099

Description: Newport offers a variety of network communication services, including structured cabling, conduit installation, wireless design and installation, network hardware and more.

Sponsor: Robb Steiner, Steiner Electric, Inc.
Beam Club Members-to-date: 5

• NORTHWESTERN MUTUAL

Derek Madson

301 N. Broadway

De Pere, WI 54115

Phone: (920) 323-7652

Sponsor: Stan Johnson, A.C.E. Building Service, Inc.

Beam Club Members-to-date: 19

• PAULS HEATING & A/C

Mike Schneider

1241 Oak Forest Dr.

Onalaska, WI 54650

Phone: (608) 784-0751

Description: Paul's offers service and installation of heating and air conditioning products for residential and commercial clients, offering a complete line of Trane and Lennox products.

Sponsor: Brian Wieser, Wieser Brothers General Contractors, Inc.

Beam Club Members-to-date: 33.5

• SCOTT LAMERS CONSTRUCTION LLC

Scott Lamers

W4527 County Road KK

Kaukauna, WI 54130

Phone: (920) 759-9775

Description: Scott Lamers Construction provides high-quality, environmentally-focused sewer repair, water work and excavation services.

Sponsor: Brian Welch, Bob & Dave's Landscaping

Beam Club Members-to-date: 5



SENTRY
INSURANCE

• SENTRY INSURANCE

Ken Alderden

1200 N. Mayfair Rd. Suite 420

Milwaukee, WI 53226

Phone: (414) 800-4717

Description: Sentry Insurance is an insurance carrier founded in 1904 and headquartered in Stevens Point, WI.

Sponsor: Brad Stehno, R&R Insurance Services, Inc.

Beam Club Members-to-date: 7



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NEW MEMBERS

• **SUBURBAN DRYWALL INC.**

Dave Satermo
1312 Poplar Drive
Waukesha, WI 53188
Phone: (262) 544-0993
Description: Suburban Drywall offers expert installation from hanging to painting for remodels, single family homes, multi-family projects of 150+ units and more.
Sponsor: Geoff Vine, Stevens Construction Corp.
Beam Club Members-to-date: 12

• **VANMINSEL BROS. CONSTRUCTION LLC**

Scott VanMinsel
115 S. Division Ave. P.O. Box 611
Spring Grove, MN 55974
Phone: (507) 421-6777
Description: VanMinsel Brothers offers a wide variety of services for masonry and concrete on commercial and large residential projects, mostly for new construction.
Sponsor: Brian Wieser, Wieser Brothers General Contractors, Inc.
Beam Club Members-to-date: 34.5

• **WIESER COMPANY LLC**

Matthew Wieser
10967 Clark Rd.
St. Paul, MN 55077
Phone: (651) 552-0137
Description: Weiser specializes in manufacturing precast steps, spiral staircases, custom railings and concrete services, serving Minnesota, Iowa and Wisconsin.
Sponsor: Brian Wieser, Wieser Brothers General Contractors, Inc.
Beam Club Members-to-date: 35.5



• **WINGRA REDI-MIX, INC.**

Andy Balch
P.O. Box 44284
Madison, WI 53744
Phone: (800) 249-6908

Description: Wingra Redi-Mix offers a full range of concrete services for commercial and residential projects, using state-of-the-art batching plants assuring accurate and uniform mixtures.

Sponsor: Geoff Vine, Stevens Construction Corp.
Beam Club Members-to-date: 13

• **WOLTER POWER SYSTEMS**

Matt Mueller
3125 N. Intertech Dr.
Brookfield, WI 53045
Phone: (262) 790-6230
Description: Wolter Power Systems offers sales, service, parts, rentals and training throughout Wisconsin and is an authorized distributor for new industrial engines, exchange engines, generators, transfer switches, pumps and mobile light towers.
Sponsor: Dave Murphy, PDC – Electrical Contractors
Beam Club Members-to-date: 8

NOVEMBER NEW MEMBERS

• **MADDELL EXCAVATING LLC**

W6886 Hwy 11
Monroe, WI 53566
Phone: (608) 325-6880
Sponsor: Gene Jacobson, PDC – Electrical Contractors
Beam Club Members-to-date: 17

• **MALLERY & ZIMMERMAN, S.C.**

731 N. Jackson St., Ste. 900
Milwaukee, WI 53202
Phone: (414) 727-6263
Description: Mallery and Zimmerman is a law firm focusing on the needs of business owners and employees with offices in Milwaukee, Rhinelander, Stevens Point and Wausau.
Sponsor: Jay Zahn, R&R Insurance Services, Inc.
Beam Club Members-to-date: 19

• **MEGA CONCRETE CONSTRUCTION, LLC**

PO Box 176/7385 Hwy 14
Arena, WI 53503
Phone: (608) 753-2188
Description: Mega Concrete Construction specializes in colored and stamped concrete, foundations, driveways, sidewalks, patios, retaining walls and more.
Sponsor: Ross Kraemer, Kraemer Brothers
Beam Club Members-to-date: 1



• **WATTERS PLUMBING, INC.**

1303 Midway Rd.
Menasha, WI 54952
Phone: (920) 886-8800
Description: Watters is a plumbing company providing a wide range of residential, commercial and remodeling plumbing services.
Sponsor: Steve Klessig, Keller, Inc.
Beam Club Members-to-date: 38

*For membership
information contact:*

Deanna Regel
Membership Coordinator
608-244-5883



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