



A quarterly newsletter for our employees and friends
Spring 2001

CONTENTS

THE ROAD TO
SAVING LIVES

MESSAGE FROM
BOB BROSAMER

MEET TED
BLEVINS

BROSAMER
HOLIDAY
MEMORIES

EMPLOYEE NEWS

THE SAFETY
ZONE

THE HIGHWAY 4 PROJECT...

THE ROAD TO SAVING LIVES

STATE HIGHWAY 4 TWISTS AND TURNS AS IT WINDS ITS WAY ALONG THE VALLEY CONTOURS OF CONTRA COSTA COUNTY, west from I-680 to I-80. Though sections of this 'natural pass' have been widened and divided over the years, such improvements were never made to the narrow two-lane corridor between Cummings Skyway west to I-80.

This dangerous, undivided five-mile stretch has recorded 15 head-on, collision-related deaths in the last 10 years. Improvements, spearheaded by R&L Brosamer, Inc., are under way.

The Contra Costa Transportation Authority divided the job into three segments. Segments one and two were administered by Caltrans while the CCTA managed segment three, using the services of Parsons Brinkerhoff.

The CCTA awarded Segment 3 to R&L Brosamer, Inc., in June 1999. Segment 3 involves extensive dirt work



Construction of the 850-foot long viaduct over the Burlington & Northern Railroad.

(1.3 million yards), slide removal/repair and construction of a new 2.2-mile alignment with an 850-foot long viaduct over the main line of the Burlington and Northern Railroad. The contract, awarded at \$17 million, increased to \$19 million with change

orders.

R&L Brosamer, Inc., was the successful bidder on Segment 1 in early August 1999. Segment 1 called for widening the existing two lanes to four lanes, and constructing a 20-foot median

CONTINUED ON PAGE 4

MESSAGE FROM BOB BROSAMER

To the employees and friends of R&L Brosamer, Inc.

IN OUR EFFORT TO COMMUNICATE BETTER WITH THE PEOPLE WHO ARE RESPONSIBLE FOR OUR SUCCESS, WE ARE INTRODUCING OUR INAUGURAL NEWSLETTER. Our intention is to use this as a way of reaching out to our employees, and at the same time we will have a vehicle to celebrate the achievements of R&L Brosamer, Inc. In that frame, a bit of history about the company and its beginning is in order.

After we sold our shares in Ball, Ball and Brosamer, I did some consulting work, and a little bit of traveling, but I was not truly ready to retire from an industry that has been very good to me. I missed being part of the bidding process and when I would see a construction job in progress it was a reminder of the many friends that I had met along the way. I knew that I still wanted to contribute to the industry. My wife (and business partner) helped me cultivate the idea of re-entering the construction business, and soon we were ready to venture back into this ever challenging line of work.

A new area of work for seismic retrofit seemed to be the perfect place to start. Charles Wall (my partner in the property business) was very supportive of this decision and provided the much-needed enthusiasm to go forward. He was also a source of some very interesting pieces of equipment. We began bidding work in the summer of 1994.

A very short six years ago we launched our "startup." We had the great fortune to have some very talented employees join us. Russell Gann, Ted Blevins and I have a very long history together.

Among the three of us we had 130 years in the industry. Not a bad start for new company. Our operations end of the business attracted some great people who we had the pleasure of working with at BBB. They include Larry Roeder (office manager), Mike Ostrom, Deane Allin (engineers) and Mike Matheny, Lonnie Stahl, and Rocky Romero, some very key foremen.

Our Administration end of the business had a very sturdy accounting foundation put together by Linda, Cindy Lundquist and Lee Berkey. Sami Saddik joined us, making his mark as our chief estimator. As good fortune would have it, the timing was right for everybody involved to be available to leave their current job and come on board this new company. Coincidence? Maybe so, or maybe just meant to be.

Our first job in 1994 was a seismic retrofit, contract amount \$7 million. Then we got a box culvert job, and then a sound wall job. All these jobs were CalTrans awards on the 880 corridors. This little company was getting some diversified work.

In 1995, we stepped up to bidding some larger jobs. We were the successful bidder on a rebuild of the 98th avenue interchange. This was the year that established the nucleus of our bridge operations. In 1996, we returned to our roots. (Ball, Ball and Brosamer was famous for canal paving). We got our first canal job, a paving subcontract outside Farmington, New Mexico. It is the only job so far that we have done outside California. This job started us purchasing specialized paving equipment. It was a very pivotal year for us; we got three big highway jobs and were turning jobs over a year ahead of schedule. That was the start of R&L's reputation for fast track delivery.



As our jobs grew so did our staffing needs. We turned to the Ball, Ball and Brosamer alumni again. Senior managers Rusty Hoseley and John Pologar joined us. They were followed by Equipment Manager Jose Escobedo, and QC Manager Tim Schaftlein.

In early 1997, we bid and got our first light rail job, a leg of the Tasman West Line. The owner of this job was VTA (Valley Transportation Authority). It was a good size job for \$35 million (with growth to \$42 million). At the end of the project in 2000, it was awarded the American Public Works Association's "Transportation Project of the Year" award. Our contracts were increasing in size, and so was the number of our employees. Today we have 200 hourly employees and 52 salaried, a stretch from the 1994 numbers of 15 hourly and 2 salary employees.

In late 1997 we were low bidder on the "MacArthur Maze," a \$40 million seismic retrofit of the intersection points of highways 580, 980 and 24. For good measure, the MacArthur Street BART line added to the challenge. This job was completed this winter with a final cost exceeding \$54 million.

We obtained our first incentive/disincentive contract during that same 1997/1998 winter. The contract that we were the low bidder on had a contract time of 330 calendar days and a price of \$15 million. We received an early completion bonus of \$1 million for completing the project in 230 calendar days. The bad news was this was the "El Niño" year. It rained 117 of the 230 days, with an accumulated rainfall in excess of 48 inches. Most of the bonus melted away in overtime and wet weather inefficiencies.

We started work on a \$39 million rebuild of Highway 198 in Visalia in the summer of 1998. This work was followed by two projects on Highway 4 and three more going into the Oakland airport.

In 1999, we had a fast track canal job in Wasco, and we were low bidder on the rebuilding of a runway at San Jose Airport. We were able to slow down a bit to catch our breath. In 2000, we had a small highway widening in Fremont and another mega light rail project for \$43 million in Milpitas.

Sami and Deane put together another successful light rail bid in January 2001, with a contract price of \$37.2 million. As of this writing we have a backlog of \$119 million, with the anticipation of a yearly volume in the range of \$100 million per year.

We have assembled an extremely talented team, with a healthy combination of old friends and new faces. We've earned our niche in the market just as work to bid is at an all time high.

Our goal is not to be a large contractor but a "successful" one. We will measure our success not only in profits, but in how well our employees have maximized their talents and how satisfied our clients are with our efforts.

— Bob Brosamer

MEET TED BLEVINS

SPEND AN HOUR WITH TED BLEVINS, R&L BROSAMER PAVING SUPERINTENDENT AND LONGTIME MEMBER OF THE BROSAMER TEAM, AND YOU'LL LEAVE WITH A POCKETFUL OF STORIES AND TIDBITS OF WISDOM ABOUT LIFE, WORK, LOYALTY AND THE FUTURE.

His voice may be hoarse from years of talking above the din of heavy equipment, but his spirit is forever young. Ted's easy smile, friendly blue eyes and welcoming manner are all testaments to years of living a life he truly enjoys.

Ted's approach to each job is framed by a strong work ethic that is simply a part of his character.

"I look at it this way," he says. "I'm going to do a full day's work for a full day's pay and I'm going to do the best job possible. I'm going to do better each time I do something, I'm going to plan the job so we're working every day, and I'm going to make Bob some money." This is clearly a man you want on your team.

Ted is currently Paving Superintendent on the San Jose International Airport project (a \$40 million contract), in charge of 27 operators, laborers, finishers, truck drivers and batch operators who are doing the paving and concrete work for a new runway.

"The biggest challenge on this project is the heavy air traffic — trying to do our work on a daily basis and still get in some good produc-

tion," Ted says.

"No matter how you lay out any job up front, what you don't want is to be completely set in your mind that you're going to do something only one way. There are a lot of people out there who think just as well as you do, and if you can get their information and their opinions and put it all together with your information and your opinions, well, then you're going to get some pretty damn good ideas."

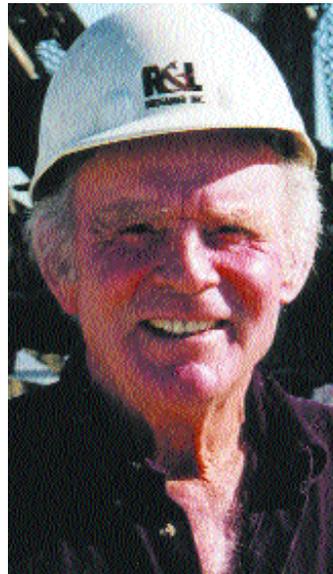
Ted's roots with Brosamer go back 33 years, but his construction experience goes back even further. He learned to operate heavy equipment in the service when he was stationed in the military in Fairbanks, Alaska, in the mid-1950s. After his discharge, Ted made his way to California and headed straight to the Operating Engineers Local 3.

"Little by little, I got to know this piece of equipment and that piece of equipment," Ted says. "As I went along, I learned everything there was to know. And, when you get to be my age, you better be damn good at it all or they won't keep you on!"

Ted first met up with Robert Brosamer in 1967, when Bob was with Gordon H. Ball and Ted had hired on as a crane operator.

"Bob was an engineer, one of the best," says Ted. "He took the Front Street job in Sacramento. We were down

Employee profile



TED BLEVINS

about \$4 million when we started the job. When we finished, we were up \$3 million. Well, that made a believer out of me, and I've been with Bob now about half my life."

As time went on, Ted moved through different parts of the business with Bob, finally taking up the paving end in 1972.

"It's been 33 years since I started working with Bob, and I'm now 66, and I've been with him this whole time," says Ted, shaking his head in amazement at the passage of time. "These kids out there, they call me 'Dad,' and you know, it wasn't very long ago that I was a kid, just like those boys are."

Ted grew up in the small town of Beggs, Oklahoma, but he's made Fresno his home since 1956. He lives on two acres with his wife of 33 years, Dotty. Their grown

daughter, Jill, works nearby at a Fresno television station. For most of those 33 years, including the nine years he spent in Arizona with Ball, Ball & Brosamer, Ted has traveled between his out-of-town job sites and home. These days, he drives 143 miles each way, trying to beat the traffic Friday evenings, only to find the same traffic Monday mornings.

When the airport job is done, "Bob'll put me somewhere, wherever I'm needed," Ted says. "I might kick back a little bit, maybe work a few less days, but I'm not going to retire. I've seen too many of my friends pick up their first retirement check, then they're gone. I mean gone. I like to stay active. Anyway, I don't think, after all this time, my wife could take me seven days a week."

When he is home, Ted stays plenty busy.

"I raise a garden every year — it's all organic. I grow the sweetest corn you've ever tasted. And big ol' tomatoes, that taste like tomatoes. Sweet, you know, not like those store-bought things.

"I bought these three old tractors, they're 45 or 50 years old, and I fixed them up and use them for my garden. I relieve a lot of stress just tinkering around my home with my tractors, working on my garden, fixing the fence. It balances everything out.

"So, I have my work — and then I have my home, my garden and my three old tractors."

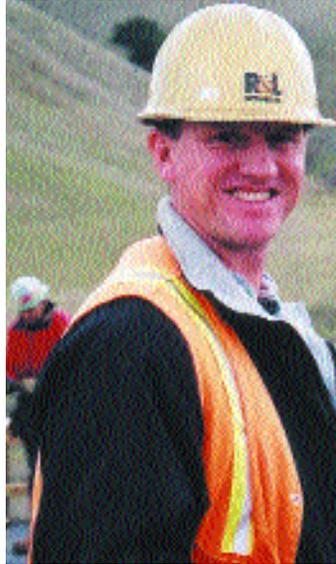
HIGHWAY 4 PROJECT

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with a metal beam guardrail. The contract awarded at \$7 million, and increased to \$8+ million with change orders.

Work on both segments began in August 1999, under Project Manager Blaine Austin and Project Superintendent Tony Inocencio. Segment 1 was completed in February. The original completion date for Segment 3 was December 2001, but according to Austin, "We'll be done here by this June."

When the work is complete, Highway 4 will divide at Cummings Skyway all the way through to I-80. A new, ele-



BLAINE AUSTIN



vated two-lane alignment will be designated westbound, while the existing roadway will be re-designated eastbound. The new alignment will converge at the approach to I-80, and the existing highway will be divided and widened to four lanes. "Without a doubt," says Caltrans Resident Engineer Bill Shedd, "the biggest impact will be the saving of lives."

The biggest hurdle to overcome was the large amount of dirt to be moved. "We had an incredible crew and great equipment," says Austin. "We balanced the cut and fill, and got 85 percent of the dirt

moved during that first season."

Slide work was a big safety issue. "We had to build a buttress below an ancient landslide to stabilize the hillside," says Austin. "As soon as we started excavating the dirt, the hillside started moving on us. We solved the problem by making the slope less steep and using scrapers, instead of excavators, to make a shallower slope and move the dirt faster."

Structure superintendent Rocky Romero had a few construction problems of his own with the building of the 850-foot post tensioned box girder bridge that spanned the



Burlington Northern mainline. The skew of the railroad tracks took the longest span to 290 feet, requiring the girders to be unusually deep at nearly 12 feet. The holiday shipments from Thanksgiving to New Years severely restricted work over the railroad.

"Once we're done here, we'll switch westbound traffic

onto the new alignment," said Austin. "Eastbound traffic will stay where it is while we take out some of the snaking and s-curves on the existing westbound lane. Then, we'll open up the whole thing six months ahead of schedule."

"That's good for the company, and we're all pretty happy about that."

Brosamer Holiday Memories

Once a year our Salary employees and Foremen gather at one location. This event was the R&L Brosamer, Inc. Holiday Party.

This is our first ever group of Five-Year employees and we want to extend a special "thank you" to them for joining us as we started our new venture. It required a leap of faith, a lot of effort and endless patience to breathe life into R&L Brosamer, Inc.

With the wealth of industry knowledge each one brought, mixed with the trust they placed in us, together we built a strong foundation. And so six years have passed and today we have a successful history and a bright future. Thank you for staying the course.

— Robert Brosamer,
Linda Brosamer, Charles Wall



FIVE-YEAR EMPLOYEES: (Rear, L-R): Ted Blevins, Lonnie Stahl, Mike Ostrom, Bob Brosamer, Larry Roeder, Deane Allin, Charles Wall; (Front, L-R): Lelia Berkey, Linda Brosamer, Cynthia Lundquist. Five-Year Award recipients not pictured Include: Antonio Vasquez, Russell Gann, Rocky Romero, Eddie Lopez, Isidoro Aguilar and Sami Saddik.



SAN JOSE JOB: (Rear, L-R) : Susie Inocencio, Steve Dunn, Tracy Dunn, Olivia Gonzalez, Refugio Gonzalez; (Front, L-R): Tony Inocencio, John Pologar, Charlie Douglas, Lori Douglas.



ACCOUNTING AND PAYROLL DEPARTMENT: (Rear, L-R): Bill Berkey, Lee Berkey, Daryl Willis; (Front, L-R): Sandi Nethercott, Cindy Lundquist, Chris Lundquist, Danielle Amerio, Jackie Amerio.

EMPLOYEE NEWS

R&L BROSAMER WELCOMES ITS NEW HIRES IN THE 2000 FOURTH QUARTER

SALARY

Virginia Nanez,
Office Clerk, San Jose.

Don Evans, Purchasing Agent, Alamo.

Bill Faoro, Project Engineer, Port of Oakland.

Rita Bustos,
Operations Department, Alamo

CHANGE IN STATUS

Mike Matheny transitioned to salary payroll, effective February 1, 2001.

FIVE YEAR AWARDS YEAR 2001 TO DATE

Ralph Pierce, Laborer Foreman, Martinez.

Richard Doud,
Cement Mason Foreman, Visalia.

BIRTHS

Hugo Carillo welcomed a son, Hugo Jr., 12/20/00, 9 lbs. 5 oz.

Oscar Juarez welcomed a daughter, Tess, 12/21/00, 6 lbs. 9 oz.

Congratulations to all!

MEDICAL COVERAGE UPDATE

Unfortunately, due to recent changes in the Blue Cross Health Insurance Program, many salaried employees are experiencing insurance coverage problems. Currently, R&L Brosamer, Inc., is investigating other health insurance options. More news to follow.

WE NEED YOUR EMPLOYEE NEWS

Please e-mail employee news to cindyl@brosamer.com or call Cindy Lundquist (Alamo) at (925) 837-5600, x 238.

THE SAFETY ZONE

R &L BROSAMER RECOGNIZES THE IMPORTANCE OF A WELL-TRAINED WORKFORCE. TO DO A JOB RIGHT AND TO DO A JOB SAFELY, WORKERS MUST BE INFORMED, TRAINED AND CERTIFIED, WHERE REQUIRED.

Our commitment has always been: Safety First. Safety training is the cornerstone of our Safety Program.

In 1999, R&L Brosamer provided 282 employees with specialized safety training in a variety of areas, including CPR and First Aid, Fall Arrest Protection, Crane Safety and Certification, Manlift Safety and Certification, Forklift Safety and Certification, and Traffic Control. In 2000, R&L Brosamer increased that number to 292 employees. Safety classes range from four hours to full-day classes.

In 2001, we hope to further increase training totals, and include additional safety

classes. One new class this year is Crane and Lift Rigging Safety.

Committed to a strong safety program and a well-trained workforce, R&L Brosamer goes to great expense to provide comprehensive and quality safety training. We pay employees while they receive training, we pay outside professionals for their training services, and, where applicable, we pay employee hotel and meal accommodations when classes are held off-site.

If you have any safety concerns, questions or ideas where safety training can pro-

vide a safer and more productive work environment, please contact Jose Escobedo, Equipment Manager and Safety Committee Member at (925) 837-5600, ext. 322.

Safety Tip: R&L Brosamer personnel should always wear their personal protective equipment, including hard hats, earplugs and gloves. Wearing your personal protective equipment is company policy and the first line of defense against bodily injuries.

