

Pray Pleased To Offer Refund To McJunkin Corporation



Gary Gibson, Steve Bupp, Gaines Wherle, Dave Pray and Ken Cooper.

In August of 1997, Pray Construction was engaged to design and construct a warehouse for addition for McJunkin Corporation in Nitro, West Virginia. The 16,000 square-foot metal building was delivered in record time with zero defects. Pray's contract was a guaranteed maximum price

Vice President of McJunkin.

"Pray delivered a product of superior quality, but not on budget...it was actually *under budget*," said Wherle.

Pray recently completed another design-build renovation for McJunkin on their Nitro campus.

contract (the g-max was less than the fixed fee of another noteworthy contractor) which allowed for one half of all savings below the guaranteed maximum price to be refunded to the owner.

On August 4, 1998, Dave Pray was pleased to present a \$20,000 refund check to Gaines Wherle, Senior Corporate

KENT WILLIAMS

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structural and architectural building products.

Originally from Ripley, Williams has worked for Ferro Products for 15 years. Ferro Products and Pray Construction have teamed up on numerous projects, including the Caperton Residence, Glenwood Senior Living Center, and CAMC's Sports Medicine Center.

"Our founder's concept of uniting the manufacturing facilities of major fabricators with a local sales, estimating, engineering, and erection service remains unchanged," said Williams. "And the development of new products, design techniques, and construction methods continues to be our guiding corporate goal."

Williams lives in Charleston with his wife, Julie, and their two daughters, McKenzie and Haley.

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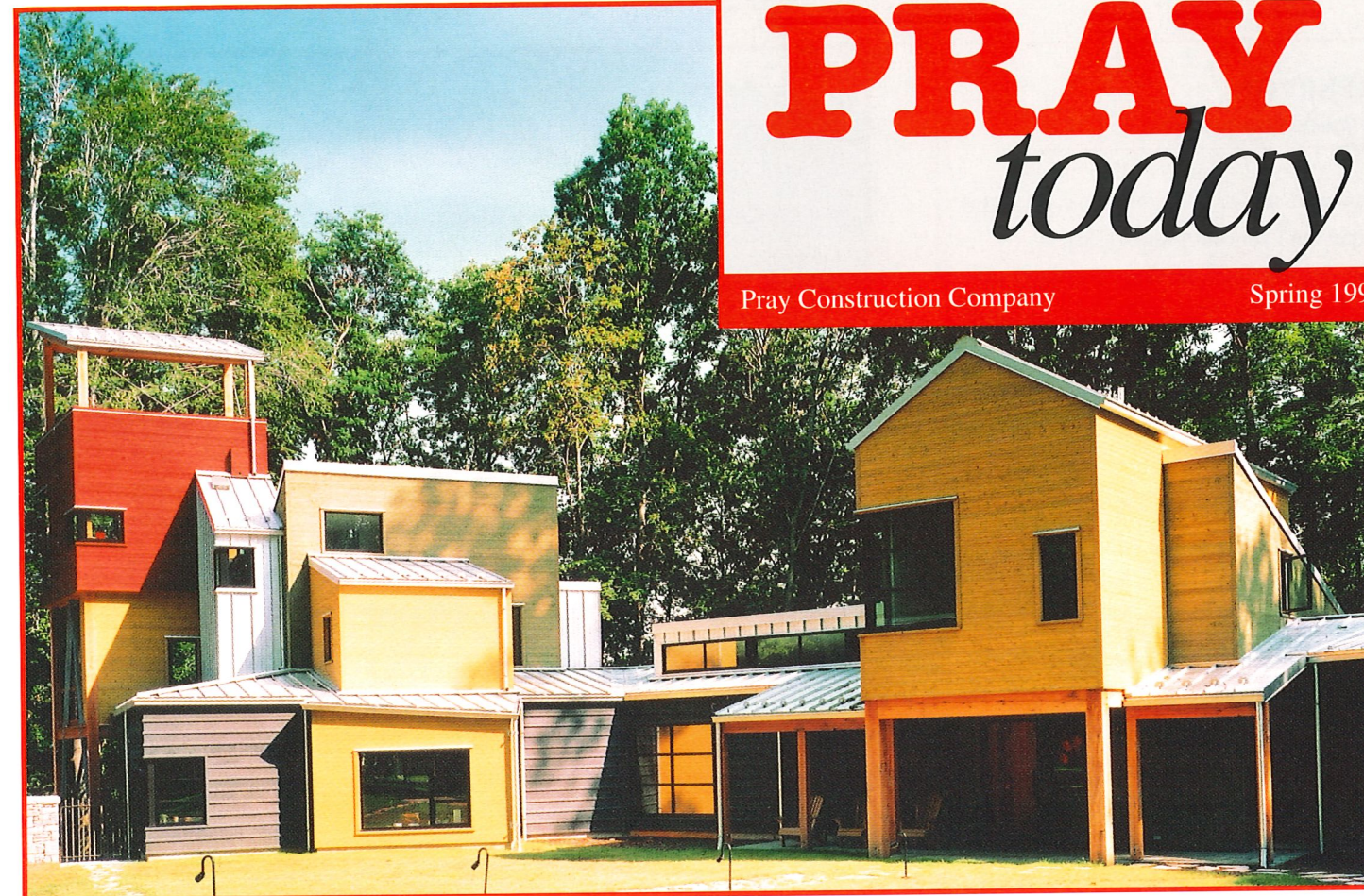
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Spring 1999



Gaston Caperton's Shepherdstown Home A Sight To Behold

In December of 1996, Governor Gaston Caperton hired Pray Construction Company to join the team that already included Laura Hartman and Richard Fernau from the internationally renowned architectural firm of Fernau and Hartman. Initially, the team "built" preliminary financial models on a pod-by-pod basis so we could fine tune the budget as the design was being developed.

The initial site investigation revealed the potential for underground caverns, so Pray became involved in siting the house and repairing the caverns.

As the budget and design were finalized, the footings began to be installed on July 23, 1997, under the watchful gaze of Rex Anderson, our superintendent extraordinaire! To maintain our aggressive commitment to the schedule, we supplemented the supervision for several months with James Baldwin, as well as many of our own craftsmen. Local stonemasons were initially hired, and they

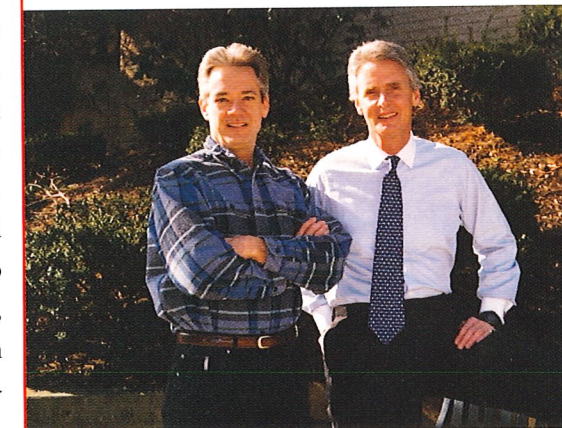
kept laying stone for the next five months.

Governor Caperton's strong work ethic was evident early on, so Dave Pray attended weekend meetings every three weeks with the architect and other team members. Issues surfaced and were worked out on an on-going basis. Team members were carefully selected as the project unfolded.

"This house is unique in design and needed an outstanding contractor who could build it with great skill – and on time", said Caperton. "I chose Pray Construction Company, and they lived up to my expectations."

Superior performances were received from many vendors and subcontractors, but particular kudos must be given to the following: Greg Thaxton, Sunset Structures; Henry Frenzel, painter; Leonard and David Allen, stonemasons; Maryland Pools; Tri-State Roofing; Catrow Construction, excavator; Brightbill Wood Specialties, millwork

contractor; Valley Trees, tree specialist; Scott Goff, S&G Plumbing; and Rock Branch Mechanical, HVAC contractor.



Dave Pray and Gaston Caperton

Recognition must also be given to our assistant superintendent, Bob Conway and the many fine tradesmen who worked for months on the detail carpentry and concrete work. Many thanks to Roy Brammer, Bobby Ortez, Mark Kazor, Jeffrey Deem,

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CAPERTON

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Andrew Snyder, Roger Cox, Randal Greiner, and Harold Anderson III.

Gaston Caperton was a remarkably gifted customer. He challenged, cajoled, inspired, debated, and remained engaged for the entire process, which concluded with a one-week inspection by Dave Pray during the week of April 13.

"The team's true commitment to doing a first class job meant that I got a first class product," said Caperton. "Neither did that commitment end when the last truck pulled out of the driveway. Pray's ongoing surveillance and monitoring ensure that I can enjoy this house exactly as the architect intended."

The project was recently honored in the August edition of *Architecture Magazine*.

What an exciting project! Pray Construction played a significant role in this highly creative project while maintaining a tight control on the budget and schedule. It was an honor for Pray to participate, and special thanks go out to Laura, Richard, and Governor Caperton for the opportunity.

Finally, with Janet Means' (Caperton's executive aide) on-going dedicated assistance, we have managed to shake out all of the bugs to author and execute an effective maintenance program for the house. What a wonderful experience!



Traders Bank Ready To Serve The Residents of Mineral Wells

On August 3, 1998, the residents of Mineral Wells, West Virginia, welcomed Traders Bank to their community. Along with the branch manager, Traders Bank has a full-time loan officer and a customer representative ready to meet your banking needs.

Ground breaking for this 3,600 square-foot brick building was on May 4, 1998.

"I had some doubts when I was told by Pray Construction that we could open for business within ninety days of ground breaking," said Gary Martin, President and CEO of Traders Bank. "But it became a reality which we were almost not prepared for on our end."

This design-build project consists of

three drive-through lanes, offices for existing staff, as well as several vacant offices to allow for further growth. Site development was also included.

"We have received numerous compliments on the appearance and the functionality of this branch," said Martin. "Needless to say, our next project will be a design-build project, and Pray Construction will certainly be the contractor we will call to work with us on the project."

"This concept," he adds, "is the most time-effective and cost-effective method I have found in constructing new facilities."

ABOVE: Ken Cooper, Pray Construction, and Gary Martin, President and CEO of Traders Bank

Associate In The Spotlight: Kent Williams

Success in the construction business is a direct result of dedication, teamwork, and trust in the people and partners with whom you work. This issue of *Pray Today* would like to recognize **Kent Williams**, sales representative for Ferro Products Corporation.

Originally founded in 1905 under the name Moore Construction Company, Ferro Products offers Single Source Responsibility for design, fabrication and erection of



Kent Williams
Sales Representative for Ferro Products

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Several Ways To Reduce Stress At The Office (And In Your Life!)

• Handle each piece of paper only once. This one can be a real challenge. Very few people actually have the luxury of handling one and only one piece of paper until it is dealt with and disposed of properly. Many times this would result in piles of paper that go untouched, and therefore unseen, until its owner had time to see it all the way through to its final disposition.

If this rule doesn't work for you, try this. The next best method of dealing with paper is to have a system in place that allows you to quickly scan a piece of paper, determine what action needs to be taken and either take the required action (trashing it or marking it to someone else's attention) or placing it in an appropriate temporary holding location.

Let's change this rule to say, "Try to deal with each piece of paper only once, but

Things Are Looking Up For Members of St. Agnes Catholic Church

St. Agnes Catholic Church is a well-respected landmark for the people of Kanawha City, West Virginia. Built in 1956, it has served its members well.

But after 42 years with little renovation, and a congregation that continued to grow, they had no choice but to expand to meet the needs of its members.

"It was time," said Father McDonnell, pastor at St. Agnes Church. "It needed to be updated, and by doing so I knew we could make better use of the space."

Pray Construction was chosen because of their past experience with the church when an addition was added to the school building.

Renovations at St. Agnes included construction of a new Eucharist Chapel and a

when that isn't possible, have a system in place to handle it efficiently."

• Shop early for special occasions.

There is nothing more stressful than fighting the crowds at the mall three days before Christmas. Or looking for that perfect birthday present one day before the party, and seven days before payday. Planning ahead can make all the difference in the world.

Save time by shopping at off-peak times, patronizing stores where you can find as many items on your list as possible. Simplify the time involved by finalizing your gift-giving list on paper before you begin shopping. Shopping by catalog or mail order is also a great time saver, and your purchases are delivered right to your front door. Save money by buying certain items out-of-season and never buy anything that is not on sale. You can still eliminate the problem of a big

outlay of money for gift-buying by making regular deposits of money in advance.

• This too shall pass.

Think about it. Everything comes. And then it goes. Problems develop, and then they disappear. There is enormous freedom in remembering this wisdom. It serves as an important reminder that everything has a season, a time, and a place. It gives us perspective during hard times, a frame of reference that nothing lasts forever. It gives us hope and confidence that we will get through this—it will pass; it always does.

While some organization experts may consider these ideas counterproductive, they are realistic. If your life involves other people, chances are that occasionally your best intentions go haywire. And many times what works great for one person doesn't work at all for someone else.



Reconciliation Room. The original altar was too far back, so a decision was made to install a new, enlarged altar platform. By doing so, they were able to move it forward, closer to the congregation.

The addition of two new windows make better use of the natural outdoor light. A new Baptismal Font was added. The instal-

lation of new tile flooring tied everything together.

The renovations were complete the first week of September 1998, and several minor details continued after that.

"We were very pleased with the service we received from Pray Construction," said Father McDonnell.