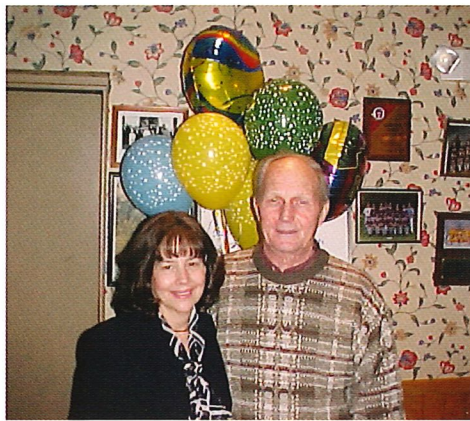


## James Baldwin Retires After 13 Years of Service



After 13 years of service, James Baldwin has become the first person to retire from Pray Construction Company, which marks its twentieth year in business this year. He celebrated his retirement with friends and co-workers this winter at a dinner given in his honor at Harding's Family Restaurant.

Hired as a carpenter in 1987, his first project was an Everything Yogurt shop in Spring-

field, VA, and his last project was the Skaff Medical Office Building in Charleston, WV. On these and all of the projects in between, James performed his duties with professionalism and pride. During his last ten years at Pray he held the position of Supervisor.

"James Baldwin is a consummate craftsman, a gentleman, and a great human being. We'll all miss him," says Dave Pray.

James and his wife, Carol, live in Pocatalico, WV. They look forward to spending time with their children: Jimmy, 41, Glenda, 39, Phil, 36, Brandon, 14, Mike Burdette 37, Eric Burdette, 29, Amanda Burdette, 19, and their twelve grandchildren.

James is currently in the process of helping his son build a house, then hopes to spend a little time fishing. "I really enjoyed working for Pray. They sure are a great bunch of people," says James.

## Associate In The Spotlight: Clyde Raynes

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 Clyde Raynes, owner of C. R. Raynes & Sons Excavation.

The business was formed in 1980 when Raynes was working as a millwright and the job market was scarce. "We bought a dump-truck and a backhoe, and it just took off from there," he says.

Raynes and Sons have developed a good working relationship with Pray Construction, working on such projects as CAMC's Sport Medicine Facility, The University of Charleston's Brotherton Hall, and One Stop at Trace Fork. They are currently working on the Covenant House project.

Raynes and his wife, Rebecca, live outside of Eleanor WV and have six children.



## Our Focus is on Our Customer

At Pray Construction Company we strive to build long-term relationships with our customers, as companies and individuals. Featured in this article are two great people who have been customers of Pray Construction Company for over ten years and friends for just as long.

In the early 1990s Pat Graney, President of Petroleum Products, and his brother, Mike, President of One Stop (pictured above) found a partner in Pray Construction. At that time Petroleum Products enjoyed steady growth in the acquisition and construction of key retail sites. In a highly competitive market, the Graney's have been very successful in developing and managing over forty One Stop convenience stores and four nationally branded gasoline stations throughout West Virginia and surrounding states. Their success has been ensured through a clear vision, a great team and customer focus.

Pat Graney originally hired Pray to renovate office space at their River East complex in Belle. That project was the start of a long and mutually beneficial relationship. Since then, Pray has performed virtually all

of the construction services for Petroleum Products and One Stop.

A fundamental reason that we have maintained a great working relationship, according to Mike Graney, is a fit in company values. "Pray is a great match for us because we have the same value sense," explains Mike, "and we both put our focus on the customer."

This foundation has launched a strong and long-lasting relationship. One Stop has used Pray to renovate or build twelve convenience stores/gas stations with two on the drawing board. "At this point, we know each other intimately, and they can anticipate our needs without us asking," Mike points out. He explains that the value to One Stop is doing business with a company who can appreciate, anticipate and meet his needs. The most important of which is having a quality product delivered on time. "A bonus," adds Pat Graney, "is we have learned that construction itself is the implementation and execution of a good plan and Pray has helped us improve our planning process."

The most recent project completed for

One Stop is located at the Shops at Trace Fork on Route 119 in Charleston. Pictured below, the Exxon/One Stop includes a car wash and a full-service Steak Escape with a drive-thru and outside seating. We are currently in the design and development phase for two new One Stops, both in the Kanawha Valley area.

Pray Construction is fortunate to claim Petroleum Products and One Stop as customers and we work hard to keep it that way. We strive to build and maintain good relationships with Pat and Mike Graney, their companies and their excellent teams.



One Stop at Trace Fork, Charleston, WV



P.O. Box 3778  
Charleston, WV 25337

Creating a Tradition of Building Excellence

FIRST CLASS  
U.S. POSTAGE  
PAID  
WILLIAMSTOWN, WV  
PERMIT #2

PRE-SORT

## Syscan Corporation Expands Offices and Showroom



*Under* the direction of the company's president, Bill Williams, Syscan Corporation has grown from a supplier of business forms to a supplier of printed products, office products, office furniture, and related services. It has grown from servicing the Kanawha Valley region to providing services nationwide. Today Syscan is recognized as one of the top printing and document management companies in the nation.

To accommodate their expansion, Syscan required new office headquarters that would reflect their business services and company culture. Last year they purchased a warehouse building on 7<sup>th</sup> Avenue in the North Charleston area within close proximity to their former office. They hired Pray Construction

Company to help them create an office environment and showroom which demonstrates their leading role in this industry. They focused on innovation and creativity in this new space. In six months, Pray transformed a 25,000 square foot warehouse building into a professional and comfortable office environment.

Within the building are Syscan's offices and a showroom for their new line of business furniture, as well as 10,000 square feet available for a tenant build-out. The façade renovation, new windows and landscaping complete the attractive headquarters for this successful, national business.

Pray did not help Syscan build their newest business, SyscanDirect.com. (Although we use it!) Through this website, they operate the region's largest Internet marketplace.

*(Above Top) A newly renovated warehouse in North Charleston becomes the new home for Syscan Corporation. (Above Bottom) Bill Williams, President of Syscan Corporation*



Pray Construction Company has evolved from a start-up general contractor to one of West Virginia's leading design-build firms. This year we celebrate our 20th anniversary. With our focus on the customer, we look forward to many more years in business.



PRAY today is published for friends and associates of Pray Construction Company.

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# Early identification of final cost.

*By Dave Pray  
President  
Pray Construction Company*

*The* construction industry, like any other, evolves over time and improves with innovation. A transformation that has occurred over the last decade and, one which Pray Construction Company has embraced, involves the delivery method for design and construction services. Let me give you an example of this change to illustrate the point.

I remember one project we were involved with in the early 1990s in Charleston. At that time, we were still offering our services through the bid selection process and we were competing against two other noteworthy general contractors, neither of which is still in business.



We were elated at the bid opening. Our low price of \$3,000,000 was less than either of the competitors and we were already looking forward to building the project. However, about 30 minutes later, I received a phone call from a very disappointed owner informing me that while we may have had the low price, our "low" price was fully \$1,000,000 over his budget.

Well . . . the good news was that we were able to surface some very creative ideas and we helped the owner figure out a reasonable path to achieve most of his programming requirements. The bad news was this could have been avoided and it created some significant problems. The bidding process dramatically slowed down the project; created a great deal of conflict between the owner and his design team (which was never fully resolved), and the owner did not receive everything he had committed to his constituents.

Unfortunately, this is not an isolated example. The traditional method of project delivery which is design-bid-build, does not reliably offer the owner something that is vitally important to all of our owners . . . **the early identification of final cost.**

This early identification of final cost is critical to an owner and we offer a method to get you there expeditiously. Utilizing Pray's proven methodology, our team is able to reliably project your final costs at the conclusion of our well-orchestrated, pre-construction services process. We can give you this information with enough detail that you can receive third party financing and move forward with the construction of your



project. Yes, the price is guaranteed at this early stage. And an environment is established in which savings in purchasing and productivity accrue to your benefit.

If you would like to find out how Pray Construction can help you with this valuable service, please call Mary Cook at (304) 755-4944 x50, or Dave Pray at (304) 755-4944 x30.

*(Top right) Kanawha Stone  
(Above) The University of Charleston's Brotherton Hall  
(Left) Pleasants County Bank*