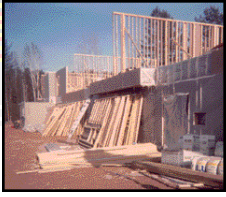


INSIDE THIS ISSUE:



A Closer Look at
Panelization



New Talent Joins
Winkelman



Winkelman Building
Projects Underway

Wink's ink

Fall 2004



"A Quarterly Publication of Winkelman Building Corporation Bringing You News from the Construction Industry"

Pheasant Crest... Another WBC Success!

Sartell residents recently welcomed an exciting new 42 unit housing development to their dynamic, rapidly growing community. Pheasant Crest Townhomes, located on South Utah Road and Vermont Drive, consists of seven buildings varying in size from four to eight units each. A boulevard that provides easy, efficient access to Sartell connects the attractive, charming buildings. The residents will enjoy abun-

dant green space, playground equipment, basketball courts, and other recreational facilities thanks to an aesthetically pleasing and functional design created by Hagemester and Mack Architects. Dave Giacomino, Project Manager for WBC, successfully led this commercial housing project stating, "We met the demanding original project schedule despite particularly harsh winter construction conditions. ✦"



**Pheasant Crest Townhomes
Sartell, MN**

J.R. Ferche Creates a New Home

Recently, J.R. Ferche moved into their new construction and development office located just north of Highway 10 in Rice. The attractive 4,272 square foot building was constructed with Energy Panel Structures (EPS) panels, an E.I.F.S exterior, a reflective glass curtain wall, an architectural metal panel sloped roof and an energy efficient reflective single-ply flat roof. For many trade contractors, the Ferche Office Building was their first introduction to the ultra-efficient and durable EPS panels, which

**THROUGH
GREAT EFFORTS
OF EVERYONE
INVOLVED,
THE PROJECT
WAS VERY
SUCCESSFUL
AND IS A
MUST SEE.**

provides increased energy savings. Winkelman Building Corporation broke ground on the Ferche Office building in February, 2004 and completed construction in late July. Throughout the project, WBC staff worked closely with design consultant Dean Wick of Outsource

Management to ensure an energy efficient, maintenance free and cost effective project. Robbie Schultz, WBC Project Manager, explains, "Mr. Ferche had a vision of what he wanted for his office with quality being no exception. There were a number of design/aesthetic changes implemented during the course of the project to make his vision a reality. Through great efforts of everyone involved, the project was very successful and is a must see." ✦



J.R. Ferche, Rice, MN

New Headquarters Office for Medallion Cabinetry

Medallion Cabinetry, a rapidly growing cabinet manufacturer and a subsidiary of Elkay Manufacturing, recently celebrated the completion of their three-story office building located in Waconia, MN. The modern new building provides over 25,000 square feet of office set in a beautiful, yet functional, location. Project Manager Ralph Brown outlined some of the challenging aspects of the project, "We struggled with difficult winter weather for the masonry and steel phases of the construction. I know we were successful, however, because we satisfied all of our client's needs." The building design was provided by Dan O'Brien of Cluts, O'Brien, Strother



Medallion Cabinetry, Waconia, MN

Architects and consists of a steel structural system, E.I.F.S, brick and glazed block exterior walls, aluminum framed windows with reflective glazing, and a Stevens Therma Plastic Olefin (T.P.O.) roof system. ✦

Panelization... WHAT ARE WE TALKING ABOUT?

Panelization is the process of constructing modular wall, roof and floor sections in an environmentally controlled manufacturing facility and delivering them to the building site for installation. Primarily used in the single family home market, we have been rapidly increasing the use on multi-family apartment facilities. These are not just low-budget small apartment buildings in rural communities, but also large 100 unit-plus, upscale senior housing complexes in urban settings.

According to a June/July 2003 article in Structural Building Components Magazine, "demographic studies suggest long-term labor shortages, while studies by the National Association of Home Builders (NAHB) tell us that many young people don't find construction trades to be a preferred occupation. Additionally, younger people entering the workforce have the perception that craft-type or manual labor is not as exciting as working with automation and technology."

Enter the highly automated and technologically advanced development of panelized building components. In addition to reducing the number of laborers required at a building site, panelization affords the benefits of construction in a highly controlled environment (an extremely important item in Minnesota due to cold winter temperatures and rainy fall and spring weather), lower job site waste from rejected low grades of lumber, more

**PANELIZATION
IS NOT A FAD,
BUT A WAVE
OF THE
FUTURE.**



Skyline Vista Apartments, Granite Falls, MN



consistent quality of construction, a lower chance of theft from a job site, reduced building time and financial cost savings due to volume purchasing power of the manufacturer. In fact, studies have shown that costs can be reduced by 10% to 15% and construction time can be reduced by several weeks depending upon the size of the project.

Construction is like assembling Legos. The panels are numbered and delivered to the building site, so all you have to do is assemble them in order. They even come with the rough window and door openings in place and the exterior walls have the weatherized sheetrock on them.

Panelization is not a fad, but a wave of the future. An analysis of home building types by the NAHB found that in 1997, 7.1% of all homes were constructed of panelized components. That increased to 13% by 2002. While numbers are not readily available for the multi-housing sector, Winkelman has increased the use dramatically over the past few years. According to Dave Hemminger, Vice President in charge of multifamily housing construction, "In the past two years, we have utilized panelized components for nearly 200 apartment units and are proposing to use them on more than 200 additional units in the next year alone." He further added, "It provides greater quality control and reduces the amount of on-site labor." ✨

Winkelman Building Corp. Projects Underway

Minnesota School of Business

Waite Park, MN
New 40,000 sq. ft. business school



Benton County Public Works

Foley, MN
New 36,000 sq. ft. public works facility

Talahi Elementary School

St. Cloud, MN
6,400 sq. ft. classroom addition

Rogers Elementary School

Rogers, MN
9,000 sq. ft. addition plus building remodeling

Zimmerman High School

Zimmerman, MN
9,500 sq. ft. locker room, weight room, wrestling room, storage and mechanical space edition

Marketplatz Condominiums

New Ulm, MN
Renovate retail mall into 32 condominiums

Swanville Schools

Swanville, MN
25,000 sq. ft. addition and remodeling of existing building

Medallion Cabinetry

New Ulm, MN
59,400 sq. ft. door manufacturing facility

The Donlin Company

St. Cloud, MN
New 90,000 sq. ft. plant, office and warehouse

Trails Service Center

Albert Lea, MN
New 28,000 sq. ft. truck maintenance facility

Mille Lacs Wild Rice

Aitkin, MN
New 24,800 sq. ft. processing facility

Duffy Engineering Office Building

St. Cloud, MN
9,000 sq. ft. office remodel

Greenstreet Commons

Waite Park, MN
22,900 sq. ft. retail center



Construction Management

Construction Management is a team approach pairing the Construction Manager and Architect with the Owner during planning and design. All decisions are expected to be team decisions based on three-way input.

The Construction Manager assists the Architect during the planning and design phases of the project by providing cost estimates and suggesting alternative building materials and methods that may reduce project costs or building maintenance and operating expenses. This can be an extremely important element of the construction process as typically 80% of all project cost savings occur during the pre-bidding process.

Once design development is completed, work scopes are defined and competitive bids are solicited. A total project may easily be divided into 20 to 40 bid divisions to solicit optimum bidding. Winkelman's target is to obtain three to five bidders for each division, thereby creating a bid market of up to 200+ bidders. A concerted effort is made to involve as many local contractors as possible. This provides ready access to contractors for maintenance and warranty issues.

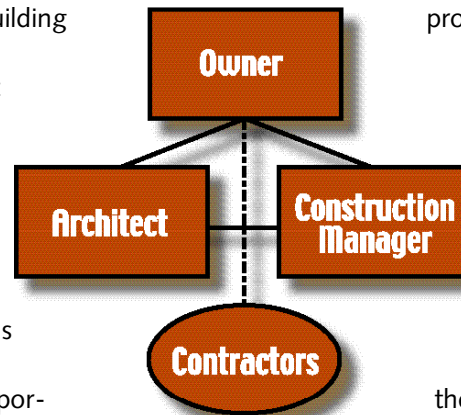
During construction, the Construction Manager coordinates field activities and assists the Architect with contract

administration. Maintaining the project schedule is the responsibility of the Project Manager, with project quality under the daily control of the Construction Manager's on-site field team. Weekly or bi-weekly team meetings are held to assist in maintaining project schedule, budget, and quality.

The presence of the Construction Manager provides an owner advocate, bringing a system of checks and balances to all aspects of the project. Since we don't self-perform any of the construction work, we act strictly as an extension of the Owner's staff looking out for their best interests.

Other benefits of Construction Management over other construction delivery methods include:

- Allows selection of the construction representative on a qualifications basis
- Creates earlier coordination between the design and construction process
- Provides comprehensive preliminary planning, scheduling and budgeting
- Eliminates contractor mark-up
- Reduces change orders
- Returns unused funds back to the Owner
- Affords sales tax savings on materials when applicable ✦



STAFF PROFILE



Joel Marthaler

When it comes to coordinating complex construction logistics, Superintendent Joel Marthaler is among the best in the business. "I enjoy working at Winkelman for the variety it provides. Although I consider myself a construction expert, I am always learning. No two jobs are ever the same, and I appreciate the challenge" he says proudly. And he should be proud. During his 15-year tenure at Winkelman, Joel has brought dozens of jobs, including multi-story office buildings and numerous schools, to successful completion. "Working at Winkelman is great," he explains, "because everyone here is talented, honest, and we all work together as a team." When he is not coordinating subcontractors, supervising fieldwork, or corresponding with clients, architects and project managers, Joel enjoys biking, watching NASCAR, and spending time with his three adult children and four young grandchildren. ✦

New Talent Joins Winkelman

Over the past few months, we have increased our technical and marketing capabilities at Winkelman.

Mike Schoenecker joins us as Vice President of Marketing and Business Development. Most recently, Mike was Vice President and Midwest Development Officer for 3D/ International in their Minneapolis Office. Mike brings 20 years of health-care and senior housing expertise to WBC.

Robbie Schultz (no relation to Duane) joined WBC as a Project Manager. Robbie spent the last six years managing school and university construction projects in North Dakota and Ohio for Barton Malow, one of the nation's leading school builders.

Keith Johnson came to us with a hybrid of capabilities. With more

than 30 years of construction experience, Keith is capable of providing both Project Management and Site Superintendent services. In fact, in an upcoming project, Keith will serve one job in both capacities, providing direct on-site access to the project manager. Over the past ten years, Keith was a partner in Riverside Construction of Elk River. ✦



L to R: Mike Schoenecker, Robbie Schultz, and Keith Johnson



340 Hwy 10 South
St. Cloud, MN 56304

Ph: 320-253-2411
Fx: 320-253-2324
www.winkbuild.com



PRESORT STD
U.S. POSTAGE
PAID
St. Cloud, MN
Permit 1093

Building Solutions for Changing Times.



Duane Schultz
President/CEO

P R E S I D E N T ' S P E R S P E C T I V E

The last few months have witnessed a number of exciting changes at Winkelman Building Corporation including the one-year anniversary of our new office, the launch of our quarterly newsletter, and the new addition of talented and experienced employees at all levels

within the organization. These changes stem from our desire to adapt cutting edge technologies, techniques, and people in order to exceed the expectations of our clients.

We recently redesigned and redeveloped our corporate website to continue to enhance our image and identity, and to reflect the new and exciting changes that are taking place at Winkelman. This new website which is more user-friendly

and navigable than its predecessor, contains updated project and personnel information, outlines the construction process, and explains our unique services in a simple, straightforward manner.

At Winkelman, we recognize the increasing importance of technology and provide the highest quality, most technologically advanced solutions to our clients' building needs. Our new website uses this same philosophy in order to provide the best possible online communication with prospective and current clients, business partners, friends, and the greater business community.

I would like to personally invite you to visit our new website at www.winkbuild.com and share in our latest effort to provide the highest quality services to the Winkelman community! ✦

To request the following information about WBC's Building Solutions, please fax this form to (320) 253-2324.

- | | | |
|---|---|---|
| <input type="checkbox"/> Behlen Building Systems | <input type="checkbox"/> Retail/Commercial | <input type="checkbox"/> Manufacturing/Industrial |
| <input type="checkbox"/> Standing Seam Metal Roofing | <input type="checkbox"/> Food Processing/Cold Storage | <input type="checkbox"/> Office/Professional |
| <input type="checkbox"/> Energy Panel Structures – Energy Lok | <input type="checkbox"/> Church/Ecclesiastical | <input type="checkbox"/> Educational |

If you know of someone who should be added or deleted from our mailing list, please let us know. Thank You.