

HUGHES News

Building Space For Business Since 1981

Winter 2002

The “R” Word Comes To Joseph Hughes Construction, Inc.

That’s right, everyone, the economy has changed, the phone isn’t ringing like it used to, and there are more contractors chasing fewer jobs. But wait a minute—we haven’t picked up our tools and gone home. We have been taking care of our customers and jobs just as we always have. We are here every day, making things happen.

Around here, the “R” stands for many things—but recession isn’t one of them! “R” is for Reputation! “R” is for Restaurants! (McDonald’s and IHOP come to mind). “R” is for Remodel! (McDonald’s Sandy Play Place, Hillsboro Pediatrics,

“Our reputation leads to repeat customers. Over 80% of our work last year was for existing clients!”

Skate Place, Kim’s Grill, First American Title). “R” is for Restoration! (McDonald’s Happy Valley, Gentry Apartments, Cmedia). “R” is for Retail Remodel!

(Quimby Retail Building, Bed Bath and Beyond). “R” is for Religion! (Westside Church of Christ).

Okay, we’ll stop. We’re starting to sound like Burt and Ernie, but you get the message. Our reputation leads to repeat customers. Over 80% of our work last year was for existing clients! We finished the summer with a barrage of new work that hopefully will carry us through the holidays and, if projections are accurate, we have added a number of projects since the mid-October deadline for this newsletter.

Pictured at right are some refreshing, rewarding, remarkable, recognizable rejuvenations, constructions and reconstructions.

Remember, with all the turmoil in our lives this past year, both economic and political, to take a break from all the usual “R” words and Rejoice this holiday season!



Quimby Retail Building



Tom Davis' Beaverton office



Vancouver IHOP



Westside Church of Christ



Bed Bath and Beyond will rise from the ruins of an old grocery store in Beaverton and be open for business in 2002.



JOSEPH HUGHES CONSTRUCTION, INC. • GENERAL CONTRACTOR

7035 S.W. Hampton, Tigard, OR 97223-8313

TEL (503) 624-7100 • FAX (503) 684-5295 • EMAIL joehughes@joehughes.com

Recent Projects...

- Blagen Block
- BPA @ Park Place
- 3 IHOPs, Vancouver, Sprague Street, Spokane and Valley Mall, Spokane
- Remax
- West Coast Bank
- Alley Equipment
- Morgan Carter & Young

Choosing A Contractor

- Look at both recent and past jobs.
- Talk to past customers.
- Check credit history, financial stability, payment reputation and litigation history.
- Meet with owners and key employees who will be managing your job.
- Look at job control techniques.
- Check current workload; can they really handle your job?
- Can you communicate openly with this contractor?
- Ask the contractor to show evidence of using a TQM program that works.

Planning A Project?

Whatever your construction and development needs, **Joseph Hughes Construction, Inc.** can be a valuable resource in helping you get started. To learn more about our services, just call Joe Hughes at (503) 624-7100.

Our Holiday Message

As the holidays approach, we are more reflective this year than ever before. Our country, and indeed the world, was dramatically changed three months ago. Americans will likely never again blithely take their safety and security for granted. The terrorist attacks, however, have ignited a renewed appreciation for our country and our freedoms. Many of us, too, realizing how fragile and unpredictable life can be, have reordered our priorities.

The holidays are a time for friends and family. This year, more than any time in our history, we should stop to cherish them. Sadly, we know that many of our fellow citizens will not have that opportunity. So, this holiday season let us all celebrate our family and friends. Celebrate our freedoms. Celebrate our heroes. Celebrate our country and the American spirit. Each of us at **Joseph Hughes Construction, Inc.** wishes you and your loved ones a happy, healthy and safe holiday season in which peace once again reigns.

Competitive Bidding—Or Not?

If you had a heart problem, would you take competitive bids from heart surgeons? If you needed a good lawyer, would you take competitive bids to select one? If you wanted an aircraft designed for you and your family to use, would you accept the lowest bidder?

We hope your answers to the above question were “No!” If they were, read on.

Just as you wouldn't accept, or even solicit, low bids for the above examples, you shouldn't select the contractor to build your new facility because they are the cheapest. You should select your professional construction team just as you would any other professional. Look for someone qualified, of good character and integrity, who has a strong track record and offers his services at a competitive price.

It's simply human nature. If cost is more important to you than the quality of construction, profit will be more important to your contractor than the quality of their work.

Just Do It!

“Twenty years from now you will be more disappointed by the things you didn't do than by the ones you did. So throw off the bowlines. Sail away from the safe harbor. Catch the trade winds in your sails. Explore. Dream. Discover.”

—Mark Twain



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EMAIL joehughes@joehughes.com

CCB# 45645

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If not, don't hesitate to check us out at www.joehughes.com