

HUGHES News

Building Space For Business Since 1981

Winter 2006

The Industry's Best!

For the past six years, we have been members of the Jack Miller Network. This group of 600+ contractors from throughout the U.S. and Canada was formed by Jack Miller about 20 years ago with the stated mission to improve the industry through win/win sharing among members. Jack realized that contractors had limited access to good information on how to build a successful company. As he has said many times, "A doctor can get a 'how-to' video of bypass surgery but a contractor can't find a job description for a superintendent." Jack set out to change this information void through the Jack Miller Network, the growth of which is testimony to the industry's thirst for good, professional information sharing.

Jack kept things simple with basic membership rules: Never steal a member's employee, never steal a member's customer, and never violate the Sherman Anti-Trust Act, i.e., price fixing. A member must attend the bi-annual meetings and share with other members. Members discuss industry issues with their peers from around the country and help each other improve their businesses. A member can get copies of marketing plans, safety programs, job descriptions, accounting systems, etc., from others and members have an e-mail forum where questions can be asked and answered all year long. The give and take among companies, which range in size from under \$1 million a year in sales to more than \$200 million, helps everyone run a better business and improves the industry as a whole.

Jack Miller members are encouraged to work together. By knowing contractor members nationwide, members can effectively build for their clients anywhere in the U.S. and Canada through joint ventures or simply sharing subcontractor lists. The advantage is that clients moving into new markets don't have to gamble when looking for a quality contractor.

Joseph Hughes Construction is proud of our association with the Network. Many of



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the positive changes here over the last few years are directly attributable to the wealth of knowledge we have gained from our association with our fellow members. We look forward to the challenges and rewards of the coming year, knowing that any

problem we may encounter has already been confronted and solved by one of the "industry's best," a Jack Miller Network member! The solution is just an e-mail or phone call away.



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Season's Greetings

As always, this is the time of year to look back and reflect on the past 12 months. It's been a tough year for those of you whose families and loved ones have been impacted by the wars in Iraq and Afghanistan, or by any of a number of other natural and human disasters that we contend with every year. I think most people gain strength from adversity ("That which doesn't kill you, makes you stronger" is one popular saying) or at least discover in themselves unrecognized skills and attributes.

We feel that it's important to emphasize the positives in our lives and want to take this opportunity to thank everyone who has contributed to our continued success as a company. Without a cohesive team, it's impossible to get the job done!

At JHC, we are constantly thankful for a successful business; dedicated, hard-working employees; an outstanding group of consultants, subcontractors and suppliers; and, of course, a long list of loyal clients who we appreciate and who value the work we do for them.

I hope everyone has had many positives in their lives this last year and I wish you continued success in all the years to come.

—Joe Hughes, President



Rules To Remember When Buying Construction Services

- Be prepared to accept minimum quality when you deal with the lowest bidder.
- You will usually get a higher quality job if you choose your contractor based on confidence, trust and relationship—not just low price.
- The lowest price doesn't necessarily translate to the best price.
- If competitive bidding is so effective, why not take bids from architects, engineers, lawyers and doctors?
- All contractors are not equal. Some are much better than others. The best ones usually make a higher profit margin and they should—they deliver a better completed project!

—Jack Miller, a 53-year veteran of the construction industry and founder of the Jack Miller Network



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Have You Visited Our Website Yet?

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

In The Wright Mind

If you're not familiar with the work of comedian Steven Wright, he's the guy who once said: "I woke up one morning and all of my stuff had been stolen...and replaced by exact duplicates." Here are some more of his gems:

"Borrow money from pessimists...they don't expect it back."

"What happens if you get scared half to death twice?"

"If Barbie is so popular, why do you have to buy her friends?"

"The early bird may get the worm, but the second mouse gets the cheese."

"How do you tell when you're out of invisible ink?"

"Okay...so what's the speed of dark?"

—www.websitement.com



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