

AMERICAN BUILDERS QUARTERLY

SPRING 2009

American Subcontractors
Association, Inc.

RESOURCE COLORADO

PRO STEEL ERECTORS II, INC.

RUSCO, INC.

BALLARD, SPAHR, ANDREWS
& INGERSOLL, LLP

Highlighting the Best of
Monarc's Developments

HOUSE OF SWEDEN

THE EMBASSY OF NEW ZEALAND

Q-14 RESIDENCES

THE EMBASSY OF SLOVENIA

WINEGARDNER MASONRY, INC.

FAMILY-OWNED COMPANY SOLIDIFIES PUBLIC
WORKS PRESENCE IN SOUTHERN CALIFORNIA

WINEGARDNER MASONRY, INC.



CONTRACTOR CONTINUES A FAMILY TRADITION OF QUALITY CRAFTSMANSHIP

by Gina L. Diorio

Above: The East Anaheim Gymnasium, Anaheim, CA, was Merit Award winner at the 2008 CMACN/ALACC Concrete Masonry Design Award.

STEPHEN WINEGARDNER BEGAN WORKING in the masonry industry when he was just 17 years old. Consequently, when he and his wife, Carolyn, decided to start their own company in 1977, Stephen, at the age of 35, already had 18 years of industry experience. Still, the early days of Winegardner Masonry, Inc. were not always easy. Stephen and Carolyn operated the company out of their home and the back of their car until they earned enough money to afford a truck.

Looking at Winegardner Masonry today, however, it is difficult to imagine those early, difficult days, as the company has evolved from completing smaller residential jobs, such as fireplaces, to bonding \$13 million projects. Winegardner Masonry currently focuses exclusively on commercial and public works projects, with the latter comprising 90 percent of the company's business.

Despite its growth, Winegardner Ma-



AWARD-WINNING CONCRETE MASONRY DESIGN

The Santiago Canyon College Library, Orange, CA, won these 2007 CMACN/AIACC Concrete Masonry Design Awards:

- Honor Award winner in the Education Design Category;
 - Merit Award winner in the Sustainable Design Category.
- (Masonry Supplier: Orco Block Co.)

sonry remains a family affair, with Stephen's daughter, Julie Salazar, serving as vice president and chief financial officer, and Carolyn's son, David Browning, acting as chief estimator and corporate officer.

Salazar attributes the company's 30-year history and success to an emphasis on personal service, as well as the strong reputation the company has established over the years. "Quality and craftsmanship are very important to us," Salazar shares. The fact that Winegardner Masonry does no advertising, and instead receives all its projects through repeat business and invitations to bid, is evidence of the company's exceptional reputation.

Winegardner currently handles approximately 20 to 25 jobs per year, with some of the larger jobs lasting for a year and a half. The company usually carries a project backlog of \$10–15 million, with project size ranging from \$100,000 to \$7 million.

To complete the company's numerous projects, Winegardner employs 75 to 125 union personnel, several of whom have been with the company for over 25 years, which is evidence of the commitment Winegardner makes to its people. "Besides paying them union rates, we treat them with respect and we pay

them bonuses according to the jobs," Salazar says. In fact, Winegardner's reputation for excellent employee relations is such that individuals call the company and leave their names, expressing a desire for employment with the company.

Moreover, although finding and retaining qualified masons has at times presented a challenge for the company, Winegardner has met this challenge, as evidenced by the company's extremely successful end results, which include several award-winning projects:

- Eleanor Roosevelt High School in Corona, CA: Completed in 2006, this \$8 million project incorporates concrete block as both the internal and external finish material, and the masonry work serves both structural and stylistic purposes.

WINEGARDNER MASONRY, INC. AT A GLANCE

LOCATION:
YUCAIPA, CA

AREA OF SPECIALTY:
COMMERCIAL MASONRY, MOSTLY
PUBLIC WORKS

PROJECTS PER YEAR:
20+

AVERAGE PROJECT SIZE:
\$3.5 MILLION+

“The 30-year reputation of my father and mother separates us. My father and mother have made this company a company to be proud of.” *Julie Salazar, Vice President & Chief Financial Officer*

• Santiago Canyon College Learning Resource Center: Winner of the 2007 Education Design Honor Award, presented by the Concrete Masonry Association of California and Nevada (CMACN), this 40,000-square-foot library was constructed in keeping with the concrete masonry design that is prevalent throughout the campus.

• East Anaheim Gymnasium: This unique and beautiful building was designed to allow maximum sunlight indoors, and was the winner of the CMACN 2008 Merit Award for Public/Civic Design.

• Marco Antonio Firebaugh High School:

Recipient of the CMACN 2008 Merit Award for Sustainable Design, this educational complex offers an abundance of natural light, energy- and water-efficient features, and more than 185,000 square feet of external and internal masonry work, used both as structural and finishing material.

Looking ahead, Salazar anticipates seeing an influx of residential contractors into the public works arena due to the downturn in residential construction in California. Although this may mean increased competition, she believes Winegardner's participation in pre-qualifications gives the company an edge

in the bidding process. “We want to do a good job,” she adds. “The 30-year reputation of my father and mother separates us. My father and mother have made this company a company to be proud of, and I’m very proud to be involved in this company.” *ABQ*

**A MESSAGE FROM
WINEGARDNER
MASONRY, INC.**

Special acknowledgement and thanks to Orco Block Co. for its exemplary service, quality materials and support. Pictures by Thomas Escabr with the Masonry Institute of America.

WINEGARDNER MASONRY, INC.

Winegardner Masonry, Inc.
32147 Dunlap Blvd., Ste A
Yucaipa, CA 92399
(909) 795-9711
(909) 795-2676 Fax

Julie Salazar – Vice President jsalazar@winemas.com
David Browning – Chief Estimator dbrowning@winemas.com

WBE & SBE Certified