

## Sean Woods Skis for the Gold



Sean woods is no stranger to the podium when it comes to skiing. In February, Sean (son of Mike Woods, Division 10) and a senior at Vail Mountain School, earned gold medals in freestyle Nordic and Classic skiing at the state meet in Keystone. These were Sean's third state golds for him — he won the classic ski race last year too — and grabbed the Skimeister his sophomore year.

During the freestyle race, Woods was in the front of the pack throughout the race, and picked up the pace in the final

kilometer to win.

Woods won the classic race in a cool 16 minutes, 32.7 seconds. Wow!

For a fun little foot note: This makes it three in a row for the Woods family. Sean's two classic titles in a row were preceded by his older brother, Chris, winning the title in 2008.



**Got Two Hours to Spare?** Books open the world for kids, and The Youth Foundation and Gallegos want to bring this to life. The Youth Foundation needs readers for its guided reading groups in elementary schools. Ideally,

Gallegos would like to fill a void and put together a group who would go to local schools one day per week and read to the students. TYF has opportunities available in schools Monday through Friday from 3:00-5:00 pm. If you volunteer through Gallegos, you will receive your normal pay.

Or, if you have a big tax return coming your way, and you're not sure how to spend it, consider the 2010 for KIDS campaign. They have a very generous matching grant from Vail Resorts that will match the first 100 people who sign up for the 2010 for KIDS.

For more information, contact Katie Bruen at The Youth Foundation, 763-7000. If you need more information on volunteering through Gallegos, please contact Heather.

## Safety Update By Mike Haller

It's clear that in 2009 we worked smarter, and safer. Our work related injuries for 2009 were down by 46 percent over 2008. Back-related injuries decreased significantly from 2008. In construction, 25 percent of injuries are back injuries. Construction has the second-highest rate of back injuries of any industry. We had two employees suffer concrete burns on their lower legs. This injury caused them to miss a combined total of forty three days of work.

As a team, we must monitor all new employees on their first few weeks on the job, and continue to watch out for present employees because work hazards change minute by minute on every job sites we work on.

Have a safe 2010.

## Employee of the Month

Chad Woodworth, Project Manager for Division 31, is March's employee of the month. Chad just returned from spending more than four months on the East Coast, overseeing every aspect of the multi-faceted custom home in upstate New York. It could not have been easy on his family, but Chad is dedicated to making sure the job gets done right the first time, and this time it meant being hundreds of miles away.

"Chad was a very important component to our being able to accomplish and complete the project to our specifications," said Jamie Woodworth, Division 32 president. "We relied on him to keep the schedule and 'wow' our client."

Chad has been with Gallegos in the Mountain Plaster division for more than four years. He currently oversees plaster and stucco projects in Vail, Telluride and Aspen—but he always steps up and helps out wherever needed.

Welcome back to Colorado, Chad, and thanks for your help!

## BD Update

by Dave Little

With the poor economic news we hear of on a daily basis, it's nice to learn that as a company we are faring better when compared to 2009. Major projects that we recently added include an exterior remodel of 5 buildings at the Village at Breckenridge, the streetscape paver package at Cherry Creek North in Denver, PT and Double R Ranches, both in Aspen and substantial T&M work at the Four Seasons in Vail.

With the dramatic reduction in resort area work, we are focusing a lot of our Business Development attention on the commercial / government work in the Denver Metro area and it appears to be paying off. Projects that we are pursuing include the Residences at 29<sup>th</sup> Street in Boulder, a condo project with stucco and brick and 2100 South University, a 10 story apartment building with stucco, brick and granite cladding in the University of Denver area.

## Get Your Groove On!



Gallegos supports the Vail Valley Foundation, a non-profit that focuses on athletics, culture and education in the Vail Valley. One of our sponsorships includes the Budweiser Street Beat series, so mark your calendar to get out and dance to

Daniela Cotton on April 7. It's underwritten by Gallegos, and Daniela's music is described as "a compelling mix of elements: soul, folk, blues, jazz and a whole lot of emotionally powerful, no-nonsense rock and roll. The only way to describe it, really, is to say it's all her." The show is outside at the Arrabelle at Vail Square—a venue everyone at Gallegos knows.

## China's Stone Producing Industry By Sam Johnson



The stone processing industry in China is not showing any effects of the worldwide

recession from what I witnessed in China during a January visit. The Solaris project in Vail and the Four Seasons Hotel in Denver are using stone quarried and fabricated in south central China. There was a rush to complete these projects with the factory shutdown for the celebration of the Chinese New Year of the Tiger on February 14. Factories are staffed by migrant workers who leave for several weeks to travel back to their native rural regions to be with their families. The rest of the year these people work 7 days a week.

Solaris is using a Kingston Black limestone for the flooring and lobby stairs. The finishes were applied by stone masons at the factory in Yichang, a city located close to the Three Gorges Dam on the Yangtze River. These masons are masters, and this factory has a core crew of 10 to 15 finishers and more than 10 years of experience with these finishes. Chris Laven and Gary



Woodworth visited one of these factories 7 years ago for the Antique Yangtze limestone on the 840 Hunter Creek project in Aspen.

The Chinese chief inspector/partner providing the final inspection and crating supervision is very in tune for the highest quality requirements and expectations of the projects Gallegos is involved with. He was the inspector for the Sheffield Buff limestone surrounds and other dimensional stone for the Landmark project recently completed in Vail. His role is to travel central and northern China to source new materials and inspect products for all types of stone including sandstone, quartzite, granite, and limestone.

The Four Seasons project took me to the port city of Xiamen located on the south east coast of China just across the strait from Taiwan. The China black granite cut-to-size project was receiving its final inspection and crating prior to the 18 day ocean voyage to the southern California port. The company's Chinese factory in charge of this project has produced other projects for the Aspen division over several years. The service and hospitality I received was impeccable.

Xiamen is located in the Fujian province and is the major stone producing area in China. More than 100,000 people in this area are involved in the stone business with a focus on the international stone market. Stone blocks of all types from around the world, and from domestic quarries, are brought into the Shuitou area 40 miles

northeast of Xiamen for fabrication. I spent a day with Pedro Borges, who is the Brazilian fabricator (in conjunction with Kevin Murphy) of the Carioca Gold granite for the Highlands Pond

project in Aspen. His company provides cut-to-size stone products for his international clients.

He has exported stone from this area for over 20 years and has seen tremendous technological changes in the production of stone. As an illustration of this worldwide market, Pedro said that this region has more blocks of Portuguese limestone on the ground than the block yards in the entire country of Portugal.

China is a very interesting place to do business. Relationships are critical in order to create the trust required to assure that the stone produced is fabricated to our specifications. Detailed communication is of the utmost importance

due to English/Chinese translations and conversion to the metric measuring system.



## Raising Money is no Bull

On January 20, Mike Morrissey, Division 60 vice president, took the bull by its horns to raise money for needy kids. Mike participated in a celebrity bull riding challenge for the non-profit organization "Concert for Kids." The overall event was a huge success raising almost \$20,000. Mike would like to thank everyone at Gallegos who helped out with a donation. We can feel good that our donations are going to needy kids all around Colorado.

## Welcome Division 60 By Gary Woodworth

In our ongoing efforts to remain competitive and a leader in the market we have made some changes to our structure in the Denver/Front Range market. What has been known as Division 22 (masonry) and Division 32 (plaster/stucco) have been combined into one division with 3 areas of focus. The strategy in doing this is to provide a heightened focus on our existing types of work and to create a Unit work (brick/block) group to execute the commercial work contracted to date as well as expand this market segment to increase volume overall.

This new division will be lead by Scott Christensen as President with Mike Morrissey as VP of custom masonry, Kevin Hughey as VP of plaster/stucco and Max Sedbrook as VP of unit work. Of course Sylvia Connelly will still be tasked with keeping the operation running, project managers will work in all

types of work to facilitate a knowledge of all work we do as a company and to provide a single point of contact for our customers. Through this approach we will be able to capitalize on reducing some duplication of effort we had and become more competitive through efficiency and cost savings.

Most importantly we will provide service to our customers as one company rather than 2 divisions.

A key component in this is the need to perform brick and block (unit) work in a competitive fashion with good profitability. This is a market segment we have not fully engaged over the years, however this has changed. With over \$1.5 million currently under contract and over \$8 million in bids out we have an opportunity to increase our volume in the division as well as the company, helping us reach our goals for 2010.

If you have any questions on the new structure or division, please feel free to talk to Gary or Scott.

# HAPPY BIRTHDAY



- March 1  
Benedetto Vitale (40)  
5 Miguel Jimenez (40)  
6 Angela Vincent-Suntken (10), Jason Ingles (60)  
7 Caroline Gallegos (10), Melanie Maxson (60)  
8 Juan De Parra Lisardo (20), Jose Pinela (20), Juan De Dios Fernandez (60)  
9 Jose Chairez (20), Kyle Grandbouche (50)  
11 Bacilio Cabral (20)  
17 Marcette Gordon (40)  
18 David Johnson (40)  
21 Oscar Ramirez-Almaraz (20), Roberto Andrade (60)  
24 Mario Delara (20)  
26 Jon Lest (60)  
27 Idolina Giordano (10), Santos Ibarra-Alvarado (60)  
28 Jason Bozzuto (23), Geoffrey Soelter (31), Victor Vega (60)  
29 Anthony Martinez (50)  
30 Michael Hill (50)  
31 Cole Allison (40)

- April  
Michael Jaques (10)  
6 Salvador DeLoera (20), William Dermody (31)  
9 Sergio Irazoque (60)  
10 Max Sedbrook (60)  
11 JC Slocum (60)  
12 Lee Nickerson (31), Martin Cano Campos (40)  
13 Joe Kleber (50)  
14 Mike Gifford (31)  
19 Jaime Hurtado (23)  
22 Omar Saucedo (20)  
23 Leonel Meraz (31)  
25 Marco Roblero Perez (20)  
26 Alfredo Esparza (20), Mike Morrissey (60)  
27 Jim Bingaman (21), Daryl Woodworth (40)  
28 Roberto Perez (23), John Trujillo (20), Dakota Combs (60)  
29 Edy Venzor (20)  
30 Miguel Bacio (31), James Martin (31)

Cole Allison (Division 40) and his wife Megan welcomed baby boy Chase Wayne into the world on January 24 at 5:49 p.m. He weighed 8 pounds and was 20-inches long. Everyone is healthy and doing great. Congratulations!

## HARD?

## STRESS HITS US

No one is immune to stress. There's acute stress that stems from a specific cause, such as a fender bender, new job demands, a family argument or illness. Once the source of acute stress goes away, the stress usually does too. Then there's chronic stress – it comes from feeling trapped in a miserable situation.

Stress tends to be highly individualized. Good stress moves you to energize and excel. Bad stress keeps you from sleeping, relaxing or losing weight, and it can contribute to a variety of health problems, over time compromising your ability to even calm down from stress. Millions of people today are under attack physically and mentally from bad stress. Listen to the headlines.....money worries, pressures at work and at home, world concerns, aging parents, raising children... the list goes on.

## STRESS MEDICINE

Studies suggest that exercise is one of the best ways to break the stress cycle. Boosting the feel-good hormones produced by your brain; taking your mind off of your concerns; and improving symptoms associated with mild depression and anxiety. Blow off that steam the health way: 1. Pick a place and time that easily fits into your schedule. 2. Choose an activity that's fun. 3. Aim for at least 30 minutes of fun physical activity most days.

Whether you join a recreational sports league, take walks, work out at the gym or simply play outside with the kids, don't look at your exercise as just another task on your to do list. Think of that physical activity as your daily getaway and a path to inner peace.

From The HR Team

## REMINDER!

Please make sure to return your **Personal Information Update Form** sent on your Feb. 5<sup>th</sup> paycheck. Feel free to contact Linda in HR if you have any questions or concerns. Thank you!  
-HR Team-

# Anniversaries

1 Year  
Fabian Lopez (50), Jose Hernandez (50), Fabian Cano Hermosillo (50), Juan Soto Saldivar (60), Salvador Gamez (60), Juan Jean (50), Maurilio Lozano (20), Jose Guerrero (31)

2 Years  
Caleb Smith (21), Sheryl Gallegos (10)

3 Years  
Jesus Martinez (60), Victor Escarcega (31), Sergio Gallardo (50), Jarod Fox (50), Jeremiah Paris (50)

4 Years  
Ignacio Ledezma Sandoval (21), Adrian Betancourt (21), Melanie Maxson (60)

5 Years  
Jon Lest (60), Sam Evancho (31)

6 Years  
Gabriel Fairroth (60), Anthony Martinez (50), Heather Hower (10), Joaquin Martinez (21)

7 Years  
Manuel Serna (20), Erasmo Morales (21)

8 Years  
Mimi Trombatore (21), Hector Herrera (60), Mario Becerra (20)

9 Years  
Hillary Gallegos (10), Caroline Gallegos (10), Fidel Dominguez (20), Ignacio Herrera (60), Benjamin Pereida (50)

10 Years  
Ismael Guzman (20), Miguel Ramirez (20)

11 Years  
Leonel Meraz (31), Ariel Rodriguez (40)

12 Years  
Jose Rodriguez (20), Mario Delara (20)

13 Years  
Ignacio Gallegos (20)

14 Years  
Kenneth Fairchild (31), Luis Gomez (21)

15 Years  
John O'Meara (23)

16 Years  
Richard Maxson (60), Juan Vega (21), Randy Olin (10)

17 Years  
Joe Kleber (50), Floyd Andreatta (21), Mike Morrissey (60)

19 Years  
Sam Johnson (21)

20 Years  
Patrick Klusmire (90)

23 Years  
Mike Cleveland (50)

24 Years  
John Trujillo (20)

28 Years  
Robert M. Gallegos (10)

# The Gallegos Gazette

# Gallegos

Building Solutions  
for Distinctive Projects

The Newspaper for the Gallegos Community

Excellence. Distinction. Community.

VOLUME VX, ISSUE 2



It's hard to believe 40 years have gone by since Gerald founded The Gallegos Corporation. Did you know the company's first project was a fireplace on Buffner Creek Road in West Vail? Or that Mike Woods was a hod carrier in 1976? Bob Gallegos would come up weekends and help Gerald with projects, and helped set up the office in 1980 when Gallegos started work on Beaver Creek.



## Gallegos Finishes East Coast Project By Jamie Woodworth

Atop a hill off a winding back road in upstate New York, Gallegos is now well known. The hardworking Mountain Plaster crew has made it back to Colorado after finishing the four-month, 50,000 square foot project in New York. Our artisans touched every room in the house and completed columns, barrel vaults, domes and crowns—all of which made for a real challenge and show piece, said Jamie Woodworth, Division 31 president.

"This custom home project turned out spectacularly. The project and crew schedule was orchestrated beautifully by Chad Woodworth," Jamie said. "We did 40,000 square feet of integral color plaster and 10,000 square feet of Variance wet spec. What a great feeling to take the Gallegos name, quality and values across

the U.S. to make another distinctive project."

Of course, there is no way this project would have gotten off the ground without the help of the crew who gave up days, weeks, and even months, with their families to get the job done.

"I want to give a special thanks to those who made the sacrifice to work so far from home. It's not an easy task to say the least," said Jamie. "In particular, Shane Christensen, Lee Nickerson, Sergio Arellano, Brandon Pace, Alex Jack, Sam Evancho, Harry Lujan and Ron Pickerel were dedicated to the project.

The Mountain Plaster division also wants to thank again everyone in Wolcott for their support, (AR, AP, HR, helped keep the guys off the streets, warm and

gas in the truck.) A special thanks goes to Rosalie in Payroll for keeping the crew paid and getting them their checks all the way in New York.

The staff also got raves from the rental house landlord, who called to thank Gallegos employees for leaving the house in such great shape. She admitted that she went in thinking the worst and got the best, and the guys did a great job cleaning up.

We are proud of this job and thank the crew for giving up family time to finish it professionally.

