



Jefferson County Home Builders Association's **Building Community** Newsletter

January 2003
Volume 2, Issue 1

Good Man, Inc. keeps the peninsula flushing

Need your septic pumped? Call Good Man Sanitation. Need a portable rest room, or 30 of 'em? Call Good Man.

For more than two decades, Neil VanderVen has been providing essential services for contractors and citizens in Jefferson, Clallam and Mason counties.

Actually, the company has been in business since 1954, when Jim's Septic Tank Pumping kept the county efficiently flushing.

In 1979, Neil bought out Milton Foss, who coined the name Good Man. Neil took on Chuck Molisky as a partner, in 1997.

The native Montanan, now 51, didn't plan to become the area's porta-potty king. It just sort of happened that way.

"I started working for Milt because I needed a job, but everything sort of fell into place. The timing was good for this area because of all of the growth," Neil recalled. "When I started, I had one pumper truck and 50 toilets. The company has expanded maybe tenfold. We now have nine service trucks and hundreds of toilets."

Neil laughed when asked the secret to his success, "You gotta answer the phone and you have to show up." Shaking his head, he became more serious, "There are so many ways for people to make money in this community — if they'd just show up. I know a lot of businesses that won't answer their phone or call you back."

That's not the way Neil and Chuck run their business.

"I enjoy the business of doing business. You know, this is not



Neil VanderVen's Good Man Sanitation takes care of the waste water needs of the peninsula, whether by pumper truck or by providing portable rest rooms.

always the most enjoyable work — especially some aspects of it," Neil understated. "But, I enjoy it. And I've been quite successful at it. I'm keeping seven families going."

Good Man, Inc. takes good care of its employees.

"Once they start working here, they don't quit. I never let anyone stress about money around here. We all go to trade shows together. We all learn together," Neil said. "I figure you have to pay 'em well and treat 'em right."

Neil's sons, Kelly, 19, and Nathan, 16, have grown up working with their dad.

Anyone who's ever hovered over a rather full porta-potty has had to wonder how they clean those puppies out.

"It isn't as dirty as people

think. There are some real misconceptions," Neil said. "We have vacuum trucks. My employees don't touch anything. In fact, if anyone touches anything, I get pretty upset."

Another fun item — granted, septic tank "fun" is relevant — is an electronic "mouse" that you flush down the toilet. Neil monitors its movement, as it scurries towards the septic tank. Presto! Another "lost" tank is found.

"If it has to do with waste water, then we can handle it," Neil promised. "We also do restaurants. They have grease traps. The grease is suspended in water and then it's trapped — and the waste water goes into the drain field."

And the Good Man once again gets the icky sludge.

BIAW offers myriad classes

Education is one of the core missions of the Building Industry Association of Washington.

You may register online at www.biaw.com/education.asp for any of the courses offered below. If you would rather register by phone or have any questions regarding the program offerings, call or e-mail the BIAW's Amanda Fields at amandaf@biaw.com or 1-800-228-4229.

Amanda would love to schedule some classes up our way. Check out the online course descriptions and let Sandy Hershelman know what sounds interesting. Call 379-8784.

Upcoming classes

Residential Construction Safety

Jan. 22 (Tacoma)
Jan. 29 (Bellingham)
March 13 (Olympia)

Professional Remodelers Experience Profile

Jan. 23 (Tacoma)
Jan. 30 (Bellingham)

Forklift Safety Certification

Feb. 5 (Bellingham)
April 30 (Bellingham)

Lead Person Development

Feb 6 and 7 (Tacoma)

Lien Law & Construction Contracts

Feb. 7 (Kennewick)

Business Accounting & Job Cost

Feb. 11 (Bremerton)
March 26 (Tacoma)

Land Acquisition & Development Finance

Feb. 13. (Olympia)

Introduction to Business Management

Feb. 18 (Olympia)

Off-site Project Management

Feb. 20 (Olympia)

Marketing on a Shoestring Budget

March 4 (Bellingham)



Web site has lots of info

In the last few weeks, I (your executive officer) have been fleshing out the pages of your Web site, www.jeffcohomebuilders.com.

A search engine on the site allows the information in the membership directory, and on other pages, to be easily accessed.

Recent updates to the site include the JCHBA newsletters, reasons why you should join the JCHBA, an article about the Residential Carpentry Class, and much more.

As all sites are, or should be, the JCHBA site is a work in progress. I want it to be a true resource for our membership and the community.

Since coming aboard in June, I've been devouring all of the magazines and publications that come across my desk. From these, I've gathered the addresses of a lot of really cool Web sites.

Granted, what a journalist/Web designer thinks is a great Web site may not be the same as what impresses you builder-types.

So... help me out. Do you have any favorite links? Send them to me at jchba@olympus.net.

By now, I trust you've all checked out your business' entry and found the information correct.

Also, if you have a Web site, make sure I have it listed. Only a couple of you responded to my request for Web site addresses. The others on my list are businesses that I knew had sites.

Remember, the entries in the printed membership directory will be pulled from this online directory.

If you don't have Internet access, call me at 379-8784. I'll make sure you get a copy of your listing in the directory.



Sandy

Sandy Hershelman
Executive Officer

Welcome our new members

Three new businesses have joined our association since the last newsletter in early December. Do make sure to welcome them into the association the next time you do business with them.



Lewis Plumbing, LLC
Jim Lewis and Dave Lewis
360-385-4657
Sponsor: Bill Eldridge

Jerry Lindsey Excavating
Jerry Lindsey
360-385-1076
Sponsor: Bill Eldridge

RJ Keds Enterprises, Inc.
(General contractors)
John and Gail McClane
360-379-8245
Sponsor: Jody Locklear

Spikes build organization

What's a Spike? you ask. They are the men and women who bring in new members.

Those of you who have sponsored between one and five members are considered Spike Candidates. Once you've brought in member number six, you are an official Spike.

The Spike Club is an important part of any local home builders association. They are the members who are out there promoting the value of the organization — and convincing others to join the winning team.

The praise and credits don't stop once you become a Spike. You continue to get credit each time a member you sponsored renews his membership, as well.

Once you have earned 25 credits, you are considered a Life Spike. That designation has various levels, as well.

If you need more information on the benefits of belonging to the JCHBA, or some coaching as to how to best present the information to a prospective member, just give

Sandy a call at the office, 379-8784.

Actually, the best resources for information are probably the men and women on the list below. After all, they are our Spikes!

JCHBA Spikes

Bill Eldridge	283
Jim Groves	77
Bob Little	28
Marianne Moe	59.5

Spike Candidates

Dan Dankert	1
Jeff Evanger	2
Jim Ferris	1
Bill Irwin	5
Dennis Kelley	2
Bill Leavitt	2
John Nettet	2.5
Homer Smith	.5
Rich Stapf	2
Rick Gore	1
Jody Locklear	1



State leader Cronce installs JCHBA officers



Your leaders, from the left:
 Rick Gore
 Kevin Miller
 Gary Cronce
 Marianne Moe
 Bill Eldridge
 Not pictured:
 Dan Dankert
 Rick Tollefson
 Bill Irwin
 Bob Little

The JCHBA welcomed Gary Cronce, vice president of the Building Industry Association of Washington, to its installation of new officers for 2003. To the helm of the JCHBA, Cronce installed: President Bill Eldridge, First Vice President Bob Little, Second Vice President Marianne Moe, Secretary Dan Dankert, and Treasurer Rick Gore. Board members are Rick Tollefson, Kevin Miller and Bill Irwin.

The evening's festivities were possible thanks to the support of Eldridge Homes, Inc., Harold Moe Construction, Hadlock Realty, Carl's Building Supply, Jefferson Title Company, Groves and Co., D&D Insulation, Mountain Propane and First Federal Savings & Loan Association.

BIAW safety expert speaks



The BIAW Safety Assistance program offers JCHBA members a valuable tool to deal with all of the safety and health regulations.

We've invited the BIAW's Donovan Quebedeaux to tell us all about the safety program at our Jan. 30 dinner meeting at the Inn at Port Hadlock.

Free of charge to all BIAW members, the BIAW's program includes on-site safety inspections, and seminars and updates on OSHA and WISHA standards.

Our members may also receive a free sample of a written Accident Prevention Program, which all of you are required to have.

WSU Alternative Energy and Green Housing Workshop

Washington State University is listening to the needs of the Realtors and contractors. This all day workshop focuses on:

Alternative building materials and their use

Considerations for siting

Solar and alternative packets — and are they usable in this county?

Indoor air quality, including mold and circulation issues

Friday, Feb. 28
 7.5 Realtor clock hours
 \$160 with Realtor credit
 \$100 without credit

Call 379-5610, ext. 203, to register.

Discussion focuses on work place safety

**Confused about all
the rules and regs?
State, federal, health,
safety, WISHA,
OSHA. . . whoa!**

**Join us at the
Inn at Port Hadlock
Thursday, Jan. 30
6:30 p.m. cocktails
7 p.m. dinner
\$14**

**Guest speaker
Donovan Quebedeaux
BIAW's Safety Assistance Expert**



**Please RSVP by Jan. 17 and
specify dinner choice:
Baked Halibut, Gourmet
Meat Loaf, Chicken Alfredo
or Barbecue Chicken
379-8784**

**You need not be a JCHBA member
to attend the meetings.**

JCHBA Officers

President: Bill Eldridge
437-2120
me@olympus.net

First Vice President: Bob Little
385-5606
bob@little-little.com

Second V. P.: Marianne Moe
437-2740
haroldmoe@olympus.net

Secretary: Dan Dankert
1-888-323-7646

Treasurer: Rick Gore
385-6883

Board Members:
Rick Tollefson
Kevin Miller
Bill Irwin

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