



Message from the President, Doug Caplan

Without a doubt, 2009 has dealt the steel fabrication & steel detailing communities a severe blow. It's been quite some time since we've seen this magnitude of non residential construction pullback. I expect the first half of 2010 to be much the same. But given the depth of this correction, I would not be too surprised to see a fairly strong shift into recovery soon. After nearly 30 years in the steel detailing industry, I've had the pleasure of enduring three tough recessions and they all, in fact, did end. So there you have it - A bit of optimism!

At DECCON we've been quite humbled to know that our reputation is still just as important as our price. Like everyone else, we've had to adjust our quotes to meet the demands of the market - but we are still awarded projects based on our earned reputation of quality, accuracy and integrity. Regardless of price, we put 100% effort into everything we do.



At this point in the construction cycle it is important to be reminded that low ball quotes can often carry a heavy price. If it sounds too good to be true, it most likely is. It's important to be as competitive as possible, but as contractors and sub-contractors it is our obligation to do what is in the best interest of our clients and potential clients even if it means possibly losing a job. Once you've lost your integrity, there's not much else to lose. People forget dollars and cents, but always remember what you did or did not do for them.

It is vitally important that we view the current business cycle in a positive light. This is when change moves on without prejudice. I view this period as a test. Only when we are tested do we really know what we are truly made of. I am confident that, as the recovery takes hold, those who endured and looked forward to change will be rewarded. I've always been an optimist and there is no reason for me to be anything but positive and focused. We have always attracted clients with the same spirit and it looks to be no different this time around.

Good luck to all and let's hope this construction cycle turns soon. Despite all the negativity floating around, sooner or later - and later always comes sooner than you think, things will sort themselves out and both business & life will continue to march on to new highs and better days.

Doug Caplan, President

DECCON Steel Detailing Services Ltd.



Recently Completed Projects

Sparkling Hill Resort, Vernon, BC

When DECCON was awarded this project it was apparent that it was no ordinary steel structure. The complexity and originality of the design was unique, to say the least. Our experience, reputation and 3D capabilities were instrumental in getting this job into our office.

A four storey tall glass encased crystal atrium is located at the entrance of the resort to meet and astound guests. The glass atrium was designed to emulate a Swarovski Crystal. The frame that supports and shapes the crystal is made from 8" steel pipe and has no common plane to work from. Additionally, we needed to add approximately 170 connector plates for the pre-tensioned wire system to connect to. The pre-tensioned wires hold in position the large triangular glass panels that define the crystal.



Modern Steel Construction Magazine ran a feature article in the January 2010 issue on our efforts to detail the Sparkling Hill Resort Crystal Atrium. You can view the entire article on our website. Please go to www.decsteel.com/about.htm. The article can be found in the **Latest News** section.

Hawaiian Falls Waterpark, Texas

Hawaiian Falls' breathtaking new ride is launching next Memorial Weekend at all three Waterparks! The Torpedo stands four stories tall and drops thrill seekers through a trap door into a vertical plunge in a launch tube at breathtaking speeds.



The schedule on this project needed to be as quick as a torpedo. We had three waterslide towers to detail and three weeks to complete. Because of the large amount of picket handrails and tight delivery dates, the shop drawings needed to be completed very quickly. All steel was fabricated on time and is on-site ready for The Torpedo to be launched!

Want to see samples of our work? Goto: http://www.decsteel.com/jobs/DECCON_SAMPLES.zip