

rials and develop construction methods that keep the costs associated with this higher standard of quality at a minimum to the market. "We are very competitive. In fact, we seldom get priced out of a deal."

Because we in Southeast Texas live in a very humid and wet environment, Hawthorne determined that the frame of his buildings would be completely galvanized, both inside and out. Plus there are no bolts or screws in his frame. "In addition to being totally galvanized our frames are also 100 percent welded, and a welded connection is as good as it gets," Hawthorne says. Also the post-truss system is spaced on five foot centers all the way around the building. "This allows for an even distribution of weight throughout the entire structure and reduces numerous structural stress points," Hawthorne explains. All doors, windows, and accessories are commercial grade which allows them to stand the test of time and continue to work properly for years and years. "The exterior metal we use is, once again, of the highest quality and designed for a more refined and residential look. And, our exteriors carry a 30 year warranty."

In acquiring quality materials at the lowest possible cost, it helps to understand the complexities of the supply chain and to be a grade-A negotiator. But another principle that Hawthorne's company exploits is so simple that every consumer uses it every time they go to the grocery store: buy a lot of widgets at one time, and you get a much-lower cost per widget. (The same holds true for laundry detergent.)

But where to put all that steel? The company has made a multimillion-



(L-R) Sales Representative Clyde Wimberly and Director of Sales Paul Thompson discuss future goals with Bob Hawthorne in front of the company's office on FM 1488.

dollar investment in a manufacturing and distribution facility. Plus there is another significant positive indicator to gain consumer confidence provided by establishing these facilities: "Once you make a commitment of this magnitude," Bob explained, "it is evident that your company has made a substantial investment to serve and grow with the community and customer base."

The results of rethinking the metal building business have been gratifying to Hawthorne. "Although we offer a package of products and services that sets us apart from the rest, our prices are generally more than competitive and our quality is superior."

#### Success Leads to Potential

Hawthorne's company is building success one happy customer at a time, which Bob realizes is the bottom line of every transaction. It's where the rubber meets the road. In typical Bob Hawthorne fashion, he has set his sights on higher goals that capitalize on his creating a company focused on value and looking at the industry from the customer's point of view. Future plans for Hawthorne Steel Buildings in 2007 include additional corporate expansions, new retail locations, and they will be debuting two new product lines later this year that Bob says, "will benefit our customers in very significant ways."

Beyond that, the outlook is, simply put, onward-and-upward through the beauty of bottom up planning and the philosophy of the customer. There are plenty of other wants and needs out there waiting to be fulfilled. "Our growth potential is unlimited, and if you keep the focus on your customer, everything else pretty much takes care of itself," Hawthorne said 🇺🇸!

## Puzzle Play

Each person who correctly answers all of the puzzles will be entered into a drawing for a \$50 dining certificate redeemable at Gianna Italian Kitchen. Two winners will be selected from this issue.

Deadline to enter is November 10, 2006.

### Give these new puzzles a try

- Who was the only presidential candidate other than George Washington to run unopposed?
- Which is the odd number out?  
149, 367, 489, 258, 486, 679
- What are the six flags that have flown over Texas?
- A ship is anchored offshore. In order for the crew to reach the rafts, they must descend a 22 step ladder. Each step is 10 inches high. The tide rises at a rate of 5 inches per hour. How many steps will the tide have covered after 10 hours?
- Aaron can eat 100 peanuts in half a minute, and Ron can eat half as many in twice the length of time. How many peanuts can Aaron and Ron eat in fifteen seconds?

Mail your answers to:

That! Texas Magazine  
ATTN: Puzzles 065  
607 Mason Street  
Tomball, TX 77375

or email to:

info@ThatTexasMagazine.com  
with Puzzles 065 in the subject line.

Please include your name, phone number, and address with your response.

### August/September Puzzles & Answers

- A police officer was sitting on his motorcycle at a red traffic light when two teenagers in a sports car drove by him at 50 miles per hour. He did not chase them or try to apprehend them. Why not?  
*A. The teenagers were traveling on the road that crossed the road the police officer was on. They drove through a green light.*
- One shoe weighs eight ounces. One umbrella is equal to one book plus one shoe. Five books are equal to one umbrella plus one shoe. One sweater is equal to one umbrella plus one book. How much do the umbrella, book and sweater each weigh?  
*A. The umbrella weighs 12 ounces, the book weighs four ounces and the sweater 16 ounces.*
- Which number is the odd one out?  
**3, 7, 13, 17, 27, 37**  
*A. The number 27. All of the others are prime numbers.*
- Which U.S. president had his wedding in the white house?  
*A. Grover Cleveland on June 2, 1886*
- In what sport do you have to retreat to win?  
*A. Tug-of-war*

Puzzles sponsored by:



## Congratulations!

There was no winner from the August-September issue!

Thanks to everyone who participated.