

Turner Construction



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Index

Title Page.....	Page 1
Index.....	Page 2
Introduction.....	Page 3
The Company.....	Page 4
Employment.....	Page 5
Heritage and Reputation.....	Page 6
Client Reactions.....	Page 7
News from Turner.....	Page 8
Conclusion.....	Page 9
References.....	Page 10

Introduction

This research paper has been prepared to inform the ACSM 605 class about a company by the name of Turner Construction. This is a construction company that has been in business for over ninety years. This paper will point out many of the interesting characteristics that make Turner Construction what the company is today.

Turner Construction Company is a commercial oriented construction business. The work by this company can be seen all over the United States.

This paper will describe the components of the company, what services that they provide, the location of their construction offices, the structure of the company regarding it's employees, what the job opportunities are for this company, and other characteristics that mold this company.

The Company

Henry Turner and DeForrest Dixon formed Turner Construction Company in 1902. They have had over 96 years experience in building all kinds of structures that can be seen in the commercial construction industry. The company considers themselves a leader in the construction industry. The areas in which Turner builds include several niche markets. These markets are design-build finance, government, healthcare, pharmaceutical, sports, sustainable construction, interiors, and transportation.

Turner Construction is based in New York, NY. The profile of the company is one that focuses on construction related services. These services range from pre-construction to construction management and general contracting. Turner feels that they stand alone in these categories. The projects that the Turner Construction Company completes can have a price tag on them ranging from \$1 million to over \$200 million. Regardless of the revenue generated, each project is treated with the same care and importance. In 1998, Turner completed \$4 billion worth of work. This shows that the company is built on a very strong foundation.

Turner Construction is the nation's leading builder and construction management firm. Each year the company works on over 1,000 projects. They have a total of 42 offices nationwide, and they strive to excel at each office. At Turner Construction, each member of their staff is taught problem solving, interpersonal skills, and managerial skills that every company should do if they

want to succeed. The trademark of the Turner staff includes hard work, dedication, and integrity.

In December of 1998 The Turner Corporation listed common shares on the New York Stock Exchange. The company went public in 1969 and has been traded on the American Stock Exchange since 1972. The trading name that is listed for the Turner Corporation is known as TUR, and this remains the same today. When they started on the NYSE, E.T. Gravette Jr., the Turner Corporation's Chairman and Chief Executive Officer stated that by doing this allows them to trade on the worlds most recognizable and highly respected stock market.

Employment

Turner Construction Company employs a total of 3,100 people. They are hiring more new employees everyday. Turner prides themselves in the way they handle new employees. They do not make a new employee be a trainee. On the first day, a new employee will fill a specific office or project site position. This does not mean they are thrown into the "shark pit" on their first day, but they are given some responsibility. New employees receive amply assistance from the supervisors and other staff members. The way that Turner treats new employees is great. A new employee will build confidence on the job a lot quicker if he/she does not have to serve in a trainee role.

There are two factors that determine what type of job an applicant can expect from Turner Construction. An applicant's academic background and experience will decide what their first position with this company will be.

Construction management graduates can start out as field engineers or engineering assistants. Turner takes into account an applicant's geographic preference and will do everything they can to keep an employee at their preferred location. This can sometimes be difficult, but they do take the employees' wants into consideration.

Each employee that works for Turner goes through a training program to aid in on-the-job development. They provide a variety of technical, business, and communication skills which help the employee increase personal confidence and maximize team success.

Heritage and Reputation

Even though Turner employs 3,100 people they still remain close to the values of their heritage. The company is concerned with the quality and integrity with which they serve their clients. They are also concerned for the well being of each individual within the company. Turner has worked with this philosophy in mind for over 96 years. With their great reputation they will continue this strategy in finding new construction opportunities.

Turner Construction knows that their company has a good reputation because of the amount of repeat business and their client list which shows many new names of companies that also have a strong reputation. When a highly reputable company needs a new building they look to a highly reputable construction company which happens to be Turner Construction. Turner Construction dedicates themselves to "getting it right the first time". The

company feels that by completing a job the right way builds great strength in their building team.

Client Reaction

Through the years, Turner Construction has had hundreds of clients. Some of these clients have been repeat customers and some are one-time business endeavors. Most every client that Turner Construction has gives high remarks to the work that Turner puts into their structures. Jerry Speyer of Tishman Speyer Properties prides Turner Construction on their **leadership** abilities. Mr. Speyer mentions that he looks at leadership as an essential tool for his company so he wanted a builder who has good leadership abilities. He turned to Turner Construction for his construction needs.

Another client (James Lents) from Kaiser Permanente made his decision to use Turner Construction because he feels the company is **understanding**. He felt as though a company needs to understand the needs of the client, if found this understanding attribute through Turner Construction. Bruce Morris for the State of Connecticut Department of Public Works believes that Turner Construction is **resourceful**. He feels that Turner Construction is resourceful in their building ways, which is important especially when “big bucks” are on the table. These are just a few reactions from clients. As you can see Turner Construction tend to the needs of every client. That says a lot for a company of the stature.

News from Turner

Turner Construction has building opportunities all over the United States. The company does business with many private business as well as public entities. Some of the project news from the company include a finished cancer center at the Cleveland Clinic in Cleveland, Ohio. Turner will also be constructing the American National Fish and Wildlife Museum in Springfield, Missouri. A closer look to home brings Turner Construction to the Ohio Stadium where they are taking command of the Stadium renovations.



Conclusion

In conclusion, Turner Construction Company is a well-respected commercial construction company that has been built on a strong foundation. Even with the growth of the company Turner remains close to what the company was started on and strives to keep their heritage.

A paragraph taken from their corporate profile link of their web page states
this:

As we approach our 100th birthday, we have established a foundation built on integrity, experience, skills and knowledge which will continue to benefit the needs of clients well into our second century.

This explanation describes their company very well. If this company lives by this statement, they will be in business for a long time yet to come.

References

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