



DIRECTORS' PROFILES



Beginning with the March 2005 issue of STRUCTURALMOVER two Directors of the Association will be featured in each issue. The purpose is to enable members to become more acquainted with the individuals elected by the membership to provide governance and management for the association and its programs.

Craig L. Catlow, President Catlow Structural Lifting, Inc.

(Founded in 1973)

& Catlow Properties, LLC

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FAMILY:

Married Sharon K. Doty of Kalispell, MO in 1993. Craig has a son, Jesse C. Catlow, who works in the business.

EDUCATION:

Graduate of John Rogers High School in Spokane and Eastern Washington University in Cheney.

IASM AFFILIATION:

Has been a member since 1986. Elected a Director for two terms: 2002-2003 and 2004-2005. Has served as Chairman of the Vendors Committee in 2003 and on the Awards, Education and Membership Committees in 2004.

AWARDS RECEIVED:

Longest Structure Moved Award in 1991, Most Unusual Award in 1998 and the Most Unusual Award in 2001.

REASON FOR BECOMING A MEMBER:

Interested in meeting other individuals in the industry from around the country. Attended his first Annual Conference in 1986 in Portland, Oregon where he met, among others, John and Linda Dexheimer and have become close friends over the years. Craig has attended all conferences since and feels there are many quality individuals, like John and Linda, who are the foundation of the association.

BELIEVES MAJOR BENEFITS FOR BEING A MEMBER OF IASM TO BE:

- Listening, asking questions and utilizing knowledge obtained from other experienced movers. Having ready access by phone, facsimile or e-mail with fellow members when needing assistance in specific situations. To receive sound advise, since all movers have basically the same problems, brings about a higher level of confidence regarding what needs to be accomplished in order to bring about a successful conclusion to the project.
- Obtaining knowledge at IASM conferences regarding insurance, computer programs; positive ways to interact with employees; interacting with vendors to learn about new and innovative products and services to make the structural moving businesses run more smoothly and efficiently.
- Establishing friendships with so many association members has created a strong feeling of acceptance and accomplishment.

BELIEVES THE THREE MAJOR ISSUES FACING THE INDUSTRY TODAY ARE:

1. Increasing costs of governmental policies and regulations that decrease the number of structures economically feasible to move.

2. High insurance costs. (See 2005 Insurance Outlook article on page 6)
3. As with government regulations, more and more utilities – electrical, cable television, fiber optics, telegraphic – all increase costs of moving structures often to a point of non-profitability.

BELIEVES THE BENEFITS OF BEING A MEMBER TO BE:

The knowledge a prospect can obtain that would enable them to be more efficient and their companies more profitable. Members of the association are hardworking building/house/structure movers. Therefore a vast pool of experience exists that can benefit anyone who is willing to grow and, perhaps, change to a better way of doing business in the structural moving world.

D. Michael Blake, President Blake Moving Company, Inc.

(Founded in 1951 by Charles D. Blake)

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FAMILY:

Mike and wife Penny M Rawls of Green Cove Springs (St. Augustine), FL has three sons John, Patrick and Stephen. All three sons have worked part-time in the company when not in school. All three are presently in university studies

EDUCATION:

Graduate of Walter Hines Page High School, Greensboro University of North Carolina at Greensboro

IASM AFFILIATION:

Company's founder, Charlie D. Blake and Mike were present at the founding meeting 15-16 January 1983. Has served as a Director for two terms: 2002-2003 and 2004-2005. Was elected Secretary for 2005. Served as Chairman of the Legal & Utilities Committee and a member of the Scholarship Committee in 2003 and 2004.

REASON FOR BECOMING A MEMBER:

There was no national organization representing the structural moving industry. Credits his father, Charlie, for his becoming a member.

BELIEVES MAJOR BENEFITS FOR BEING A MEMBER OF IASM TO BE:

Developing relationships with other movers. Through IASM there is an opportunity to accomplish much for the benefit of the industry and ultimately for individual member companies.

BELIEVES THE THREE MAJOR ISSUES FACING THE INDUSTRY TODAY ARE:

1. Utilities
2. Rights of way
3. The inability of some structural movers to disregard personal feelings and agendas for the benefit of the industry.