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During the past year and a half the construction industry has gone from a shining star of the economy to a real drag on fiscal growth. Conditions are not what they once were for our industry and this needs to be resolved before things begin to improve.

Charlie Vaccaro, longtime veteran of the truss industry, has a message that may be something to keep in mind during this period. We thank Charlie for sharing this wisdom and passion with us.

Persistence and Determination

Act with the will of these two words and you will achieve success in your lifetime endeavors.

TALENT WILL NOT: There are a lot of unsuccessful people with TALENT but no DETERMINATION.

GENIUS WILL NOT: They have gone unrewarded when they use it for words and not deeds.

EDUCATION WILL NOT: The world is full of educated derelicts when they don't use what they have learned with PERSISTENCE and DETERMINATION.

You will be judged by what you have done, not what you have started to do.

The race is always won, not by the one that starts fast, but by the one that finishes first.

HOW DO YOU GET FROM WHERE YOU ARE TO WHERE YOU WANT TO BE?

You start with a dream—a goal—and be willing to work for it with ENTHUSIASM, PERSISTENCE, and DETERMINATION.

Make sure you have fun doing it. STAY HAPPY!

REMEMBER:

DID!	> is a word of ACHIEVEMENT!
WON'T!	> is a word of RETREAT!
MIGHT!	> is a word of BEREAVEMENT!
CAN'T!	> is a word of DEFEAT!
OUGHT!	> is a word of DUTY!
TRY!	> is a word for each HOUR!
WILL!	> is a word of BEAUTY!
CAN!	> is a word of POWER!

