



SAN ANTONIO

# CONSTRUCTION<sup>TM</sup>

## NEWS

*The Industry's Newspaper*

www.constructionnews.net

P.O. Box 791290 San Antonio TX 78279 \* 11931 Warfield San Antonio TX 78216 \* (210) 308-5800 \* March 2004 \* Vol. 7 No. 3

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San Antonio Construction News • Mar 2004

## Women in Construction

### Olga L. Barnett

President/CEO  
OCJB Sales & Service, Inc.

While working towards an associates degree in education at San Antonio College, **Olga L. Barnett**, President/CEO, **OCJB Sales & Service, Inc.**, accepted a position at an electrical supply company while her husband was overseas on a military assignment. Olga's introduction to the construction industry included "on the job" training as she rose from posting clerk to executive secretary/administration assistant for the regional vice president.

"I have been employed in the construction industry for over 35 years," Olga began, "but after my third year in the business, I knew this was where I wanted to be. A strong mentor gave me the opportunity to be his assistant in sales during a time when women were less accepted in that role."



Never complacent, Olga enhanced her skills and honed her business savvy year after year through industry seminars and continuing education programs. As president of a sales and service company serving the lighting industry, she oversees its total operations, from finance to human resources, from filling orders to warehousing.

"The most challenging aspect of my job is meeting deadlines," she confirmed. "As a material supplier, we have to make

sure the orders are entered correctly, with specific instructions to the manufacturer, so materials get to the jobsite on time. We ensure the billing goes out on time so that the contractor can make his draw, get paid and then, pay us."

The weak links in the supply chain, those beyond the control of the supplier, are typically caused by freight delays.

"We rely on freight companies to deliver the material on time, to the right place, and to the right contractor," she added. "Often, time is wasted because material cannot be located, has been left behind at a terminal in another city, or the shipment is not delivered completely intact. This affects the contractor directly and may result in an idle workforce or he may not be able to complete the project on schedule."

When *San Antonio Construction News* asked Olga what advice she would give to young women who choose a similar career path she said, "I have found it to be an exciting and rewarding profession. I would advise young women to be very familiar with the products, their applications, and their possibilities. Know and understand the needs and desires of their clients. Be upfront and honest, and always deliver on your word."