Established in March of this year, Schultz Concrete Pumping LP is already enjoying a successful beginning. Mike Schultz, a 16-year veteran of the concrete pumping business and a man whose reputation precedes him, is the President of the company. His bride, Frances, shares in the ownership of the company and is responsible for administrative operations.

“We have three concrete pump trucks in operation, and plan to have a total of five by mid-summer,” Mike said. “We’re targeting jobs in the Central/South Texas region.”

Beginning with two full-time employees, Mike is deluged with calls from people who want to go to work for him. His yard is currently located north of 1604, on Naugles Sales Rd.

“We have an 800 number to service all of our customers in the region,” Mike reported. “Concrete pumping is a service-oriented business, and by being truthful with customers, giving them the performance as promised, then the work is not an issue. If problems arise, I will address them up-front to help ensure repeat business. We’re available 24-hours a day, 7 days a week.”

It takes a huge up-front investment when buying trucks that cost half a million dollars each. “I’ve been fortunate in that my wife and I are financially stable enough to start this business,” Mike explained. “In the short time we’ve been in business, I can say we don’t owe anybody anything and we’re financially solvent. In addition to that, we will update our fleet to continue to provide the best service. Being self-employed is motivating and gives me great joy.”

The company is going to grow based on the economy, and if things continue to go as they have for the last month, it’s safe to say Schultz Concrete Pumping can be a big player in the Central/South Texas market over the next several years.

To better understand the significance of Randy Wyatt’s recent acquisition of Aggregate Haulers, let’s do a little time traveling.

Randy started Aggregate Haulers in 1980, in partnership with Pioneer Concrete of Texas. Pioneer was a large Australian corporation, and Aggregate Haulers transported loads for Pioneer, as well as for other major quarry operations in Texas. In 1983, Pioneer bought Randy out. However, he remained as President and ran the company. In 2000, Hanson bought out Pioneer, worldwide, in a $3+ billion acquisition. Effectively, Hanson now owned Aggregate Haulers.

“At that point in time,” Randy explained, “I put a bug in the ears of key personnel at Hanson to sell Aggregate Haulers off. And, if they chose to sell, I asked them to sell it to me. They took me seriously, and we began our negotiations last Sept., finalizing the deal on April 1st of this year. The company is now officially called Aggregate Haulers LP.”

August Construction News asked Randy to explain the motivation that compelled him to pursue ownership of the company. “Well, I’m the guy who started it, named it, and I’ve been working here for 22 years.”

Randy continued. “The timing was right, and it feels great to be the sole owner!” Randy took every measure to protect his interests this time around. “Years ago,” he added, “when I went into partnership with Pioneer, I was not represented by a lawyer. In fact, Pioneer and its staff of executives prepared the partnership agreement, which was sketched out and drawn up on a Big Chief Tablet. One of the features of the partnership agreement stated they could dissolve the partnership with a 30-day notice by either party. That’s exactly what they did in 1983, when we were making some pretty good money. So, this time I took my time to make sure the lawyers had the best interests of both parties under consideration.”

Aggregate Haulers has locations in San Antonio, Austin, Dallas-Ft. Worth, Houston and Mexia. The company operates over

Middleman Construction Co. / Lacks Furniture Store

An expansive studio feeling, achieved with an open truss recessed ceiling and specialized lighting effects, pervades the store’s interior. Painted black, the ceiling seems to disappear into space. On this particular project there were electrical lighting specifications that Lack’s had never used before.

To create special lighting effects, Jeff Wagstaff, Facility Solutions Group, was brought in for consultation. “The specialized lighting fixtures,” Jeff noted, “are concealed in black housings and suspended with aircraft cable. Our goal was to utilize the spot lighting to create comfortable and dramatic effects to enhance the furnishings and the settings in which they are displayed. The light fixtures gave us the ability to direct our light, reduce the general illumination, focus on individual pieces and to create the right mood, if you will.”

Among the other challenges faced by Middleman Construction was Lack’s interior design scheme. The “look” that Lack’s wanted to incorporate, with regard to paint and wall covering, required tedious attention to detail. The store features multiple, individual vignettes against which furnishings and accessories are displayed. It required about 60 different wall coverings and a variety of painted finishes. A conscious effort to place lighting, locate the spotlights in exact positions and fine-tune the interior decor were among Middleman’s final endeavors before move-in and Lacks Grand Opening party.

This month in Focus

HV/AC

Change Service Requested

Middleman Construction Company was founded in 1998 and currently employs 12 personnel. In its fourth year in business, the general contracting firm was awarded the Lacks Furniture Store project at Bandera Pointe Shopping Center.

The 45,000 sf, single-story retail construction project had a 5-month timeline. “We were asked to meet a very aggressive schedule,” explained President, Mark Middleman, “because Lacks wanted to hit a January 2002 opening and had a severe penalty clause for not making their move-out date from their San Pedro location. We made it for them, in spite of some weather delays we had to contend with during the latter part of the year. And there is no doubt we were able to make this deadline because of the relationship with our subcontractors. They put forth the additional labor and weekends to deliver this project on time and most importantly, on budget.”
continued from Page 6 - Legal eagle

Products Liability; School Law; Insurance Law; Legal; and Medical.

"Trying a lawsuit is one of the most trying experiences in the world," Ralph emphasized. "There is nothing to compare with it! It's combat! It's a fight! When a client comes into my office and asks, 'What do you think you can do?,' he or she doesn't look for justice; they want to win. They want to win at all costs. The art is to do it for them ethically and properly, by placing the law, and respect for the court, first!"

Ralph shared one of his landmark cases with us. In 1962, he argued and won a civil case, titled San Antonio River Authority vs. Lewis, in front of the Texas Supreme Court. "The San Antonio River Authority was involved in a very praiseworthy project," he began, "namely, straightening, widening and deepening the flow of water into San Antonio. This left some places dry, which formerly had been a streambed. Garrett Lewis was one of those landowner-citizens affected by the alteration, and he thought he should be compensated for his loss. In representing him, we took the position that the water that was to be diverted to the river was entitled, not only to the water, but to have the water flow in its accustomed streambed. To that end, we filed a petition for a preliminary injunction, which was granted. That injunction was followed by a trial, which was conducted before a good friend of mine. He held that the SARA didn't have the authority to compensate my client. The Court of Civil Appeals in San Antonio reversed it, and said we were entitled to the verdict. It's excitement personified! I made doing what we do possible. We continue to take a very serious attitude towards our work. We have a good team of subs who are competent and staff, first and foremost. That is an asset when they're working in close quarters, and finally, we changed the minds of two companies, with the full understanding that we're looking for a subcontractor to grow into a manageable, solvent company. But, it's nice to know I have contacts. "The amount of help and the response I've been getting from people has been positive, I think they have a good reputation in this business over the years, and it's following me."

Looking into the future, Mike hopes to grow into a manageable, solvent company. "I'm behind Mike 2000%," Frances concluded, "and we have people calling and asking what they can do for him? In this industry, reputation is everything and Mike has a very good one."

Mike and Frances are looking forward to participating in future construction association and charity events under their own name, Schultz Concrete Pumps Q.

continued from Page 1 - Middleman Construction Co. / Lacks Furniture Store

The start date was August 13, 2001, with completion on Jan. 7, 2002. Mark credits his Operations Vice President Mike Bunge who handled the day-to-day operations and subcontractor coordination.

"We give a lot of credit to the Baue Painting crew," Mike emphasized, "whose talents and experience brought the project to completion on time and on budget!"

The primary professionals and subcontractors on the project included: Architectural, Planners; Civil Engineer: Bunge; Structural Engineer: Lipe & Associates; Landscape Architect: T.B. Partners; Testing: Raba-Kistner; Concrete: Urban Concrete; Electrical: Renta; Rentyl; Plumbing: J.H. Otis Plumbing; Structural steel/Joists: Hill Country Steel; Steel erection: South Texas Erectors; Mechanical: Beyer Mechanical; Masonry: Texas Contractors: Stucco: A&R Lath & Plaster; Roofing: American Roofing & Metal; Waterproofing: Tal-Tex Waterproofer; Glass: Associated Glass, Ltd.; Drywall: Mesquite Interiors; Painting: Baue Painting; Construction: Universal Concrete; Faciliti: Flume Building Specialties; Fire protection systems: Young Brothers Fire Protection; Research consultant: Facility Solutions Group; Landscaping: Irrigation: Texas Allied Landscaping; Overhead/lock doors: Tex-Door, Inc.; Building frames/hardware: Hutchinson Supply Q.

continued from Page 2 - South Texas Erectors' 10th anniversary

We're a very close-knit group of guys and Herbert and I take care of them, and they take care of us. They are our hands, our eyes, ears and brains in the field. We have mutual respect for each other, and never hold each other back. You could compare our company to any large corporation as far as the benefits and perks we offer our people."

South Texas has been a leader in providing steel erection and tiltwall erection on many projects including shopping centers, home improvement stores, office buildings, warehouses, industrial parks, medical centers, surgery clinics and more. Herbert and James look forward to having continued success as South Texas Erectors launches its second decade of business.

Blanco Banking Center breaks ground R

representatives from March Construction, Jefferson Bank and RVK Architects gathered for a groundbreaking ceremony in the launch of construction for Jefferson Bank's new Blanco Banking Center. General contractor March Construction began construction during the week of April 5th. The architect of record is Rehler, Vaughn & Koone, Inc.

Jefferion Bank will be the sole inhabitant of the 4,200 sf building, which is designed to occupy the one and a half acre lot at 14614 Blanco Rd.

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