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Schultz Concrete Pumping begins operations

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 Nacogdoches 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 continued. "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 C/S TX market over the

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Randy Wyatt buys Aggregate Haulers



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**."

San Antonio Construction News asked Randy to explain the motivation that com-

pelled 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

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Middleman Construction Co. / Lacks Furniture Store

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."

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.



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This month in Focus
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Products Liability; School Law; Insurance Law; Legal; and Medical.

"Trying a lawsuit is one of the most thrilling 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 hires me, 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 me. 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 landowner adjacent to the river was entitled, not only to the water, but to have the water flow in its accustomed streambed. To make a long story short, we lost the first trial, which was conducted before a good friend of mine. He held that the SARA didn't have to compensate the landowner. The Court of Civil Appeals in San Antonio reversed it, and said we were entitled to water in the streambed. Moving forward to the Texas Supreme Court, we lost on a vote of 6 to 3."

He knew there was something wrong, and went over the brief again and again. With only 15 days in which to file a motion for rehearing, Ralph rallied the assistance of **Santiago Onate**, a lawyer in Mexico City who had grown up in San Antonio. "I paid him \$1,000 in cash, and persuaded him to agree to a portion of the recovery, if we won. It was a long shot, I admit. He wrote the most beautiful brief you've ever seen in your life, complete with red ribbons and gold seals. He brought it

up here, and he cited about 15 legal authorities. I asked him, where are all these books you're talking about. He said they were from Spanish sources, and told me where to find them. I immediately filed an affidavit telling the court where to find them. The Court kept that motion for seven months, and finally, we changed the minds of two Texas Supreme Court judges, and won the appeal on a 5-4 vote. In my 65 years in practice, I only know of two cases where the Supreme Court reversed itself on a motion for rehearing. That was one of my proudest legal accomplishments."

Ralph Langley is also known among his peers as the Father of School Law.

"We started representing school districts in 1950. Our first client was **Virgil Blossom**, of **NEISD**, which is another story, but I'll spare you the details. There was little statutory law on operating school districts. It was not until the early 1970's that the Texas Legislature codified the school law. About eight attorneys, including myself, formed the School Law section of the State Bar. The School Law codification set forth a protocol in which all Texas school districts would function in a similar manner with common goals. There are many factors involved, including the rights of the students, parents, teachers, patrons, board members, and taxpayers. In order not to overburden the courts, they have set up a separate system of law that is practiced through the Commissioner of Education. School Law is a complex part of our legal system, and a lot of fun."

The life and times of Ralph Langley is a never-ending tale. A treasured member of "The Greatest Generation," one could fill volumes with his anecdotal stories and legal adventures.

"I've had wonderful law partners all of my life," Ralph emphasized. "There are lots of thrills in life, but there is no thrill that could compare with the knock on the jury room door when they are ready with the verdict. It's excitement personified! I wouldn't take anything for that."Ω

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

influx of erectors in San Antonio and Austin. We have our clientele and we continue to make new clients. We feel we're competent, professional and prepared."

South Texas Erectors' scope of coverage includes from Dallas to the Valley, and from West Texas to Houston.

"I'm charged with the task of hiring field personnel," Herbert added, "and it's a huge challenge. Our work is exacting, and

requires precision accuracy. If we could clone a few of our guys, there would be no stopping us! This is a great career niche for men who want to learn a trade, support their families, and work hard everyday."

The partners promote their employees from within the company. "We have men who started out on the bottom rung of the ladder, and now they're making good money and have a lot of responsibility.

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next year. Because of his tenure within the industry, Mike has a lot of friends and contacts. "The amount of help and the response I'm getting from people has been positive," he said.

Mike and Frances went into this venture with their eyes wide open, knowing the commitment of time and energy to the new business would be daunting. "It's well worth the sacrifice," Frances confirmed, "because Mike's happy and he's fulfilling a dream. He spent many years working for other people, and I think his only regret is that he didn't take this step sooner."

Mike added, "The hours I'm putting into this endeavor are not too different than what was required when I worked for another company. But, it's nice to know I have

control of what is going on, who is going where, and, most of all, the finances. I'm hands-on, and if the job calls for it, I'm going to be there. Thankfully, I've built 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 Pumping.Ω

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

"We give a lot of credit to the **Buie Painting** crew," Mike emphasized, "whose depth of experience brought extraordinary detail to the interior finish. The project coordination was handled well in the field, and we have a good team of subs who are accustomed to working together. That is an asset when they're working in close quarters and on a tight schedule. Without a doubt, skillful communications are the key to the success of every project."

Mark's gratitude extends to his talented and competent staff, first and foremost. Among them are Lead Carpenter **Efren Martinez** and his crew, **Kenny Hernandez** and **Martin Romero**, who stepped up to the plate and worked long hours to assist Lack's in perfecting the interior aesthetics.

"Also, as in all of our projects," Mark concluded, "the subcontracting community made doing what we do possible. We commit to deadlines, through contract negotiations, with the full understanding that we're

going to rely heavily on our subcontractors to get the work done. They always seem to pull through, and I give them great credit."

The primary professionals and subcontractors on the project included: Architect: **Envioplan Architects /Planners**; Civil Engineer: **Bury Partners**; Structural Engineer: **Hunt & Joiner Inc.**; MEP Engineer: **Lippe & Associates**; Landscape Architect: **TBG Partners**; Testing: **Raba-Kistner**; Concrete: **Urban Concrete**; Electrical: **Rentz Electric**; Plumbing: **H.J. 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 Waterproofing**; Glass: **Associated Glass, Ltd.**; Drywall: **Mesquite Interiors**; Painting: **Buie Painting**; Partitions/accessories: **Ed Flume Building Specialties**; Fire protection systems: **Young Brothers Fire Protection**; Lighting consultant: **Facility Solutions Group**; Landscaping/irrigation: **Texas Allied Landscaping**; Overhead/dock doors: **Tex-Door, Inc.**; and Doors/frames/hardware: **Hutchinson Supply**.Ω

Blanco Banking Center breaks ground

Representatives from **March Construction**, Jefferson Bank and **RVK Architects** gathered for a groundbreaking ceremony to signal 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.**

Jefferson 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.



L-R: Jeff Specht, March Construction; Bill Galbreath, Jefferson Bank President; Principal shareholders A. J. Lewis, Jr., Peggy W. Lewis and Linda Lewis McSween; Richard Pettit, bank Chairman; Andrew Staskavage, RVK; and Project Manager Mike Helmke.

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 anybody back. You could compare our company to any large corporation as far as the benefits and perks we offer our people."

South Texas Erectors has provided 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.Ω

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