

CENTRE CONCRETE

A Foundation Built on Service



Shawn McCoy and Chris Stein
February 26, 2015

PARTNERSHIP:

part ner ·ship
'pärtnər ,SHip/
Noun

Defined as two or more persons who have agreed to combine their labor, property, and skill or some of all or all of them for the purpose of engaging in lawful business and sharing profits and losses between them.



PARTNER

- Must exercise the highest degree of good faith in all dealings
- Being a trusted partner is a Lost Art

*"Coming together is a beginning;
Keeping together is progress;
Working together is success."*

Henry Ford



PARTNERSHIP: The Lost Art

- Know your People



PARTNERSHIP: The Lost Art

- Know their Skill



PARTNERSHIP: The Lost Art

- Know the Resources



PARTNERSHIP

- Envision the Goal



Baker Hughes RCC JV - GOH and Centre Concrete



A Foundation Built on Service

PARTNERSHIP

- Choose Your Team Members



Forum Energy RCC JV- GOH and Centre Concrete



A Foundation Built on Service

PARTNERSHIP

- Choose Your Team Members

Glenn O Hawbaker Team:

Patrick Hawbaker

Chris Stein, Project Manager

Gary Hartman, Project Superintendent

Matt Lupton, Paving Foreman

Paving Staff

Roller Man (critical role)

Saw Cutting Crew

Conventional Placement Crew

Trucking Solutions

Centre Concrete Team:

Eric Nicholson

Shawn McCoy, General Manager

Rory McCoy, RCC Sales/Mix Coordinator

Jason Blasé, Head of Quality Control

Steve Reeder, Plant Manager

Fred Korman, Plant Batchman

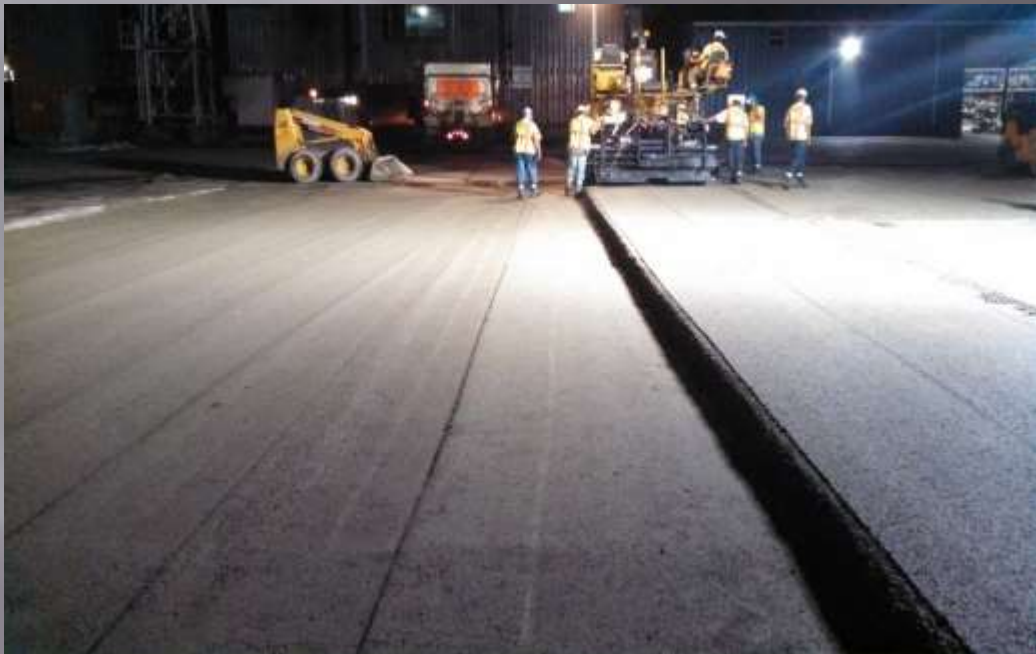
Batch Plant Staff (Multiple Plant Sites)

Technical Staff (Multiple Plant Sites)



PARTNERSHIP

- Identify Partnership Priorities



Baker Hughes RCC JV- GOH and Centre Concrete



A Foundation Built on Service

PARTNERSHIP

- Negotiate for Win / Win



Baker Hughes RCC JV- GOH and Centre Concrete
For this job, asphalt was originally specified. The job changed to 1b RCC, then to RCC in major areas. Then asphalt in employee parking area, and conventional concrete in areas unfit for the paver. Whew!



A Foundation Built on Service

PARTNERSHIP

- Brainstorm Solutions
 - Always Expect Unforeseen Challenges

**The answer
is simple—**

*there is no
such thing
as an accurate
and complete
cost projection.*



CENTRE
CONCRETE

A Foundation Built on Service

PARTNERSHIP

- Brainstorm Solutions
 - Always Expect Unforeseen Challenges
 - Be Nimble When Adjustments Need to be Made



PARTNERSHIP

- Brainstorm Solutions
 - Always Expect Unforeseen Challenges
 - Be Nimble When Adjustments Need to be Made
 - Be Open Minded To A New Angle



PARTNERSHIP

- Brainstorm Solutions
 - Always Expect Unforeseen Challenges
 - Be Nimble When Adjustments Need to be Made
 - Be Open Minded To A New Angle
 - React Together When Problems Arise



PARTNERSHIP

- Brainstorm Solutions
 - Always Expect Unforeseen Challenges
 - Be Nimble When Adjustments Need to be Made
 - Be Open Minded To A New Angle
 - React Together When Problems Arise
 - Be Welcoming When New Partners Arrive

