

THE MAGAZINE FOR THE PEOPLE WHO BUILD AMERICA

# CONSTRUCTION

TODAY

APRIL 2008 \$4.95

## Toughing it Out

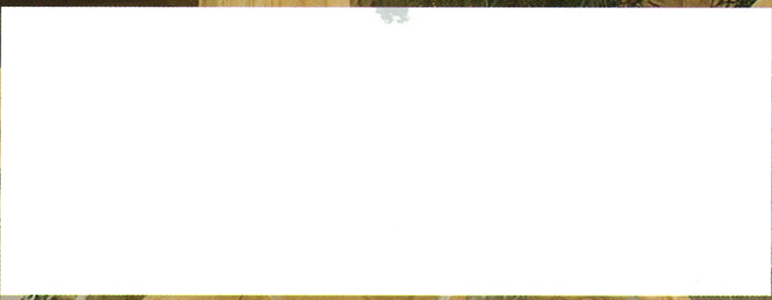
Florida's Stock Development is not scared by the national residential meltdown.

Stock Development, page 54

## Against all the Odds

Taylor International overcame the challenges of a complex schedule and tight site with the \$1.9 billion Palazzo Las Vegas.

Taylor International Corp., page 22



## PILLAR CONSTRUCTION

Pillar Construction maintains long-term relationships with owners, developers and general contractors by following them into new territories.



# Set For Market Expansion

'Building recycling' and 'retrofit restoration' are some of the unique services Pillar Construction provides. The company says it maintains loyal customer relationships as it grows throughout the nation.

BY GENEVIEVE DIESING

**P**illar Construction is a rapidly growing construction specialty contractor. The Alexandria, Va.-based company specializes in skin construction, drywall and vertical waterproofing as well as stucco.

Pillar Construction recently told *Construction Today* about why it continues to experience successful growth.

**Construction Today:** What are your relationships with your general contractors like?

**Pillar Construction:** We want to continue our long-term relationships with owners, developers and general contractors. We follow our clients throughout the East Coast and Sunbelt states. General contractors like and appreciate it.

It's always less of a hassle to work with someone you know, especially if you are away from your home territory.

Both [general contractors] and owners benefit from this team effort. We all know how to solve problems together; we formulate solutions based on past mutual experiences. We get recurring work,

which shows the appreciation other companies have of our workmanship and services.

**CT:** What are some recent company developments?

**PC:** We recently expanded our company to the southeast region by opening an office in Orlando. We've been working there for two years and we established ourselves as a local player. Orlando is a central location that allows us to cover the central, south Florida and gulf regions.

We have also recently successfully completed the skin restoration of a hotel in South Texas. The building was in need of a complete skin replacement to bring it to today's standards and to respond to the addition of an adjacent condominium tower and beach homes. Among the challenges included the fact that the building remained operational during construction and the applicators were constantly exposed to unforgiving weather conditions that included harsh salty winds from the gulf.

**CT:** How would you describe the organizational structure of your company?

**PC:** We try to keep it very horizontal (with) few layers of management. Project managers are in full control of proj-

Pillar Construction

[www.pillarconstruction.com](http://www.pillarconstruction.com)

Annual sales: \$20 million

Headquarters: Alexandria, Va.

Employees: 150+

Services: Exterior construction

**Pillar Construction:** "Our long-term goal is not to expand but grow. There is a difference."

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ects. (We have) centralized preconstruction services that support field operations and provide added value to our clients.

Our preconstruction, accounting departments and administrative department team act as support for (project managers) so they have total control and knowledge of management, equipment and procurement of materials.

**CT:** What sets Pillar Construction apart?

**PC:** There are many [ways we differentiate ourselves]. We provide preconstruction and engineering services support – not just field installations.

With over 10 years of experience, our excellent group of engineers, architects and professionals have enough understanding of the field operations to identify potential problems and solve construction details ahead of time.

We save money for the developer, enhance productivity for the general contractor and build on our expertise with every job. Most of our work is competitively bid. We deliver an excellent service at a market price.

We are also a one-stop shop. We do interior partitions, drywall and vertical

waterproofing. General contractors can rely on one source for the entire skin of a building and ultimately all interior partitions (drywall). In addition, dealing with one contractor handling all the different stages of work means fewer headaches for a GC.

**CT:** How is the industry changing?

**PC:** There is a green movement. Architects are concerned with energy consumption and sustainability. Owners are concerned with getting [environmental] certifications and more product for their money. General contractors are anxious to improve processes.

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**CT:** What are your future goals for the company?

**PC:** Our long-term goal is not to ex-

pand, but grow. There is a difference. We're not going to be everywhere. We like to see market conditions and the potential for being around for a long time.

We're not taking advantage of temporary situations where you have a boom, like going to the Gulf (of Mexico) after Hurricane Katrina. Instead, we are focused on strategic growth.

**CT:** What is the culture of Pillar Construction like?

**PC:** We have a multicultural team. We have people from all over the world: Asia, Europe, the Middle East, and Latin American.

These diverse cultures make for a tremendous work environment because there is a variety of viewpoints and an exceptional knowledge base that is incorporated in every project. Our diversity is a reflection of the industry. ■

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