SUNTEC CONCRETE

Suntec says its personal involvement on job sites sets it apart.

Exceeding Expectations

Suntec Concrete goes to great lengths to meet and exceed its time goals on projects. The company says it has developed the largest commercial concrete market share in Phoenix.

By Stephanie Sims

Derek Wright, partner of Suntec Concrete, says the company has several values that distinguish it from its competitors. "We put quality first, above ost implications," Wright says. "If there's a problem with ur work, we'll make it right. Our ability and performance n the job site comes down to our skilled tradesmen, and ur relationships with general contractors, architects, engineers and owners of many projects we work on allow us to provide front-end design consultation to make designs more efficient and cost-effective.

"What also separates us is our personal involvement in day-to-day activities on job sites," he continues. "We give nput on how we see it getting built based on our expertise, nd they oversee [this process]. We are personally responsible for every job we run, and by us staying personally involved with general contractors on their projects, we continue to foster great relationships with clients and owners."

Wright adds that 75 percent of its business is repeat usiness, which could possibly help it achieve Suntec's nission statement: "To be the builder of all significant concrete structures in the Southwest that demand a higher level of performance."

Suntec Concrete was established more than 21 years ago as a turnkey concrete contractor with the intent to build "challenging, critically timed and technically demanding jobs only a few [contractors] in our industry can perform," Suntec Concrete says. "To assure that market level, our management position from the onset has been to develop repeat business with a handful of the most viable general contractors in Phoenix. It meant putting quality workmanship, jobsite performance and customer satisfaction foremost."

Suntec's client base is built around first-class constructors and material suppliers, and has developed the largest commercial market share in Phoenix. *Concrete Construction* magazine ranked Suntec 13th of the 20-fastest growing companies in 2004, and 24th in the top 100 concrete contractors in 2005.

Suntec has several divisions. "The work

Suntec Concrete
www.suntecconcrete.com
Proj. 2006 sales: $100 million
HQ: Phoenix
Employees: 550
Services: Turnkey concrete contracting
Derek Wright, partner: "Unless we have trained individuals to lay the concrete right the first time, our growth is going nowhere."