



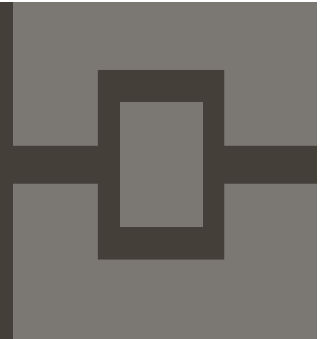
The best laid plans

JE Dunn Construction has become one of the largest and most prestigious general contractors in the country by pursuing perfection in its people, projects and suppliers. Midwest Cast Stone supports JE Dunn in its pursuit of perfection by delivering as promised.



BEN MILLER,
PROJECT MANAGER,
JE DUNN CONSTRUCTION

“When our bricklayer foreman is happy and has what he needs, he doesn’t need to troubleshoot with me and he can stay focused on his project and get more done. Midwest Cast Stone makes a high-quality product that gets to our job sites when it’s supposed to, and they do it for a fair price.”





“Not only do they make great cast stone products, but they are easy to work with and give us good information. They do what they promise and that means a lot to me, and our people in the field.”

**BEN MILLER,
PROJECT MANAGER,
JE DUNN CONSTRUCTION**

When Ben Miller’s phone is quiet that’s a good thing. Phone calls, more often than not, usually indicate a problem with a project. It could be a problem with people, it could be a problem with plans, or it could be that products are not where they’re supposed to be.

Miller is a project manager with JE Dunn Construction and is responsible for making sure the important pieces of a construction project come together. JE Dunn is one of the biggest contractors in the country. It was ranked #26 on the list of Top 400 Contractors compiled by *Engineering News-Record* magazine.

Miller spends most of his time coordinating the efforts of specialty contractors and trades such as masons and carpenters. This means he’s responsible for making sure they have the right materials when they needed them at the job site. When he needs to buy architectural-grade

cast stone for masonry projects he buys from Midwest Cast Stone. He likes the product and the service – and the fact that his phone stays quiet.

“When our bricklayer foreman is happy and has what he needs, he doesn’t need to troubleshoot with me and he can stay focused on his project and get more done,” said Miller. “Midwest Cast Stone makes a high-quality product that gets to our job sites when it’s supposed to, and they do it for a fair price.”

JE Dunn is a top contractor of choice for hospital expansions, especially in the Kansas City area. JE Dunn people know how to work in and around sensitive hospital

environments. Recent notable projects include additions for Children’s Mercy Hospital, St. Luke’s Hospital, and Overland Park Regional Medical Center.

Midwest Cast Stone makes all of the most common cast stone pieces including sills, capstones and cornerstones. For the Children’s Mercy project, however, some of the cast stone masonry inlays required colored concrete accents. Manufacturing and delivery came off without a hitch.

Miller said he likes that Midwest Cast Stone is particularly responsive when special requests come up. Sometimes new pieces are needed on short notice.

“When we have a need for new pieces or modifications, Midwest Cast Stone is great about turning new orders around very quickly, usually in about 3-4 days,” said Miller.

In no other industry is the saying “time is money” more true. Getting the right products, in the right size, to the right site is the difference between hundreds of thousands in profit margins.

The construction business requires competitive bids and Midwest Cast Stone definitely wins on price most of the time. But it’s the little extras in service and support that set Midwest Cast Stone apart from other suppliers, said Miller.

“Not only do they make great cast stone products, but they are easy to work with and give us good information,” said Miller. “They do what they promise and that means a lot to me, and our people in the field.”

What to look for in your cast stone partner

- /// Deep experience with cast stone.
- /// Long-term relationships.
- /// History of on-time production and delivery.

913.371.3300
midwestcaststone.com

