

CUSTOMER MPACT SPOTLIGHT:



Jamie Boulware

President, Proud Father, Family Man
American Concrete and Precast, LLC



LEARN MORE ABOUT JAMIE BOULWARE AND THE MPACT HE MAKES AT AMERICAN CONCRETE AND PRECAST

- 1. What do you enjoy most about being in this business?** Being a part of the big projects, seeing the results. Ready-mix is just the foundation of everything. It takes care of your family and puts your kids through college. It's progress, and you're part of it.
- 2. What was your background before you started your company?** I was a concrete finisher. I mean, I started off as a laborer with a curb and gutter company. I taught myself how to read plans and got good at giving directions and understanding how stuff was supposed to work. Then I started a construction company that I sold the majority of 15 years ago. Built my first concrete plant 23 years ago - didn't have any idea what I was doing, but I just did it. That deal didn't end up working out so I sold it. My first plant for American Concrete came alive in 2000.
- 3. So you're going through your second recession now. How is that?** We did really well until '08, and like everyone else, we struggled. But we came out the other side strong, and now we have 4 plants. This has been the busiest year we have ever had, business is great.
- 4. How do you define success?** Continuous business, repeat customers. Volume tells a lot of it. Our volume is up about 24% over last year. For me though, success is people telling you you've done a good job. When people choose you when they have other choices, that's how we know we're winning.

“IF YOU’RE GOING TO DO IT, YOU MIGHT AS WELL DO IT GREAT!”

- 5. We have followed both your sons' athletic accomplishments. Tell us about that.** One is a football player. He got picked up by the Carolina Panthers. My other son is a baseball player, he spent 5 seasons in the minor leagues with the Cincinnati Reds. We're all really competitive people and we like to win.
- 6. What's a fun fact about you that not many people know?** I love hanging out with my family. They are everything. Friends are nice, but I love my family.
- 7. What's the last book you read?** Good to Great: Why Some Companies Make the Leap and Others Don't by Jim Collins
- 10. What's the most recent concert you attended?** Kip Moore
- 11. If you had to eat one meal every day for the rest of your life, what would it be?** Steak and shrimp. **Where's your favorite place to eat?** Halls Chophouse

