



A Newsletter from STAR INC. to our customers, business associates, and friends

February 2002

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Building Trust

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STAR INC. is a
Design-Build
Contractor
offering:

Comprehensive
Construction
Management

In-House Architectural
Services

Value Engineering

Pre-Construction
Services

Complete Turnkey
Operations

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Star Inc. joins with CON/STEEL to provide Tilt-Up to Northern Ohio

STAR INC. was recently selected as a member of the CON/STEEL Alliance, a design-build network of general contractors. Only one Alliance member is selected in each major metropolitan area so STAR will have the exclusive rights to the CON/STEEL system in many areas of Northern Ohio.

As a member of the Alliance, STAR will also have access to CON/STEEL's evolving technology and techniques for tilt-up construction. The tilt-up construction technique brings a sophisticated, economical and efficient construction technology to the commercial building industry. Few Northern Ohio business owners are even aware of this construction option.



A STAR is Born

We are pleased to announce and unveil our new name and logo. Star Builders, Inc. is now Star Inc. STAR's expertise and focus has been, and will continue to be on commercial construction. The "Builders" was removed due to the residential connotation. We will continue to provide the excellent service for which we have earned an admirable reputation. Watch for our signs and advertising displaying our

STAR
BUILDERS INC.™



Building Trust

“Building Trust since 1955.” It’s not just a slogan, but a way of life, says STAR president Kim Mulder. “My life, the lives of my family, and the lives of my co-workers are maintained by means of trust.” In the risky world of business today, owners want to rely on the integrity and dedication of their service providers whenever possible. Earning the trust of our customers is something in which STAR takes pride.

“Our customers trust us because we consistently provide a service that meets or exceeds their expectations,” continues Kim. And the product isn’t just the facility or building, it’s their whole experience of the process. Our customers appreciate the high level of service they receive from the STAR team. Consistent communication, an understanding of their key issues and concerns, insight into alternatives, and professional advice are just some of the intangibles that make a difference.

STAR’s success has been built primarily by earning a reputation of dependability and reliability with our customers. “Honesty, integrity, and dedication are the basis this company was built on,” quotes founder Bill Starbuck, who began the company almost 50 years ago. STAR wants the trust of all its customers, but we also expect to work hard to earn it. The efforts and results of the STAR team over many years have given us the right to put the word ‘TRUST’ in our slogan. Our customers agree not only in word, but also with their actions, deciding again and again to call on STAR for all their construction needs. Over 60% of our business is with repeat customers. And it’s not only because we provide comprehensive construction management, expertise in many types of construction, and impeccable service. It’s because they TRUST us to work hard and intelligently to provide them with a result they won’t regret. In today’s competitive economy, smart business owners will eliminate risk whenever possible. When you team up with STAR, you can expect us to work with the level of skill and effort necessary to earn your trust.



Kim Mulder
President of Star Inc.

STAR team members on the move

Frank Restifo has been named Director of Business Development. Frank’s responsibilities include heading up all company marketing efforts as well as becoming more involved with area businesses, community service groups, and other contacts to offer STAR’s services to those considering expanding or building new facilities.

Mel Akers has achieved the elite certification as a Concrete Field Testing Technician, through the American Concrete Institute. Extensive training and testing in the classroom and the field will allow Mel and STAR to provide the highest level of quality control to our customers’ projects.



Frank Restifo
Director of
Business Development



Mel Akers
Construction
Superintendent

DID YOU KNOW?

In 1555, Ivan The Terrible ordered the construction of St. Basil’s Church in Moscow. He was so pleased with this piece of work by the two architects, Postnik and Barma, that he had them blinded so they would never be able to design anything more beautiful!

How does the current economy affect your decision to build?

The economic effect of the September 11 tragedies can’t be ignored. But it leaves many business owners questioning how much they should invest in new, improved, or expanded facilities.

John Funderburg, a commercial loan officer for Lorain National Bank, offers some guidance. “Some of the best loans are made during a ‘tight’ economy. First of all, the environment requires owners to be more intelligent, prudent, and realistic with the way in which they invest in their companies. This makes for more strategic and effective use of borrowed funds. Secondly, the current low interest rates can offer substantial savings to the company. This can allow for greater leveraging of the interest expense to build more with the same cost. Or these savings can provide funds to use in

other areas of the company’s finances. Finally, the ability and decision to build in a market like this demonstrates to the public that you’re a strong company with a vision towards the future.”

Every business operates under slightly different circumstances, but the one consistent factor is this: information always improves the quality of decision making. STAR encourages any business owner to meet with us early in the planning stages of any construction project. For almost 50 years, we’ve been helping area businesses grow. Allow us to help you determine what type of structure might best suit your needs, so the use and function of that project strengthens your company to be more productive, profitable, and successful in the coming years.

Building businesses in Northern Ohio - recent STAR projects

Shown here is just a sampling of the many projects STAR has recently completed. Go to www.starinc.cc for more.

Visual Products becomes an appealing, yet highly functional center for the company's showroom, offices, and distribution in Wellington, thanks again to our in-house architectural team.



Ed Tomko's Chrysler / Plymouth / Jeep / Eagle Dealership in Avon shows how an owner's vision becomes reality thanks to STAR's in-house architectural team. The completed facility received rave reviews from some of Chrysler's top national executives!



The new **Florence Township Fire Station** will provide that community with improved facilities for their safety personnel and equipment for many years to come.



Doud's Veterinary Hospital in Oberlin shows how multiple use facilities can be built for both efficiency and aesthetics. STAR provided complete construction management services for a seamless, turnkey operation.



The Quarry Centre in Amherst was completely transformed into a clean, modern business center. STAR's quality craftsmanship coupled with some creative value engineering resulted in an appealing facility for incoming businesses.

AgriNomix spanning new office, assembly, and distribution center improves their ability to do business with companies around the world. The pre-engineered metal building in Oberlin is over 33,000 square feet, and was designed with future expansion in mind.

Trinity Evangelical Free Church in Amherst off of Middle Ridge Road now has a much larger facility to accommodate their expanding congregation, thanks to STAR's efficient construction methods.



Wayne Manor, a retirement center in Smithville, continues to expand. Owned by Sprenger Enterprises, this state-of-the-art facility provides another example of how STAR's long-term relationships provide continued opportunities for growth. Many design elements were incorporated to minimize the costs of future planned expansion.

The Pinnacle Professional Building is quite an attractive asset to the city of Amherst, providing professional and convenient facilities for several local businesses.

CON/STEEL Tilt Up, *cont'd from page 1*

In tilt-up construction, concrete wall panels are cast horizontally on the floor slab, and after proper curing, are tilted-up into place by a large crane.

Kim Mulder, president of Star Inc., said that by formally aligning with the CON/STEEL Alliance, STAR will provide customers another superior building option that competitively delivers projects faster and easier than many other methods.

The CON/STEEL Alliance is comprised of contractors throughout North, Central and South America who share a 25-year history and over 650 projects totaling more than 45 million square feet of tilt-up buildings. CON/STEEL provides engineering and architectural support, field training, and marketing experience to members of the Alliance.

Watch for future notices of a tilt-up concrete project going up for your viewing. Visit www.consteel.com for more details.



Under Construction

Just a sampling of the many projects STAR undertakes. See our website for more! www.starinc.cc

Bass Truck Center This 18,000 square foot sales and service center is located in Sheffield, off of Route 254 near Route 2. With STAR's help, Bass will demonstrate that they are truly "Serious About Trucks."

Summit Building This professional office center is located off of Oak Point Road just north of Cooper Foster Park Road, and will provide a great location, plenty of space, and custom facilities to area businesses.

Westpark Carwash is located in Lorain on Rte. 58 just north of Meister Road, and will contain a total of four bays to serve area commuters.

Firelands Elementary School in Oberlin receives a new library, administrative offices, computer lab, and more classrooms as part of STAR's third project for the Firelands School District.



*Building Trust
Since 1955*

www.starinc.cc

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