

BUILDING MORE WITH LESS

Genuine Builders is known nationwide for building the biggest and best grain and fertilizer storage facilities faster than anyone. BEP systems from Western Forms have allowed Genuine Builders to cut lead times and labor expenses by more than half.

Jim Bunker and his 300-person team at Genuine Builders Inc. (GBI) of Arlington, South Dakota, know how to stay busy. Over the course of any given year, GBI crews, on average, will pour over 150,000 cubic yards of concrete for dozens of projects nationwide, mostly in the agriculture industry.

Steel-ply forms and various gang forms have been the choice of equipment at GBI for many years. But the gang forms used by GBI have required large cranes, and the steel-ply forms typically require more time and labor to set up and strip.

Looking to reduce labor and crane costs, Bunker started to explore new forming equipment options about a year ago. He ended up buying his first set of BEP big panel aluminum forms from Western Forms. The new equipment has already made a big impact on his company's productivity and profits.

"The new forms from Western have made all the difference in our business this year," said Bunker. "We only need one or two trucks to transport the equipment, as opposed to six with our steel-ply forms, and we only need 25-30 men per project now, as opposed to 60. Those are huge savings for us."

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President
Genuine Builders Inc.



SHORTER LEAD TIMES, FASTER CASH FLOW

Since 1997, GBI has worked on projects in 35 states and mostly specializes in building football-field sized grain and fertilizer storage facilities. These facilities often have approximately 2,500 to 4,000 yards of concrete in the walls alone.

Chris Valencia is a project superintendent at GBI, handling everything from proposals to schedules. He and his teams work with the Western Forms BEP systems and have seen what they can do to productivity.

“With the Western Forms panels, we’re able to do big projects in days, rather than weeks,” said Valencia. “We can do upwards of 160 yards per day. The BEP systems from Western Forms are much faster and easier to set up than our steel-ply forms equipment.”

Steel-ply forms also require new plywood facing that needs to be replaced from wear and tear. BEP big panels from Western Forms have smooth aluminum or composite plastic facing that wears longer and keeps walls smoother and more uniform in appearance.

“We have fewer seam lines with Western Forms equipment, and none of the imperfections that come from wood,” said Valencia. “Customers are even noticing



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and complimenting us on the finish of the walls.”

GBI projects typically require taller and thicker walls, ranging from 12 to 16 feet tall, and up to two feet in thickness. No matter the height requirement or wall thickness, the Western Forms withstand any test, including Valencia’s critical eye on performance.

“We are all about safety, speed and quality,” said Valencia. “I’ve worked with gang forms for years, and just haven’t seen anything easier, faster or simpler than Western Forms’ BEP big panel system. They’re safer to handle, too, which is another bonus.”

In the short year since GBI switched to Western Forms, it has made most of its money back already.

“Our initial investment was about \$375,000, and we’re on track to make that back in our first year,” said Bunker. “The labor savings is the big win but we’ve also saved in transportation and new ties. We were

A SOLID, SAFE AND PROFITABLE PARTNERSHIP

1. Genuine Builders Inc. (GBI) builds concrete specialty grain and fertilizer storage facilities all over North America. Walls reach 12 to 16 feet high and stretch to as much as 16,000 total lineal feet per project.
2. GBI made the switch from steel-ply to Western Forms aluminum systems for labor and transportation savings.
3. GBI’s initial investment of \$375,000 will pay for itself in less than one year.

spending about \$300,000 per year in consumable ties with our steel-ply forms. Our BEP forms from Western only required an investment of \$30,000 in tapered ties and those are reusable.”

Bunker appreciates the engineering and efficiencies of the new forms, but he also appreciates the people behind them.

“The people at Western Forms have been great to work with, real partners,” said Bunker. “They took the time to learn about our business and listen to our needs. They even created custom pieces for us to use on our projects so we could get even more from our investment with them. The decision to work with them has been a good one for us.”

For over 50 years, Western Forms has served concrete contractors nationwide and around the world with our patent-protected, lightweight aluminum forming systems. We also provide expert advice and design consulting on projects large and small. If you’d like to talk about how we could support you and your team, call Jim Aylward at 816.560.2778. We’re ready to help.

