

CONCRETE RESULTS FOR THE CONCRETE INDUSTRY™

INCREASE SALES & PROFITABILITY

For the past ten years Concrete Results, Inc. has been guiding our clients to significantly increased sales and profitability. A unique and proactive approach to quantifiable growth and tangible results is making a real impact on the bottom line of concrete product manufacturers in both the US and Internationally.



We Provide Results for the Concrete Industry

*In today's economic climate it's all about getting results.
Measurable results.*

With our extensive experience in management and manufacturing operations, we can help you get those projects off your "to do" list and provide results. Our 40 years of industry experience is directed toward cement, concrete, fly ash, aggregates, concrete pavers, retaining walls, architectural concrete products, wet cast concrete, bagging operations, and manufactured stone veneer.

Our industry is evolving, consolidating, and innovating at a rapid pace. What is the impact on your business, both today and in the future, should you choose to wait until your current workload subsides?

Our clients are growing their businesses in these challenging times and building strong foundations for the future. Employee morale is high and their outlook is extremely positive. Let's do the same for you. Getting concrete results begins by getting started. Give us a call and let us help you get the results you are looking for. I promise you'll be happy you did.

— Mark Muratore, President

Our Companies:

**CONCRETE
RESULTS
FOR THE
CONCRETE
INDUSTRY™**



**CASTIA
STONE™**



Concrete Results, Inc.
P.O. Box 55004, Hurst, TX 76054
p: 817.680.5733
mark@concrete-results.com
www.concrete-results.com

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"Each situation has its own set of drivers and solutions depending upon the personalities, the competitors in your market, and your objectives. Mark's experience in operations, sales, and marketing allows him to offer a unique perspective that is balanced and drives earnings."

— Kirk Edens, President of Allied Concrete

Strategic Planning & Growth Modeling

We will assist your team in the development of both long and short term strategies that will allow your management team, and all your employees, to fully understand the goals and objectives of the company and their role in achieving that success.

INDUSTRY INVESTMENT ANALYSIS

With our global wealth of experience in the cement, concrete, fly ash, aggregates, precast, and concrete products industry we are often sought out by investment banks, private equity firms, financial managers, fund managers, Wall Street industry analysts, and government agencies to provide guidance and clarity on the industry dynamics, trends, pricing, market leaders, and industry mergers that can impact your investment decisions in the industry. We can provide valuable insight to help your company make more confident and knowledgeable decisions from a position of understanding.

Financial Analysis — Opportunity Discovery

A comprehensive review of your financial statements will be the basis for discovering many opportunities for growth, product expansion, inventory modifications, core strength analysis, areas on which to focus attention, and the development of Key Performance Indicators to manage going forward improvements.

Mergers & Acquisitions — Target Identification

Using our depth of familiarity with the industry, we will help you develop a process that will yield acquisition targets that not only make financial sense, but also address intangibles like corporate culture, to ensure a successful integration process.

New Technology Development & Innovation

Our in-house expertise along with our expansive industry relationships allow us to provide you with the innovation necessary in developing new technologies and products.

Cost Reduction Analysis

The complete spectrum of opportunities is evaluated in this process including review of mix designs, raw material options, new technology available, supplier partnerships, transportation, process flow, etc. Several of our clients have saved significant dollars with our involvement and support. We have long-term relationships with many of the raw material suppliers to our industry.

New Plant Construction — Breakeven Analysis

Let us assist you in ensuring that your new plant will be profitable and meet your production needs. We have experience in performing this work for over 40 paver plants, 25 wet cast plants, 18 bagging plants, 12 tumbling plants, and 6 cement plants, 9 quarries, 33 stone veneer plants, and 14 precast plants.

Sales & Competitive Market Analysis

Whether you are starting up a new business or have decided to improve your position in the marketplace, we stand ready to assist.

Operational & Manufacturing Efficiencies

Our approach to this centers in and around the prioritization of the items that will drive real, quantifiable improvements in your factory. Often times, we limit our focus to three or four areas and involve the entire manufacturing organization in the process until the objectives are completed. Once those have been implemented and a part of the routine daily process, we move to the next set of tasks and repeat the process.

New Facility Site Searches & Raw Material Identification

We will work with you to fully identify the factors critical to identifying your perfect location, including environmental & regulatory issues, raw material need, and transportation factors.