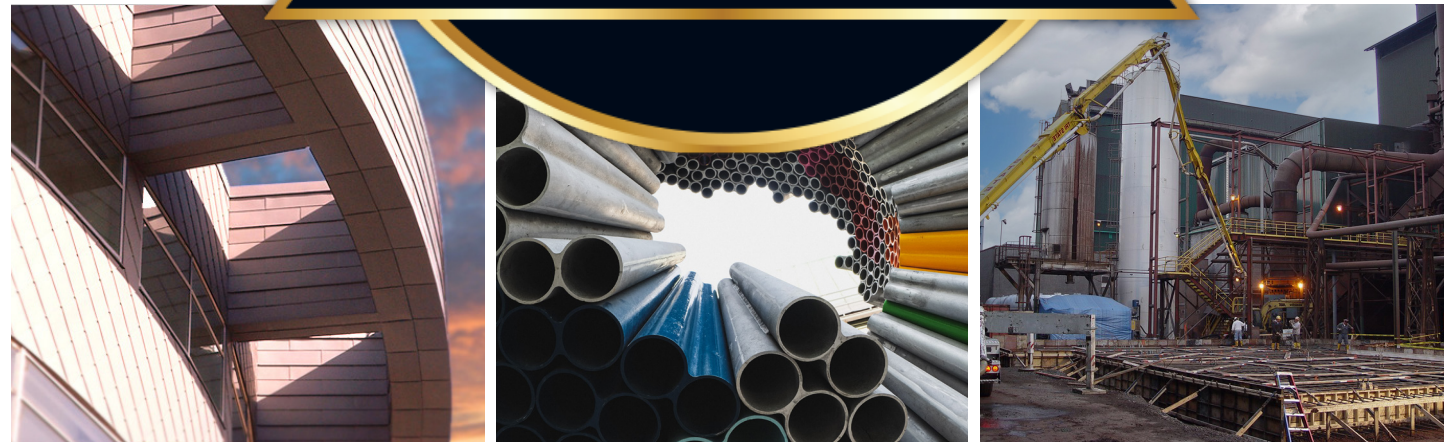


# 100 YEARS

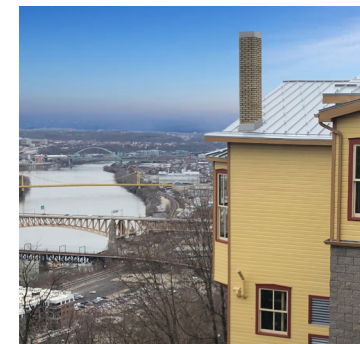
100 YEARS STRONG



**THE PERCENTAGE OF U.S. COMPANIES** that make it to the 100-year mark is such a small number, there is no clear go-to source for accurate data on the topic. We know from the U.S. Bureau of Labor Statistics that only 36% of companies last 10 years and about 21% survive to see their 20th anniversary. Beyond that, the U.S. Census Bureau reports that only about 12% of companies are older than 26 years.

The prevailing theory, though unconfirmed, is that only about a half a percent (0.5%) of all companies have what it takes to last 100 years. This means that centennial firms truly do have lots to celebrate. They're so rare it's difficult to calculate just how rare they are.

**THREE OHIO VALLEY COMPANIES** and OVCEC members that have a lot to celebrate are **KALKRUETH ROOFING AND SHEET METAL**, (101 YEARS), **GRAE-CON CONSTRUCTION** (101 YEARS) and **H.E. NEUMANN** (97 YEARS). These companies have evolved throughout numerous business, economic, and technological changes over the generations, but they are here today to celebrate just what it means to reach that golden centennial mark.



101 YEARS

Established in 1920

**2020 WAS A CHALLENGING YEAR** for everyone, but for Kalkreuth Roofing and Sheet Metal, based in Wheeling, WV, there was reason to celebrate. 2020 marked the 100th anniversary of its business origin. While Kalkreuth Roofing and Sheet Metal got its start in November of 1984, it was the direct descendant of Kalkreuth Brothers, established in 1920. The family-run industrial roofing and metal fabrication company focused on the heavy industrial business that lined the Ohio River banks during the mid-20th century. As that business began to dry up, Kalkreuth Brothers fell on hard times. It was in November of 1984 when two Kalkreuth Brothers employees decided to give it a shot. Grandson and Great-Nephew of the founders, John Kalkreuth, and his business partner, Jim Hurley, decided to start the company we know today as Kalkreuth Roofing and Sheet Metal.

**THEY MADE THIS PURCHASE** with the vision that hard work, good people, and unwavering commitment would make Kalkreuth Roofing and Sheet Metal a success. Starting from very humble beginnings, Kalkreuth and Hurley found themselves on the roof as well, working alongside their men to keep things going. Through their hard work and unwavering commitment to success, Kalkreuth experienced tremendous growth. Over the last 37 years, the company that started with very little has become one of the most trusted roofing and exterior cladding contractors in the industry, whose customers rely on them for access to the best people, products, services, and technology available. They are proactive in the ever-changing construction industry because they continue to exceed customer expectations by enhancing company operations while providing their employees with a safe, stable, and responsive work environment. They strive to stay up to date with industry trends and product diversification, technological enhancements, steady corporate growth, and geographical expansion. Kalkreuth Roofing and Sheet Metal have since opened

offices in Frederick, MD, Columbus, OH, Pittsburgh, PA, and Lexington, KY and has continuously ranked as one of the Nation's Largest Roofing Contractors. However, throughout the years, John Kalkreuth and Jim Hurley never forgot where things got started.

**EVEN WITH ITS RAPID GROWTH**, Jim and John chose to keep their headquarters rooted in Wheeling, West Virginia, where the journey began 100 years ago. If you are local to the Ohio Valley area, you may be familiar with the old warehouse-style building on 41-40th Street, where Kalkreuth Brothers was established. In December of 2011, after their success and growth forced them to relocate, John Kalkreuth and Jim Hurley committed to the Ohio Valley with their purchase of the "Riley Building," a 10-story high rise on 14th Street in Downtown Wheeling, which was ironically built in the 1920s. After extensive renovations to this historical building, it has served as Kalkreuth Roofing and Sheet Metal's Headquarters since 2013. The building is now known as "The Kaley Center," which is an amalgamation of Kalkreuth and Hurley's names. Since day one, Kalkreuth Roofing and Sheet Metal has taken pride in the ability to build the trust and relationships needed to branch out into other locations. In 30 years, KRSM has worked with nearly every big-name general contractor east of the Mississippi and some national and international players. "When we complete a job, we want our customers to feel that we always did right by them," noted President/CEO Jim Hurley. "When we get calls wanting [KRSM] or an individual project manager or foreman back, that's a sign of success," Chairman John Kalkreuth added.

**THE COMPANY'S SUCCESS** is a testament to the core values that are still a focus of the business today, and they look forward to servicing the Ohio Valley area and beyond for many years to come!