

PRO-BILT STRUCTURES LTD.

Knowledge, expertise, and “can-do” attitude allow design-builder to complete any task at hand

BY ANITA R. PAUL

RANDY MEYER RUNS HIS BUSINESS WITH honesty, integrity, and the intestinal fortitude that doesn’t allow him to consider the easy way out. As owner of Pro-Bilt Structures Ltd., he combines those principles with more than 35 years of hands-on experience in the building industry, performing full design-build work on pre-engineered structures for commercial and industrial clients.

Based in Kindersley, Saskatchewan, Pro-Bilt Structures handles everything from the initial stages of budgeting and drawings to the finished product. Clients range from manufacturing and shop facilities to industrial/farm equipment dealers, automobile dealerships, and commercial “big-box” stores, mostly in Saskatchewan.

Since incorporating in 2002, the company has grown its annual revenues to \$6 million due in large part to Meyer’s concept of a service identity. “Our initial concern is 100-percent confidentiality because customers and potential customers need to know that we won’t shop their idea to anyone else,” Meyer explains. Oftentimes, potential developers need planning and budgeting information for a project that is years away from beginning. Many have come to rely on Pro-Bilt to not only provide a fair estimate but to be there when the time comes to get the project off the ground. In addition, Pro-Bilt’s service identity involves a standard of required warranties and criteria, and if an error is found after a building is complete, Pro-Bilt will go back and fix it, beyond the stipulated one-year warranty from the date of occupancy.

It is that kind of honesty and



Pro-Bilt Structures office and warehouse facility, including Bumper to Bumper store.

responsibility that has kept Pro-Bilt growing. Over the years, the company has built many projects of which Meyer is proud. Most recently, Pro-Bilt Structures built the shop and offices headquarters for Hardy Excavating, a group of companies serving the excavation and construction industry. The 20,000-square-foot facility cost roughly \$2 million to complete, and it incorporated a variety of high-end finishes and unique features to meet the owner’s request for the best of everything. Another recent Pro-Bilt project was completed last summer in record time. A 15,000-square-foot retail store for Guy’s Furniture took just under 90 days

to complete, and it totaled in excess of \$1 million.

“Because our buildings are designed to last 50 years plus, our customers can rest assured that what they’re buying today is not going to have to be replaced or repaired tomorrow,” Meyer says. That is just one example of the dedication Meyer has to the building industry and to his customers. And that is what keeps more than 90 percent of his clients returning.

Meyer says that his focus on quality and fiscal responsibility above price is also vital to the success of Pro-Bilt. “We

AT A GLANCE

LOCATION:
KINDERSLEY, SK

AREA OF SPECIALTY:
COMMERCIAL/
INDUSTRIAL DESIGN-
BUILD

ANNUAL SALES:
\$6 MILLION

EMPLOYEES:
18

have to be fiscally responsible so that when the market downturns come, we will be well positioned and not seriously affected by short-term economic changes," he says. Meyer also believes strongly in competitive fair pricing. "We make money the honest way, upfront, so we don't have to overcharge for change orders," he explains. "However, we must be competitive in the marketplace or else we won't get the work. So we build with real costs so that our customers don't fall into the trap of over-financing."

Pro-Bilt is able to do this because it doesn't over-shop suppliers and trades against one another. Instead, Pro-Bilt relies on relationships that it has developed with its trades and suppliers over the years, and on its knowledge of material costs and its expertise in the building industry. All of this, coupled with good, old-fashioned hard work and a "can-do" attitude, pushes the Pro-Bilt team to complete whatever tasks are at hand. "Can't" isn't a word in our company," Meyer says. "It might be difficult and inconvenient, but if it's the customer's choice, it can be done." CBQ



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