

### B&T SEALCOATING AND STRIPING PAINTING A BETTER PICTURE

Bob Pendergrass may not have planned to be a sealcoater, but you could still say he's a natural. His company has only been around since 2003, and it didn't take long to become one of Tulsa's most respected names in the business.

In addition to hard work, determination and integrity, Pendergrass chalks up the success of B&T Sealcoating and Striping to two big factors: painting and partnership.

He's a painter by trade, having painted everything from automobiles to aircraft parts. His last job before starting his own business was working for a large aerospace company, which he says was a "great job. The only problem was it was indoors."



To get outdoors and into business for himself, he looked to sealing and striping and saw potential in the market. His partner and wife, Trish, continued to work at her old job while he started on the business venture.

B&T's first job was a funeral home. From there it was driveways, small commercial buildings and on to larger projects. "I went from talking to everyone and trying to convince them I could do the work, to the quality of work speaking for itself and people spreading the word for me," Pendergrass said.

Large or small, he approaches each project with the same mindset. "We really go the extra mile for the customer and take extraordinary measures to take care of all the little things," he said.

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Pendergrass expects a lot of himself, his crews and his other partner – Vance Brothers. He started out with another manufacturer/supplier but switched after being introduced to our product while subcontracting a large sealcoating job.

"Vance Brothers' product is all I've used since that first big job," he said. "The product is consistently superior. We have a great relationship in every aspect of the business."

Whether it's for a 1 million-square-foot casino lot or a residential driveway ("We haven't forgotten where we came from," Pendergrass said.), Vance Brothers always has B&T's sealcoat and supply needs covered – and then some.

"Sometimes we run out of material at bad times. I guess we're more concerned with putting it down than filling the tank," Pendergrass explained. "That's why I value how they always check on us. I know they have to bring it from Kansas City or Oklahoma City, but they are always very responsive to our needs and it's always here for me."

With a painter's touch, Pendergrass knows how to take it from there. And like any painter will tell you, the job always goes better with a good partner.