

### COATINGS, INC.

## SUCCESS IS ALL IN THE FORMULA

Whether it's the neighborhood tennis court or the 4,200-space Pepsi Center parking lot, if you build a paved surface in or around the Mile High City, Coatings, Inc. will go out of its way to maintain it – on your schedule.

“Our clients have their own businesses or communities to run,” said founder and president Dick Miller. “They can't have us getting in the way, so we accommodate them any way we can.”

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**“The entire line is really good because the formulations last ...”**

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In fact, the Arvada, Colo.-based asphalt and tennis court maintenance company has been working under the motto “Working Around Your Schedule” from day one. Sounds like a simple, sensible approach. But if it were easy, every company would be around after 40 years. Miller's has been, and today is well into its second generation with his son Richard serving as vice president of operations.

The company works throughout the Denver metropolitan area and Colorado's front range, employing 30-40 people. It runs four sealcoating crews, three crack repair crews, two tennis court crews, two infrared repair crews and one crew dedicated solely to tennis court crack repairs. Six plow trucks keep them busy during the Denver winters.

Coatings, Inc.'s work is almost evenly divided among sealcoating, hot pour crack repair, infrared

repair and tennis court work. Miller said the bulk of the company's work is commercial pavements, though municipal crack sealing has grown steadily over the years.

True to the company motto, Coatings crews work seven days a week, often at unusual hours to meet the needs of customers. Miller will tell you there's more to success than being timely and flexible. The quality has to be there, too, and he knows he'll find it every time in Vance Brothers' products.

“The entire line is really good because the formulations last,” he said. “I've been buying from them for almost 20 years, so I can tell you they last.”

Though Drew Leskinen, director of sales and marketing, and Miller's son now oversee the day-to-day operations at Coatings, Inc., Miller is still actively involved. With 50 years in the pavement maintenance business, he knows the value experience can lend to a business.

“It's the same way with Vance Brothers. They're true pros,” he said. “A rookie has everything to learn. The pro knows it already.”

