

BUSINESS & INDUSTRY



Teamed up once again! Lichtefeld Inc. and Butler Manufacturing

By AMY L. PERKINS

"Oh, no! They're back!" These were the words expressed by a competitor of Lichtefeld, Inc. when Paul Lichtefeld Sr., president, told him the company plans to team up with Butler Manufacturing Co. once again.

A local industrial/commercial design and build contracting firm, Lichtefeld, Inc. represented Butler for 11 years until 1981. This year, the company will resume its relationship with the world's largest building system manufacturer.

"We're looking forward to representing Butler again because they have competitive products for virtually every need and will work with us to deliver the best building solution at a reasonable price," said Paul Lichtefeld, Sr.

A variety of construction types can be accomplished with all of the product lines Butler offers. For example, multistory buildings can be constructed with their systems engineering, and builders are not limited to metal wall panels. The "Delta Joist" roof structure allows the use of hardwall systems.

Another benefit of working with Butler is their "Advantage" software system. This system enables the construction firm to price a building and show the appearance on a computer screen while sitting in a client's office, he said.

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Stanley Lichtefeld

The software was recognized as one of the three best software applications introduced in a 1995 competition sponsored by Windows World and Microsoft Corporation.

"Butler Manufacturing's support and top-notch product lines will give us a definite advantage over others," said Stanley Lichtefeld, who handles the company's sales and leasing.

Lichtefeld, Inc., was started by Paul Lichtefeld's grandfather more than 75 years ago and was run by his father until 1963, when the business was turned over to him.

Paul Lichtefeld, Sr. now runs the business with his three sons. Each has a B.S. degree relating to management, real estate or construction from Eastern Kentucky University. According to their father, they have moved the business into the computer

age with estimating, scheduling and cost controls and have implemented other new ideas.

Stanley, who is responsible for sales and leasing, has been with Lichtefeld Inc. for eight years; Paul Jr. worked in real estate development for Kentucky Fried Chicken and Rally's before joining the family business as the head of construction management; and their brother, Mark, joined them two years ago to handle estimating.

For the Lichtefelds, a project begins with goals and preplanning prior to land acquisition and continues with financing, design, construction and finally, occupancy.

Among other services, the firm is capable of helping clients save money in the site selection process and setting up the financing package required to complete a project.

"I believe too many buildings are built over budget," said Paul Lichtefeld, Sr. "And sometimes they don't even address the needs of the owner."

During the past two decades, his firm has built more than 10 million square feet of office and warehouse space, and he prides himself on completing 95 percent of his projects within budget and on time.

For more information about Lichtefeld, Inc., located at 629 S. Fourth Avenue, call (502) 589-4777.