



**John Malitz**

**Malitz Construction Inc.**

**F**or the past 25 years John Malitz has been busy building a future for his family and his employees at Malitz Construction, Inc.

But he is quick to credit those who work with him for where the company is today and where it is headed in the future.

John and his wife, Claudia, welcomed the construction industry, friends and family to their offices on Crownhill Boulevard Mar. 11 to celebrate the company's milestone.

**Tell me how you got started in the construction industry.**

I grew up in a family of plumbers, so I was around construction sites from a very young age. My dad, Bob Malitz, was a residential plumber for many years, but during my high school years, he worked on commercial projects.

He did big mechanical projects in San Angelo at Angelo State University. I always worked with my dad. He often-times had me on the dumb end of a shovel, but he always made sure I had plenty of water.

I met my future wife, Claudia, during high school in San Angelo. We married while we were in college. She was attending Trinity University and I was at Angelo State. After we got married, I transferred to Trinity, which at that time, had a major in homebuilding. I majored in homebuilding and got a good foundation in estimating, construction methods and materials, and in scheduling.

Right out of college I went to work for C. A. Logeman. He had been in the construction industry for 35 years when I went to work for him. He did a lot of public work that was hard bid. I worked with him until he retired. After Logeman, I worked for another local general contractor who did a mix of bid work and negotiated projects, so I was exposed to different ways of doing business.

**When did you start Malitz Construction, Inc.?**

March 11, 1985, so when we had our anniversary celebration on March 11,

2010, it really was our 25th anniversary. It was my dream to go into business 10 years out of college. I graduated from Trinity in December 1974, so our beginning was very close to my goal. Our first office was at 7809 Broadway. It was just a secretary, a copy machine and me.

My commitment was to work for five years with no project managers, just doing the work myself. I was committed to long hours. We are still relatively small, but 25 years later, we have six more project managers on our team.

**What was the very first project for Malitz Construction?**

I think the first project we did was to replace the canopy over the carousel at Kiddie Park. That has been a full 25 years ago. I don't remember the price of the job, but I am sure it was under \$10,000. It was a very humble beginning. We started with no projects on the books. Thankfully, business has grown considerably since then.

**What was it like starting a construction company 25 years ago?**

My wife and I had a 4-year-old son and 2-year-old twin daughters when we went into business. I remember going to work at 4 o'clock in the morning, then coming home to help Claudia dress and feed the children so she could get to her banking job on time. Then I would go back to work, come home for dinner, and then go back to the office.

I was never very good at working from home. I liked to start early and then be with the kids until their bedtimes. Stephanie and Natalie are 27 years old now and Ryan, who will be 30 in June, has been working with us since February of 2009.

**Looking back, what type of projects has Malitz construction focused on?**

My mode of operation has been "We will hang a door or build a building for you." No job is too small, but we are capable of large projects as well. We pride ourselves in the many clients for whom we have done multiple projects. If the phone rings and someone wants a good quality job, we are interested.

We have done a lot of medical work with many projects for the same owners. We have done many projects at Trinity University over the last 18 years and are pleased to remain involved in the Business Affiliates there. We have served as chairmen of the Trinity Business Affiliates for the past year.

Jimmy Cavender's family auto dealerships have been clients since the very beginning and we have a significant number of bank projects on our resume. We recently completed a beautiful convent on the east side and have built several churches. We don't do production homebuilding, but have a couple of new residences under construction. We do a broad range of both renovation and new



Photo by Paul Overstreet/Overstreet Studios

Standing in the top right of the photo are John, Claudia and Ryan Malitz, joined by the staff of Malitz Construction, Inc. at the 25th anniversary celebration

construction.

**How long has Malitz Construction been located on Crownhill Boulevard?**

I think we have been in this building for eight or nine years. It was the best decision we ever made to buy this property so that we have a comfortable workplace with room to grow and spread our wings. Prior to buying this property, we officed in two different locations on Broadway.

**What is your secret to success?**

We're not there yet. It has only been 25 years. I think one of the reasons the 25 years has gone so fast is that I love this industry because nothing is cookie cutter. We don't build the same widget every day. Everything is custom. You have different personalities involved, whether it be the architect, the owner or subcontractors.

We have grown from a very small company to a larger staff of project managers, superintendents, carpenters and laborers and office staff, but in a very controlled way.

**I understand your son, Ryan, works with you now.**

Ryan graduated from Texas A&M in 2002 with a degree in construction science and worked as a project manager in Houston until January 2009. He came to work with us in February 2009.

Ryan announced in the fifth grade that he wanted to go into the construction business and that he wanted to go to Texas A&M. I told him that he was not invited into our business on day one, that he had to go work somewhere else to have another look at the industry. I only know my way to do things, and if our company is going to succeed and move to the next level, it will need some fresh ideas.

**What will the future bring for Malitz Construction?**

What I hope is in store for this company is that I will work less and Ryan will work more. We have seven project managers, superintendents and a great staff of foremen, carpenters and laborers – all superstars. I am nothing without all the team! I don't do anything by myself. Whatever success we have had for these 25 years is not because of me, but because of the great staff and employees we have.

It is a good team effort over here and everybody works really hard. There is a great future in front of us. Another thing that has been important to me as this business has grown and developed is that bigger is not better. I don't really have any aspiration for Malitz Construction, Inc. to do \$20 million one year and \$30 million the next, then \$40 million and \$50 million.

What does matter to me is that we do good quality work and we work with good quality clients. We have worked with some of the best and expect that to continue. As far as what the future brings for this company, our son and the other superstars in the company will be part of the future. They are not just employees.

I think the youngsters in our organization will be great for this company and it will go on for another 25 years, and somebody from *Construction News* will be here to interview those guys at our 50th, and hopefully my wife and I will be spending time goofing off.

**What do you enjoy doing in your free time?**

I love to play outdoors! I love hunting, fishing and snow skiing. I love to water ski as well – really anything involving water, whether it is frozen or running. It's just great to be outside. –kf

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L-R: **Joe Ramirez III, Lucia Flores and Ryan Klekar, Ram Roc Construction Company**, are enjoying their newly remodeled offices on Broadway. Ram Roc Construction is a general contractor. –kf