

JOINER CONSTRUCTION INC

Since 1998

Back in the late 1990s, some older guys in Ellinwood noticed two of their young neighbors trying to make their own way in a new construction business. And lo and behold, those older folks came up with projects that may or may not have been necessary at the time.

The result of this community support is the thriving Joiner Construction Inc., 411 E. Santa Fe, Ellinwood. Justin Joiner, an Ellinwood native, is president of the company that has 29 employees.

When the business was just getting off the ground, “the older guys might have seen us covered in dirt and say something like ‘hey, my shed needs a new roof,’” Joiner recalled, noting his business partner was a hometown, childhood friend. “Maybe the shed really didn’t need a roof but they liked seeing us young, local boys out there working.

“They were saying ‘let’s give them something to do,’” he continued. “They appreciated us and we appreciated the opportunities they gave us. This is one very generous community.”

Joiner Construction services include: general construction for commercial, industrial, agricultural and residential markets; construction management; all types of building construction; new commercial; commercial repair and remodel; new residential; residential repair and remodel; residential roofing and repair; new ag; ag repair and remodel; new industrial; and industrial repair and remodel.

The repair and remodeling services also help with the rental side of the business, Joiner Properties.

But if Joiner is asked to name a specialty, a particular service is not what comes to mind first. “Our specialty is going out and performing at a top level every day,” he said. “But I guess you could say a specialty is putting a building up from the foundation to the structure itself.”

Throughout a conversation with Joiner, he credits his employees for their role in the company’s success. “I am really proud of how we work,” he said. “We get up before the tweety birds and take a lot of pride in it. The guys buy into the culture of what it takes to be successful.



From left to right: Estimator Logan Burns, Vice President Derek Joiner, Owner and President Justin Joiner, and Roofing Manager Luis Morales review plans for an upcoming project. Shay Kasselmann, Office Manager, is not pictured.

“I learned years ago that all of us have to understand this culture and the long-term goals,” Joiner elaborated. “Managers have to learn how to teach and be leaders – show by example.”

And everyone has to be willing to step out of a comfort zone. For example, even if someone is a great carpenter, he cannot expect to work exclusively in that area. At Joiner Construction, this carpenter would also learn about framing, siding, doors and roof work – the whole gamut of the profession.

No matter what a job’s specs call for, safety is paramount. “We provide all resources necessary to promote safety,” Joiner commented. “It is our responsibility to provide a safe environment – not just for our employees but also for clients and anyone else affected.”

Joiner’s safety procedures, quality materials and other factors can result in a bidding process that sometimes doesn’t compare apples to apples. “We strive to offer a competitive bid,” he said. “If another company offers a cheaper bid, the client should ask ‘why.’

“There could be many reasons – no workman’s compensation insurance, poor-quality materials, no safety equipment,” Joiner explained. “We don’t compromise.”

The company opened in 1998, two years after Joiner graduated from Ellinwood High School; he worked out of his home before opening an office in Sunflower Bank. The business has been in its current location four years; it also has a building on the east side of town.

It runs three to six crews “but that is ever-changing,” Joiner said. “We have to consider the status of projects, and weather is a huge factor. We might have to jump off one job and facilitate another.

“It could be equipment repair or maintenance,” he explained. “Sometimes we have to get real creative. But we always stay productive so the guys can get their hours in each week. We do what we need to do.”

Joiner learned the trade from Brian Schartz of Schartz Building Construction and Mike Strobl of Strobl-Yarmer Construction, both of Ellinwood. He also had the support of his parents, Don and Rosie Joiner.

Joiner’s brother, Derek, signed on as vice president five years ago and brought another dimension to the company by encouraging more community involvement. This has led to sponsorships of sports and other youth programs, and a vocational trade scholarship.

Justin is thankful for his brother’s input and candid about his own career choice. “I didn’t like school very much,” Justin said. “But I did

like building and woodworking. I remember being looked down upon because I wasn’t interested in a four-year college. I took a lot of woodworking classes in high school. I hope attitudes are changing. If you like woodworking, welding or other trade, you should be encouraged.” —



BEFORE & AFTER

