

CUSTOMER SERVICE IS TOP PRIORITY FOR

Family's Asphalt Business

By Tanya Manus

Customers, family, and quality are at the heart of B & H Asphalt Paving and Maintenance Inc. business.

For the past 23 years, B & H Asphalt has provided parking lot, driveway installation, and maintenance services in western South Dakota. Owners Brent and Cammy Sharkey and Brent's parents, John and Ilene Sharkey (who've since retired), started out in business together in 1993. B & H Asphalt specializes in commercial and residential projects.

"We do everything from preparing and installing driveways and parking lots to doing all of the maintenance work," Brent said. "Maintaining a driveway or parking lot is just as important as maintaining your car. Implementing a maintenance program is the best way to protect your asphalt investment," Brent said.

B & H Asphalt uses high-quality, environmentally-friendly asphalt products and takes pride in making sure every project is done well and looks good.

Whether working on large commercial projects or smaller residential jobs, B & H Asphalt's commitment to quality and customer service is the same. "My favorite thing about this whole business is working with repeat customers and

building a relationship with them and earning their trust," Brent said. "It makes me feel good when the phone rings and it's a repeat customer. Seventy percent of our customers are repeat business. It's huge for us."

This time of year, parking lot maintenance is a service that's especially in demand. B & H Asphalt works with several businesses that are preparing for crowds of tourists. Terry Peters, who owns Best Western hotels in Hill City and Wall, said he's very pleased with the patching and maintenance B & H Asphalt has done at both locations.

"They're here when they tell you they're going to be here, and they're finished when they say they'll be finished. I've never had any complaints about their work," Terry said. "Dan, their job superintendent, makes everything work smoothly when they're on site. They must treat their employees well because I see the same faces (year after year)."

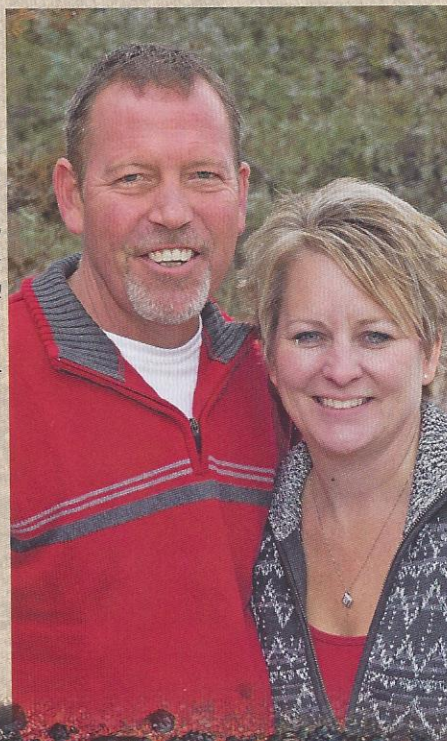
"By far and away, their work is worth the money," Terry said. "They're real customer-oriented."

Piedmont homeowners Loren and Cheryl Stanton are happy repeat customers as well, who look forward to having B & H Asphalt sealcoat their driveway which was installed last year.

"They're excellent, absolutely excellent," Cheryl said. "We were really pleased with the quality of work they did in a very timely manner. We had no problems. They did the job on time, they were very courteous. We just had a real good experience."

Brent credits loyal customers, dedicated
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Photo courtesy of Johnny Sundry Photography



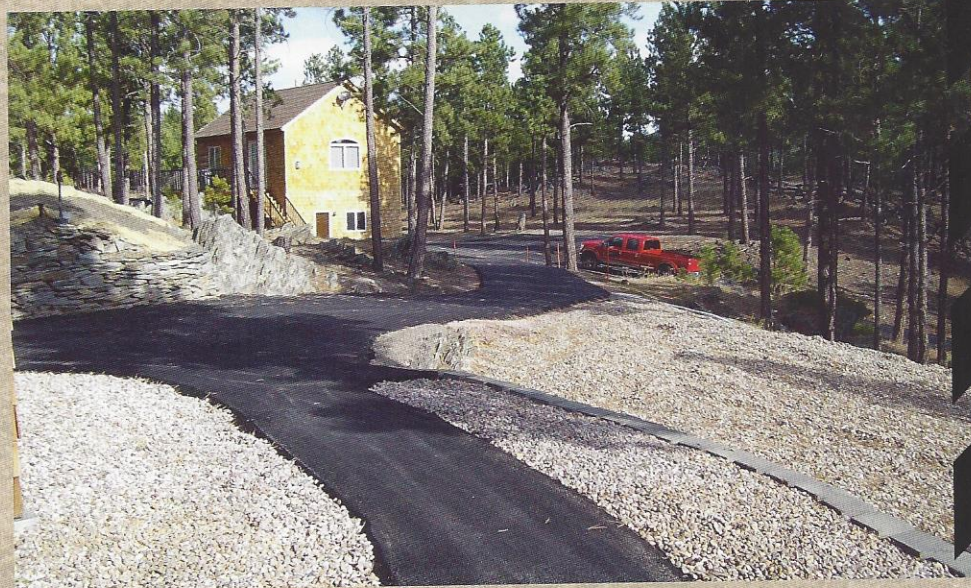
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employees, and a hard-working family for contributing to B & H Asphalt's longevity and success. Brent credits his father John's business knowledge for teaching him many things throughout the years. Brent's cousin Dan Ferguson has supervised job sites for 16 years, and Brent's brother, Howard, has filled many roles in the business for the past eight years. The Sharkeys' sons have pitched in, as well.

Family is the Sharkeys' priority outside of work. Brent and Cammy enjoy camping and boating with their three sons and their son's family. Brent, his father, and his sons also enjoy hunting. The Sharkey family also loves bowling. B & H Asphalt sponsors many adult and youth bowling tournaments, as well as supporting Just Jymnastics and the Stevens Raiders High School Wrestling team.

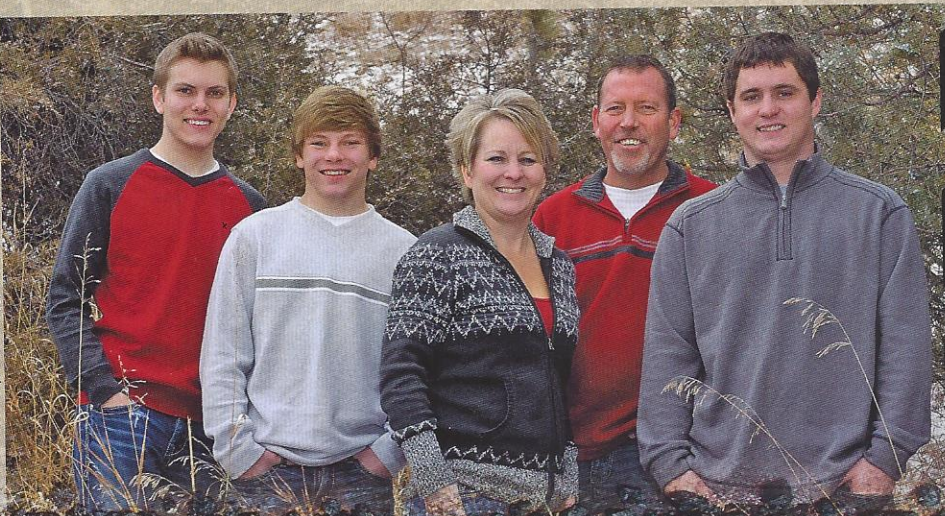
The Sharkeys also invest in their community. B & H Asphalt contributes to the United Way, Newspapers in Education, and other various organizations. They are also members of the Rapid City Chamber of Commerce, the Black Hills Home Builders Association, and the Construction Industry Center.

Ultimately, B & H Asphalt believes in being a local business customers can count on, year after year. •



To learn more about B & H Asphalt's services, contact them by calling (605) 348-1300, by emailing bandhasphalt@midconetwork.com, or by visiting their website at bandhasphalt.com.

Photo courtesy of Johnny Sunny Photography



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Tanya Manus is a Rapid City-based writer and editor. She's also a professionally trained interior redeigner/home stylist who loves helping people use what they have to redecorate their homes. Tanya's hobbies include belly dancing and making a memorable black bean salsa.