

# AMES CONSTRUCTION INC.

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As a business, Ames Construction is defined by the enduring nature of the relationships it builds with customers and employees. SUBMITTED PHOTO

## Strong ties create quality work, repeat customers at Ames Construction

**R**elationships are key to the long-term success of Ames Construction Inc. The company has been in business for more than four decades thanks to strong relationships with customers, as well as the dedication that connects its employees and their work. “The Difference Lasts a Lifetime” is not just a company motto, but the core of all of these relationships.

The Ames website promises that employees pay “tenacious attention to every aspect of your project,” and that is at the heart of the strong and continuing ties with customers.

“Our employees take ownership of their work,” said Mark Yoder, president of Ames Construction. “That’s one of the great things about Ames. We constantly get feedback on the quality of the projects, and that leads to repeat business. We definitely take pride in having a satisfied customer at the end of the day.”

Those repeat customers hail from a variety of

industries, from retail and commercial development to churches. Along with general contracting services, Ames Construction offers HVAC and plumbing as well as service and maintenance. Thanks to the 2015 acquisition of H.W. Nauman & Son, Inc., Ames is now able to include cabinetry as part of its services.

All of that experience and knowledge plays a part in Ames’ biggest project yet, the Shoppes at Belmont in Manheim Township, Lancaster County. The company is putting its expertise gained through past projects to work, and once is again dealing with a repeat client, having worked with the project’s developer before. Yoder said “it’s a great project for us” and will help build name recognition in the Lancaster area.

Part of what helps Ames keep customers coming back is the dedicated faces those clients will see working on their projects. Many of the company’s employees have been there for decades.

“I’ve been here for 15 years and a lot of them were here before I got here,” said Yoder. It was originally a family-owned company, with James Stauffer serving as president until 2016. James was also as the company’s namesake of sorts — when his father, Ivan Stauffer, founded the company, he wanted his name at the front of the phonebook. So Ivan took the “J” off of “James” and named the company Ames Construction.

The current co-owners have careers that span almost the entire lifetime of the company. In addition to Yoder’s 15 years, there is Steve Burrige, vice president of construction management, who has been with Ames for 31 years, and Daryl Martin, vice president of construction operations, with 35 years at the company. Those relationships and many more like them fuel Ames Construction’s success.

“It’s our dedicated employees, attention to detail and ability to exceed expectations that our clients appreciate most,” said Yoder.