

Business Savvy

SHAPING
THE
INDUSTRY



George Thomas

GEORGE THOMAS CONTRACTORS,
HILLIARD, OHIO

George Thomas approaches fire restoration and insurance repair differently than most. To keep insurance adjusters happy, he takes both the high-profit and the no-profit jobs.

■ **"We've really developed our niche and approach it differently."**

"What the adjusters like is to be able to close the file and forget about it," Thomas says. "We want them to be able to rely on us for all jobs." He knows

he doesn't make money on the \$3,000 to \$5,000 jobs, but to get the truly profitable jobs in his \$100,000 to \$500,000 range, he accepts them all. He keeps the adjusters happy also by being able to react quickly to any need. He can do that because of the resources at his command.

George Thomas Contractors is part of the Thomas Companies, which includes Leininger Brothers Lumber. When you own the supply company, you get first priority. In addition, Thomas has a dump truck and backhoe and a millwork

operation that give him the versatility and resources he needs to handle any restoration project that comes along.

The company does no advertising to promote itself. Adjusters in central Ohio say, "Thomas is the best-kept secret in Columbus."



PHOTO: RYCIUS ASSOCIATES PHOTOGRAPHY

Insurance repair, specializing in fire restoration
28 years in business

2002 volume:
\$7 million

Staff: 14 office,
40 field

To Our Prospective Clients: Over the years we have completed more than two thousand repair and remodeling jobs in Ohio. We are constantly trying to improve our operations so as to be in step with the new millennium.

We have on staff Joe Culp, Executive Director, Jerry Mudd, Director of Operations, Sandy Thomas, Secretary/Treasurer, Ken Floyd, Coordinating Director, and Dana Buckley, Marketing. All have many years of experience in restoration and helping people rebuild their lives after their loss. Our average employee has been in the business for more than ten years. I have been in the business over thirty years, taking only a few years off to serve in the United States Air Force, Vietnam Era. I am proud of our contractors, staff, and management.

Thank you for using or considering George Thomas Contractor, Inc. and Restorit Cleaning Specialists.

George A. Thomas, President