

IRMCA MEMBER SPOTLIGHT

SHELBY MATERIALS

BEGINNINGS

The company was founded as Shelby Gravel on Veterans Day in 1951 by John Haehl and his brother-in-law, Thomas Wheeler, both veterans. In the 1970's, the second generation took over management, and that consisted of John Haehl Jr., Philip Haehl, and Richard Haehl. Shelby Gravel during the time grew with locations in Columbus, Seymour, Franklin, Shelbyville and Rushville. In the late 70's, a gravel pit was opened in Edinburgh. In the mid-1990s, Shelby Gravel, Hi-Hill Ready Mix (Columbus & Seymour), and Nashville Products were re-branded to the company name operated today. In the late 1990's, Shelby Materials entered the Indianapolis market with Beech Grove, followed shortly by Clermont.

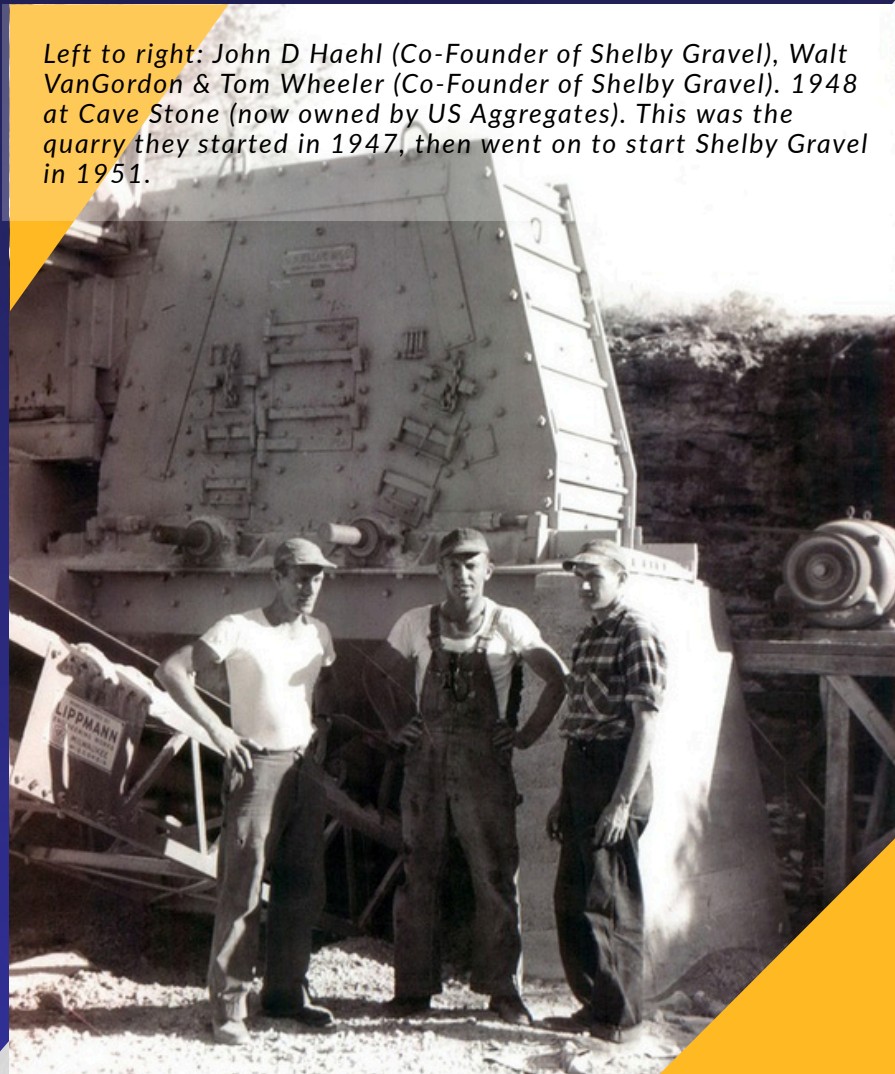
The third generation came on board full-time at this time. Matt in 2000, Aaron in 2005, and Parker in 2013. Over the past few decades, Shelby Materials has added locations in Pendleton, Westfield, Kokomo, and soon to be, Lebanon. Shelby Materials has grown to 12 concrete locations, 2 aggregate mines, and over 300 employees.

SEVENTY-FIVE-YEAR MILESTONE

"Reaching 75 years in business shows we have had a terrific team over the years. It is impossible to reach this type of milestone without having employees who work hard and care about doing a good job for our customers. We have several employees who have worked over 50 years at Shelby Materials, and many have siblings or children who have followed in their footsteps. It's pretty cool to know the people who trained me in driving a mixer or dump truck still work here, and I see them on a regular basis."

--Matt Haehl, Current Owner & President

Left to right: John D Haehl (Co-Founder of Shelby Gravel), Walt VanGordon & Tom Wheeler (Co-Founder of Shelby Gravel). 1948 at Cave Stone (now owned by US Aggregates). This was the quarry they started in 1947, then went on to start Shelby Gravel in 1951.



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“Customer service has always been the foundation of Shelby Materials. Deliver a high-quality product on time while meeting the customers’ expectations. It seems simple, but we feel that if we are honest, provide a good product, and give top-notch customer service, everything takes care of itself.”

--Matt Haehl, Current owner & President

HONORING COMPANY LEGACY, CONTINUED GROWTH, AND LEADERSHIP

with Parker Haehl, Current Owner & Executive Vice President

We have been very fortunate as a family business that our values and vision have always been aligned. I think that is due to all owners working various jobs as we have come up in the business. It allows us each to have perspective and appreciate each and every job that is performed. Just doing the right thing and being honest while providing a good product and excellent service not only honors how the company was started, but also how we have been able to grow.

Being present is very important, and that was taught to me by my father and uncle. They were at work every day, and a lot of things got solved by being present. Leadership has flowed through a few generations of ownership, but there have been and are several key employees in leadership roles who have been integral in our growth. Giving employees responsibility and decision-making power to do what they feel is best for the company is another big reason Shelby Materials continues to excel. Having good people who take ownership and who are trusted to make key decisions is very important.

There are many outstanding suppliers in our industry. Our goal has always been to focus on customer service and deliver a high-quality product. Shelby Materials takes a lot of pride in delivering to all types of projects, whether it is a highway, driveway, warehouse, or patio. Every job is important, and our goal is for the customer to feel like he or she is getting the most out of a good week of work while still being able to make it to their kid’s activities. As we develop future leaders, we value input and continue to offer training and education to give our next leaders the chance to grow.

The concrete industry is a great choice for a career. It is an opportunity to work in an industry that is the cornerstone of growing communities and towns, whether that be through providing concrete for streets, schools, homes, or hotels, you can be involved in different projects every day.

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COMMUNITY IMPACT

Shelby Materials has a long-standing presence in Indiana communities and takes a lot of pride in being a community partner. It's been that way since our inception. We proudly participate and are members of local chambers of commerce and economic development groups. We support many not-for-profits, including Boys & Girls Clubs, Boy Scouts, United Fund, Education Foundations, and proudly sponsor several youth league teams. Our fathers showed us that it is important to support the communities that support our business.

Aaron is a founding board member of a not-for-profit called **Dinner Before Bedtime**. It is an organization that provides meals each night to families in need. He is involved daily with the local restaurants to coordinate the

distribution of these meals. It was started in memory of a family friend and is important to be involved not only for his legacy, but for the town of Shelbyville.

--Parker Haehl, Current Owner & Executive Vice President

SUSTAINABILITY & THE FUTURE

Shelby Materials has been a leader in environmental responsibility. We have had concrete reclamation systems at several of our locations for over 20 years. These allow us to process returned concrete into wash water that can then be reused under certain conditions and clean fill material that can easily be recycled. As far as changes or innovations within the concrete industry, I see the current wave of enhanced technology making an impact on our industry as a whole, whether it is more tools and information at our drivers' fingertips through telematics data, allowing them to do their job easier, AI impacts on quality control and mix design, or the ability to handle large amounts of data.

--Aaron Haehl, Current Owner & CFO

Pictured from (left to right): Parker Haehl (Current Owner, Executive Vice President), Matt Haehl (Current Owner, President), Phil Haehl (retired, second generation Owner, IRMCA Hall of Fame), Richard Haehl (retired, second generation Owner, IRMCA Hall of Fame), Robert Haehl (retired, sales), Aaron Haehl (Current Owner, Chief Financial Officer).



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LOOKING AHEAD

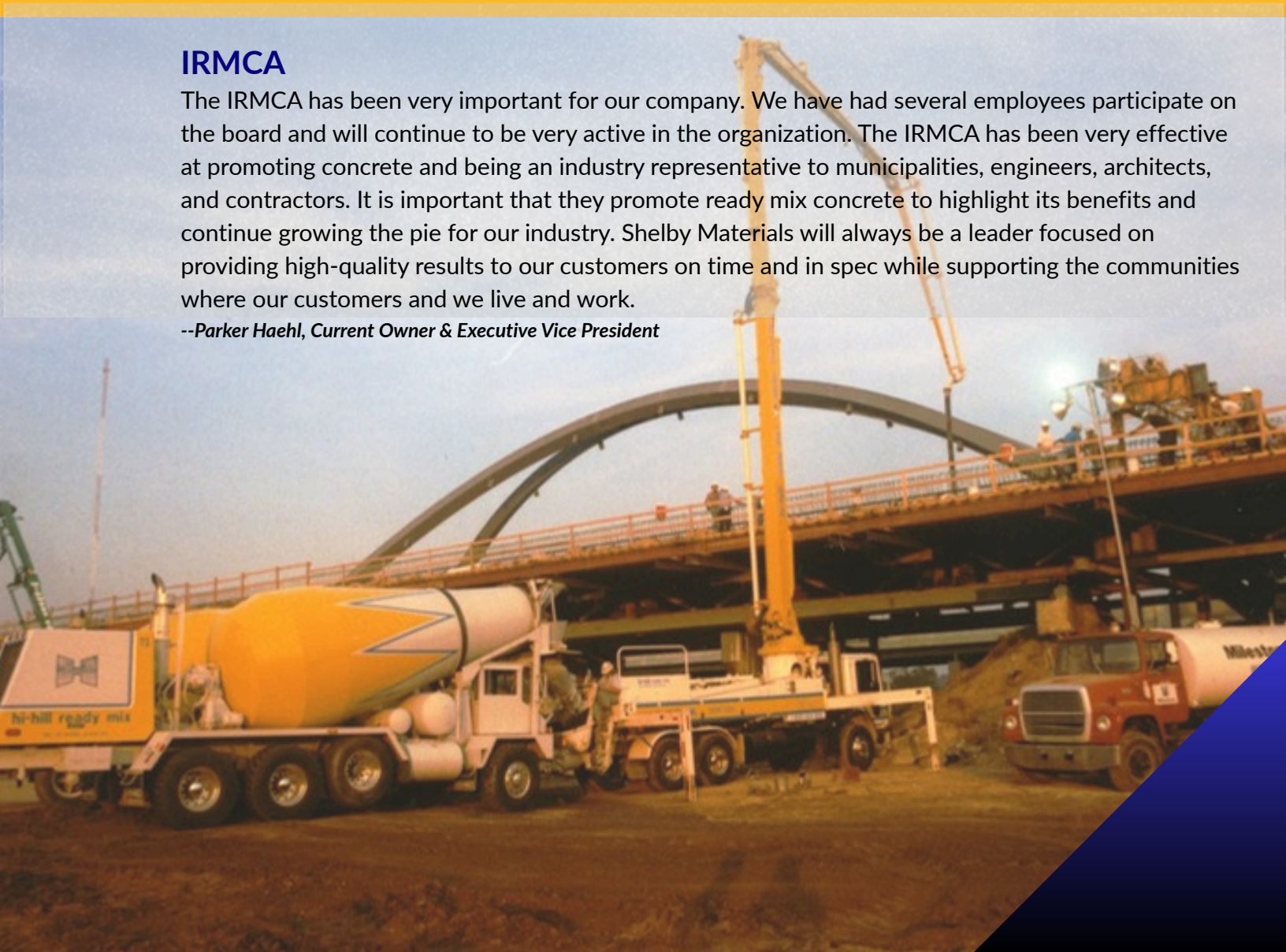
Our priorities will not change over the next 5-10 years. It will always be focused on providing the best customer service and the best product. We will continue to pursue smart market opportunities, but a large focus right now is on our people. Strengthening our internal organization and investing in their growth so the company is able to develop the next generation of leaders.

--Aaron Haehl, Current Owner & CFO

IRMCA

The IRMCA has been very important for our company. We have had several employees participate on the board and will continue to be very active in the organization. The IRMCA has been very effective at promoting concrete and being an industry representative to municipalities, engineers, architects, and contractors. It is important that they promote ready mix concrete to highlight its benefits and continue growing the pie for our industry. Shelby Materials will always be a leader focused on providing high-quality results to our customers on time and in spec while supporting the communities where our customers and we live and work.

--Parker Haehl, Current Owner & Executive Vice President



Above: Jobsite Photo of The Gateway Arch Bridge on I-65 in Columbus constructed in 1997.

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