

Ideas & Information You Can Build On

# Breaking Ground



Before



During



The new Good To Go in Frankfort, Indiana

## A Project As Good As It Gets!

Understanding and meeting the customer's needs is a goal most businesses strive for. Some companies excel at it. Take Good Oil Company, for example. Back in 1941, Good Oil was founded by Don O. Good to provide farm and home heating customers with petroleum products. When Don retired in 1980, his sons Don and Dean assumed the operation of the company. They quickly realized the gasoline service station business model was changing and that customers had a need for more convenience and one-stop shopping, so they adopted the gas station/convenience store model.

Today, there are 17 Good To Go Stores across Indiana and Illinois, and Good Oil Company still provides gasoline, diesel, and bio fuels to farms, homes, construction sites, and retail locations throughout Indiana, Michigan, Kentucky, and Illinois.

Last year, Don Good reached out to The Hamstra Group to construct a new retail store at 7701 W. SR 28 in Frankfort, Indiana. This store would be constructed behind the smaller, existing store, but there was a challenge. The project would need to be constructed in phases to keep the store and the fueling islands in operation at all times. The electrical service in old building would need to remain to power the gas pumps until the new facility was constructed. There were lots of moving parts.

"The biggest obstacle that we had was keeping the current store open, the fueling islands open, and completing construction with the least amount of impact on the customer," says Don Good, CEO of Good Oil Company. "Hamstra and Good Oil worked hand-in-hand, with their teams and subcontractors to plan ahead to meet this goal. There was very little downtime throughout the entire construction process.

Given the size of this project, it says a lot for everyone involved."

The new 9,110-square-foot convenience store includes a large retail area, food prep kitchen, a Subway® store, large restrooms, and showers for the truck drivers. "Don Good redesigned the shower area to provide more space after construction had already begun," says Project Manager Curt Albertson. "He provided us with a sketch, so we went to work and were able to make the changes with minimal impact on the project's budget or schedule. It was a better design, and it has turned out to be a win-win for everyone."

"Curt dropped everything to help us figure it out and, after going back and forth on phone calls discussing different ideas and layouts, we were able to figure out a much better layout," added Good.

This isn't the first time The Hamstra Group and Good Oil has worked together. Albertson recalls working with Good Oil for more than 30 years on numerous projects throughout Indiana.

"We have used Hamstra in the past on projects and have always enjoyed their honesty, integrity and emphasis that they put on customer service," says Good.

Jason Neighbors, Good Oil's Director of Maintenance and Construction, worked closely with Hamstra's Project Superintendent Bill Dykstra to coordinate all the different phases of the project. Hamstra's Derek Bahnerth supervised the

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*The electrical room from the old retail store had to remain during construction to provide power to the fueling islands.*

# Good Oil... *continued from page 1*

project’s plumbing work and Shannon Garling handled the project’s HVAC requirements. This site was very busy, and it was a challenge to keep the business in operation during construction.

“Bill, Derek, Shannon and their crews did a great job working through all the obstacles on this project with the different phases to help keep the project moving as needed,” says Albertson.

Apart from the redesigned showers for the truckers, Don Good’s favorite feature of the new facility is its curb appeal. “It is a beautiful site, he says. “The Hamstra Team worked hard to minimize the impact to our customers. They kept the site clean and did their best to work around the customer instead of the other way around. They understand the importance of the customer and doing their best to keep them happy.”

Just like Good Oil Company.

**The HAMSTRA Group, Inc**  
 12028 North CR 200 West  
 Wheatfield, IN 46392  
 219-956-3111

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