

# Knowledge, dedication and willingness to take risks spur exponential growth for Indiana's Midwest Paving, LLC



**Matt Kelley,**  
President



**Doug Denney,**  
Executive Vice  
President

More than 50 years of combined experience in the paving and construction industry provided Matt Kelley and Doug Denney with the knowledge and backing to establish their own company. In 2013, they opened Midwest Paving, LLC in Noblesville, Ind.

"Our history is the proverbial story," recounted Executive Vice President Doug Denney. "Matt and I worked in Indianapolis for an Ohio-based company until it sold its Indiana division in 2012, but neither Matt nor I wanted to relocate because of family commitments. We worked for separate companies throughout the summer and maintained a close friendship. That led to the age-old story of two guys sitting around, having a drink and saying, 'If these other guys can run a business, we can too.'"

Kelley and Denney's belief in themselves paid off. In the last eight years, Midwest Paving has grown exponentially. It employs up to 65 people and covers a territory from Fort Wayne to Bloomington. The company has two divisions – paving and site work.

Its work in the paving division is divided among municipal and state jobs as well as private contracts. For the site work and development

business, Midwest Paving spends 70% of its time on private subdivisions and the rest on municipal projects, such as pipe and sewer repairs.

"Doug and I have a wealth of experience that's given us the knowledge and bonding capacity to establish and quickly grow the business," said Kelley. "We both come from the old-school mind-set that if an opportunity presents itself, we should reach for it and make it happen. We're also willing to take risks and put in the long hours to see the payout."

## Phenomenal support

Investing in the right equipment for its site-development division has paid dividends for Midwest Paving. It recently added a Komatsu PC210LC-11 excavator and a D51PXi-24 dozer with integrated Intelligent Machine Control GPS technology.

"At first, we were reluctant to invest in GPS technology," recalled Denney. "The roadbuilding business has extremely tight tolerances, which will cost us money if we're off grade and have to redo any work. Once we saw how the Komatsu dozer could save time and money by removing surveying costs while maintaining the accuracy and improving operator efficiency, it was an easy decision.

"Our younger people don't have the same skills as our older operators, but this dozer helps alleviate a lot of the learning curve," continued Denney. "When information is input correctly into the dozer, it's a far more efficient system that is less dependent on outside surveyors and guesswork. The dozer is so user friendly that our less experienced operators can dig to grade on ponds, pads, slopes and swales."

At the Auburn Meadows residential development, Operator Azaria Biven noted how the machine has improved her efficiency. "Compared to other dozers I've operated, the D51 picks up grade better than any other brand. I don't have to fight with the blade digging down too much when making a big cut. When working in wet conditions, the technology will push up the blade to help prevent the tracks from slipping and ensures I'm not moving a big bulk of mud and slop."

Midwest Paving uses its WIRTGEN W 200 Fi cold milling machine to take on a variety of projects throughout the heart of Indiana. "The mill is reliable, user-friendly and makes quick work of any surface," noted Executive Vice President Doug Denney.

## ▶ VIDEO





▶ VIDEO



Operator Azaria Bivens moves dirt at the Auburn Meadows development near Indianapolis, Ind. "Compared to other dozers I've operated, the D51 picks up grade better than any other brand," shared Bivens. "When I'm working in wet conditions, the technology will push up the blade to help prevent the tracks from slipping and ensures I'm not moving a big bulk of mud and slop."

For its paving division, Midwest Paving prefers WIRTGEN GROUP equipment.

"Our previous employer was the largest WIRTGEN owner in the country at one time," shared Kelley. "When we started Midwest Paving, we didn't have much room for error and knew WIRTGEN would be there to support us."

The firm operates a range of WIRTGEN GROUP equipment, including a WIRTGEN W 200 Fi cold milling machine. "The mill is reliable, user-friendly and makes quick work of any surface," noted Denney. "There might be some competitors to the WIRTGEN mill, but there's no equal."

For Kelley and Denney, the support behind the machine is equally important. They work closely with Brandeis Machinery and Sales Rep Jacob Hopper to service equipment and find the right machines.

"What's important as business owners and also to our mechanics and our paving crews, is the support we receive after adding a new machine to our fleet," said Denney. "Both Jacob and the service department at Brandeis are available whenever we have a question and go out of their way to help us maximize uptime."

### Becoming turnkey

Taking on new opportunity and a willingness to take risks has propelled Midwest Paving to



According to Executive Vice President Doug Denney, investing in the right equipment for its site-development division has paid dividends for Midwest Paving. "We use the Komatsu PC210-11 excavator while working on water, storm and shallow sewer lines," he notes.

where it is today. Looking ahead, the company plans to continue adding to its capabilities and deliver first cut to final grade operations for site development projects.

"We're starting to look at bigger equipment and potentially venturing into the site work side of INDOT work as well," added Kelley. "As we go that route, we'll also need some nimbler machines to reach more confined spaces. There's a lot of opportunity, and we plan to continue growing as projects become available." ■



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