



Relationship-Oriented

TRIUNE IS CONSISTENTLY AWARDED HIGHLY SOUGHT-AFTER FEDERAL CONTRACTS. BY KATHRYN JONES

TMV LLC, also known as Triune, stands apart from other contractors in the Dallas region for three reasons, says Vince Fudzie, managing member. One is its relationship-oriented approach to doing business.

"We are in an industry where the customer is not always the primary focus," he explains. "Many of our company's competitors are concerned with net profits and increasing their margins, rather than providing good service to the customer."

Just by the nature of their size, larger general contractors cannot provide the personalized customer service that clients deserve, according to Fudzie – something he says he learned first-hand as a consultant to major construction companies around the world. This led him to establish Triune in 1997. "I felt it was my opportunity to start a business in an industry that was pretty much devoid of successful minority companies," he says.

TMV LLC (Triune)

www.tmvllc.us

- *Headquarters: Dallas*
- *Employees: 26*
- *Services: Construction, disaster response and fuel supply*

"The thing I like about federal work is there are rules – if you follow the rules, you typically end up successful." –Vince

Fudzie, managing member

Fudzie wanted to create a construction services company that was "structurally big, but actively nimble" – which is the second way Triune separates itself from the marketplace competition, he explains.

"Through the collective experience of our employees, we are able to provide the same quality service as a *Fortune* 100 company, but we are nimble enough to quickly react to the changing demands of our customers," he says.

Although Fudzie is the founder of Triune and operates as CEO, "As a company, we don't like titles," he asserts. "As an LLC, legally, I am the managing member." This no-nonsense approach to business management reflects

the third reason Triune distinguishes itself in the industry.

"From the top-down, we have a 'get'er done' mentality," Fudzie explains. "I won't allow people to use the word 'problem.' We call them 'situations.' If not addressed, they may become a problem, but I expect people to have solutions."

Triune's 'Common Thread'

Triune is composed of three types of service offerings: construction services, including general contracting, construction management and integrated design/build; disaster response work for the federal government, such as hurricane, earthquake and ice storm recovery efforts; and job-site fueling services or delivering petroleum products to local, state and federal governments from Gulf Coast refineries. "The common thread is we know how to manage people, processes and equipment in mission-critical environments," Fudzie says. "As a result, our customers often engage us when they have a challenging project that needs to be completed."

For instance, Triune is the construction manager on the New Mexico/Texas portion of the controversial border-fence project – an approximately \$8.2 billion, 670-mile security fence along the southern U.S. border. Triune and general contractor Kiewit have been awarded about half of the 18-foot-tall steel fence that will extend from California to Louisiana.

Triune has a reputation for excelling on projects in remote and hazardous areas, which is what led the company to perform disaster

response work, Fudzie says. In 2006, Triune was a prime contractor in the disaster recovery mission "Operation Blue Roof"; it was responsible for managing the temporary roof repairs on homes and businesses damaged by hurricanes Katrina and Rita in a 10,000-square-mile plot in southern Texas and Louisiana.

Few companies in the Texas and Louisiana area are trusted with the responsibility of delivering fuel to highly secured areas inhabited by federal agencies, Fudzie points out. Moreover, Triune is the largest minority supplier of petroleum to the federal government, a feat that he credits to the company's reliability and relationship-oriented approach to business.

Right now, "It's the perfect time to have a strong track record working with the federal government due to the American Recovery and Reinvestment Act," he says. "The government has a protracted procurement process – projects may be shovel-ready, but it still takes time to bid, negotiate and make awards. I hope in the next six to nine months, we'll start feeling the full effect of the stimulus package."

As the money trickles in, Fudzie predicts an increase in competition for federal contracts. "We are seeing more companies that typically

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don't work with the government try to throw their hats in the ring," he says. "The thing I like about federal work is there are rules – if you follow the rules, you typically end up successful.

"As far as growth is concerned, we want to develop more private customers," he continues. "We've been actively working to develop that market for the last two or three years with limited success, primarily due to the nature of the economy at present. However, I think it's important, while things are relatively tough at present, to establish those relationships, let those companies know who we are, let them know what our capabilities are and let them know that we are more than capable to serve the current and future needs." ♦



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