

# ENABLING WELL-FORMED GROWTH

Garden State Precast meets demand – and profit targets – by staying lean, light and flexible, and with less dependence on steel forms. Smart manufacturing and cast-in-place capabilities using aluminum forms by Western Forms help Garden State gain a competitive edge.

**K**irby O'Malley was troubled the first time he saw it. As CEO of Garden State Precast, he's naturally interested in all aspects of the business, but this was especially concerning.

Pat O'Malley, now vice president of operations at Garden State – and a former college football lineman – was working in the plant one summer about 15 years ago and was struggling to move wood and steel precast forms around the plant. One of the biggest, strongest, and youngest men in the plant was in danger of hurting himself or someone else, plus the process just seemed more difficult than it needed to be.

O'Malley, a trained engineer, and other company principals, formed Garden State Precast in 1999. He knew there had to be better forming systems for companies like his, and after a bit of research, he bought his first set of aluminum forms from Western Forms in 2000.

"We're a privately-held family business, so we're very motivated to treat our people, and our finances, with the utmost care," said O'Malley. "The forming systems from Western Forms have been a tremendous help to our people and our business. We've been fortunate to grow consistently since



*"The people at Western Forms have an entrepreneurial attitude, just like us, always looking for ways to improve and do things better and they prove it with their forming systems. They care about our industry, and our success, as much as we do and we appreciate that."*

**Kirby O'Malley**  
President  
Garden State Precast



1999, and Western Forms has provided some important tools to support that growth.”

## CUSTOM CAPABILITIES, HIGH VOLUME DURABILITY

The Garden State Precast facility is located in Farmingdale, NJ and supplies utility contractors in the states of New Jersey, New York, Pennsylvania, Delaware, and Maryland with manholes, lift stations, catch basins, utility vaults, electrical junction boxes, box culverts, and headwalls for municipal, commercial and private development.

Paul Heidt is the engineering manager at Garden State, handling everything from quotes to construction drawings. He and his teams work with Western Forms systems every day and they are heavy users for many good reasons.

“Western Forms gives us incredible flexibility,” said Heidt. “We can do short runs of odd sizes and unique panels, and we can configure the forms ourselves. We can handle almost anything and that helps us win more business.”

While steel forms may last a lifetime, they require large capital outlays and increased crane time which can slow down profits and throughput.



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Engineering Manager  
Garden State Precast

Heidt had a recent project requiring tapered walls and integrated steps. What might normally require multiple pours with other methods was achieved in one pour with Western Forms.

“When we have difficult designs and projects, the people at Western Forms help us figure them out, sometimes with specialized pieces or components,” said Heidt. “Roman (Brewka) and Jim (Aylward) at Western Forms have saved us a great deal of production time over the years by helping us configure their forms for those specialized pours.”

Garden State was tapped recently to produce new headwalls and endwalls for a large New Jersey Turnpike expansion. More than 600 pieces were poured for that project, all using Western Forms systems. The sizes varied, but Garden State could react to what the customer needed and pour it quickly and cost-effectively.

“Single-size steel molds are expensive and heavy and don’t give us the flexibility and speed that we need in modern construction,” said Heidt. “Western Forms’

## A CONCRETE PARTNERSHIP

1. Garden State Precast serves contractors in the highly-competitive Northeast corridor where price, speed and flexibility are requirements for success.
2. Garden State uses Western Forms for projects large and small, in plant manufacturing, as well as cast-in-place projects in the field.
3. Garden State keeps costs low and throughput high by using Western Forms systems.

people and products are simply a better fit since their forms can be used on almost anything we do and we have access to their expertise whenever we need it.”

As for O’Malley, he still keeps a close eye on the safety and health of his people and his business, and Western Forms has helped him reduce risk and expense in manufacturing so he can reinvest in other areas like sales and marketing.

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*For over 50 years, Western Forms has served precast manufacturers and concrete contractors nationwide and around the world with our patent-protected, lightweight aluminum forming systems. We also provide expert advice and design consulting on projects large and small. If you’d like to talk about how we could support you and your team, call Jim Aylward at 816.560.2778. We’re ready to help.*

