

LAND-RON, INC.



LAND-RON, INC. FOCUSES ON QUALITY AND FAST TURNAROUND IN HOSPITALITY INDUSTRY

by Daniel Casciato

Above: HotelWorld, Las Vegas.

LAND-RON, INC. HAS BUSINESS standards and ethics that are fundamental to how the company operates. They emphasize innovation, diversity, creativity, honesty, and integrity as the core values of the Land-Ron family.

They also work to give their customers exactly what they desire and ensure that they receive the quality that they are striving to achieve. Those who know Ronald Karpiuk, the founder and the owner, shouldn't be surprised. Karpiuk

has always been focused on delivering the best-quality product to his customers.

"That's been the key to our success so far: focusing on honesty, communication, quality pricing, and integrity," says Karpiuk.

Karpiuk loves this business. He came from a residential construction background, and after several years, he got an opportunity to do some work in



“OUR PROJECT MANAGERS HAVE OVER 100 YEARS OF
COMBINED PROJECT MANAGEMENT EXPERIENCE.”

Ronald Karpiuk, Founder and Owner

commercial construction and never
looked back.

“I enjoyed doing the commercial construction work a great deal and began working on hotels all over

the country,” he says. “So in the mid-90s, I formed my own company, Land-Ron Inc.”

Since the company was founded in 1996, they have slowly expanded and

added another office in Orange County, CA. Because they are licensed as a general contractor in 23 states, Karpiuk says that he hopes to add another office eventually.



Left to right: Swan and Dolphin Suites remodel; Marriott Hawaii.

Most of Land-Ron’s projects come primarily from the hospitality industry, mainly hotel renovation and interior design. They work on four- and five-star hotels—like Marriott, Sheraton, Hyatt, and Hilton—all over the country from Hawaii to Puerto Rico. Some of their notable projects include Eden Rock in South Beach, Florida; the Hyatt at Orlando International Airport; and the Swan & Dolphin at the Walt Disney World Hotel.

“We worked on a total of 19 hotels last year and are currently working on nine hotels,” says Karpiuk.

Since its inception, Land-Ron has successfully completed over 250 projects all over the country.

The company itself is very diverse; Karpiuk is from Argentina, with the majority of the rest of team coming from Latin America. Over the last

several years, Karpiuk has built a highly qualified team of craftsmen who pay close attention to detail. They now have close to 40 full-time employees, and also have about 75 subcontractors who work exclusively with Land-Ron.

“We are a growing company,” says Karpiuk. “We also have plenty of experience. Our project managers have over 100 years of combined project management experience.”

Team mentality is one of its corporate philosophies. The company knows that the success of a project heavily relies on teamwork. They enforce a team approach by involving hotel owners, designers, managers, architects, contractors, and personnel to obtain a common understanding of the project that they, as a team, are about to create. “We always work hand in hand with the owners to get projects done, along with the designers and architects,” says Karpiuk.

Delivering a final product on a timely

basis and on budget is very important to Karpiuk.

“We pride ourselves in always being on time and always on budget,” he says. “Quality is also very important to us. These factors have helped us earn repeat business. In fact, we spend very little in advertisement because our customers keep coming back to us and give us projects in other locations.” With each project, Karpiuk says that his team always faces different challenges.

“From city to city, we have challenges

“FROM CITY TO CITY, WE HAVE CHALLENGES WITH EACH PROJECT, BUT WE ALWAYS TAKE CARE OF THE PROJECTS ON TIME AND ON BUDGET.” *Ronald Karpiuk, Founder and Owner*



with each project, but we always take care of the projects on time and on budget," he says, adding that's what makes the job more fun and enjoyable.

"I enjoy going to the different cities that we are in," he says. "It's the diversity of the work that I enjoy the most."

Jodie Hager, the company's senior project manager, agrees.

"Every project has different challenges and different clients have different needs," she says. "Cities have different permit requirements and building codes, so it keeps the work interesting, fun, and challenging."

Although the economy has been slowing, Karpiuk says that this business remains strong.

LAND-RON, INC. AT A GLANCE

LOCATION: Orlando, FL

AREA OF SPECIALTY:
Full-service general contractor

ANNUAL SALES: \$29 million

SALES GROWTH IN LAST
YEAR: 5 percent

EMPLOYEES: 40 full-time, 75 sub-
contractors

EMPLOYEE GROWTH IN LAST
YEAR: 10 percent



Left to right: Land-Ron
hotels; Ronald Karpiuk,
founder and owner.

“We don’t anticipate that the commercial construction industry will be affected by this,” he says. “Our business is still strong, even though the residential businesses is weak in the States.”

Hager adds, “The hospitality industry is strong and hasn’t been impacted by the slowing down of the economy. We expect to continue doing well.”

As Karpiuk looks ahead, he says that the company’s short-term goal is to fine-tune their projects for 2008.

“For the long term, we just want to be known as the leader in the restoration business,” he says. HEQ

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