

ABOUT US

Back in 2014, James Milburn knew something had to change in the demolition business. He had seen too many demo companies bickering with clients over petty issues, “cowboy” foremen careless with safety on site, and firms treating their own workers like strangers.

While his Purdue education and experience in the field had given him a solid foundation, he reached a point of self-reflection where he had to make a decision. He knew customers hungered for a different kind of experience. “I kept thinking, there’s more things that I thought I could do better,” James recalled. “I’m either going to do it on my own or I’m just gonna sit here and deal with it.”

With the speed and force of a wrecking ball, he decided to do it on his own. James cashed out his retirement savings and took a loan from his parents to cover startup expenses – and Milburn Demolition was born. Supporting a wife and young family at home, he knew he’d have to hustle and work hard to make it in an industry filled with established players.

His hunch about what customers needed was spot-on, and within three months of starting his company he had more business than he could handle. The work was coming so fast, James was doing everything by himself – loading trucks, working with clients, superintending, even estimating from his couch after his kids went to bed.

James knew he couldn’t keep up the new pace by himself. So he reached out to his former colleague, Don Collier, and made him an offer to run the field operations side of the business. With more than 25 years of experience, Don brought major strengths in managing labor and resources to the team. While business was solid, the pair knew that taking it to the next level would mean doing demolition differently than everyone else.

The most important factor in their minds was creating a different kind of company culture. Instead of treating workers like a “tool in a hardhat” the way other companies did, they decided their company would work hard, but play hard too. Getting to know their people outside of work created a closer-knit group, one where employees knew the company cared about them, not only about making money. “We’re more relationship-based when it comes to that stuff,” James boasted.

They also wanted to protect those workers in the field. While old-school companies were focused on speed over safety, James and Don invested in the best protective tools and technology to make workers’ lives easier and to limit injuries in the field.

Improvements in field-to-office communications provided huge benefits as well, both for workers and clients. By using tablets, mobile devices, and multimedia, they were also able to offer real-time updates on their projects – a huge benefit over the competition. “So when our customer calls at 6:00 a.m. and our field stopped at 2:00 a.m. that morning, there’s no gap of knowledge,” he said.

These days, James and Don still believe in that same service-oriented, family-first mentality. James has since paid off the loan from his parents – with interest! – and the company has seen exponential growth. Milburn Demolition has become an industry leader in demolition and construction management. With the top fleet of machinery and technology, no project is too big or too small – and no job is done until the client is happy.

Come see the Milburn difference!



2014
Year
Established

206
Projects
Completed

27%
Annual
Revenue Growth

11
Average
Worker Tenure