

**Making Building Easy  
January 2024**



## **Mid-States Concrete Industries Acquires International Concrete Products**



Mid-States Concrete Industries has recently acquired International Concrete Products, Germantown, Wis. Both companies specialize in precast concrete building systems. By combining the high-end architectural precast capabilities of International Concrete Products and Mid-States Concrete's expertise in structural precast solutions, the combined company will provide customers with new opportunities for total precast building solutions. In addition, what makes this acquisition unique is both Mid-States Concrete Industries and International Concrete Products are both multi-generation, family-led companies.

"The acquisition of International Concrete Products is an incredible and exciting opportunity for our teams and our customers," said Jeremy Olivotti, vice president of sales and marketing, Mid-States Concrete Industries. "Mid-States Concrete Industries' vision is to be the safest and most innovative precast building company, and the addition of International Concrete Products makes this a reality. Mid-States Concrete Industries is honored to have the responsibility of stewarding the recognized company the Bisswurm family has built."

"I am proud that International Concrete Products will now become the high-end architectural precast division of the Mid-States Concrete Industries family," said John Bisswurm, founder of International Concrete Products. "The similarities in both corporate cultures made this a natural fit to ensure the long-term success of both organizations."

Both companies have long track records of partnering with customers to find the right solutions for their unique projects. For nearly 78 years, customers have trusted Mid-States Concrete Industries, and for nearly 37 years, customers have trusted International Concrete Products. In addition, International Concrete Products is PCI AA certified, which represents the most highly complex certification level. This certification is for producers of highly complex shapes and has the tightest tolerances ever required.

"A combined Mid-States Concrete Industries and International Concrete Products absolutely adds value for our customers: an easier subcontracting process, faster product delivery, and a high return on investment," said Hagen Harker, president of Mid-States Concrete Industries.

Mid-States Concrete Industries and International Concrete Products have worked on numerous nationally recognized buildings. For example, Mid-States Concrete Industries has completed projects such as the ABC Supply Stadium, Illinois CancerCare, Meijer, University of Chicago Lab School, Glenview Village Hall, Seneca Foods, Kenosha Public Safety Building, and MIAD (Milwaukee Institute of Art and Design). International Concrete Products has completed projects such as Lambeau Field; The University of Chicago Computer Design, Research, and Learning Center; Manpower Group; UI Health Bruno & Sallie Pasquinelli Outpatient Surgery Center; and UChicago Medicine AdventHealth Hinsdale.

The teams at Mid-States Concrete Industries and International Concrete Products will continue to work with their customers every step of the way on their precast projects, including preconstruction assessment, design and engineering support through construction and completion, now with expanded capabilities, to find the right solutions.

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**Introducing Mark Sallmann, Regional Sales Representative**



Mark Sallmann has recently joined the Mid-States Concrete Industries team as Regional Sales Representative. He will work with customers in the greater Chicago-area.

"I am excited to join the team at Mid-States and look forward to putting my years of sales experience to work," he said.

"Graduating with a degree in engineering, I never considered I may end up with a career in sales but I went on a sales career tangent early in my career and have enjoyed the ride.

Meeting with clients and offering solutions to needs they may have is probably what I enjoy most. The consulting-type role involved is gratifying when a challenging project comes to fruition with a successful outcome. I was in the precast industry for around twenty years in a previous position and look forward to getting back to representing that product line."

Given his expertise, Mark looks forward to being the go-to guy for those with precast concrete questions. Precast is a durable product line with multiple benefits such as variety of aesthetic finishes, waterproof, high energy efficiencies, speed of setting the building envelope for quick turn-around times, and limiting sound transmission, to name a few.

"With multiple details for various conditions, precast is an obvious choice for building envelopes, mezzanines, and other structural members," Mark said.

Married for 30 years, Mark and his wife have two daughters that Mark will tell you all about if you ask. He and his wife are extremely proud of them. In his off time, Mark enjoys traveling and reading a good book. One of his happy places would be hiking in the mountains, near a stream or somewhere in a canyon. On his bucket list is to visit and hike in as many of the country's national parks as possible. So far, Mark has been to around twenty of them. He is a diehard Cubs fan and was very happy when one of his wish list items were checked off when the Cubbies won the World Series. Mark also keeps tabs on the other Chicago teams and his Colorado Buffaloes.

Mark was also once lucky enough to encounter "arguably the best running back in NFL history" when he attended a high school reunion at Walter Payton's Roundhouse in Aurora, Ill. Walter Payton walked over to the group, said hello, and chatted with them for a short while.

You can reach Mark at [m.sallmann@msprecast.com](mailto:m.sallmann@msprecast.com) or give him a call at 608.814.1968.

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## Precast Chalk Talk: Episode 52



In this episode of Precast Chalk Talk, President Hagen Harker and Human Resources Specialist Jena Peschang revisit the topic: What is Concrete? It also features a special guest appearance by Donny of Jon Halverson Trucking, Inc.

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## About Mid-States Concrete Industries

Since 1946, we have produced structural and architectural precast concrete systems that

provide our partners with high quality building materials with sustaining performance. Mid-States Concrete Industries recently acquired International Concrete Products in Germantown, Wisc. The acquisition has provided the opportunity for expanded high-end architectural capabilities.

If you'd like to learn more about how precast concrete can benefit your projects, please contact our team today at [sales@msprecast.com](mailto:sales@msprecast.com).

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