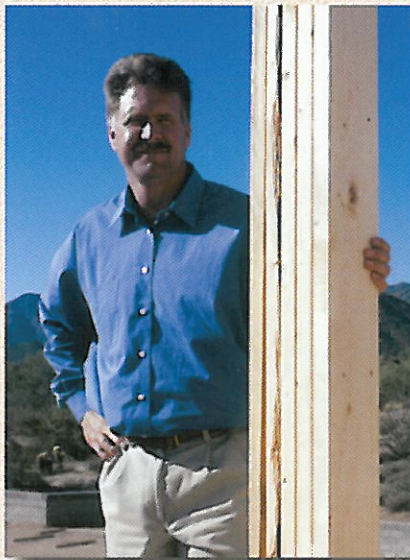


# Stout Precision Development Inc.

## Carpentry Contractor Understands the Process of Cost Effective Designing and Constructing a Beautiful Custom Home

Story by Patricia Vamos

Photos by Wes Grant



Outstanding quality control is an unrivaled aspect of the service Stout

Precision Development provides as a rough carpentry subcontractor in the custom home industry throughout Scottsdale. President Kenneth Stout and his team of professionals are experts in all phases of rough carpentry including heavy timber and viga pole techniques featured in estate size multi-million

dollar homes. The company's commitment to excellence is setting the bar in the industry, one could say. Stout Precision Development is reforming an industry that has lost real purpose to excel in craftsmanship and take pride in its work.

Ken Stout studied architecture at the University of Arizona, and has been in the construction industry since

1982. He started his own business in 1994, with a passion for providing supreme quality service and workmanship. Since that time, his business has grown from six to 22 employees, with net sales increasing from roughly \$550,000 to almost \$2 million in 2001.

Integrity and relationships are a pre-eminent value to Stout Precision Development's business philosophy.

*Integrity and relationships are a pre-eminent value to Stout Precision Development's business philosophy.*

Over the years, Ken has established long-term relationships with several exclusive Valley builders, including Phil Smith Custom Homes, Fisher Custom Homes and R.A. Merritt Custom Homes. He has been working with many of the same people since he started his business in 1994. "I have known Ken Stout for 15 years, and he does a super job. He and his people are very conscientious, and can always accommodate fluctuations in scheduling," said Rick Merritt of Merritt Custom Homes.

# Stout Precision



Because Stout Precision Development has built such a respected reputation of uncompromising trust with those he has the privilege to serve and is their choice preferred vendor, many times Stout Precision Development is selected as subcontractor without even going to bid. "We feel this is due to our ability to give the builder a superior product within their budget," says Ken. Ken's innate gifting and commitment to value engineering, as well as excellence, earmarks his business and places it in a class of its own. While large custom residential projects make up the majority of Stout Precision Development's projects, the company also does occasional commercial work.

## **Value Engineering to Save Money**

During the preliminary stages of every project, Ken prefers to meet with the builders and the architectural team to provide value engineering ideas up front, ultimately saving both the builder and customer money. "I feel that this is an important non-negotiable quality and customer relation service step that provides information that is essential to our understanding the needs and constraints of each individual project," explains Stout. It also ensures that the most unique elements in the most demanding homes can be completed in the way that it was imagined. Ken is

# Stout Precision

intimately involved with all operations of work, providing value engineering ideas as they arise. As a licensed general contractor, he is very skilled in his experience in the industry and is also able to understand and work closely with the other trades to avoid problems well into the job. According to Stout, "I look at every job as if it is my own home, providing the quality and proactive project management I would expect if the owner was my own client."

Another benefit Stout Precision Development provides to its customers is the strength of the relationships of trust and integrity it has with its own vendors. They have been established over the years, bringing confirmed quality materials, price breaks and extra service. His network of vendors can help solve problems and will bend over backward for Stout Precision Development and its customers. Few contractors have established this kind of equity.

At any given time, Stout Precision Development has approximately three large projects under way, lasting anywhere from about six weeks to eight months. Many custom homes

*"I look at every job as if it is my own home, providing the quality and proactive project management I would expect if the owner was my own client."*

*—Ken Stout*

are a combination of several structural materials. The designs typically feature unique and intricate architectural aspects, enhancing views and dramatic spaces. In addition to the rough carpentry, Stout Precision Development's scope of work includes the heavy gauge steel column and beam work that is often needed.



# Stout Precision

## Customers Speak Highly of Stout's Quality and Service

Stout Precision Development's customers speak highly of the company's quality and service, frequently commenting that it has the impressive ability to get on site, stay on site and meet schedules. This stems from Ken's ability to get involved at the design and scheduling stages, remaining in constant contact with the builder, architect and other subs. The company also prides itself in its outstanding ability to work well with the other subs on each project.

Employees are trained to be extremely conscientious about their work, never sacrificing quality for time. Every project is completed correctly. To accomplish that, Stout's employees are willing and ready to tear apart and redo work that does not meet our standards, so that it will be understood and implemented in future applications. Stout emphasizes, "We try to focus on the *PRECISION* aspect of our name on every project, building each project correctly the first time."



One of Stout Precision Development's top priority short-term goals for 2002 is to develop his business in the East Valley, as growth in the custom home market continues to expand geographically at a rapid pace. "With my background in architecture, I provide an important benefit as a carpentry subcontractor that understands the full process of designing and constructing a special and beautiful custom home – that is what makes us uniquely stand apart."

"Today we look forward to every new and challenging project," summarizes Stout. The constant in each is the unique quality and customer service that is Stout Precision Development's hallmark.

*Member: NAHB and HBACA*

**For more information,  
please contact:**

**Kenneth Stout,  
President**

**Stout Precision  
Development Inc.**

**Phone: 480.503.4211**

**Mobile: 602.725.4422**

**license# ROC B114644**

**B-02 139376**