



March 29, 2026

Bill Bundschuh  
Pretech Corporation  
8934 Woodend Rd  
Kansas City, KS 66111

Dear Bill,

I hope this letter finds you well. My name is Ewing, and my partner Mark and I run an M&A advisory firm called Next Chapter. I'm reaching out because I represent a family that I think you should know; not because they want to make you an offer, but because their story might resonate with yours.

In 1965, a man named Joseph Wieser started a precast concrete operation in Maiden Rock, Wisconsin. It was a one-man shop. No investors, no board of directors, no private equity backing. Just a guy who believed he could build something with his hands and leave something behind for his family.

His son Andy grew up in that business. He swept floors, loaded trucks, ran production lines, learned every corner of the operation from the ground up. In 1999, Andy took the reins. And over the next two and a half decades, he turned his father's one-man shop into a multi-state operation with six manufacturing facilities, distribution centers across the Midwest, and over 160 employees who think of Wieser Concrete as more than just a job.

Andy didn't build Wieser Concrete by cutting corners or chasing short-term returns. He built it by showing up every day, investing in his people, and earning trust one project at a time. He served as Chairman of the National Precast Concrete Association and received the Robert E. Yoakum Award, the NPCA's highest individual honor. But if you ask Andy what he's most proud of, he'll tell you it's the people. The long-tenured employees. The culture his family built.

**I'm telling you all of this for a reason.**

Wieser Concrete is looking to grow, and they are doing it the way they've done everything else; carefully, personally, and with deep respect for the businesses they bring into their family. Andy is not a financial buyer. He is not looking to strip costs, replace leadership, or rebrand what you've built. He is looking for companies whose owners care about the same things he cares about: quality product, loyal employees, and a reputation that was earned over years, not manufactured overnight.

Pretech's growth as a family-led precast business with a focus on custom solutions and complex projects reflects a level of commitment and industry engagement that we deeply respect. Your emphasis on engineering-driven work and involvement in large-scale infrastructure projects demonstrates

capabilities that align well with Wieser's own approach. With shared values around quality, leadership, and long-term investment in the industry, we see strong alignment between our organizations.

I want to be straightforward with you. This is not a form letter from a private equity fund running a roll-up strategy. Wieser is a family business that has been in the precast industry for 60 years. When they acquire a company, they keep the people, they keep the name where it makes sense, and they invest in the operation. Their track record speaks for itself.

If you've ever thought about what the next chapter of your business might look like; whether that's today or five years from now; I'd love the chance to have a conversation.

No pressure, no hard sell. Just two people in the same industry talking about what the future could look like.

And if the timing isn't right, I completely understand. But I wanted you to hear this story, because in an industry full of faceless buyers and aggressive acquisition firms, Andy Wieser is something different.

He's an operator, a builder, and a second-generation owner who understands what it means to pour your life into a business. I think that matters.

I'd welcome a brief phone call at your convenience. You can reach me directly at the number below, or simply reply to this letter and I'll follow up.

With respect,

Ewing Gillaspy  
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P.S. I've included a brief overview of Wieser Concrete on the following page, in case you'd like to share it with a partner or family member before we talk.

Appreciate your time and hope to connect soon.