



Seller Success Spotlight: American Classic Construction Inc.

Mary and Martin Lubran founded American Classic Construction Inc. in 1995, successfully providing products and services in the construction industry for both residential and commercial clients. Two years ago, Mary and Martin decided that they wanted to expand their business into the federal sector, so they joined FedBid in order to take advantage of the large number of opportunities. American Classic Construction Inc. currently uses FedBid to supplement their primary means of finding business, allowing constant growth and expansion.



“There’s always something we can do on FedBid. I keep FedBid up and running 24 hours a day, and if I see something, I go for it.”

— **Martin Lubran, President
American Classic
Construction Inc.**

Challenges:

- American Classic Construction Inc. wanted to break into the federal contracting market in order to expand and supplement the business they currently had.
- Due to the nature of the construction industry, American Classic Construction Inc. doesn’t always have consistent work on their docket, so they were looking for a source of consistent business.
- It can be difficult for small businesses to start winning Federal contracts, so Mary and Martin were looking for an easy way to get their foot in the door.

Approach:

- Whenever American Classic Construction Inc. has the capacity to take on additional projects, Mary and Martin use FedBid to find new sources of business.
- Mary and Martin continually check FedBid for new opportunities, focusing on buys in their industry.
- If they have the time, they search for buys in closely related fields and leverage existing business relationships to expand what they can offer.

Results:

- By using FedBid to expand their access to federal sales opportunities, American Classic Construction Inc. is able to supplement their primary business to ensure that they are always operating at full capacity.
- The line of products and services that American Classic Construction Inc. offers has expanded as they have new opportunities on FedBid, allowing them to develop their business relationships.
- Since joining FedBid, American Classic Construction Inc. has been awarded over \$675,000 in federal contracts.





"If I decide to expand into something different, it doesn't really cost us much to investigate and try something new."

— **Martin Lubran, President**
American Classic Construction Inc.

American Classic Construction provides services like:



"It's really helpful how FedBid's market specialists send me notification emails about relevant opportunities. It allows me to be more reactive, as the opportunities come to me instead of me having to look for the opportunities."

— **Martin Lubran, President**
American Classic Construction Inc.



Mary Lubran began her career in Management after graduating from UCLA with her Masters degree in 1980. Following several years in management working for a large national corporation, Mary branched out and co-founded her own company. Drawing on over a decade of management expertise, her new company grew quickly. In fact, Mary's new company operated with a positive cash flow from its inception. Within five years, her company had more than quadrupled its first year's revenue. Fully seasoned, Mary contributes her management experience to help assure that American Classic Construction Inc complies with its goals and values on a consistent basis. With special studies in behavioral analysis, Mary contributes her unique skills to develop and maintain excellent relationships amongst the varied team comprising American Classic Construction Inc.



Martin Lubran was trained as a Statistician with his Masters degree from UCLA in 1976 with post graduate work in Pharmacology and Public Health following. In 1979, Martin worked in Information Technology and in 1984 was promoted into Management, successfully overseeing multimillion dollar projects for Litton Industries. While at Litton, Martin graduated from the Crosby College in Quality Management. Martin extended his commitment to quality when he started with American Classic Construction Inc in 1995. Understanding the costs of meeting client requirements as well as the price of non performance has allowed Martin to hold team members and vendors to the high standards learned at the Crosby College thereby ensuring that American Classic Construction Inc delivers on its commitments.