

primetime

building better buildings

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Primus Builders—Your Construction Solutions and Professional Services Provider

Primus Panel Division Experiences Continued Growth

Founded in 2010, the Primus Panel Division continues to expand, adding another dimension to the in-house services offered by Primus Builders. The Panel Division is a convenient and cost-effective resource for clients who have temperature-sensitive construction needs.

Clients of the Primus Panel Division enjoy such benefits as full-time supervision specific to panel work, a dedicated project manager also specifically assigned to each panel project, a fully trained project team, and high-quality materials, with projects delivered on-time and within budget.

The Panel Division management staff boasts over 35 years of combined experience. Mark O'Connell, the head of the Primus Panel Division,



leads the panel team in a hands-on fashion. Mark oversees each project, from estimating and scheduling to equipment / material procurement and personnel management. Mark is personally

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Primus Named One of Atlanta's Top Workplaces


ajc The Atlanta Journal-Constitution

Primus Builders is proud to announce that it was recently named one of Atlanta's Top 100 Workplaces for 2011 by the Atlanta Journal-Constitution. Primus is honored to be included in this list. We ranked #13 out of 50 business in our size category.

Our goal at Primus is to create a challenging, rewarding and mutually beneficial work environment that thrives even in today's unsettled economy. We strive to promote a positive workplace for our employees, knowing that our people are the fabric of our success, and knowing that employee satisfaction and fulfillment will extend to influence our clients and those we interact with in the business community.

"Our ranking speaks volumes about our employees' enthusiasm and about how they do their jobs," said Richard O'Connell, President of Primus Builders. "We owe them a big thank you, as well

as a thank you to our customers and vendors, for making our work environment so successful. Primus Builders really is a great place to work, and we hope that shines through in our dealings with everyone in our industry."

Being named as a Top 100 Workplace is a milestone in both our internal history, and as we strive to be a leader in the cold storage industry. Thank you for helping us build a better future for both our employees AND our clients. 



The Primus Team at the 2011 Company Meeting



Primus and Garner Economics Form Partnership for Food Processing Site Certification

Primus Builders and site location specialist Garner Economics have announced a historic partnership, which will create one of the most extensive site certification initiatives ever for communities seeking to attract companies in the food and beverage industry.

According to Tony Pitrone, Vice President of Atlanta-based Primus, and Jay Garner, President of Garner Economics, the rationale behind the certification program is to help communities succeed by giving them a competitive edge in pursuing food & beverage companies.

“Speed to market continues to be an important factor with our clients in selecting sites or buildings. When we evaluate a community for one of our food clients, we analyze hundreds of variables that our clients consider important in the selection process. By having a Primus/Garner Certified Food Site, you are ahead of your many competitors

in showing food and beverage clients that your site meets the rigorous criteria that many companies are reviewing in their siting process,” commented Pitrone and Garner.

The Primus/Garner Food Processing Site Certification includes a concise database record for hundreds of valuable criteria and variables necessary to support the critical business decisions of a Food Industry Manufacturer, considering a potential location.

The certification process begins with a comprehensive labor analysis by Garner Economics economist Tom Tveidt, focused on the workforce requirements of the food and beverage industry. This presents solid information to help persuade the community’s prospective clients of the value of the site. Both Primus and Garner technical experts will conduct field analysis of the site(s) to



analyze its location and value for companies engaged in the food and beverage industry. A building layout from Primus engineers is also included, so that a prospective client can see how a building may be defined on the site(s) analyzed. Ultimately, the community will be provided, a report, with the Primus / Garner Food Site Certification label, or in some cases, an action plan detailing specific measures needed to achieve the Certification.

It is believed that this new certification tool will allow for a smoother and faster selection of optimum sites, to the benefit of both the company seeking a location and the community that is chosen. //

Americold Logistics

Americold Logistics has awarded Primus Builders the Design/Build contract for Americold’s warehouse expansion and addition in Indianapolis, Indiana. The temperature-controlled central ammonia refrigeration facility will feature a rack supported high-rise, automated storage/retrieval system (AS/RS). The Indianapolis project is the sixth project Primus will perform for Americold.

A vital part of the country’s supply chain, Americold has seen tremendous growth and recognized the need for a larger, automated facility in centrally located Indianapolis to provide their clients with state-of-the-art support and storage. After a competitive bid process, Americold selected Primus Builders for the Design/Build portion of the project, and Primus will partner with Viastore, whom Americold selected to perform the automated components.

The Indianapolis project will feature a 20,000 pallet storage capability housed within a 72,000 SF building envelope. There will be an additional 25,000 SF of office and dock areas. Temperature-appropriate building materials will be implemented, as this will be a convertible facility to house products from -10 degrees to +35 degrees.

Primus and Viastore have begun working together to integrate building design and engineering with the needs dictated by the automated systems. Design challenges include incorporating the reaction and floor-loading requirements for the storage components into the initial structural design. Other anticipated challenges involve thickening the structural foundation, making allowances for 100’ clear height, providing for a shrink-compensating floor in temperature-sensitive areas, and building a 100’ stair tower for rooftop access. Challenging design and construction timelines will be maintained to adhere to the aggressive project schedule.

The project is currently underway. The slabs have been placed and the ASRS structure is approximately 15% complete. The dock and building support areas are erected and the thermal envelope has begun.

“Green” features of the project will include variable-

frequency drives (VFDs-desirable for their reduced energy consumption) and high-efficiency motors, as well as LED lighting.

The project is slated to be completed in late 2011, approximately one year from project kickoff. Primus has previously delivered successful Americold assignments in Salt Lake City, UT; Fremont, NE; Massillon, OH; and Albertville, AL. //



Americold Indianapolis Facility

Primus Panel Division Experiences Continued Growth *continued from page 1*

involved in every project, and visits each jobsite to monitor progress and perform quality assurance. He meets with suppliers regularly to stay abreast of industry trends, and visits panel and cold storage door manufacturing plants to gain product expertise.

Due to these long-standing relationships with suppliers, the Primus Panel Division is able to procure materials readily and with competitive pricing. All aspects of each new project are taken into consideration to ensure that clients are provided with competitive pricing and premium material that is the most appropriate for the job at hand.

The Panel Division performs panel installation for large warehouse projects, but also has the capabilities to execute small projects as a “turnkey” general contractor, relying on Primus Design Services for engineering and architecture needs. The Panel Division also self-performs the installation of insulated metal panels, doors, windows and floors.

The Primus Panel Division also holds an ASI Technologies Industrial Door Installation and Service Certification. For more information, please visit our website at www.primusbuilders.com. //



Primus Heads Phase II Expansion of Loop Fresh Produce in McAllen, TX

Loop Fresh Produce has chosen Atlanta-based Primus Builders to design and construct the Phase II expansion of their South Texas distribution center. Primus was selected after a highly competitive bid process, and began construction on the site in March 2011.

Primus Builders was the original Design/Build partner for the 45,000 square foot facility, which was constructed in 2007 and houses various types of seasonal produce. The Phase II expansion will incorporate an additional 55,000 square feet of dock, coolers, support and office areas. This phase will have storage areas that are convertible from 34°F to 60°F, and will include 13 additional dock positions. A computer-controlled refrigeration system will control both Phase I and II.

Primus was challenged with providing a flexible

floor plan to handle extremely high shipping and receiving volumes and an ever-changing product mix. During peak seasons, the facility must be able to handle up to 200 trucks per day. Also, due to Loop’s requirement for tight temperature tolerances in the event of compressor failure, the refrigeration system is designed so that any given room will remain at 80% refrigeration capacity.

“Primus Builders is very pleased to partner once again with Loop Fresh Produce,” said Matthew Hirsch, Vice President of Sales for Primus. “We constructed the initial facility with future expansion in mind, so it is exciting to watch Loop Fresh Produce continue to grow. The expansion



will implement some of the latest technology, continuing to provide Loop with a competitive edge in the industry.”

Other highlights of Phase II include consolidated battery charging areas and shrink-compensating floors. Completion of Phase II is expected for Autumn 2011. //

Primus Holds Bi-Annual Operations and Safety Meeting

In May of 2011, Primus hosted its bi-annual company operations and safety meeting near their headquarters in Woodstock, Georgia. While the meeting was a forum to address general company updates and policies, as well as to welcome new employees to the company, Primus management focused heavily on safety training for construction employees who work in the field. John Navarro, COO, and Jay Navarro, Director of Construction led the safety portion of the meeting.

The safety meetings took place over the course of two days and included employee training on Primus’ revised safety program, OSHA requirements, reviewing previous job reports, and safety standards on cranes, scaffolding, electrical equipment, and excavation. The conference also featured a Q&A session with Primus management, Design Services, and Accounting to answer any questions or issues that employees wished to address. //



John Navarro, COO, addresses safety concerns

Upcoming Events

July 30-August 2, 2011

GCCA Assembly of Committees Meeting
Washington, DC

October 6-9, 2011

IARW Southeastern Chapter Meeting
Cancun, Mexico

Autumn 2011

Primus Company Meeting
Atlanta, GA

Primus Incorporates International Division

Primus Builders recently incorporated PBI Canada Ltd. for the exclusive purpose of designing and building projects throughout Canada.

Primus has a proven track record of successful project delivery throughout the provinces. Establishing PBI Canada Ltd. will further ensure that both US and Canadian clients enjoy all the benefits of our ongoing investment in exceptional personnel and resources.

Featured Canadian clients include VersaCold, Cold Logic, and Richardson Oilseed Limited. Several new Canadian opportunities are currently under review. //



PBI Canada Ltd.

Employee Profile: Primus Accounting Department

The Primus Builders Accounting Team



(l-r): Cindie Paschal, Brittany Ledbetter, Jennifer Carlsen, Matt Hott, Josh Roper

The Primus Accounting Department is headed by Josh Roper, Controller, who joined Primus in 2010. His support team includes Matt Hott, Assistant Controller; Jennifer Carlsen, Project Accountant; Brittany Ledbetter, Project Accountant; and Cindie Paschal, Payroll and HR Specialist.

The accounting department acts as a liaison between the company and its service providers,

as well as managing company services/costs and supporting the needs of Primus Builders and Primus Design Services.

The Primus Accounting Department consistently re-evaluates company processes to streamline procedures, making the department more efficient and providing outstanding service to both Primus employees and Primus' vendors and customers. //



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