

PRIMUS | DELIVERING ON SPEED-TO-MARKET



INTRODUCTION

The demand for cold storage design and construction services is at an all-time high. According to MarketsandMarkets™, the cold chain industry is expected to be valued at \$10.2 billion by 2026. That's up from \$4.7 billion in 2021. Further, CBRE predicts the need for cold storage space to increase by 100 million square feet in the same period. And there are no signs of it slowing down.

This white-hot demand has accelerated the speed-to-market needs of grocers, 3PL/PRW providers and food manufacturers. Primus understands these pressures and has implemented processes to expedite the design-build process to meet the needs of our customers.

FRONT-END SERVICE

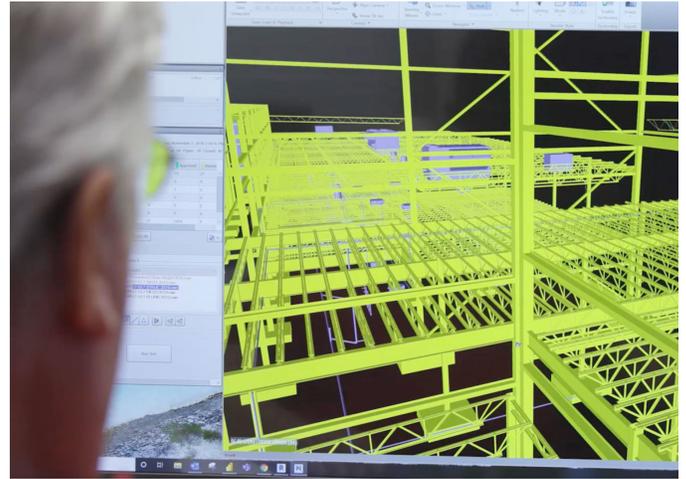
The front-end planning tasks included in the initial stage of development can significantly affect a project's costs, schedule and success. Front-end services help remove the pressure to rush design and preconstruction efforts, resulting in a far more efficient, reliable budget and schedule. Primus' suite of consulting services helps our customers get their projects in the ground as quickly as possible. These include:

- Feasibility Studies
- Site Test Fits
- Site Evaluation & Comparison
- Real Estate Due Diligence
- Incentives Identification & Negotiation
- Utility Rate Structure



MAXIMIZING DESIGN TECHNOLOGY

Primus leads the cold storage design industry in applying technology to enhance the design experience. Our architects and engineers use Building Information Modeling software (Revit, Navisworks, Assemble, PointCloud, etc.) to showcase projects in 3D models before construction begins. This allows critical choices regarding layout, electrical and mechanical components, building materials and other essential elements to be decided before construction begins. Costly clashes are identified and resolved, resulting in a lean, efficient schedule.



AUTOMATION SOLUTIONS

When it comes to moving product efficiently through a cold storage building, the answer is often automation. Primus is one of the few cold storage design-build construction firms with an in-house automation design team ready to deliver an intralogistics plan that maximizes your facility's efficiency, agility and profit.

Primus Solutions Group works closely with all project stakeholders to determine goals for output per day during peak seasons. How many pallets would satisfy your business goals? How many per hour per day? How many robots would help? How fast? Using your data, Primus develops the optimal automation solution that improves your ability to distribute product to consumers faster and safer.

LAST PLANNER SYSTEM (LPS)

LPS is a collaborative planning process that requires all subcontractors to collaborate on project execution. The process provides greater detail from the people working in the field and promotes accountability among the trades.

It starts by creating a high-level master milestone schedule before the first planning session. All major milestones are identified, and the general sequence of how the project will be executed is clear.

When LPS is launched in the field, Primus works with our trade partners and suppliers to ensure all relevant submittal, procurement, delivery and installation dates are accurately represented in the schedule. Then project managers from affected trades collaborate on timing, deliveries, workforce, etc. Each trade is accountable to the team for their contributions.

LPS has proven to be an extremely successful scheduling tool. On a recent Primus project, the field team's Percent Plan Complete was 93%. This means that of the 42 activities the subcontractors committed to in a given week, 39 were completed. The industry average is 54%. By allowing the trades to collaborate on the work they will put in place, Primus can accurately manage the schedule and deliver on speed-to-market.