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## **TRB Development Group listens to their clients' ideas to have success and develop repeat customers**

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There is an old construction saying, "The reminder of poor quality remains long after the sweetness of low price is forgotten." Poor quality happens when there is little planning and cooperation between team members. No pun intended, but the success of a construction project depends on a solid foundation. If we do an excellent job of listening to our clients' ideas for what they want, and we work diligently to help develop project plans, incorporate engineering, geotechnical findings, and research the right materials we are going to have success and develop repeat customers. That is what every builder wants, and that is what we do at TRB Development Group, Inc.

TRB has evolved as a family-owned business for 22 years. We have learned many things in that time, and with learning comes periodic refining of what we do to build better and incorporate more sustainable, durable, and safe construction methods. We have, in that way developed our brand in the areas of retail, commercial, offices, multi-residential, schools, and hospitality. By the end of 2012, we will have built 75 pharmacies and numerous other projects including Planet Fitness in Revere, Mass. and Imprints Day School in North Hampton, N.H. Projects just beginning are Ten Pettee Brook Lane (a new retail/residential building in Durham, N.H.) and 505 Pleasant Street Towers (renovation of 120 apartments in Malden, Mass.).

Several years ago, TRB built a new truck terminal in Manchester, NH. The design called for a pre-engineered metal building. After all the estimates were in, Chief Buildings won the job. That was the beginning of our partnership with Chief, also family-owned, with solid values regarding quality and product longevity. Since then, we have built several other projects with Chief ranging from auto dealerships to distribution centers, and most recently, a 45,968 s/f FedEx ground sorting facility in West Lebanon, NH that we completed in July 2011.

For 50 years, Chief has partnered with independent construction firms who are authorized builders for them. This concept fits perfectly with the goals of TRB Development Group. We are committed to turning our customers' ideas and plans into reality, and when metal buildings are the structural choice, there are many options. They offer numerous panel sheeting systems including five standing seam roof panel choices in addition to their standard screw-down panel, four different wall panels: exposed, semi-exposed, and fully concealed fastener panels, as well as flat soffit panels. All of these choices lead to ease of erection and time savings. In addition to the many choices of panels, Chief offers myriad building styles, and they use gray electro-coated (e-coat) primer with unbeatable, solid coverage that adheres to their structural steel.

Considering the New England climate, whenever a metal building is called for, we are assured that their product is specially constructed with additional insulation to be highly weather- and energy-efficient to withstand heavy snow and wind. We know from experience that their factory-applied, baked-on finishes remain attractive as well as durable for decades requiring little or

no maintenance.

Of three building methods: pre-cast concrete, masonry, and pre-engineered metal, metal has the same fire-resistant advantages as pre-cast and masonry while, by comparison, is easy and light-weight to erect without expensive, substantial foundations and hand labor. We have found that sometimes an Owner will have in mind to expand a facility several years after original construction, and metal buildings lend themselves to easy modification because they are built with non-load-bearing walls. Another bonus we are always hoping to achieve is the economy of time to finish a project early. Metal can be up to 1/3 faster than other building choices. Also, we like how they are unlimited in size and shape, have aesthetically pleasing facade choices, and how there are many ways to design the interior space.

When the structural choice is a metal building, TRB can present any style in Chief's line-up to any Owner with confidence. Their styles range from museum to church and gymnasium to industrial warehouse. All of their products are manufactured in the USA and have a superior warranty. Sometimes, an Owner will choose to mix structural components and Chief can handle that, as well, with a broad selection of metal design elements such as soffit panels and gable trim.

Pre-engineered metal buildings are but one of our structural offerings. TRB has built many new projects with wood-framed, pre-cast concrete, steel framed with EIFS and masonry brick facades. Also, TRB completes many renovation and addition projects for retail, offices, apartments, restaurants, and schools encompassing all construction styles.

We have worked with many surprises, too, as all general contractors face from time to time. Some of the best, or you could say the worst, were the times extensive permafrost was discovered during demolition and site work (only a shallow amount was revealed initially through geotechnical reports) for the conversion of a cold storage warehouse, or the time a staggering amount of additional ledge was discovered on another job after borings had been done on one side of a retail construction pad, but not on the other. TRB has had to handle these and other late-revealed issues with developers, owners, and subcontractors and has done so with patience and skill to resolve such impacting findings and keep projects on schedule.

Both TRB Development Group and Chief Buildings are committed to construction with green design elements that contribute to LEED (Leadership in Energy and Environmental Design) credit. An example of this is the Tighe & Bond corporate office building (formerly Appledore Engineering, Inc.) in Pease Tradeport, Portsmouth, N.H., that TRB completed in 2008. The 12,500 s/f building design called for foam insulated roof panels, low-e glass, carpet and ceiling tiles made from recyclable materials, interior finishes with low volatile organic compound content, and a state-of-the-art variable refrigerant flow (VFR) heating/cooling system. The completed building won the U.S. EPA's 2009 Energy Star for superior energy efficiency and environmental protection - performing in the top 25% of facilities nationwide.

Please visit TRB's website, [www.trb-group.com](http://www.trb-group.com), to view pictures and details about many of our completed projects.

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