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Relationship building with clients is key to general contractor's success

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TRB Development Group, Inc. believes in personal oversight of estimating, project management, and contract administration to insure that each project runs smoothly. During this difficult economic time, it is especially important to understand what owners want. We always listen to our clients. This first step is paramount to any project.

Regardless of a strong or slow economy, TRB has always approached working with clients in this manner, and it really pays off. We have developed a strong client base by building trust. The proof is the fact that in any given year, 50-80% of our clients are repeat customers.

When the relationship between TRB and the client is based on trust, the process is seamless. TRB can then focus on project delivery with emphasis on project management, quality, and an outcome with which the client will be pleased.

Innovation and Creative Thinking Enhances Retail and Shopping Centers

In 19 years of business, we have made a name for ourselves in retail and shopping center construction, which includes 54 pharmacies and a number of shopping centers, restaurants, furniture stores, auto dealerships, and major chain stores. The challenge in this current market, more than ever, lies in employing innovative methods to deal with design and site issues that may arise after a project has begun, in order to keep costs down and stay on schedule. We feel that we successfully do this.

For example, a shopping center site with an unusual lot configuration that was close to the property corner made it necessary to re-design the anchor building. We had to redesign loading docks to be on the structure's sides for access and egress and build an 18' x 465 LF wall between the pad and the nearby intersection of streets. On another recent renovation project, we had an interesting challenge, which required removal of permafrost beneath the large slab that turned out to be deeper and more pervasive than geotechnical reports first indicated. Removal of the permafrost had to be done while maintaining the project schedule so the store could open on time.

The Importance of Working with Towns and Local Subcontractors

Any time we work in a community where we haven't worked before, we learn all we can about the town's regulations and requirements prior to breaking ground. The more familiar we are with what is expected, the more likely we are to enjoy a project that progresses evenly from groundbreaking to obtaining the certificate of occupancy. To that end, we provide the building department with reports such as structural, architectural, and concrete/soil testing on a regular basis, and as we do on all projects, our project managers and site superintendents stay in regular communication with town engineers and inspectors.

In order to help boost local economies, TRB employs as many local subcontractors as possible, and in the case of the Norwell CVS/Marsh Liquors, we are glad to employ both a local excavation

contractor and a local electrician. Several other subs under contract for this project are from Mass. Environment Concerns, LEED, and Green Building Are Future Opportunities

Whenever possible TRB will work with clients to design projects that are mindful of energy efficient mechanical, electrical, and plumbing systems that will save money throughout coming years, as well as recommend natural materials that are environmentally sustainable.

In July 2008, TRB completed the \$2 million Appledore Engineering Corporate Office located in Pease Tradeport, Portsmouth, N.H. We worked with Team Design of Manchester, N.H. to create a sustainable, low impact environmental design for this project.

The building features foam insulated roof panels, low-e glass, and a variable refrigerant flow (VFR) heating/cooling system. The carpet and ceiling tiles are made from recyclable materials, and the interior finishes have low volatile organic compound content to help reduce energy consumption, while creating a bright, comfortable, inviting place to work. The floors are covered with biodegradable Marmoleum natural flooring. The beautiful exterior features Hardi-Planc exterior wood siding. We are proud of this building and look forward to our next sustainable project.

TRB views periods of economic change as opportunities for more innovation and developing new approaches to solving construction issues that result in facilities that meet the needs of our ever-changing and evolving world.

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