



CONSTRUCTIVELY SPEAKING



CoLinx Completed Ahead of Schedule

J&S Construction® has completed one of the largest distribution centers in the Upper Cumberland, a new 300,000 square-foot facility located in Crossville, Tenn. J&S Construction partnered with the building owner to design a new site for CoLinx, LLC, a manufacturer-owned provider of shared e-commerce and logistics services.

The new center, adjacent to the facility's current location off Genesis Road, is a pre-engineered metal building (PEMB) that spans almost seven acres and includes office space, a clerical area, restroom facilities, breakroom area, and sizeable maintenance space.

Additionally, the facility's automatic sprinkler system, pump house and PEMB roof all meet requirements of FM Global, a property insurance company whose capital, scientific research capability and engineering expertise are solely dedicated to property risk management and the resilience of its clients-owners.



Production needs of the owner called for a tight schedule and required the scope to be completed within a nine-month time frame.

During the course of construction, the building's tenant, CoLinx, additionally contracted J&S Construction to perform a variety of significant system upgrades, including a mechanical/electrical room, IT room and fire pump room. J&S Construction successfully completed all work within the original project duration several months ahead of the scheduled completion date.

Founded in 2001, CoLinx has grown to include warehousing operations in four U.S. locations, two Canadian locations, and global e-commerce operations headquartered in Greenville, S.C. The company employs over 1,100 people billing over \$100 million annually in service revenue.

SONIC and J&S Partner Again

More than 75 percent of J&S Construction's projects are completed for repeat clients including over 125 jobs for SONIC® restaurants across the state. Whether you are in need of a new ground-up facility, are required to remodel to fit new branding standards, or are unexpectedly hit with emergency repairs, J&S Construction is ready to provide a seamless plan to get your site up and running within your expected finish date.

Last summer, SONIC's Dunlap location experienced a fire which resulted in a total interior loss. J&S Construction was immediately dispatched to begin cleanup and restoration of the facility. The four-month project required demolition and a complete remodel of the 1,700 square-foot building.

On March 2, SONIC's Lebanon site, located off East Gate Boulevard, took a major hit from an EF-1 tornado. Once interstates were cleared of debris, J&S Construction crews were able to complete emergency cleanup and assess the site's damage. J&S Construction is wrapping up the five-month restoration project which included major replacements to all electrical and plumbing components.

Don't spend your valuable time on the tumultuous details of a construction project, let J&S Construction carry the burden, so that you can focus on your day-to-day business needs.



J&S CONSTRUCTION
 COOKEVILLE, TN
 1843 FOREMAN DRIVE
 931.528.7475 (PHONE)
 931.528.5997 (FAX)
www.jsconstruction.com

Johnstone Supply Ranks J&S Construction at 'Top of the List'

Johnstone Supply, an industry-leading cooperative distributor of HVAC parts, has opened its new 11,900 square-foot facility located at 1401 S. Lee Highway in Cleveland, Tenn.

J&S Construction worked with Johnstone Supply during the design phase to ensure the building was designed to have proper flow and contribute the best efficiency to minimize material handling. The pre-engineered metal building houses a showroom with exterior storefront glass, office space, a training room, a second-level mezzanine used for additional storage, warehouse space, one dock and one ground level entry door.

The exterior consists of a combination of finishes including 26 gauge R-panels at the rear of the building and an upgraded insulated metal panel system on the elevations which is visible from the street.

The site selected was the previous home to an existing restaurant and required demolition and grading work. Despite challenging site conditions and a severe rainy season, J&S Construction was able to collaborate with other project team members to ensure minimal schedule impact.

J&S Construction has proudly completed more than 15 projects for the Johnstone Supply family over the last 20 years and just began our third ground-up facility located in Johnson City.

With more than 425 locations across the U.S. and Canada, this facility will give Johnstone Supply the ability to serve another Tennessee county and provide exceptional care of HVAC contractors. For more information, visit www.johnstonesupply.com.



MBA's Airnasium Ready for Open Events

Montgomery Bell Academy (MBA), a Nashville-based, all-boys school located off Harding Road, selected J&S Construction to erect a new 7,200 square-foot, open-air gymnasium and campground at the school's Long Mountain property in McMinnville.

Just 90 minutes from the main campus, the 200 acres of pristine land sets on a beautiful mountain top and is comprised of an observatory, playing fields, disc golf course, lakes, hiking trails, and high and low ropes courses.



The campground's newest expansion includes a kitchenette, stone fireplace, storage room, projection screen, basketball/volleyball court, and a unique campground that consists of eight yurts, a bathhouse, and three pairs of bunkhouses that are connected with wood decking. The airnasium is slab-on-grade and primarily consists of glulam timbers. The mezzanine within the structure is wood framed with V-grooved Hardie® siding. The bathhouse and bunkhouses are positioned on concrete footers with painted CMU skirting.

The majority of the recent campground overlooks a beautiful lake and the observatory.

MBA, the only all-boys school in Middle Tennessee, was founded in 1867. MBA's long history is intricately woven into a vision and mission of developing "Gentlemen, Scholars, Athletes," and keeping current in its world. For more information, visit MBA's website at www.montgomerybell.edu.

All in the Family

Birthdays July

- Brittany Key.....7/2
- Benjamin Reeves.....7/10
- Matt Davenport7/14
- Josh Stites.....7/28

August

- Kailee Billingsley.....8/6
- Brian King8/9
- Danny Hatfield.....8/19
- Jensen Rohr8/22

September

- Buford Cole9/6
- Larry Cory.....9/12
- Dwight Ledbetter.....9/12
- Gary Young.....9/18
- Adam Weeks9/20
- Adam Keener9/26

Anniversaries

- Susie and Johnny Foust.....7/2
- BasheBa and Carleton Benford.....7/4
- June and Ben Salyer.....7/8
- Brittany and Matt Davenport.....7/19
- Tina and Michael Christie.....7/21
- Kailee and Austin Billingsley8/4
- Angie and Larry Thompson.....8/5
- Cindy and Phil Adams.....8/10
- Brittany Key and Chris Key.....9/7
- Michelle and Brett Thomas9/15
- Sharon and Terry Garrett9/23
- Lisa and Bill Stephens9/27

With Deepest Sympathy in the Loss of Loved Ones:

Michael Christie- Mother

Phase III of SAIC Complete

J&S Construction has finished the Phase III renovations for SAIC's Technology Integration Gateway™, located at the Regions Bank building in the heart of Cookeville's historic West Side district. The project's scope consisted of demolition, framing, dry-wall, painting, cabinetry, flooring and updates to all electrical and HVAC fixtures located on the second floor, as well as additions of a fire sprinkler, pump, instantaneous water heater, and a sink to an existing counter/cabinet.

Due to noise and security concerns for both SAIC and the existing tenant, Regions Bank, J&S Construction built a dust partition that spanned approximately 285 linear feet and remained in place the duration of the 15-week project.

J&S Construction successfully coordinated multiple subcontractors and vendors with limited access to the facility due to banking security as well as SAIC's ongoing operations, and all businesses remained fully operational during construction.

J&S Construction has completed more than 30,000 square feet of renovation work to this three-story site. The contract marked the fifth project J&S Construction has completed at this location, and the ninth project finished for the owner.

SAIC's updated site offers the city of Cookeville a wide range of technology jobs, including roles in IT services, computer programming, and engineering and software development.

Flexial's Expansion Keeps Jobs Local

While a facility expansion has many benefits, it can actually be more complicated than starting fresh with a new building. J&S Construction completed a 10,000 square-foot, building expansion at Flexial Corporation's Cookeville site. Flexial is recognized as the pinnacle of high aspect bellows engineering and has become the preferred supplier of accumulators, sensors, and seals servicing the commercial and military aircraft, space, and down-hole, oil, and gas markets.



J&S Construction worked with both the building's owner and Flexial to design the addition to include new offices, a conference room, new testing and warehouse areas and truck docks. Scope also included remodeling a portion of the existing 35,000 square-foot facility which J&S Construction originally constructed for the building owner in 1988.

Flexial continued to use the facility during construction as certain portions of work could not be delayed or shut down. The facility expansion will keep production in Cookeville and continue strengthening our local economy.

Started in 1994, Flexial was the first welded bellows company to become a certified supplier listed in the International Aerospace Quality Group (IAQG) OASIS database and is recognized as the pinnacle of high aspect bellows engineering. For more information, visit www.flexial.com.



J&S Construction
Customer Evaluation Form
July 1, 2020

Project Name: Johnstone Supply - Cleveland, TN Project Number: 19-000980

1. Please rate J&S Construction's performance on this project in the following areas:

	Delighted	Pleased	Satisfied	Disappointed
Quality of Workmanship	4	3	2	1 N/A
Communications	4	3	2	1 N/A
Scheduling	4	3	2	1 N/A
Job Site Appearance	4	3	2	1 N/A
Project Design	4	3	2	1 N/A
Attention Given to Your Project	4	3	2	1 N/A
Responsiveness of Project Managers	4	3	2	1 N/A
Responsiveness of Field Supervisors	4	3	2	1 N/A
Responsiveness of Salesman	4	3	2	1 N/A
Performance of Field Crews	4	3	2	1 N/A
Project Price	4	3	2	1 N/A

2. Of the following, which best describes your overall impression of J&S Construction's performance on this project: Delighted Pleased Satisfied Disappointed

3. Would you use J&S Construction for future projects? Definitely Probably Probably Not Definitely Not

4. Was your project completed within the required time? Yes No

5. What is the most important factor to you when choosing a contractor? Reliability

6. When you think about the entire process of this project, is there any particular instance, person or situation that you recall being either positive or negative? Set site supervisor did a great job in a difficult situation

7. If you have used other construction companies in the past, how does J&S Construction compare? Top of the list

8. Could you offer any ideas on how we could improve our level of service to our clients?

9. May we publicize your response in future company publications? Yes No

If you have any additional comments, please use the back of this page.

Signature (optional): Richard Crown

WHAT WE ARE ALL ABOUT

Why TEAM-BUILD?

J&S Construction's Design-Build concept is based on a TEAM approach:

Together **E**ngineers **A**rchitects **M**anagers

All design and construction services are wrapped up in one contract, providing a **single source** of responsibility with diversified perspectives from all TEAM members.

Early cost is determined to ensure project is **within budget constraints**.

Design and pricing phases are synchronous, allowing **construction to start 20% sooner** than traditional delivery systems.

Final accountability is placed with J&S Construction as the leader of the TEAM-Build delivery system.

Numbers Matter:

Metric	TEAM-Build vs. Design-Bid-Build
Project Cost	6.1% lower
Construction Speed	12% faster
Delivery Speed	33.5% faster
Cost Growth	5.2% less
Schedule Growth	11.4% less

Source: Construction Industry Institute (CII)/Penn State research comprising 351 projects ranging from 5K to 2.5M square feet. The study includes varied types and sectors.

Be a Positive Force in the Workplace

Are we becoming a more argumentative society or are we simply bringing to the surface what has been hidden way deep down and now is the time for more truth? Did you ever wonder why some people are extremely emotionally accident prone? They come to work with a dark cloud over their head dripping rain. Listed below is a checklist of seven ways to make sure you can be a positive force in the workplace and not succumb to the negativity that is another pollutant in the world.

Use positive language: Words have energy. Use those that inspire rather than ones that can cause unnecessary fireworks. Words like hope, appreciate and care get situations moving past the log jam of words like impossible, alone and pessimistic.

Expect respect: Give what you want to get. The simple rule is to always say please, thank you and call people by their given names. These basic rules make a world of difference in talking with each other.

Don't take the bait: Stay with facts, not personalities. If someone wants to derail a conversation and starts to gossip ask them, "What do you want me to do with this information" rather than adding to the mix.

Fly above the clouds: Hold yourself accountable and make sure you say what you mean and do what you say. Be clear and clean in your communication and use a sentence like "Here is what I commit to do." And then DO IT.

Be authentic: Admit your vulnerability if you are not sure about a situation or what is being discussed. One moment of "Help me understand" will trump hours of clean up work.

Check your assumptions: Always ask questions to make sure you and others are on the same page. Simply say, "I would rather not assume, is this what you meant" and then ask for clarity. It will save a lot of grief.

Create change: You know you can't change another person. However, you can change the direction of a conversation or change your perspective. You know its working if you or someone else says "Wow, I never thought of it that way before."

Do not conform to the pattern of this world, but be transformed by the renewing of your mind. Then you will be able to test and approve what God's will is—his good, pleasing and perfect will. (Romans 12:2)

(Retrieved from: <https://ceoptions.com/be-a-positive-force-in-the-workplace/>)

J&S Construction Company, Inc.
1843 Foreman Drive
Cookeville, TN 38501
(931) 528-7475



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