



# CONSTRUCTIVELY SPEAKING



## Advanex Americas Relocating Headquarters

As Tennessee continues to be a top contender in the country for the manufacturing sector, J&S Construction® is pleased to announce its recent partnership with Advanex Americas, Inc. to build a new state-of-the-art, corporate campus that will be located in White House, just north of Nashville. The North American hub of the Advanex Group, a global corporation that specializes in precision engineered products used in everything from ballpoint pens to space stations, will relocate its headquarters and manufacturing operations from Cypress, Calif., and will bring more than 100 high quality jobs to the state.

“Advanex Japan and Advanex Americas are excited to be building a facility in White House, Tennessee after a search that spanned over two years and several states. We chose Tennessee because of the welcoming business climate and the tremendous support of TNECD and government officials who are helping us quickly and efficiently bring a facility to an undeveloped site that will suit our needs and give us great accessibility to our customers. Tennessee has built a broad education system that includes developing a skilled and professional labor force that is attractive to business. We look forward to being a part of the White House community,” said Kenichi Ogaki, president, Advanex Americas.

During the design phase, Advanex officials strategized with J&S Construction to place an emphasis on customizing its facility to support creativity, focus and teamwork. J&S Construction’s in-house design team created an open concept office layout that will have generous space for informal meetings including sleek administrative areas, large conference rooms, and plenty of second floor capacity that will give way for continued growth within the company.

The building’s main entrance will boast large storefront doors and windows that will lead guests and employees into a chic office area. The interior finishes will lend a clean, professional look, and the inviting space will also include an outdoor covered patio with ample seating for employees to enjoy during breaks. The approximately 40,000 square-foot production space will house two loading docks, a full-height positive pressure room with high speed doors, and generous space for raw storage and manufacturing. The internal infrastructure includes compressed air and hefty electrical and HVAC systems required by the client to ensure its specific production needs were met.

With this new facility, J&S Construction will have tallied more than one million square feet of upgrades and new construction for various manufacturing and logistics spaces in the past 24 months. J&S Construction is proud to have delivered remarkable results to its clients amid challenging times during the last two years.

## What’s Up in Berry Hill

For every medical office build out, an experienced designer must evaluate your space to achieve the optimum functionality for your practice. The final design must ensure benefits are maximized for not only your patients but your staff as well.

Up Pediatric Dentistry, based in Berry Hill, Tenn., consulted with our design team early on during the planning stages to develop a successful concept that will transform a distressed residential site into a delightful space targeted at engaging pediatric patients and their families. The new location will be perfect for presenting children and their parents with an overall positive dentistry experience. A spacious waiting area and colorful kid’s zone will welcome visitors into the open reception area. Our efficient design layout also gave way for five operatory rooms to be incorporated in the facility, exceeding the owner’s original request.

Scheduled for a year-end completion, work will entail a full selective demolition package of the interior, a small addition, and upgrades to exterior façade. The interior will receive all new finishes including individual operatory doors that will afford additional privacy and sound control to patients. We are excited to get this project underway and look forward to helping

Up Pediatric Dentistry gain additional recognition in the Nashville area.



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## SAIC's First Technology Corridor Completed with 'Dream Team'

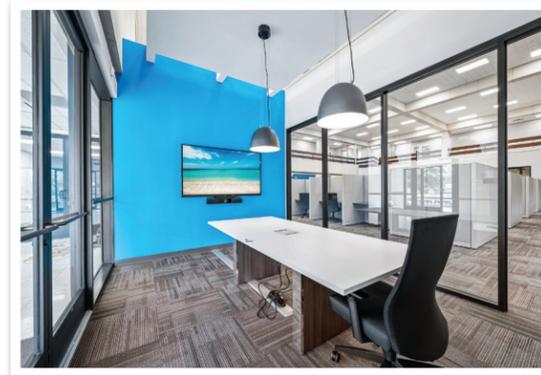
A commercial building remodel can be a large undertaking for any property owner, especially if the project requires the transformation of an historic building to a complex technology center in several phases and stretched out over an extended time frame.

J&S Construction recently wrapped up the final phase of renovation work for SAIC's Technology Integration Gateway™ site, located at the Regions Bank building in the heart of Cookeville's West Side District. SAIC first occupied the 45,000 square-foot building in 2017, teaming up with J&S Construction to modernize a 40-year-old structure into a stylish space perfect for recruiting talent for a wide range of technology jobs. J&S Construction successfully navigated these projects alongside multiple stakeholders, the real estate representative for the site's landlord and new tenant, as well as other building tenants in the process of relocating on-going operations to new sites.

Working carefully together while maintaining strong lines of communication throughout the planning stages can help make your project a success. Done right, a commercial renovation can deliver a high return on investment while also improving your property value. Prior to construction of each phase, J&S was contracted to work with SAIC's design team to provide substantial savings through J&S Construction's value engineering process.

The first three construction stages included upgrades to 15,000 square feet of administrative space that spanned the robust site's second and third floors as well as the basement capacity. A software integration space, high security IT server rooms, and a backup electrical generator were carefully installed, requiring essential electrical upgrades throughout various zones.

The closing chapter of facility enhancements required a transformation of the first floor from a tired banker's lobby into a sophisticated space that now includes generous confer-



ence rooms, team rooms, a game room, and a spacious lounge area.

Every phase of this major site improvement required a reduced timeline due to federal contracting requirements. J&S Construction triumphantly met or exceeded all target dates provided by the owner, giving way to a high level of customer satisfaction as well as additional project assignments in other areas, including East Tennessee, Alabama and Georgia.

"This was my second time working with the J&S team, and once again, they did not fail to impress," said Jasmine Jarupat, JLL Americas project manager. "Working over an hour away from the job site was challenging, but the J&S team was always prepared to serve as the eyes and ears of the entire project. Not only were they incredibly proactive, but they consistently presented solutions to problems, alleviating potential stressors to the ownership team."

**"More important than the team's the rich knowledge and experience is the fact that J&S operates with tremendous integrity.** The team goes above and beyond to accommodate the client and entire project team. Working with the J&S team is truly an honor—they are invaluable team members to have on any project! Kota, Colby, and Danny specifically are the dream team! Between the three of them, no problem will go unsolved or unremedied."

During any renovation project, you will encounter various phases which are all crucial for an outstanding final product: planning, budgeting, demolition, construction and cleanup. J&S Construction has the team and experience required to successfully deliver you rewarding results time after time.

## Get Exactly What You Want in Your Home

Frustrated with the lack of inventory of homes for sale in this area? Rather than adapting to the layout of an existing home, take the opportunity to design a home that matches your everyday needs.



Three important factors can help determine a successful custom home building project: an established budget, your desired time frame, and locating the perfect property for your dream home. At J&S Construction, we can assist you with creating a space that is specific to the way you and your family live.

A recent Design-Build project currently being prepped for site work includes a 2,500 square-foot home that will be nestled in the quaint town of Whitleyville, Tenn., just north of Gainesboro. Our in-house design team worked with the future homeowners to conceive a 2,500 square-foot, open floor plan that will house three large bedrooms, three bathrooms, a great room, open dining space and a spacious laundry/mudroom area.

The master suite will boast dramatic vaulted ceilings, his and her walk-in closets, tons of storage space, and will have direct access to the backyard and exquisite rustic scenery. The great room will showcase high ceilings, large dormer windows that will bring in natural lighting, custom hand-scraped wood beams, a beautiful floor-to-ceiling rock fireplace with custom built-ins on each side, and will extend into a generous chef's kitchen equipped with a large pantry, high-end appliances, plenty of prep space and a spacious dining area. A large sliding window wall system will be located right off the great room and will provide direct access to a large patio and a custom fire pit.

Custom cabinetry and premium quartz countertops will be carried throughout the kitchen, various linen closets, pantry, all bathrooms and the laundry/mudroom space. The roomy mudroom will also be equipped with custom cabinets and built-in bench seating.

Building a custom home can seem overwhelming and prohibitive at first, but J&S Construction can provide you with cost saving ideas that can also accelerate your move-in date. Let us help you meet your budget and stay within your all-important parameters.

## Global Giant Leans to J&S for Expertise



Cummins Filtration, a world leader in OEM and aftermarket filtration solutions for diesel engines, transmissions and industrial applications, has been designing and manufacturing cutting-edge filter media technology for diesel engines since 1958.

The global power leader will soon be using its Cookeville site to produce diesel engine filtration used in ASTM level 2 face masks. Cummins recently partnered with J&S Construction to install a 24-foot tall aluminum silo with the capacity of 67,000 pounds which will be used to store polypropylene pellets. Cummins is using its own proprietary charged enhanced meltdown polypropylene that features a high bacterial filter efficiency yet retain high breathability. This technology was developed in cooperation with the University of Minnesota.

Visit [www.cumminsfiltration.com](http://www.cumminsfiltration.com) to learn more or follow Cummins Filtration.

## All in the Family

### Birthdays

**July**

Brittany Key.....	7/2
Ben Reeves.....	7/10
Matt Davenport .....	7/14
Josh Stites.....	7/28

### August

Randy Henderson.....	8/3
Kailee Billingsley.....	8/6
Amy Julian.....	8/8
Brian King .....	8/9
Danny Hatfield.....	8/19

### September

Buford Cole.....	9/6
Larry Cory.....	9/12
Dwight Ledbetter.....	9/12
Gary Young.....	9/18
Adam Weeks .....	9/20
Adam Keener .....	9/26

### 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 Billingsley .....	8/4
Cindy and Phil Adams.....	8/10
Brittany and Chris Key .....	9/7
Michelle and Brett Thomas .....	9/15
Sharon and Terry Garrett .....	9/23
Lisa and Bill Stephens .....	9/27
Shelene and Kyle Anderson.....	10/5

### Congratulations on Matrimony:

Colby and Katie Langford .....5/22

### With Deepest Sympathy in the Loss of Loved Ones:

David Wallis - Father

WHAT WE ARE ALL ABOUT



**J&S Construction**  
Customer Evaluation Form  
June 23, 2021

Project Name: Plateau Property Partners, LLC – Renovation – Cookeville, TN    Project Number: 20-000340

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
Communications	4	3	2	1
Scheduling	4	3	2	1
Job Site Appearance	4	3	2	1
Project Design	4	3	2	1
Attention Given to Your Project	4	3	2	1
Responsiveness of Project Managers	4	3	2	1
Responsiveness of Field Supervisors	4	3	2	1
Responsiveness of Salesman	4	3	2	1
Performance of Field Crews	4	3	2	1
Project Price	4	3	2	1

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? Trust

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? Everyone was professional and courteous.

7. If you have used other construction companies in the past, how does J&S Construction compare? N/A

8. Could you offer any ideas on how we could improve our level of service to our clients? Keep up the good work.

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): Kevin Lawrence

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## Why TEAM-BUILD?

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

**T**ogether **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.

## Five Tips for Keeping Promises

Most of us make promises for good reasons. Maybe we want to support our co-workers' projects, or help a team member to achieve that well-deserved pay raise. Or perhaps, we want to be reliable and get home on time. But, we sometimes need strategies that will help us to stick to what we say. Listed below are some pointers you can follow:

**1. Be Organized** - We often make promises impulsively. But, it's wiser to stop and think before you agree to act. Check your calendar for scheduling clashes. Be sure that you have the resources to complete the task. And clarify exactly what you're committing to. Don't say "yes" if you've any doubt that you'll be able to keep a promise. Instead, politely decline the request, or negotiate a compromise.

**2. Be Motivated** - It's much easier to keep a promise when you genuinely want to do so. You're enthusiastic and you'll not let anything get in your way. But think carefully about your motives for agreeing to a request. Do you really want to help out, or are you saying "yes" just because it would please people?

**3. Be Honest** - There will always be occasions when you know that you can't deliver, so just be honest about it. It can be painful to turn down requests for help, or to admit that you don't have the capacity or the ability to do something. But, it's far better to do so than to risk giving people false hope, or to be untruthful.

**4. Be Principled** - People sometimes excuse their promise-breaking by claiming something like, "Well, that's business!" Avoid falling back on "get-out clauses" like these. They put your honesty, dependability and reputation on the line. Instead, be guided by your values and principles, and strive for high standards of behavior.

**5. Be Apologetic** - Sometimes, events outside our control block all of our efforts to honor our word, however hard we try. Illness, family emergencies, and equipment malfunctions are forgivable. Even so, it's important to recognize that we have let someone down, and to apologize. People will appreciate it, and they'll give you the benefit of the doubt next time.

*It is better not to make a promise than to make and not keep. (Deuteronomy 23: 21-23)*

(Retrieved from: <https://www.mindtools.com/pages/article/keeping-your-word.htm>)

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