

# HOW TO HIRE A MANUFACTURING OR DISTRIBUTION FACILITY **BUILDER**

**KORTE** build smart.

# Table of contents

Introduction	3
Make sure your builder is well-versed in Tilt-Up construction	4
Always remember, “the job is the boss”	5
Understand that a building needs to be a living and breathing thing	6
You’re in the business of logistics and efficiency – your builder should be too	7
Develop a relationship with your builder	8
When you hire a construction company, hire a “good” one	9
Does your builder have a focus on integrated services?	10
Does your builder have a strong portfolio?	12
About The Korte Company	13





## Manufacturing and distribution facilities don't always look complicated from a design and construction standpoint, but trust us – they can be.

Fire codes, drainage decisions and sustainability issues can all add up to make for one complicated equation. But not for a builder with the right kind of experience. And “the right kind” of experience, whether you’re an Owner of a manufacturing or distribution facility or the logistics manager at one,

should be something you demand from the construction company with which you choose to work. This white paper will help you shortlist the companies that deserve to be shortlisted for your upcoming manufacturing or distribution facility project.

# Make sure your builder is well-versed in **Tilt-Up construction**



## USEFUL RESOURCE

*If you'd like to learn more about Tilt-Up construction, make sure to check out the Tilt-Up Concrete Association website: [tilt-up.org](http://tilt-up.org)*

One of the quickest and most effective ways to build a distribution center or a manufacturing facility is through a method known as Tilt-Up construction. Tilt-Up construction is a building process in which large concrete panels are poured in the flat position and then are “tilted up” to form the walls of the building.

There are many reasons and benefits why Tilt-Up is a preferred delivery method, including speed, cost, logistics and, of course, stronger walls. And because of these reasons, this should be a method your builder gives plenty of consideration. Today, in fact, when it comes to manufacturing and distribution facilities, there is a much greater percentage of Tilt-Up buildings than any other type. Make it a priority to make sure your builder is well-versed in Tilt-Up construction.

# Always remember, “the **job is the boss**”



A phrase that is often heard echoing the halls and job-sites of The Korte Company, we believe the idea of “the job is the boss” should be embraced by all who know how to swing a hammer. We believe that it should be a way of life for all builders.

When we started our latest round of construction for a leading US consumer-products retailer, we had to rethink how we might typically deliver such a project. With the way that this particular structure would be broken up and the ability to start rack-supported structures, we decided to use pre-cast concrete panels, opposed to our typical Tilt-Up delivery. For this

particular building, it was the best scenario. The job dictated our decision because we listened to what the job had to say.

Make sure your builder shares a similar mentality of the job being the boss. Make sure you hire a builder who is not only known for their creativity, but has been actively recognized for it.



## **BUILDING SMART**

*There was a \$23 million Design-Build, 250,000 square foot building we were hired to build. It was located near the San Andreas fault – but that wasn't the even the biggest challenge. While excavating near the building's foundation, we discovered the ancient remains of an Indian woman and child. Normally, relocating such sacred remains can shut down a job for months. However, under the watchful eye of a local Shaman, we were able to conduct the cleansing ritual to complete the ceremony. Within a couple of weeks, the remains were carefully relocated to another burial ground and we were able to continue the project, which finished on time and under budget.*

## Understand that a building needs to be a **living and breathing thing**



### IN THE NEWS

*Check out this article from [Wired](#) about the future of distribution centers:*

*[How Robots and Military-Grade Algorithms Make Same-Day Delivery Possible](#)*

In manufacturing and distribution facility construction, it's imperative to make sure your builder delivers a building that can live, breathe and grow. Make sure they have a plan in place to account for scalability. After all, you do plan on growing, don't you?

The Tilt-Up method we discussed earlier in this guide is a great tool for future versatility in distribution center and manufacturing facility construction. In a Tilt-Up facility, often expansion is nothing more than a move of the walls away. Okay, it's a little more complicated than that, but relatively speaking, it's very easy to accommodate strong growth.



# You're in the business of **logistics and efficiency** – your builder should be too



We know you're in the business of logistics and efficiency. But is your builder? This includes the obvious – like on-time and on-budget construction delivery. But look beyond that.

Do they really understand logistics and how it pains you? How do they approach loading docks, delivery and shipping traffic lanes, and front-office organization? Perhaps there is a cross-dock situation where receiving is coming in on one side and shipping is going out on the other. How does that work? Is your builder taking the time to understand your process and pains? They must, if you're going to get a facility that has been built smart.

## **ECONOMIES OF SCALE**

*The Korte Company delivered a 504 Tilt-Up panel, 1,263,000 square foot distribution center for one of the world's largest packaged goods companies. Considering the sheer space, the sequencing and the actual building, this was a project we're proud to say was not only on-time and on-budget, but strong in operation as well. Every project that we deliver is a custom-made hybrid where we're actually creating efficiencies in our clients' building to help them do their job better.*

## Develop a relationship with your builder



As a builder, working with the same client over and over again allows you to replicate the success and learnings you find with that given client's systems. But, there's a certain point and time when how the company moves their product changes and the entire process goes through an evolution in how they get their product out the door.

For instance, a company might change from loose totes to a rolling cage system for the totes. This makes it so that when the product gets to its end destination, the receiving department can roll off the cages filled with totes rather than a single tote at a time. This affects building design. And your builder should be able to accommodate accordingly. As you evolve, so should your builder's design specs. They should grow and change to meet your new processes.



# When you hire a construction company, hire a “good” one



## IS YOUR BUILDER UP TO THE CHALLENGE?

*Each and every project gets us excited. But the 1.1 million square foot Hershey Foods Midwest Distribution Center really got our adrenaline flowing. The size alone created some difficult challenges. So as a rallying cry, the workers devolved a saying. “Git’r done.” When a problem arose, the answer was, “Git’r done.” When the client asked for a change, the response was, “Git’r done.” Soon, “Git’r done” stickers appeared on all Korte hard hats. And as for the project, we ‘Got’r done.’ Two weeks early and within budget.*



And we mean good in a neighborly kind of way. In construction, builders often get the perception of being cheats. A perception of beating down subcontractors for a lower price and for cheating the owner. Here’s some advice – don’t hire one of these companies.

Make sure your builder is delivering exactly what they promised they would deliver. Make sure lines of communication are open and strong. Make sure they understand your process so that you get precisely

what you need. At The Korte Company, we believe in treating our subs like partners and building quality buildings without having to cheat or treat anybody wrong.

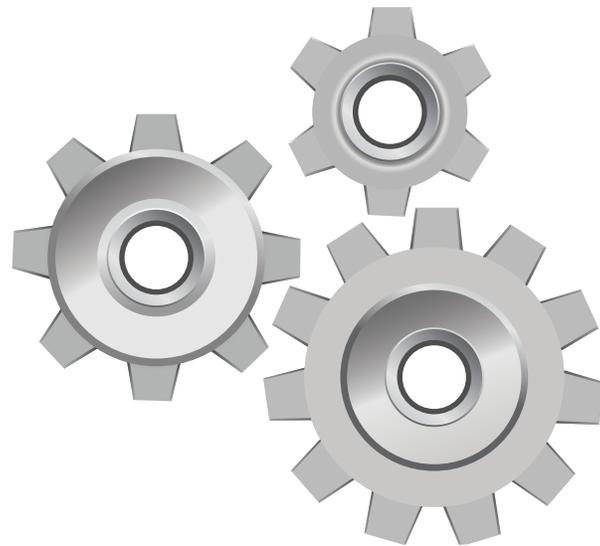
Don’t believe us? Ask anyone we’ve done business with. You should do the same with the construction company you’re planning on hiring. Interview some of the subcontractors they’ve worked with in the past. Talk to their clients – former and current. This is a big investment for you. You deserve the right to do the background research. If they don’t want to share such information, find the door. It’s time to search for a new construction company.

## Does your builder have a focus on **integrated services?**

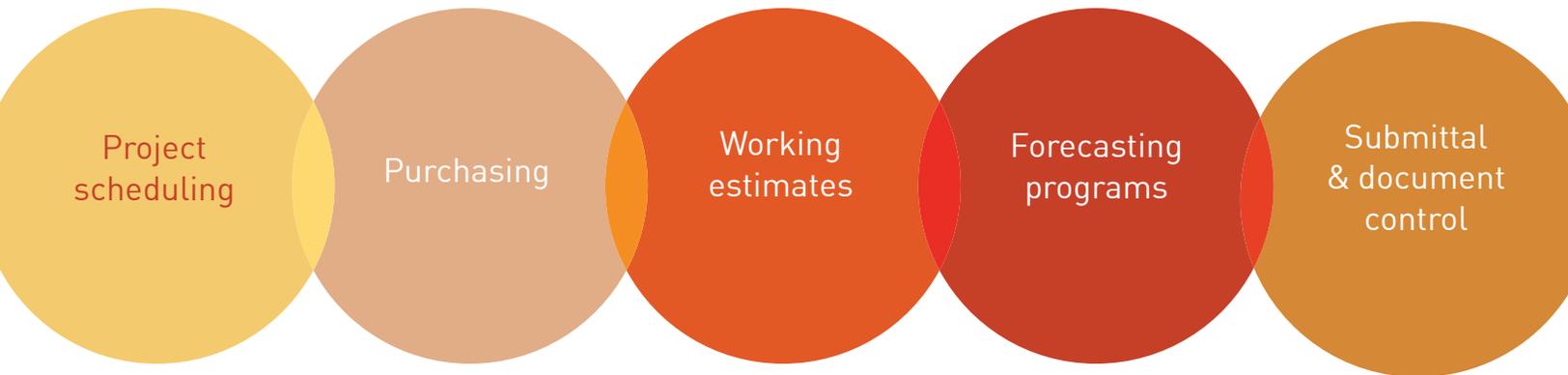


It takes hundreds of people working as one to bring a project to a successful completion. Because of this, a construction company has to make sure all of the pieces of the machine are working together and running smoothly. Integrated service methodology should not only be in place, but should be shared with you.

It's a vital process because it creates a team of core players for you, the Owner, to work with. From the builder's end, each project should receive a total commitment to your needs – all the way through the post-construction phase. A continuous sharing of information not only generates useful ideas but is vital to keeping your project running on-time and within budget.



During the building process, complications and difficulties sometimes arise. To account for such, your builder should have time-tested and standardized project management systems. They should include project scheduling, purchasing, working estimates and forecasting programs. They should also include submittal and document control. As distribution and manufacturing facility builders, decades of experience have taught us that costly delays are often the result of faulty procedures and the lack of thorough checks and balances.



## Does your builder have a **strong portfolio**?



Because they should. As mentioned above, this is a significant investment for your company. You deserve first-class treatment and unrivaled expertise. How is your builder as a problem solver? [What are the opinions of their former clients?](#) Ask for a thorough briefing on their experience to date and for updates on the facilities as they stand to date.

▶ Click to view our **distribution center** portfolio

▶ Click to view our **manufacturing facility** portfolio



## About The Korte Company



In our almost 60 years of building, we've gained millions of square feet of [distribution construction](#) and [manufacturing facility experience](#). From explosion proof walls to shipping and receiving best practices, it seems like we've done it all. To date, at The Korte Company, we've completed hundreds of distribution centers and manufacturing facilities, including 14 for The Walgreen Company, 25 for the Lanter Company and 30 for the United States Postal Service.

### Project in the works?

We'd like to hear about it. If nothing else, consider it a very educated second opinion. Contact our business development team specialist – Jody Luke.



Jody Luke

[jody.luke@korteco.com](mailto:jody.luke@korteco.com)

Business Development Team

Phone: 314.242.0226

[Vcard](#)

### Read our Build Smart blog

From the informational to the educational, our blog covers everything “build smart”. Start reading at

[KorteCo.com/blog](http://KorteCo.com/blog).