

Special Advertising Section

T.W. Frierson Contractor, Inc.

A Tradition of Integrity, Quality and Partnership

A long-running construction boom has helped make Nashville one of the South's great modern cities. And as Music City grows, T.W. Frierson Contractor, Inc. is growing right along with it.

Since opening its doors in 1958, Frierson has expanded its services from general contracting to design-build and construction management for projects throughout the Southeast. It has become one of the most highly respected and successful contractors in the region, with a growing annual volume now nearing \$100 million and single contract values approaching \$50 million.

Frierson manages projects ranging from complex manufacturing plants, complete with process equipment installation, to hotels, office buildings and high-rise condominiums. Like any structure of lasting merit, however, a great company requires a solid foundation. And Frierson is built on a strong foundation indeed.

"Integrity is key to the way we do business, both in terms of customer service and of fostering a positive working environment for our employees," says Frierson President Joe Street. "Nearly 80 percent of our business is from repeat and referral clients. And our employee retention is one of the highest in the industry. Frierson's superintendents, for example, have an average tenure of more than 20 years with the company. These facts point to the quality of our work and the quality of our relationships."

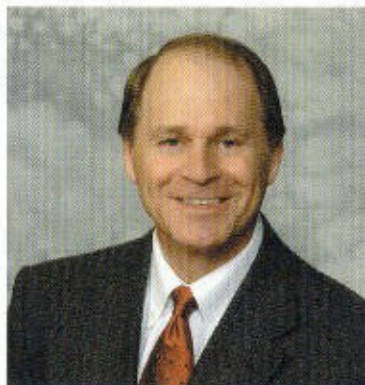
Employees' belief in the company's purpose and goals pervades the atmosphere at Frierson. Each project is approached in a positive, aggressive manner as Frierson's team seeks the best solutions to construction problems and the best possible outcome for their customers.

Design/Build Experts

With experienced architects on staff, Frierson excels at design/build, the most efficient and cost-effective construction strategy available today. This is evidenced by the fact that almost 50 percent of today's private construction is delivered via this technique. For each project, Frierson assembles its team of experts who specialize in the type of facility the client needs. Whether the facility is industrial, distribution, commercial or institutional in nature, Frierson's team can seamlessly coordinate design and construction to eliminate unnecessary delays as they maximize value.



Corporate Headquarters
Nashville, TN



Joe Street
President
T.W. Frierson Contractor, Inc.

While Frierson oversees the project as a whole, performing many integral tasks in house, all materials and sub-contracted work are put out to pre-qualified bidders, ensuring the lowest price and highest quality throughout the process.

One of the primary reasons for the success of Frierson's design/build methodology is its flexibility and thoroughness. The Design/build process presents an opportunity to compare all available construction materials and systems as well as their first costs, operating cost and effect on schedule. Changes can be made smoothly because the contractor has an intimate knowledge of the design and complete control over the process.

"Construction is a people-to-people service business," Street concludes. "We take every step possible to ensure each of our clients receives the finest service and value, consistent with his or her expectations."



For more information,
visit www.twfrierson.com
or call 615-367-1333.