

# WHY F&M INSTALLATIONS

## Special Projects Division



Equipment  
Installation

Renovations



HVAC

Gas Stations



Ground Up  
Builds

FMI's Special Projects Division specializes in convenience store retrofits across the country. Work scopes include tenant improvements, civil site preparation, ground up builds, HVAC work and a full compliment of construction activities.

*"We pride ourselves on 98% of our business coming from repeat clients"*

*"Our core values are Quality and Safety done right when no one is looking"*

# Business Core Values



Outstanding Performance



Dedication



Integrity



Focus



Delivery of Value



*FMI challenges itself to be  
the **best**  
contractor of choice.*

# Business Development Strategy



- ❖ Overall leadership for cost adherence. On schedule. On Budget.
- ❖ Differentiation to be the BEST in the business.
- ❖ Focus on Quality and Safety through a zero tolerance attitude.
- ❖ Development of client relationships that merit adherence to above performance standards.

# Business Growth Strategies

Growth strategies for existing markets and expanding market penetration for new products or development diversification

- (KPI's) Key Performance Indicators are quantifiable measurements agreed to beforehand that reflect the critical success factors of our organization and we at FMI reinforce those values and ideals that we are the contractor of choice.
- We at FMI are progressive in thinking, proactive in our approach to development and technology creating that cultural differentiator

# Project Delivery

FMI project delivery emphasises the extensive capabilities for mechanical and electrical experience in the adoption of the Design Build requirements that have been mandated by our clients. FMI as a contractor and proponent of the Design – Build is prepared to offer those attributes:

