

*The new Hannaford Supermarket in Gray, Maine.*



**Project Spotlight**  
**Hannaford Supermarket**  
Gray, Maine

**Scope:** Construction of a 36,300-square-foot grocery store/pharmacy

**Project Team**  
Hannaford Project Manager  
Chris Sargent  
Architect  
Hannaford Brothers  
Structural Engineer  
JSN Associates  
PM Project Manager  
George LaPlume  
PM Construction  
Superintendent  
Burch Pulcifer

## The Benefits of Repeat Business

A 20+ year relationship with a client offers mutual benefits, and the Hannaford Supermarket in Gray, Maine, is a prime example. This project was the third of its particular prototype that PM Construction had built in the previous four years and the second Hannaford Supermarket constructed by project superintendent Burch Pulcifer in 2009. These and other factors contributed to what was a truly smooth and seamless project.

The Hannaford Supermarket was successful right out of the gate. The day we arrived to begin construction, all the subcontractors were under contract and the materials were on site. This is crucial for a fast-track job. Momentum is important to keep a job progressing on schedule, and the momentum here was building from the start. It also didn't hurt that there was another Hannaford project, which had started before ours

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*Steel erection at the new Hannaford Supermarket in Gray, Maine.*



*Completing day one of a two-day slab pour.*



*Putting the finishing touches on the new Hannaford Supermarket.*



*Fit-out of the new interior.*

## Repeat Business... *continued from page 1*

and was being built by another contractor; this really got the competitive juices flowing for the entire team!

However, the job was not without its own individual construction challenges. We started the first week of March, dealing with the effects of a long Maine winter. This meant having to remove frost and protect our work from the cold. Also, Hannaford's desire to keep their stores on the cutting edge meant there were multiple changes to the layout and specifications during construction. Our extensive experience and a weekly review of the changes allowed us to incorporate them within the timeframe of the original schedule.

In the end we turned over the completed Hannaford

Supermarket to our client two weeks early, allowing them to open on the date they planned with ease.

PM Construction Co. attributes its success to the people who work for us, the clients that believe in us and the team of subcontractors with whom we work. Our experience with a wide range of projects, including, supermarkets, pharmacies, banks, warehouses, restaurants, movie theaters and nursing homes, to name a few, provides us with considerable knowledge upon which we can draw to solve any construction issue that might arise. That extensive experience makes every project seem like repeat business!



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