

**EXPAND**  
your capital procurement options

**CONTROL**  
your construction costs now

**REDUCE**  
your facility costs

**STREAMLINE**  
facility equipment demands

**PROTECT**  
your capital investment

About Turner Logistics

Contact Us



Contact Us



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your capital procurement options

**CONTROL**  
your construction costs now

**REDUCE**  
your facility costs

**STREAMLINE**  
facility equipment demands

**PROTECT**  
your capital investment

About Turner Logistics

Contact Us



**Turner**  **Logistics**  
Building Supply Chain Solutions

### **EXPAND** your capital procurement options

Our supply chains are your advantage. Our sourcing specialists combined with Turner Construction Company's national buying power has created a unique opportunity to engage in value chain agreements directly with manufacturing partners to the benefit of our clients.

Since 2001, Turner Logistics has completed over 1,400 projects representing over \$1.8 billion in volume. Turner Logistics is a leader in managing supply chain solutions.

While each of the following categories involves a unique business model, they all require expertise in sourcing, category, supply chain, and construction management. Turner Logistics brings these attributes to each project through qualified product experts with real-world supply chain management experience. Turner Logistics employs the optimal sourcing strategy for each project to maximize client benefit.

As your advocate, we manage services focused around the following supply chains:

- **MEP Equipment (Mechanical, Electrical, Lighting, and Plumbing)**
- **Architectural Products (Furniture, Fixtures)**
- **Data Centers**





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your capital procurement options

**CONTROL**  
your construction costs now

**REDUCE**  
your facility costs

**STREAMLINE**  
facility equipment demands

**PROTECT**  
your capital investment

About Turner Logistics

Contact Us

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Building Supply Chain Solutions

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### ■ **MEP Equipment**

Network of Manufacturers  
Equipment Type  
Cost Savings Model  
QA / QC

### ■ **Architectural Products**

Network of Manufacturers  
Equipment Type  
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### ■ **Data Centers**

Network of Manufacturers  
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your capital procurement options

**CONTROL**  
your construction costs now

**REDUCE**  
your facility costs

**STREAMLINE**  
facility equipment demands

**PROTECT**  
your capital investment

About Turner Logistics

Contact Us

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- MEP Equipment
  - Network of Manufacturers
  - Equipment Type
  - Cost Savings Model
  - QA / QC
- Architectural Products
  - Network of Manufacturers
  - Equipment Type
  - Cost Savings Model
  - QA / QC
- Data Centers
  - Network of Manufacturers
  - Equipment Type
  - Cost Savings Model
  - QA / QC

**Network of Manufacturers**

We understand the importance of preferred production slots in the construction process. A calendar day can mean thousands of dollars to the project’s construction budget. Utilizing our relationships with national manufacturers, we can lock down the production slot and have the equipment delivered on site, thereby protecting the project’s budget.

Our procurement management team in Hawthorne, New York focuses on expediting the process. We have technical product managers who manage relationships with the manufacturers. These managers have access and communication to our manufacturing partners on a daily basis. They monitor product quality, production, delivery, and performance.

**Key manufacturing relationships include the following:**

AAON	Cleaver - Brooks	ITT / Bell & Gossett	Square D - Schneider Electric
ABB Inc.	Climate Craft / LSB Industries	KI	Stellar Power & Utilities
Aerovent/Twin City	Cummins Power Generation	Knoll	Strobic Air Corporation
Air Enterprises, LLC	Danaher Power Solutions	Kohler Power Systems	Stulz Air Technology Systems, Inc.
Alfa Laval Inc.	Data Aire, Inc.	Kraftmaid Cabinetry, Inc.	Superior Environmental Equipment Corp.
American Power Conversion (APC)	Delta Faucets	Liebert Corporation	Tate Access Floors, Inc.
American Reprographics Corp.	Desert Aire Corp.	M.K. Plastics	The Mohawk Group
American Standard, Inc.	Eaton - Cutler-Hammer	McQuay International	TOTO USA, Inc
Armstrong Pumps	Eaton - Powerware	MGE UPS Systems, Inc.	Trane
ASCO Power Technologies	Energy Labs, Inc.	Milliken	TransAmerican Office Furniture
Atlas Copco Compressors, Inc.	EVAPCO, Inc.	Mitsubishi	UTC Power
Baltimore Aircoil Company	Flowserve	Moen Incorporated	
Becker Pumps Corp.	Generac Power Systems	Pacific Power Products	
	General Electric Appliances	PACO	



**EXPAND**  
your capital procurement options

**CONTROL**  
your construction costs now

**REDUCE**  
your facility costs

**STREAMLINE**  
facility equipment demands

**PROTECT**  
your capital investment

About Turner Logistics

Contact Us



**Turner**  **Logistics**  
Building Supply Chain Solutions

**CONTROL your construction costs now**

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- Bulk Purchasing
- Buy Direct Procurement
- Turnkey Services



**EXPAND**  
your capital procurement options

**CONTROL**  
your construction costs now

**REDUCE**  
your facility costs

**STREAMLINE**  
facility equipment demands

**PROTECT**  
your capital investment

About Turner Logistics

Contact Us

**Turner**  **Logistics**  
Building Supply Chain Solutions

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Aggregation  
Protect Your Price & Construction Schedule  
Installation Services  
Equipment Financing

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Installation Services  
Equipment Financing

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Aggregation  
Protect Your Price & Construction Schedule  
Installation Services  
Equipment Financing





**EXPAND**  
your capital procurement options

**CONTROL**  
your construction costs now

**REDUCE**  
your facility costs

**STREAMLINE**  
facility equipment demands

**PROTECT**  
your capital investment

About Turner Logistics

Contact Us

**Turner**  **Logistics**  
Building Supply Chain Solutions

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Equipment Financing

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Installation Services

Equipment Financing

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Installation Services

Equipment Financing

#### Aggregation

Bulk purchasing gives you material and equipment consistency. By aggregating service contracts and reducing spare parts, training time, and numbers of common maintenance procedures, you will realize yearly operational savings in addition to aggregate savings. Products are aggregated through our program-based RFP and contract pre-design procurement process. The design team incorporates procurement decisions into each project's design documents as OFCI (owner furnished, contractor installed) material.

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your capital procurement options

**CONTROL**  
your construction costs now

**REDUCE**  
your facility costs

**STREAMLINE**  
facility equipment demands

**PROTECT**  
your capital investment

About Turner Logistics

Contact Us

**Turner**  **Logistics**  
Building Supply Chain Solutions

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Aggregation

Protect Your Price & Construction Schedule

Installation Services

Equipment Financing

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Protect Your Price & Construction Schedule

Installation Services

Equipment Financing

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Aggregation

Protect Your Price & Construction Schedule

Installation Services

Equipment Financing

### Protect Your Price & Construction Schedule

Promote local, minority-owned, women-owned, and small business participation while creating opportunities for smaller qualified subcontracting firms who can now bid based on qualifications not just buy equipment at the lowest cost. Our studies have shown that clients save a net first cost of up to 15% through implementing a bulk purchasing approach. The operating cost savings is substantially more over the 30-year life expectancy of the facility equipment provided. The opportunity to purchase aggregated service maintenance contracts due to consistent equipment in future years reinforces this point.

In addition, there is clear insight and control over the project schedule due to more tightly controlled manufacturing and delivery schedules with streamlined supply chain management that protects against the risk of lost time, money, or quality.



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your capital procurement options

**CONTROL**  
your construction costs now

**REDUCE**  
your facility costs

**STREAMLINE**  
facility equipment demands

**PROTECT**  
your capital investment

About Turner Logistics

Contact Us

**Turner**  **Logistics**  
Building Supply Chain Solutions

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Aggregation

Protect Your Price & Construction Schedule

Installation Services

Equipment Financing

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Protect Your Price & Construction Schedule

Installation Services

Equipment Financing

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Protect Your Price & Construction Schedule

Installation Services

Equipment Financing

### Installation Services

Let us assist you in overseeing the submittal process-- schedule, delivery, installation, and start-up of the equipment packages. We provide field engineering support and installation management. Our team maintains quality control and manages the project close-out process.

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your capital procurement options

**CONTROL**  
your construction costs now

**REDUCE**  
your facility costs

**STREAMLINE**  
facility equipment demands

**PROTECT**  
your capital investment

About Turner Logistics

Contact Us

**Turner**  **Logistics**  
Building Supply Chain Solutions

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Aggregation

Protect Your Price & Construction Schedule

Installation Services

Equipment Financing

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Aggregation

Protect Your Price & Construction Schedule

Installation Services

Equipment Financing

### ■ Turnkey Services

Aggregation

Protect Your Price & Construction Schedule

Installation Services

Equipment Financing

### Equipment Financing

Our initial assessment results in a bid strategy that produces equipment selection strategies that include local market, energy, and tax rebates for additional savings.



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your capital procurement options

**CONTROL**  
your construction costs now

**REDUCE**  
your facility costs

**STREAMLINE**  
facility equipment demands

**PROTECT**  
your capital investment

About Turner Logistics

Contact Us

**Turner**  **Logistics**  
Building Supply Chain Solutions

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■ Bulk Purchasing

■ Buy Direct Procurement

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Aggregation  
Protect Your Price & Construction Schedule  
Installation Services  
Equipment Financing

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Aggregation  
Protect Your Price & Construction Schedule  
Installation Services  
Equipment Financing

#### ■ Turnkey Services

Aggregation  
Protect Your Price & Construction Schedule  
Installation Services  
Equipment Financing



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your capital procurement options

**CONTROL**  
your construction costs now

**REDUCE**  
your facility costs

**STREAMLINE**  
facility equipment demands

**PROTECT**  
your capital investment

About Turner Logistics

Contact Us

**Turner**  **Logistics**  
Building Supply Chain Solutions

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■ Bulk Purchasing

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Aggregation  
Protect Your Price & Construction Schedule  
Installation Services  
Equipment Financing

#### ■ Buy Direct Procurement

Aggregation  
Protect Your Price & Construction Schedule  
Installation Services  
Equipment Financing

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Aggregation  
Protect Your Price & Construction Schedule  
Installation Services  
Equipment Financing

#### Aggregation

Traditionally, clients hire a project team to bid the job out to contractors and subcontractors who, in turn, contact distributors or manufacturer representatives. In the traditional supply chain, the contractor furnishes best-offer bids motivated, quite rightly, by paying the least amount of money to meet minimum specification and project schedule requirements. In this process, there is no place for considering best value. We have re-engineered the traditional process to best benefit your needs. The result is true best value centered around . . .



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**CONTROL**  
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**REDUCE**  
your facility costs

**STREAMLINE**  
facility equipment demands

**PROTECT**  
your capital investment

About Turner Logistics

Contact Us

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### ■ Bulk Purchasing

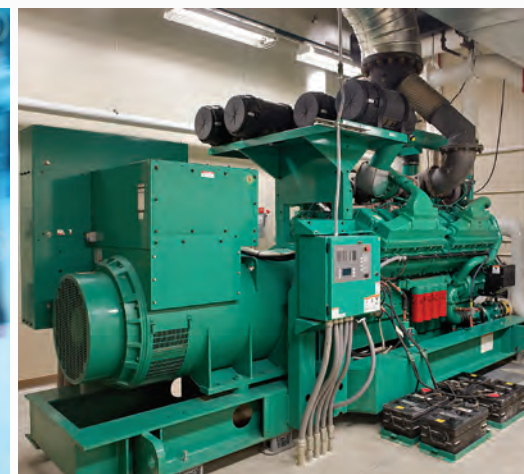
Aggregation  
Protect Your Price & Construction  
Schedule  
Installation Services  
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Aggregation  
Protect Your Price & Construction  
Schedule  
Installation Services  
Equipment Financing

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Aggregation  
Protect Your Price & Construction  
Schedule  
Installation Services  
Equipment Financing



**EXPAND**  
your capital procurement options

**CONTROL**  
your construction costs now

**REDUCE**  
your facility costs

**STREAMLINE**  
facility equipment demands

**PROTECT**  
your capital investment

Contact Us

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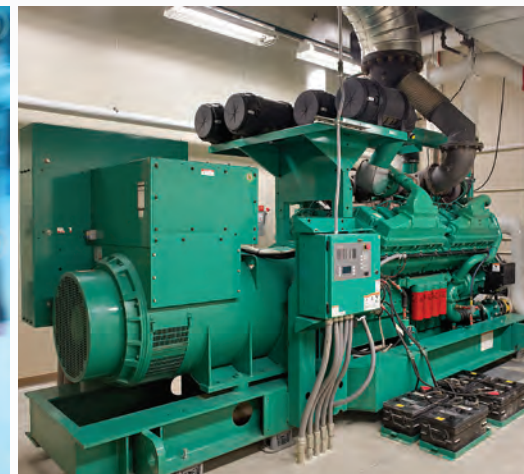
Aggregation  
Protect Your Price & Construction  
Schedule  
Installation Services  
Equipment Financing

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Aggregation  
Protect Your Price & Construction  
Schedule  
Installation Services  
Equipment Financing

#### ■ Turnkey Services

Aggregation  
Protect Your Price & Construction  
Schedule  
Installation Services  
Equipment Financing





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your capital procurement options

**CONTROL**  
your construction costs now

**REDUCE**  
your facility costs

**STREAMLINE**  
facility equipment demands

**PROTECT**  
your capital investment



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**Contact Us**