



Management | Strategy | Performance



Cameron + Associates Management Inc.

Project Management + Construction Management Professionals

# Clients



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## Our Team

- **Paul Cameron– President.** Paul Cameron has over 25 years of experience in retail construction and development and has worked for many national retailers in both Canada and the U.S. market. Prior to joining First Capital Realty as Vice President, Mr. Cameron was Director of Engineering for Sobeys Inc. His duties included active involvement in the development of Sobeys Capital Plan and overseeing the execution of all related construction components including site development, expansions, new builds, major remodels and store fixturing in support of the plan. He has also assisted other retailers including A&P, Zellers and The Bay.
- **Peter Miller– Vice President.** With more than 20 years of experience in manufacturing and distribution, facility start-ups and reorganizations, Peter brings a wealth of experience to his clients, both in Canada and abroad. Whether it's a small manufacturer looking at a zero-capital reorganization, or a multimillion dollar project, Peter's pragmatic approach and a style for team building has a proven track record.



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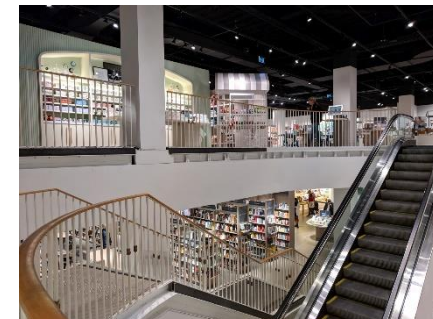


## Our Team – cont'd

- **Paul Paglialunga – Director of Construction.** A Civil Engineering Technologist with over 30 years of experience in the construction industry as a Project Manager, Site Superintendent and Estimator. Paul has continuously built on his experience in infrastructure, commercial, QSR and greenfield sites representing both contractors and Owners. Paul has developed a reputation for maintaining and exceeding client expectations throughout all aspects of a project. Paul's dedication to customer satisfaction is attributable to strong support relationships and has earned him well-deserved respect among those in our industry.
- **Michael Feld – Senior Project Manager.** Has over 25 years of Project Management experience including positions with prominent Canadian retailers such as Sobeys. Michael also has held senior position with general contractors giving him a solid foundation to represent both owner, tenant or contractor.
- **Gord Field – Senior Project Manager.** With over 30 years of experience in all facets of commercial development and construction. Gord has spent the bulk of his career working for supermarket companies.



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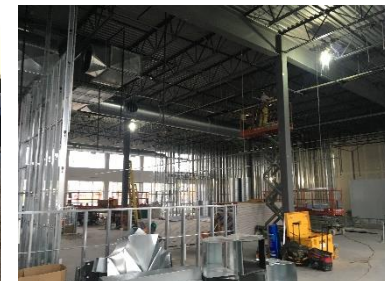


## Our Team – cont'd

- **Doug Drever– Project Manager.** Doug brings a strong background in management and construction over the last 25 years and has looked after projects from full greenfield developments to tenant fit out and coordination. Doug is an excellent communicator and detail oriented.
- **Chris Levy– Project Manager.** Chris is a project manager with a solid construction management background. He has taken on the role as a key account representative with our major retail clients. Chris brings real passion to all his projects and we are excited to have him on our team.
- **Daniel Cameron– Project Coordinator.** Daniel gained construction experience early working for different contractors. He now assists in the coordination of all the projects at CAMi and uses his previous experience to successfully execute a wide range of responsibilities.
- **Julia Cameron – Project and Tenant Coordinator.** Julia handles the administration of CAMi projects and has brought knowledge from her past roles in management and logistics.
- **Olivia Skelhorne-Gross – Project Administration.** Olivia handles the administration of CAMi projects.



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## Our Focus

- To consistently provide our clients with a team of seasoned professionals with hands on experience in delivering retail, industrial, institutional, office and infrastructure projects on time and on budget as both Project Management and Construction Management specialists
- To ensure our client base receives the personal one on one and responsive service that is critical for the successful execution of each project regardless of the project scope or size
- To provide our clients with accurate scopes, budgets and reporting to ensure both CAMi and our clients are up to date in real time through the course of projects
- To be available and responsive to all concerns and needs 7 days a week, 24 hours a day
- We are committed to being proactive and disciplined in creating cost effective solutions for our clients

**Given the opportunity to perform on your behalf:  
WE WILL DELIVER on time and on budget.**



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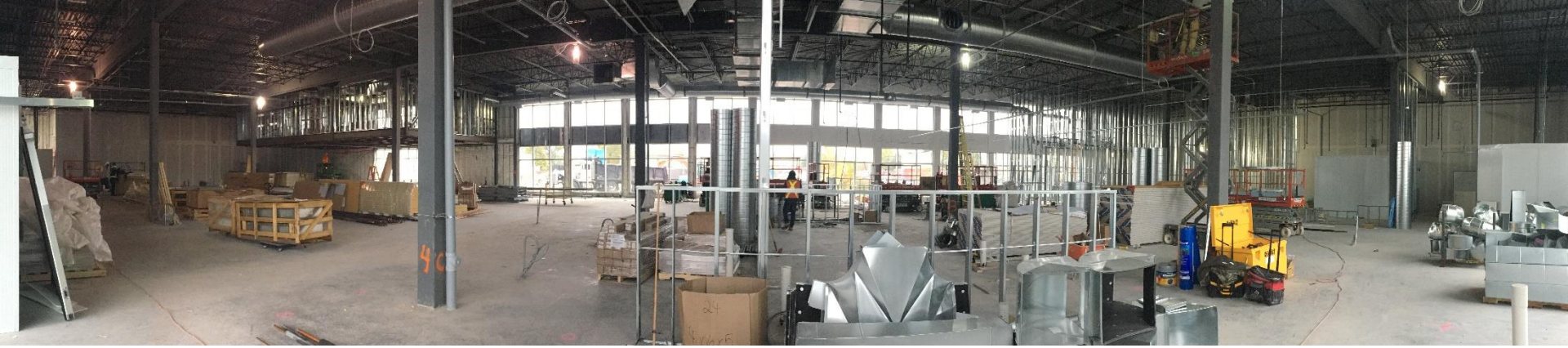
# Our Experience in Project Management

- We provide Project Management services for many of Canada's leading retailers as their preferred 3<sup>rd</sup> Party consulting for all their development needs.
- We provide Project Management services with the same care and attention for smaller one off retailers that we provide for our largest clients.
- We provide Project Management services for site developments ranging from .5 acres up to 13 acres which includes the assembly of initial site review, assembling consulting teams, creating and maintaining proforma to full siteworks and building PM monitoring to the final closeout.
- We provide Tenant Coordination services for retail infill and site redevelopment.
- We provide Project Management services for all facets of industrial work from development of the site and base building to a complete turnkey package oversight that includes process review, infrastructure upgrades, procurement and installation of equipment.
- We provide for our Industrial and Office clients full services that includes initial building and operations assessment relocation of the existing operations to upsize or downsize or to make the existing facilities work more effectively.



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# Our Experience in Construction Management

- We have added Construction Management to our list of services at the request of most of our clients who are ascertaining that it is more and more difficult to find a responsive construction team in today's market.
- Our team of project management professionals consists of individuals who are well-seasoned in this discipline and bring a focused, detailed approach to all projects on behalf of our valued clients.
- Multi-faceted, CAMi offers results-oriented experience in retail design and construction to deliver speed-to-market Architectural services that have revolved around the execution of superior design, planning, technical, and practical logistical support.
- In particular, we focus our efforts on ensuring that budgets are created to meet the client's needs and that modifications or changes to budget numbers are communicated up front and in a timely manner. We ensure realistic schedules are developed and become the catalyst to ensure these schedules are maintained. We look at projects through the eyes of the client and are always looking for cost-effective measures that do not compromise the design or technical intent of the assigned projects.



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# Factory Modernization

**Client:** VOITH Hydro

**Mandate:** Support the review of a manufacturing facility and provide summary options to the client including; relocating to a new facility or modernization of the existing one. Following the review and the client's decision to modernize the existing facility, a CAMi personnel were retained to provide process layouts, construction and infrastructural upgrades, and installation of new equipment.

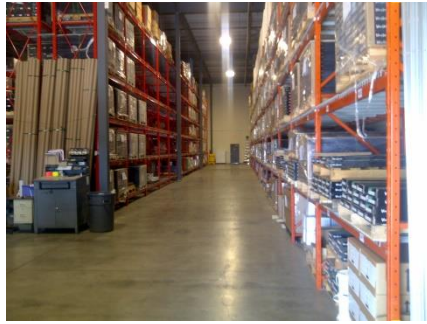
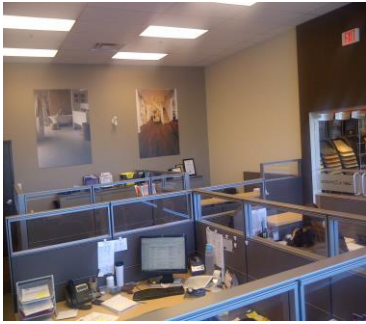
**Objective:** Maintain existing production capacity while shrinking shop floor footprint and production personnel by 50% through attrition.

- Manufacturing Review
- Process Layouts
- Compliance Review
- Site Preparation
  - Interim Manufacturing
  - Construction
  - Installation/Commission of new equipment
- Work Station Review
- Updated Documentation



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- **Building Assessment**
  - Cost/density analysis
- **Warehouse Layouts**
- **Site Preparation**
  - Budget Preparation
  - Permitting
  - Office Construction
  - Equipment Tendering
- **Racking Source and Installation**
- **PSRs**
- **Evacuation Plans**
- **Documentation Updating**

# Distribution Centre Relocation

**Client:** GO Resilient Canada

**Mandate:** Contracted to manage the site selection, preparation and relocation of a warehouse/distribution centre in southern Ontario. The distribution facility included warehousing, assembly, and an order picking area.

**Objective:** Find and organize a warehouse space that would support the companies growth and construct office/showroom space that showcased their product and reflected their work philosophy.

In addition to Fire Safety, Security, and Evacuation Plans, we provided the necessary equipment PSRs and building plans for future reference.



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# Reorganization of Operation

**Client:** Brother Canada Ltd.

**Mandate:** To provide design support, space planning and project management services for the reorganization of a Canadian distribution operation. This involved reorganizing portions of the client's central distribution centre, relocating a production unit, setting-up a new distribution centre and sales office, and finally, the shutdown and decommission of a redundant warehouse.

**Objective:** Major milestones required reorganization of the an existing distribution centre, relocate a production unit , and launch the new DC within 5 months. The entire project was expected to be completed within 8 months with zero tolerance for budget overrun. Floor area and pallet density objectives were provided for the new offices and DC, respectively.

- **Reorganize Main Distribution Centre**
  - Better floor space utilization
  - Reduced travel distances
  - Fit for function
- **Relocate Production Unit**
  - Reduced footprint
  - Improved work flow
  - Improved work environment
- **Set-up new Distribution Centre**
  - Optimize floor space utilization
  - Flexibility for growth
  - Reduced travel distances
- **New Sales Offices**
  - Reduced footprint while maintaining client requirements
  - Improved usability of space
- **Decommission Redundant Warehouse**
  - Provided client advocacy to minimize decommission req'ts
  - Provided advocacy to minimize client liabilities



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# Project Management + Construction Management Professionals

## 2019

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## 2020

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