

3 KEYS TO on-time installations

Lead times for retail projects have always been short, and Shop! has been hearing for years about increasing challenges with project schedules. But just when you think timelines can't be compressed any further, the industry somehow finds a way to squeeze them some more. One example: A kiosk and popup that had to be designed and built in less than two weeks to leverage the historic Chicago Cubs victory (see page 48).

As project schedules continue to compress, industry professionals are adapting their processes. Here are three ways GlobalShop attendees told us they handle the challenge.

1 Specify with the schedule in mind.

Select products that don't have a long lead time, several designers noted. "It's all about looking at what you can do with the time you have. We'll choose off-the-shelf solutions if needed to get it done in time," said one designer who asked to remain anonymous. "Or we'll buy in bulk and have it warehoused."

Warehousing can be particularly useful for P-O-P programs. One brand rep noted that yearlong consistency in displays allows a company to keep all necessary hardware on hand for that year.

The warehousing and plant locations of vendors also plays a role for store-renovation projects, which typically have shorter timelines than new-store buildouts, noted Helen Herrick, senior director of store design, café, and branch design strategy for Capital One. "We still specify some products from overseas, but depending on how much time we have, we may be looking for more materials that are made in America or warehoused in America," she said.

2 Involve vendors earlier in the process.

Contractors and fabricators need to be involved early, said Fernando Castillo, design services and studio director of Miami for api(+). "As soon as the design-concept part is done, it's shared with the fabricators and builders," he said. "You start earlier. When you're rushing, that's when quality control gets shortchanged."

Other firms involve suppliers from the get-go. "We're always engaging vendors with the opportunities we find so that we can bring them in to partner with us when we do the bidding," said Fred Margulies, LEED AP, director of retail architecture at Herschman Architects.

3 Get more warm bodies involved.

When working with a network of installers, reinforcements can be called on to meet tight deadlines, noted a marketing services rep.

"When we have last-minute customers, it's all about managing people," said Patty Tuttle, main girl (yes, that's her real job title) with visual-solutions provider Miles Display & Design. "We just have to spend more to have more people involved so it can be done in time." It's simply a cost of doing business with good clients, she added.

For those increasingly tight timelines, as well as for new flagships with the luxury of a longer schedule, Shop! has a network of service companies ready to help retailers and consumer brands get everything to the stores and installed on time. Keep this resource list handy for your logistics and installation needs.

Aire-Ride Transfer aireride.com

Founded in 1990, Aire-Ride Transfer provides transportation of blanket-wrapped store fixtures across the U.S. and project management, coordinating all deliveries from start to finish for new retail store constructions and large remodels. Aire-Ride specializes in rollouts, inside deliveries, warehousing, and inventory management of imported fixtures.
Serving: U.S.

America 9 Construction america9construction.com

Fully bonded and insured, America 9 Construction offers flexible 24/7 scheduling options for finish carpentry, installation of new shelving and fixtures, and assistance with every phase of new-product rollouts.
Serving: U.S. (all 50 states)

American Installation Companies americaninstallationcompanies.com

One of the largest installers of retail environments in the U.S., American Installation Companies provides retail and commercial store fixture installations, millwork, signage and graphics installations (including site surveys, maintenance, and repairs), warehousing, logistics, and general contracting for new stores, remodels, and rollout programs.
Serving: U.S. and Worldwide

Atlas Logistics atlaslogistics.com

A full-service logistic company, Atlas offers air-ride transportation for pad-wrapped, crated, or skidded materials; date- and time-specific delivery; inside delivery and fixture removal; and 24-hour notice at origin and destination.
Serving: North America

ATS atsvans.com

At ATS, three generations of the Anderson family steer an experienced, energetic team that truly welcomes every challenge. These people – combined with one of the largest for hire trucking fleets, the resources to get things done, and the proof of on-time, every time delivery – are the reasons we're able to deliver both freight and confidence. ATS has a multitude of drivers who have driven a Million Safe, accident-free miles and have become the proud recipients of the Million Mile Award.
Serving: U.S.

Axis Global Logistics axisg.com

Delivering fully customized single-source supply chain solutions, Axis Global Logistics provides direct-to-store services; project management; fixture, graphics, and P-O-P display installations; site survey and audits; management of nationwide store distributions and rollouts; vendor management; inventory and purchase-order management; time-critical transportation (ground and air); comprehensive warehousing network; consolidation management; mall, after-hour, and inside delivery options; and reverse logistics.
Serving: North America, Europe, and China

BDS Installation bdsmktg.com

BDS is an integrated team of construction, design, and engineering professionals that create innovative retail experiences. We are a one-stop shop for retailers looking to manage their construction process. Each BDS client is partnered with a dedicated team of project managers to facilitate their work from beginning to end, and our team provides detailed reports and cost analyses during every phase of every project.

The Beam Team thebeamteam.com

The Beam Team manages a wide range of retail installation and interior construction projects across the U.S. Specialties include remodels, rollouts, new store sets, resets, merchandising, and installation of kiosks, graphics, fixtures, and displays; and millwork/perimeter construction.
Serving: U.S.

Champion Logistics Group championlogisticsgroup.com

One of the world's largest third-party-logistics providers, Champion provides integrated global supply-chain management solutions including transportation, warehousing, fulfillment services, web-based information systems, and project management.

Serving: North America

CHEP chep.com

CHEP is a logistics-solutions company specializing in the management of standardized unit-load equipment.
Serving: U.S. and Worldwide

Commercial Decor Group commercialdecorgroup.com

Commercial Decor Group provides installation of store fixtures, millwork, showcases, and kiosks, as well as surveying, maintenance, general contracting, warehousing, and distribution.
Serving: North America

DAVACO davacoinc.com

A total-solutions provider of high-volume remodels, resets, and rollouts for retail, restaurant, and hospitality brands, DAVACO offers program and project management; fixture, equipment, and graphic installations; digital signage and technology upgrades; hard- and soft-line merchandising; site, marketing, and pre-construction surveys; logistics and consolidation; design coordination; facilities-maintenance programs; ADA, safety, and quality audits and remediation; sustainability; fixture and graphic manufacturing partnerships; and special initiatives.
Serving: North America

Dave Osborne Construction Contracting

Dave Osborne Construction Contracting provides installation of retail store fixtures, trim, and millwork for projects throughout the U.S. requiring union carpenters and installers.
Serving: U.S.

Dynamic Resources driglobal.com

A global retail services company, Dynamic Resources provides management and execution of in-store fixture and branding installations and initiatives, including field surveys, CAD drawings, project management, graphic change-outs, interior carpentry, fixture builds, and logistics planning.
Serving: U.S. and Worldwide

Elder-Jones www.elderjones.com

Headquartered in Bloomington, Minn., Elder-Jones provides nationwide general contracting and building-permit services to 49 states, Puerto Rico, and Canada.
Serving: North America

Express ShopFitters shopfitexpress.com

A boutique Canadian firm with more than 25 years' retail-installation experience, Express ShopFitters provides fixture, display, and graphic installation and related services through more than 100 local partner firms. Express ShopFitters delivers customized project, contract, and surrogacy services, managing full rollouts, or one-off emergency repairs.
Serving: Canada

Flexecution flexecutioninc.com

Offering a solution for in-store project execution, national retail-service company Flexecution provides installation, construction, and merchandising services.
Serving: North America

Four Points Installations 4pointsinc.com

Providing customized fixture and millwork installations in all 50 U.S. states, Four Points Installations' offerings include interior signage, rollouts, surveys, and fixture maintenance.
Serving: U.S. (All 50 states)

Granger Contracting & N-STORE Services gnhservices.com

Working with retailers across North America, Granger Contracting and N-STORE Services offer open-store remodels, store fixture installation, rollouts, resets, retail channel installation, special projects, customized maintenance programs, tenant improvements, project management, and logistics.
Serving: North America

H.J. Martin and Son hjmartin.com

Operating with a commitment to quality installation that suits the tightest of timelines, H.J. Martin and Son provides new store fixture installation, remodels, rollouts, casework installation, merchandising, and concrete polishing. Commercial divisions include glass and glazing, walls and ceilings, flooring, doors and hardware, millwork installation, and floor care.
Serving: U.S.

High Definition Logistics hdlog.com

A boutique company with strategic applications, High Definition Logistics focuses on custom solutions that deliver top-level service for a select group of exclusive clients. We specialize in blanket wrap, time-definite, inside delivery for installation of custom fixtures of all kinds.
Serving: North America

IMGR America – FOURMI skates for gondola shelving fourmi-distribution.com

Facilitating faster and easier store-layout changes, FOURMI is a system for moving gondola shelving and other store fixtures, including shelving, refrigeration cabinets, checkout counters, and other displays. FOURMI can be used for remodels, resets, flooring projects, new store openings, and merchandising programs.
Serving: U.S. and Worldwide

Impact Fulfillment Services impactfs.com

Located in North Carolina at the heart of the I-85/I-95 shipping corridor, Impact Fulfillment Services offers supply chain, display engineering, planning and procurement, packaging and assembly, and warehouse and distribution services.
Serving: U.S.

The InSite Group theinsitegroup.com

The InSite Group provides comprehensive program management, oversight, and implementation of branding initiatives. Our experience includes more than 20 years in the signage and display industry and over 300,000 branding projects.
Serving: North America

Installation Solutions installationsolutionsinc.com

Installation Solutions provides project management, installation services, and construction services. We work on large national rollouts, upscale buildouts, including installation of fixtures, millwork, décor; and graphic packages; and multitrade general contracting projects, including demo, construction, electrical, carpentry, painting, flooring, and plumbing. Other offerings include interior decor package installations, graphic, vinyl, and sign installations; furniture and equipment placement; maintenance programs; warehousing and transportation; and site surveys.
Serving: North America

J & J Service Solutions jnsservicesolutions.com

J & J Service Solutions provides customers with a turn-key solution for maintaining facilities and equipment. Service and installations can be executed on a regional and national basis.

LEGACY Retail Services legacyrts.com

LEGACY Retail Services provides rapid rollouts of POS, P-O-P, fixtures, and digital signage, including project management, daily reporting, site surveys, installation, quality assurance, on-site training service for equipment, transportation, delivery, and packaging.
Serving: North America

Merchco Services merchcoservices.com

Merchco Services is a retail-services company that focuses on new store set up and remodels, retail fixture installation, project and construction management, custom millwork installation, merchandising services, interior signage, and display and graphics installation. Serving: U.S. (including Alaska, Hawaii, and Puerto Rico)

Millennium Logistics Management mlog.net

Millennium Logistics specializes in the transportation and consolidation of store fixtures, kiosks, and P-O-P displays to and from stores for retailers and manufacturers; blanket-wrapped, skidded, and cartoned transportation of fixtures; and management. Since 1998, our on-time delivery percentage is 98.5%. We have one of the largest last-mile delivery networks in the U.S., which provides that short-term warehousing and light assembly. Serving: U.S.

MLE mleinc.com

MLE offers brand management, program management for store openings, expansions, remodels, retrofits, refreshes, and reopenings; and execution and rollouts of major marketing campaigns, graphics, displays, and fixtures. In-house services include site surveys, design staff, and printing. Serving: U.S., Canada, Mexico, and Puerto Rico

National Branding Solutions nationalbrandingsolutions.com

A retail project management and national installation company, National Branding Solutions provides interior and exterior brand implementation, including: new store set ups, remodels, fixture rollouts, graphic rollouts, and basic installations. Serving: North America, Puerto Rico, U.S. Virgin Islands, and Mexico

Old Dominion Freight Line odfl.com

An LTL carrier, Old Dominion Freight Line provides nationwide service within the continental U.S. Its four product groups include domestic, expedited, global, and technology. Services include managing store fixture rollouts, end-cap displays, and seasonal products that require a time-specific delivery window. Serving: Worldwide

PartnerShip partnership.com/shop

PartnerShip is a comprehensive inbound and outbound shipping program. Serving: U.S.

Pilot Freight Services pilotdelivers.com

Pilot Freight Services is a full-service global transportation and logistics company that operates from 75 locations throughout North America and Western Europe and collaborates with a worldwide network of partners. That translates into global coverage 24 hours a day, 7 days a week. We can move your freight anywhere in the world and deliver the expertise and customized shipping and logistics services that help your business run more effectively and efficiently. Serving: North America and Worldwide

Pivotal Retail Group pivotalretail.com

Pivotal Retail Group is a full-service project implementation company that offers our partners a portfolio of services focused on the consumer packaged goods

market. PRG is outcome-based and enterprise-focused—we are a business partner that creates value for our clients by providing program and project management, data analysis, and call center implementation.

Prime Retail Services primeretailservices.com

Offering retail services for regional and national retailers, Prime Retail Services provides fixture installation, retail construction, special projects, rollouts, merchandising, and project-management services. Prime designs and executes programs to each specific and different scope of work. Serving: North America and Canada

Prodigy Retail Construction prodigyretail.com

Prodigy Retail Construction has extensive experience in the execution of construction, rollout, and installation projects nationwide. We're a fully bonded construction firm and proud to work with some of the most reputable brands in the world. Serving: Canada

Resource Plus resourcep.com

General merchandising service, live nursery service, new store setups, remodels, resets, fixture installation, pallet racking/gondola mobilization, fixture/merchandise/store materials/P-O-P consolidation, warehousing and distribution, and liquidations. Serving: North America

Retail Logistics Canada retaillogistics.ca

Retail Logistics Canada provides direct cross-border and intra-Canadian retail transportation. Offerings include store fixtures, White-Glove, dedicated project management, installations, rollouts, warehousing, and distribution. No-handling options are available to remove the risks of damages and late deliveries. Retail Logistics Canada has distribution centers across Canada and specialized handling and delivery equipment. Serving: Canada and U.S.

Ridge Line Services ridgeline-inc.com

Services include retail and commercial store fixture installation and assembly, millwork, storage racking systems, signage and graphics installations, site surveys, remodels, new-store set ups, resets, merchandising, and product rollouts. Serving: U.S.

Specialized Transportation

CRST.com/services/high-value-white-glove/retail

Specialized Transportation offers blanket-wrap air-ride transportation services that include liftgate, inside pickup and delivery, day/time specific, full truckload, less-than-truckload, dock-to-dock, warehousing, logistics consultation, and project management. Serving: North America

STC Logistics shipstc.com

STC Logistics provides domestic and international freight-management services, including air freight, ground/LTL/FTL, express truck/direct line-haul, rail/intermodal, ocean LCL/FCL, rollout/distribution-management services, temperature-controlled, integrated/customizable IT services, real-time tracking/tracing controls, and a web application for status monitoring. Serving: U.S. and Worldwide

Store Opening Solutions storeopeningsolutions.com

Store Opening Solutions provides retailers with FF&E consolidation services, inventory management, and warehouse operations. Serving: U.S.

Suddath Global Logistics suddathlogistics.com

A single-source provider of customized fixture transportation and logistics services, Suddath Global Logistics features a global-carrier network, vendor consolidation and installation/de-installation of store fixtures, resets, remodels, and rebrandings; project management; warehousing; and international freight forwarding. Serving: Worldwide

Teamwork Labor Services teamwork-inc.com

Teamwork Labor Services is a full-service national retail-installation company committed to excellence through investment and performance. Teamwork retail provides our clients nationwide installation of fixtures, millwork, graphics, and decor for a variety of retail environments. Our services include installations, build outs, remodels, new-store fit up, rollouts, surveys, and project management.

Technical Transportation techtrans.com

Providing specialized transportation and logistics services for retail environments, Technical Transportation handles large fixture and visuals rollouts, new-store construction and remodel logistics, direct-from-import assembly and distribution, order fulfillment and reverse logistics; white-glove, in-store deliveries with assembly and placement; and land, air, and ocean transportation.

Thomas-Grace Construction thomas-grace.com

Family-owned and operated, Thomas-Grace is a nationwide general contractor specializing in retail construction, including open store remodeling programs, new-store installations, interior buildouts, and retail rollouts. Serving: U.S. and Canada

UniGroup Logistics

unigrouplogistics.com/industries/retail

With more than 50 years of retail logistics experience and a global network of transportation resources, UniGroup Logistics can coordinate, ship, and install retail fixtures, displays, kiosks, and vending units with on-time, after-hours, and dock-to-dock delivery options. UniGroup Logistics' retail logistics specialists can execute a single-store installation or a coordinated multi-store rollout with white glove setup, reverse logistics, tear-down, and debris removal services. Serving: Worldwide

YRC Freight yrc.com

YRC Freight is committed to providing Shop! members with special negotiated rates on shipping services, a competitive option for inbound and outbound shipments ranging from 150 to 7,500 lbs. YRC Freight is a leader in two-to-five-day LTL (less-than-truckload) shipping with comprehensive service throughout North America. Members typically save between 5% to 15% over what they currently pay. Serving: North America