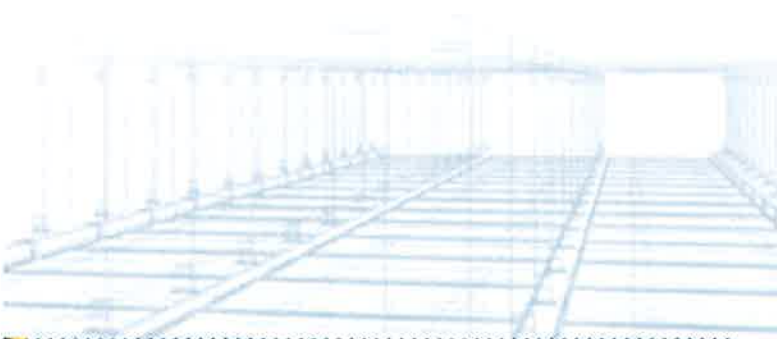


# SEAGATE CONSTRUCTION

**RIDING THE WAVE OF  
CONSTRUCTION BUSINESS  
SUCCESS IN ATLANTIC CANADA**



In the eight years that Seagate has been in business, the company has stayed on the upswing, continuously gaining strength in the commercial construction sector. With each passing year, the company sees achievements and reinforces its role as a major player in construction management.

Seagate's founder and President, Robert Scammell has always been an entrepreneur. He started his first business in the 90s, and rolled a previous company into Seagate in 2004. Seagate currently operates successfully in the Maritime Provinces completing a wide variety of commercial construction projects including new and renovation work with conventional, design-build, and turn-key methods. The company's reputation is built on its adherence to professionalism, integrity, safety and an unwavering commitment to exceed its client's expectations."

Knowing the construction markets helps. Scammell has been in the construction

**A**CCORDING TO STATISTICS Canada, there has recently been a sizeable increase in employment in Nova Scotia, with the numbers increasing dramatically in December. The unemployment rate is the lowest since the markets crashed in 2008, and things are indeed looking up for workers in the province. Particularly, during the past year, the construction sector throughout Canada saw much improvement, and no-one knows the recent growth of construction and the improvements in the Nova Scotia business climate like the team at Seagate Construction.



business since 1973, and he knows the importance of quality customer relationships and making sure the right team is in place. Scammell has developed an eye for the right types of projects, sticking to the commercial sector for the bulk of Seagate's work. The first project Seagate completed was a Nova Scotia Liquor Corporation extension to an Atlantic Superstore—Scammell says that, with the help of a team dedicated to completing the project both on schedule and within budget, it was a complete success and created the foundation for the company's achievements today. "This past year was one of our busiest," he says. "The driving

force of the economy in Nova Scotia right now is construction."

"While 2008 was a relatively slow year," Scammell says, "we were able to gain our fair share of the work and we really didn't feel the recession."

## PROJECTS

Part of the reason Seagate has done so well is because the company really owns a niche part of the market—specifically, working primarily in occupied operations. In 2005, Seagate was tasked with expanding and renovating the Atlantic Superstore in Woodstock, NB. The main objective of the renovation



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process was to change the store's existing, internal orientation 90 degrees, all while the store was in full operation. "We completed the store in Woodstock while it stayed in full operation," Scammell reflects. "When the owner's project manager contacted me after the job, he said they had never received a single complaint while our team was in the store; that says something about how importantly we treat our clients on the job site."

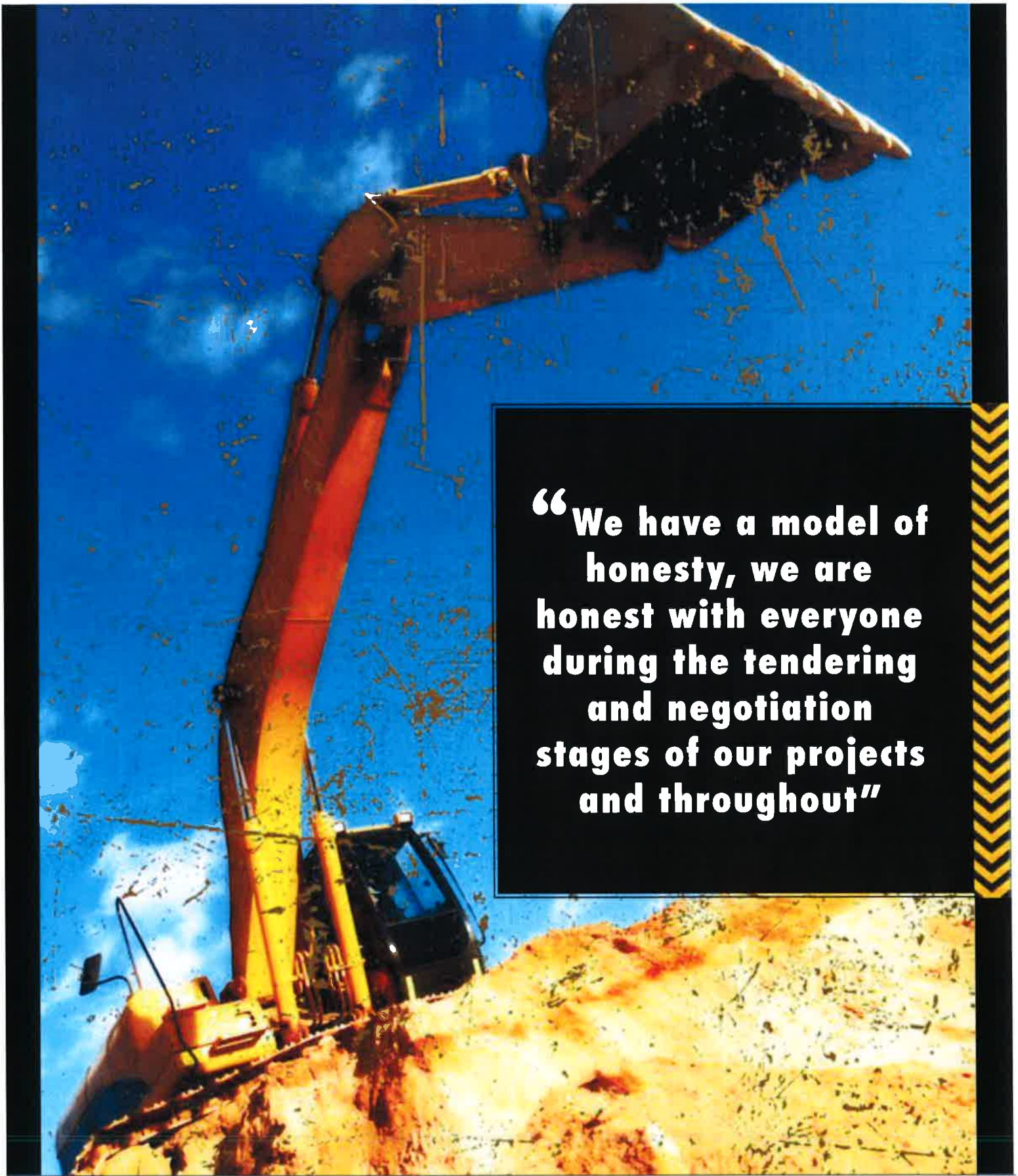
Scammell says that in the last few years larger construction management companies have entered the Maritime market, but more often than not clients prefer to work with who they know. "Lots of people prefer to work with companies they have worked with previously. We have good communication within our company and with all of our clients," he explains. "Our clients can call anytime they need us and we have an open line of communication at all times." With the current level of business uncertainty that has affected many businesses in Canada, Seagate really has been able to lean on its great reputation.

**"Our local community college offers exceptional programs for students who want to get into this line of work"**

Scammell says that every project is done thoroughly and with the utmost professionalism.

The company has recently added a project to its roster of which Scammell is particularly proud. "We're doing a major renovation of the Sunset Adult Residential Centre in Pugwash, NS. This involves life safety as well as mechanical and electrical upgrades to a 50,000 sf residential facility built in 1894 which is home to over 100 residents with a staff of nearly 200. This has definitely been the one of project that makes us the most proud," Scammell says. "Working on this residence has been a remarkable experience, they are a delightful group of professionals and we are proud





**“We have a model of honesty, we are honest with everyone during the tendering and negotiation stages of our projects and throughout”**

to work in such a great community—it is a complex renovation to which we are absolutely committed.”

## SAFETY

Seagate Construction is committed to health and safety, and the policies the company has developed have guided employees since day one. Seagate’s safety policies are modeled under the policy framework of the “NS Health and Safety Act” and include elements from this program for rules and regulations, responsibility and accountability, inspection, investigation and safety training. In addition, Seagate has regular safety program reviews covering job procedures and safe work practices which include all employees. “Our safety manager on the job takes extreme care, because sometimes we need to help clients understand how important safety is. For the most part, our clients are very strict about health and safety, but we do safety checks and meetings every day for every project.”

## FUTURE

In terms of future goals and aspirations for Seagate Construction, Scammell says that they will continue to do what they do best: offer exceptional construction management and a seamless process from the initial project concept through to completion. “We have a model of honesty, we are honest with everyone during the tendering and negotiation stages of our projects and throughout,” he concludes. With the company preparing for its first LEED project this year; things will be steady for Seagate Construction, as the upswing for construction business continues in Atlantic Canada. IM

