

TDX Construction specializes in managing complex construction projects for private and public clients.



## Reputation is Key in NYC

With increased competition for public works projects throughout New York City, TDX Construction Corp. relies on its experience and customer satisfaction to stay ahead of the competition.

BY BRIAN SALGADO

While private construction projects are not as plentiful as they once were in New York City, TDX Construction Corp. has not felt the pinch because of its predominantly public client base. However, Principal Joe Fitzpatrick says the company has seen increased competition for public works as construction management firms jump into that sector to stay afloat.

Maintaining TDX Construction's reputation for quality construction management services in the New York market and continually enhancing the services delivered, are Fitzpatrick's main focus. "You're only as good as your last

job," he says. "You always have to make sure you're on top of your game, and that the client is being satisfied and things are going correctly."

TDX Construction was founded in 1980 and specializes in managing complex construction projects for private and public clients.

Since its inception, the company has

managed projects valued at a combined \$3 billion, including schools, universities, hospitals, research facilities, sports and recreation facilities, hotels and hospitality facilities, and office fit-outs.

Fitzpatrick took some time to speak with *Construction Today* recently about keeping up with the latest technological advances, maintaining relationships with its subcontractor base and TDX Construction's work with the Jacobi Medical Center.

**Construction Today:** Has TDX Construction had any developments recently?

**Joe Fitzpatrick:** We try to stay current in technology. On the construction side, this industry lags in staying current. We utilize Expedition project management software, as well as P3 scheduling programs. We recognize the importance of staying current in terms of understanding and utilizing those programs.

**CT:** How would you describe your relationships with subcontractors?

**JF:** Generally, very good. On public work, subcontracts are awarded based on the lowest responsible bid. There-

TDX Construction Corp.

[www.tdxconstruction.com](http://www.tdxconstruction.com)

2008 proj. sales: \$100 million

HQ: New York City

Employees: 101

Services: Construction management

**Joe Fitzpatrick, principal:** "You always have to make sure you're on top of your game and that the client is being satisfied."



Cap: TDX Construction Corp. was the construction manager for the Jacobi Medical Center Ambulatory Care Facility in New York.

fore we engage many firms that are new to us regularly. One important intangible for a project to be successful is trust. If the construction manager conveys a very professional and organized approach to the management of a project and treats the subcontractors fairly, the probability for success is greatly enhanced.

**CT:** What distinguishes your company's work from the competition?

**JF:** The principals are hands-on and we have the technical expertise to match it. We'll get into the nitty-gritty and into the details.

While marketing and salesmanship are important business functions, we believe our hands-on approach not only gets the job done, but effectively conveys to our clients our commitment to their project.

We hold on-call requirements contracts with several agencies and have developed a reputation as a firm that can react quickly and tackle emergency situations, be it a building facade failure or a project takeover to open a school on time.

**CT:** Can you highlight a recent job?

**JF:** We recently completed the Jacobi Medical Center Ambulatory Care Facility

in New York as a construction manager in June 2008. It cost \$54 million and came in under budget despite significant contaminated soil problem that no one knew existed. We transported the hazardous material to the closest facility which was in Canada. We developed a plan to remediate the site in quadrants, and re-phased the project foundations and steel fabrication and erection sequences to follow this revised plan. This provided a seamless work plan that ultimately avoided costly delays and claims.

**CT:** Any future developments?

**JF:** We're a fairly conservative company, so our first goal is to maintain our client base. We want to grow with our clients.

Ten years ago, our client base was predominantly schools, then we broke into healthcare and we consequently acquired more clients.

We grow carefully, and we've been very careful about choosing the right people we have running jobs. Most of them are homegrown, and we won't just have anyone as a project manager. ■

## MAJOR PROJECT

### TDX pitches in on massive Brooklyn expansion

One of TDX's most prominent projects currently underway is the expansion of the Brooklyn Navy Yard in New York City. The 300-acre industrial park already boasts more than 4 million square feet of industrial space, and the expansion will add seven new buildings encompassing more than 400,000 square feet of new space.

The expansion is the largest at the site since World War II, and will include a supermarket to serve the surrounding communities. New York City officials have said that the initiative will create up to 800 new jobs in the city, with an emphasis on maximizing opportunities for women- and minority-owned contractors.

TDX is providing construction management and building services for the construction of two buildings and one building renovation. The entire project was slated for completion this summer.