



WORKBOOK

# WE FIND A WAY

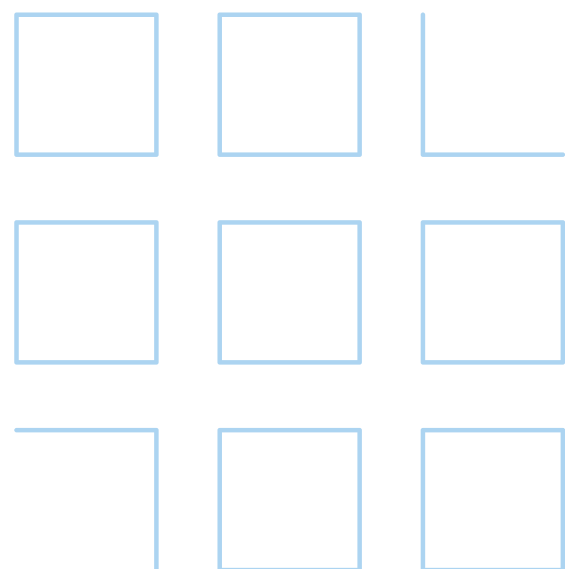
TO MEET YOUR **BUDGET**. TO **FABRICATE** IT. TO MEET THE PROJECT **SCHEDULE**.





# THANK YOU

Thank you for the opportunity to introduce ourselves to your team. We are headquartered in Charlotte, North Carolina and have a history of fabricating and erecting ornamental metals and parking deck screening throughout the southeast. We hope that the garage screening photos attached will provide some helpful direction to your team. I am confident that we have the manpower, fabrication experience, and expertise to successfully deliver for your team.



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WE AT SEAS ARE AN INDEPENDENT MANUFACTURER'S REPRESENTATIVE FIRM FOR ARCHITECTURAL INTERIOR AND EXTERIOR SPECIALTY PRODUCTS IN THE SOUTHEAST AND GROWING. AT SEAS, WE ALSO ARE A FABRICATOR AND ERECTOR OF ORNAMENTAL METALS.

Our mission is to be the most sought after ornamental metals contractor and manufacturers' representatives in the country. We do this by having fun, working hard, and setting the standard for innovation in our industry. Our strengths are our employees and our relationships. When you work with SEAS, you will see the difference in our people, through their behaviors and their passion for our work. Whether SEAS is working as a supplier to assist the subcontractor on our material sales division, or as a fabricator and erector in our contracting division, working with the general contractor, our goal remains the same; To be a trusted advisor during the process, and deliver a construction experience better than anyone else in the industry.



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EXTRAORDINARY PEOPLE THRIVE WITHIN A FOUNDATION OF EXTRAORDINARY CULTURE AND BEHAVIORS. THE BEHAVIORS OUTLINED HERE DEFINE AND EMBODY OUR UNIQUE CULTURE, SETTING US APART AND ESTABLISHING US AS LEADERS IN OUR FIELD. **AT THE HEART OF OUR CULTURE ARE THE FIRST FIVE BEHAVIORS, WHICH REPRESENT OUR CORE VALUES—THE BEDROCK UPON WHICH OUR COMPANY IS BUILT.**





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1

## FIND A WAY

Take personal responsibility for making things happen – some how, some way. Respond to every situation by looking for how we can do it, rather than explaining why it can't be done. Be resourceful and show initiative.

2

## WE NORMALIZE THE EXTREME

We normalize the extreme by going above and beyond what others would expect on a regular basis. We start earlier. We do whatever it takes. By surrounding ourselves with like minded people, we ensure the sustaining of this behavior.

3

## PEOPLE OVER PROFIT

We value the relationships with each other and the relationships we have with our customers over money. We also believe that taking care of our own tribe and our customers is a smart business decision that will pay off in the long run. We do this by demonstrating an unwavering commitment to doing the right thing in every action we take and in every decision we make, even when no one's looking. Always tell the truth. When you make a mistake, own up to it, apologize and make it right.

4

## IRON SHARPENS IRON

Proverbs 27:17 states that "As Iron Sharpens Iron, So One Person Sharpens Another". You are the average of your five closest friends; so who you choose to spend time with, will influence the man or woman you are. Who we choose to include in our 'Tribe' is the most crucial decision we make in our business; and this has greater consequences than just our bottom line. Who we spend time with, determines who we become. We choose to be a positive influence on those around us and surround ourselves with great people.

5

## GRIT

Grit is the willingness to do whatever it takes to win. We love to compete and we love to win. While talent and luck matter for success; Talent and luck are no substitute for grit. Grit is holding steadfast towards a goal, when the going gets tough.







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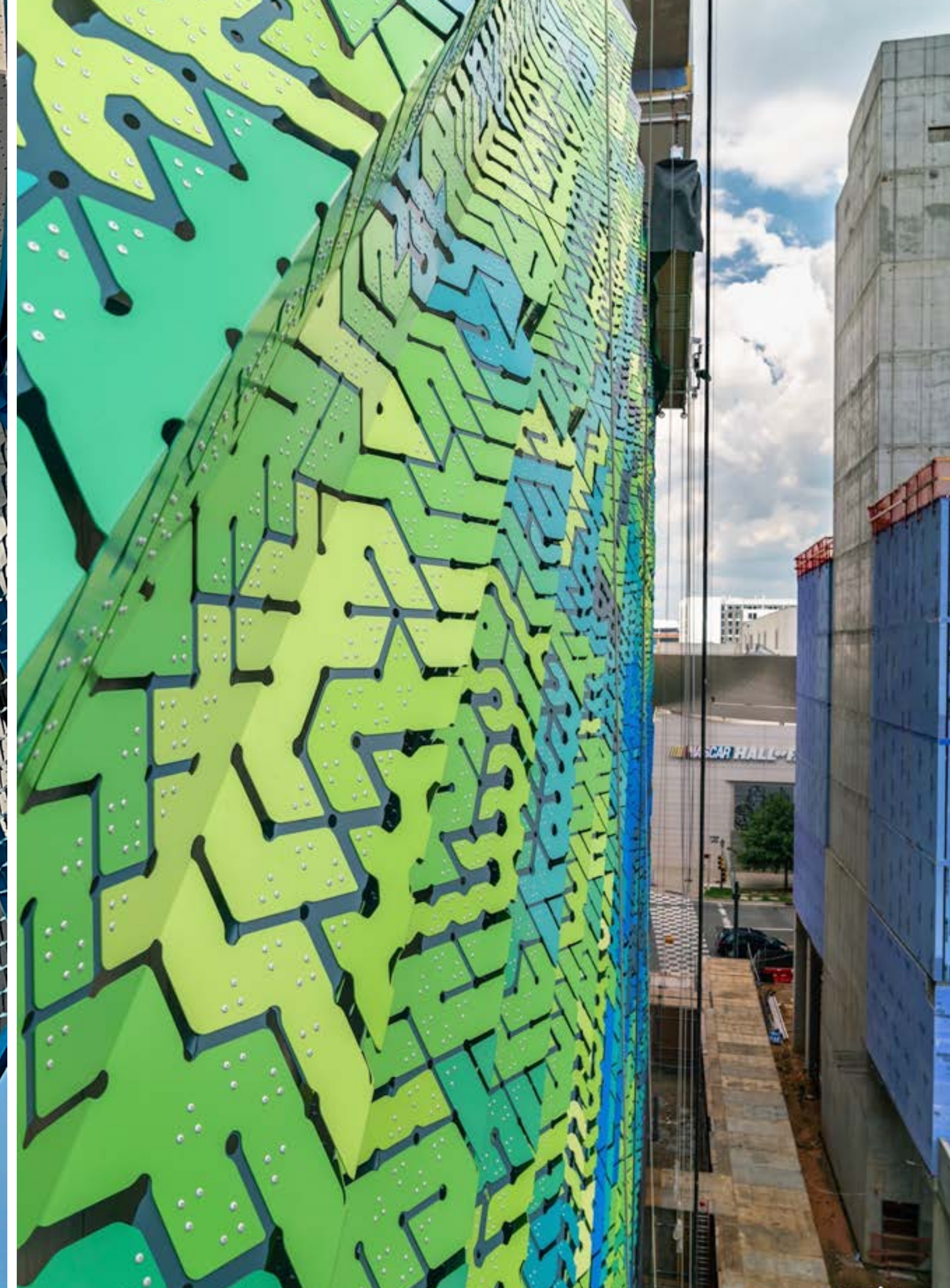




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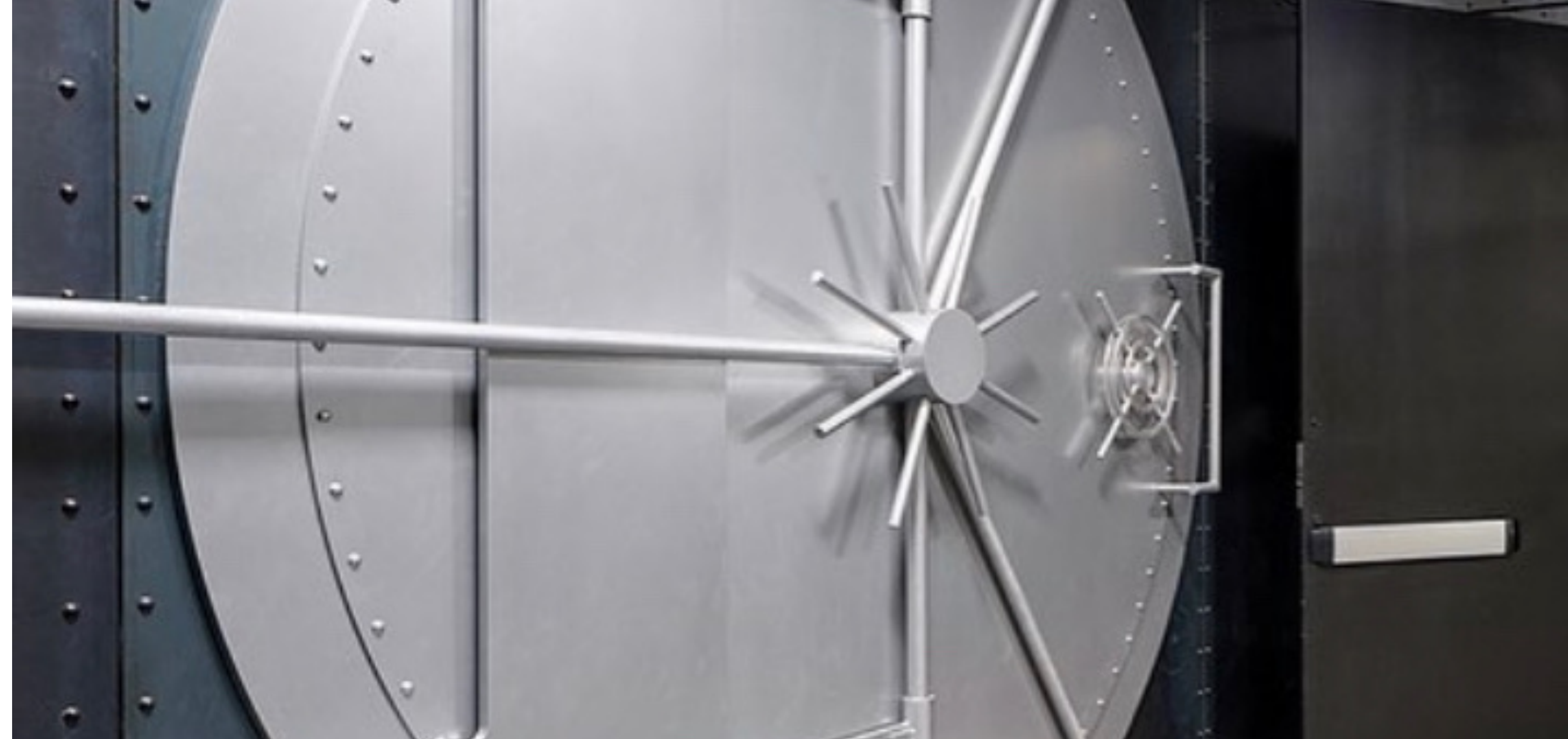




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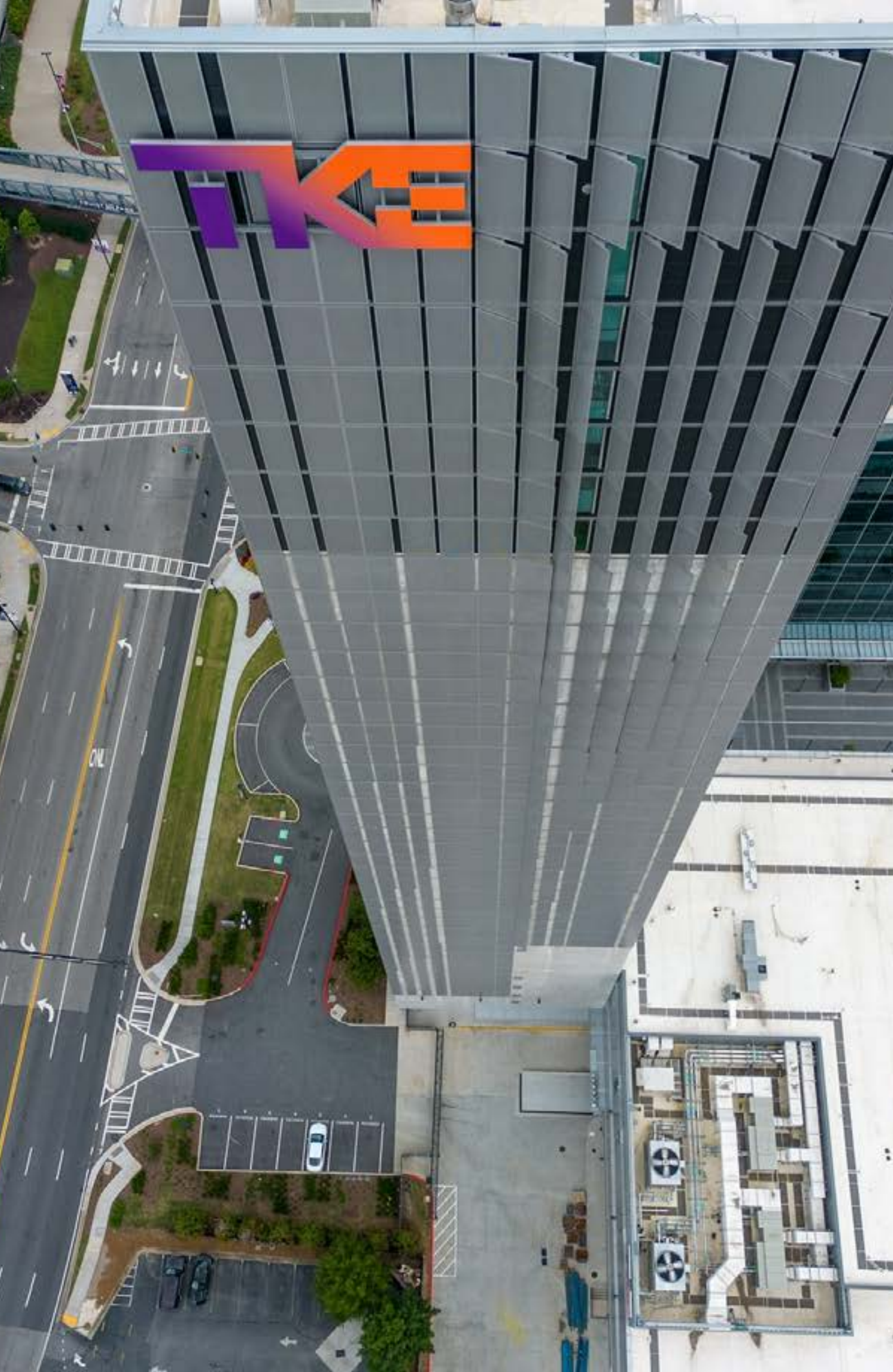




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# CARDINAL

## FABRICATION



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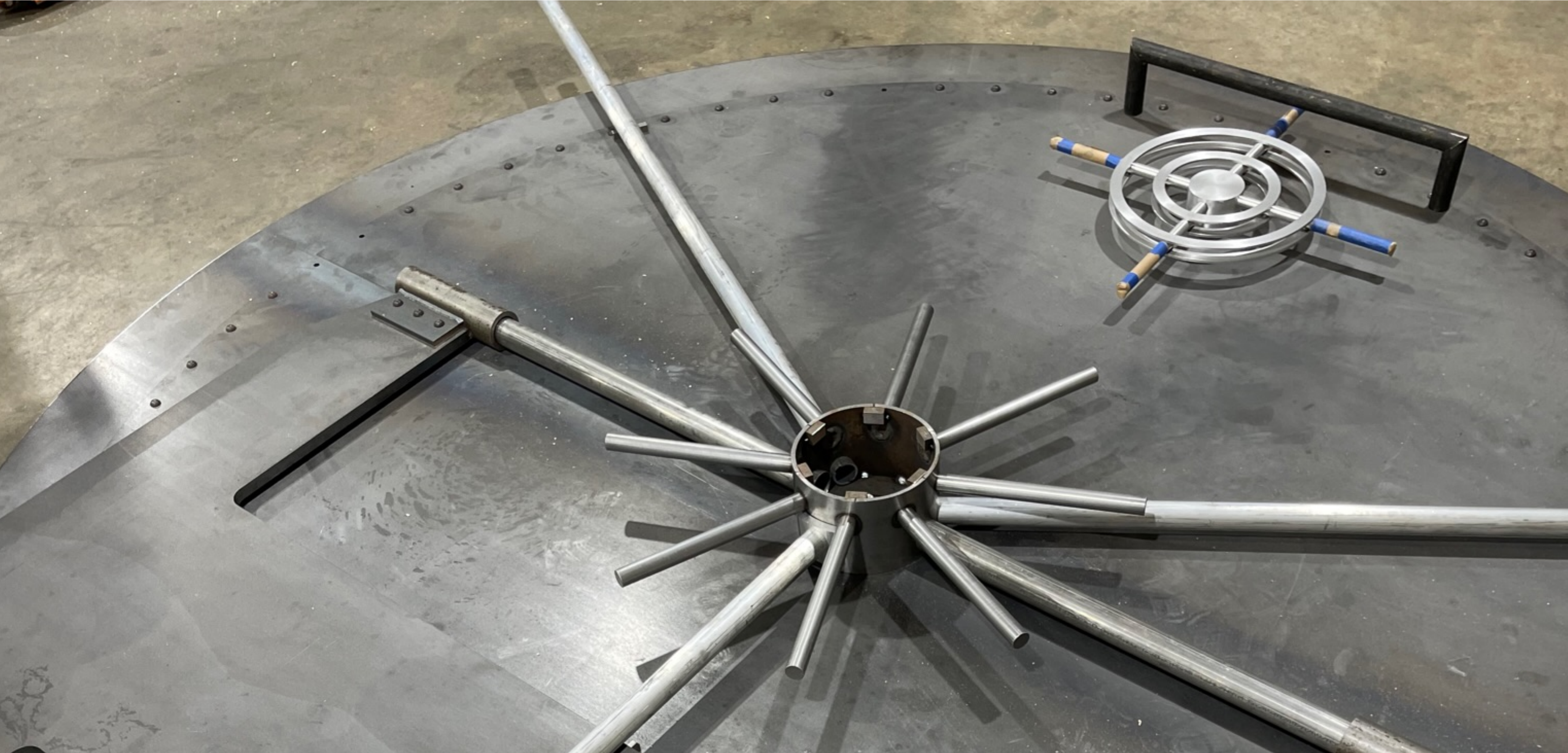




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# OUR MANUFACTURERS



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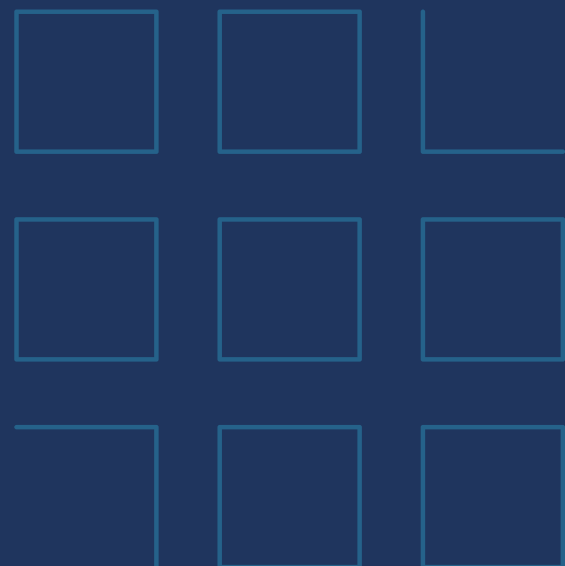






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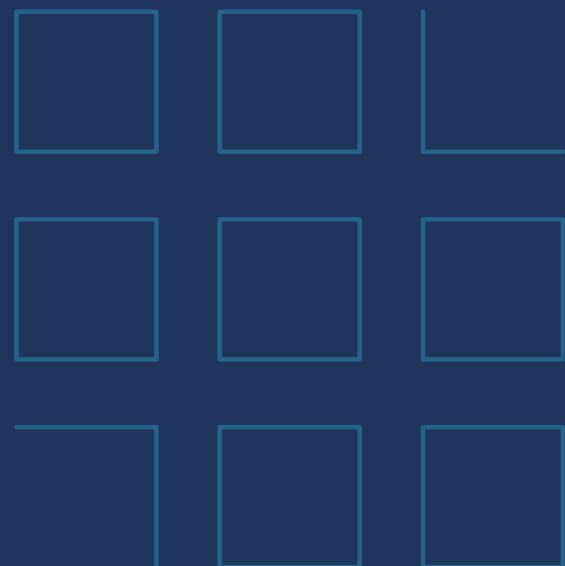
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C. Grand Bohemian Hotel - Charlotte, NC

O|Z  
PHOTOGRAPHY

CANOPIES

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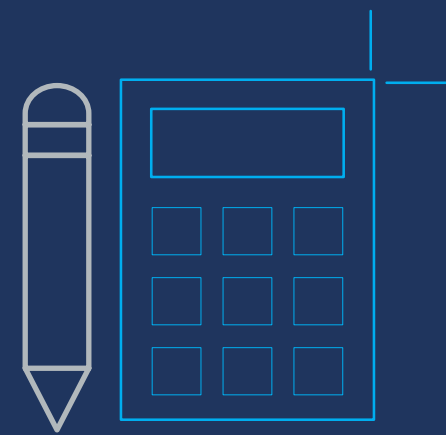


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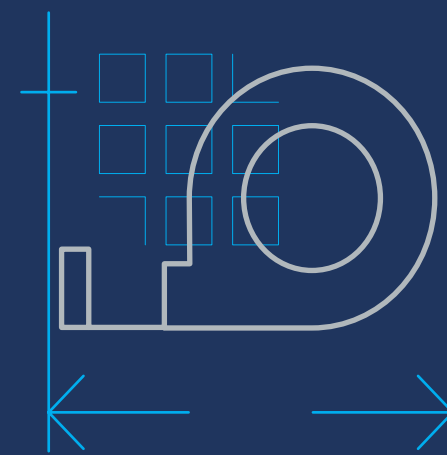


# EXPERIENCE KNOWS



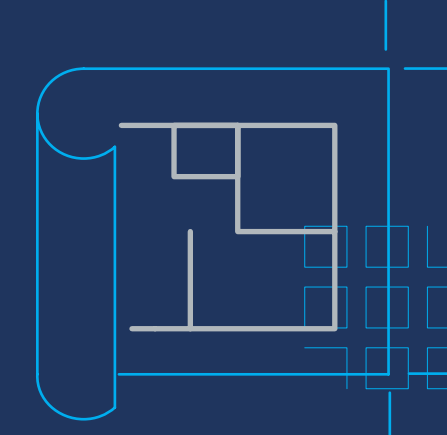
## BUDGET

Competitive value and highest quality specialty products.



## FABRICATE

Premier fabricator and erector of ornamental metals for both interiors and exteriors.



## SCHEDULE

Hands-on experienced team to complete projects on time with excellence.

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