qüb9 | qüb9 inc. Container Architecture

EXECUTIVE SUMMARY

COMPANY:

Qüb9, Inc. (**qüb**9 "cube9") is a converter and fabricator of ISO intermodal shipping containers in Rochester, New York. From **qüb**9 containers, the company fabricates:

- permanent and temporary modular buildings / architecture
- portable pop-up, small business and experiential marketing platforms
- CLEANspace™ decontamination units, waste water labs, offices

qüb9 fabricates both stock and custom structures while providing optional design, engineering, architecture and installation services. Distribution throughout North America.

qüb9 is a privately held, woman-owned, New York entity.

MISSION:

"Our sole mission is creating adaptive, flexible and affordable structures that deliver immediate and sustained returns-on-investment"

PRODUCTS OUTLINE:

qüb9 RETAIL

- Portable pop-up retail shops, boutiques, food service, cafés, marketing platforms
- Guerilla / experiential marketing, immersive branding activations
- Consulting, design, deployment

qüb9 ARCHITECTURE:

- Commercial, Mixed-Use, Multi-Family, Auxiliary, Add-on structures
- Consulting, design, project management, installation / integration

qüb9 ENVIRONMENT:

- CLEANspace™ asbestos / lead abatement worker decontamination shower units; OSHA, NYSDOL compliant, HAZWOPER
- ANUA® portable wastewater and water-quality labs, offices
- Job-site offices, meeting spaces, workshops, storage, material handling solutions
- Public safety, command, first responder, emergent-use structures, holding
- Consulting, design

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Rochester, New York

qüb9 COMMUNITY:

- Neighborhood / small business development
- Community service / outreach platforms; temporary or permanent
- Consulting, design, project management, installation / integration

qüb9 EVENT / MARKETPLACE:

- Sound, stage, conditioned talent spaces / green rooms, recording / practice
- Portable vending / food service solutions

BUSINESS AND INDUSTRY DATA:

- DUNS: 080107128
- EIN: 47-3904550
- SIC: 3441; 3448
- NAICS: 332311, 344801, 34480101, 4460403, 327390, 321992, 321212, 3141919, 217390, 344699,
- GSA: accounts vary by product

KEY VALUE PROPOSITIONS:

1. **Precision, Strength, Durability: qüb**9 containers are certified structurally and dimensionally compliant to ISO. Robotically fabricated of special corrosion resistant steel, **qüb**9 containers yield a lifetime of rough-use service and exposure. The structural integrity of **qüb**9 structures eclipses that of conventional buildings, materials and methods.
2. **Economy of Process:** Because **qüb**9 products are primarily intended as conditioned spaces, they share about 90% of the same production processes. This affords company deliverables of exceptionally high-quality workmanship at rates 20%-40% lower than would-be competitors.
3. **Exoskeletal LEGO®bility**: **qüb**9's implementation of **BLOX**-method™ delivers 3 valuable features to modular architectural components:
    - Permits the execution of elevated, bridged, cantilevered and high aspect ratio building design elements.
    - Creates snap-in-place simplicity, reducing building installation time to days.
    - Site work/foundation expenses are reduced to a fraction of conventional.
4. **Building Performance IP: qüb**9 acquired container-specific energy technologies from Genesee Tank & Container in 2014. After testing of conventional materials revealed significant gaps in both calculated and stated performance metrics, Genesee developed sustainable, BECP compliant, applications and performance standards.
5. **Reduced Overhead / Cost of Sales:** In 2015, **qüb**9 purchased Genesee assets only. After retooling and integrating acquired technologies, qüb9 sought to construct a reduced overhead, flexible business model that mirrored the features of their pop-up products – much of **qüb**9's physical plant operates from specialized, portable, container-based job-shops. Container offices coming soon!

BLOX-System™ and **BLOX**-Method™ are trademarks of Genesee Container Co. and **qüb**9, Inc.

LEGO® is a registered trademark of The LEGO Group

ARCHITECTURAL SERVICES OUTLINE:

Schematics: 2D/3D modeling, rendering: $165/hr.
Construction Documents: $120
Conceptual, Consulting: $105/hr.
Government, contractor relations, install supervison: $65/hr.
Site work, establish grade, supervision: $45/hr.
Travel: $0.78/mile.
Clerical: $22.50/hr.
Mail, Printing, Copy expense: Cost plus twenty percent [20%]
Professional services retained by us, your agent: Cost plus.
Note: *Fees are typically credited back upon placement of order. Services Agreement available for review.*

CORE SKILLS:

Professional Services: Licensed Architect(AIA) and Structural Engineer(PE) on staff
Interior/Ergonomic Design: Designer(ASID) on staff & fixtures, furnishings, lighting
Structure Design Services: Designer on staff utilizing CAD, BIM, 2D/3D platforms
Graphic Design: Designer on staff utilizing Illustrator, PhotoShop, Serif DrawPlus
Graphics Output: Paint, Vinyl, Sublimation, Plasma cutting,
Marketing/Demographics: In-house consulting, contract
Footers/Foundations: on staff; contract excavating, owner's Engineer
Construction: General carpentry, steel framing, finish
Roofing: On staff, limited to RIM elastomeric coatings and membrane over ISO
Energy: Proprietary applications; spray foam, aerogel, cellulose, coatings, thermal breaks
Mechanicals:
- **HVAC:** On staff for ductless mini-splits, air handlers, radiant and space heaters only
- **Electrical:** On staff for isolated on-board systems only
- **Plumbing:** On staff for closed onboard systems only
- **Photovoltaic:** On staff limited to kit installs and upgrades

Indoor Air Quality: On contract
Fenestration: Full compliment of installations including curtain wall and storefront glass
Structural Steel: In-house fabrication as required, Engineer(PE) on staff
Sheet Metal : Shearing, stamping, forming, 3/16" brake, tube bending, channel brake
Machine Shop: Bridgeport vertical mill, turret lathe, Jet press, cold saw, presses.
Welding/Cutting: Certified MIG, TIG, stick; plasma cutting, CNC plasma, oxyacetylene
Metal Preparation: In-house, Certified pursuant to SSPC Surface Preparation Standards
Coatings: In-house pressure pot, single/multi-stage industrial coatings, elastomerics
Woodmill: Contract
Casework: In-house: basic mill equipment; face frames, panels, box assembly
Wood Finishing: In-house stain, coatings and simple wood and panel finishing,

FACILITIES:

- 6600SF of physical plant on 2.8 acre yard, 4-ton jib crane, 8-ton gantry crane, located on active CSX rail spur. Company operates a bonded yard
- Business office and design studio are located downtown Rochester, New York
- All facilities are within 3 minutes of I-490

BRAND OVERVIEWS:

Retail / Experiential Marketing + Branding:

qüb9 RETAIL delivers to end-users and agencies: pop-up retail and guerilla marketing platforms for immersive branding and experiential marketing strategies. These include boutique shops, bistros, coffee shops, portable event and vending platforms, offices, galleria. Clients are able to either provide a budget and receive a fully customized brand experience including 3D project modeling or, select a stock or customizable product with modifications to fit.

Design + Build:

qüb9 ARCHITECTURE offers both contract and design / build of custom commercial, mixed-use, multi-family and specialty container-based structures. We design for stand-alone + integration into conventional structures. Components are available in 1 of 3 phases of completion; container fabrication only; fabrication + building envelope; finished container structure including installations.

Environmental Service Platforms:

qüb9 ENVIRONMENTAL manufactures industrial grade OSHA + NYSDOL compliant HAZMAT decontamination shower units for Asbestos, Lead, Cadmium, Hexavalent Chromium and other filtration. The company also builds portable HAZWOPER first response modules, customized waste-water labs, offices and other portable environmental solutions serving: industry, institutional, government, demolition, construction and abatement contractors.

Let **qüb**9 help you imagine, and then deliver, your next project - anywhere in the world. **qüb**9 delivers ready-modular components to developers, general contractors and the DIY marketplace in nearly any phase of completion.

HOW TO START:

Select a Product / Line. Call us to discuss your specifications or, retain **qüb**9 design services – design fees are typically refundable upon event of order. The process is collaborative, fast and efficient. Portable pop-up platforms go from contract to deployment in as few as 60-days. A small modular building can go from construction documents to code-compliant installation in as few as 90-days.