



# HOLLENBACH

CONSTRUCTION, INC.

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Glenn Ebersole, Editor  
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## ONE STEP BEYOND

"GOING ONE STEP BEYOND WHAT OUR CUSTOMERS EXPECT"

### *KIA And HYUNDAI Dealerships Completed — Hazelton, PA*



*The New HYUNDAI And KIA Dealerships Built By Hollenbach Construction*

Hollenbach Construction successfully completed construction of new Kia and new Hyundai car dealerships in Hazle Township. The projects were challenging due to the severe winter of 2014-15 with significant ice and many days of sub-zero temperatures that closed down the construction site for 2 months. The Kia dealership construction was completed on December 3, 2015.

The Hyundai dealership construction was completed January 9, 2016. The Hyundai project was delayed due to the implementation of a new Hyundai design for the project which was different from the original design. The Hazleton Hyundai facility is the third one completed in the United States with the new design.



*Reception Area of the KIA Dealership*

According to Jim Payne, Project Manager, "The completion of these two dealerships are the anchors of a new auto-plex being developed for this site. The two dealerships

sit directly at the end of the Hazelton airport and the increased structural designs required for noise and air traffic vibrations did not diminish the contemporary design. The sites embrace the Kia and Hyundai signature appearance with large glass storefronts, masonry exterior structures, high efficient heating and cooling systems and state of the art repair centers with the latest equipment to service the client."

"Another challenge was the limitations of aerial lifting work due to the airspace restrictions. The project was completed

and the dealers successfully opened their doors and are presently selling the latest product."



*Reception Area of the HYUNDAI Dealership*

It was a pleasure working with the Owners, Owners' Representative, Architect, and our subcontractors who all

contributed to the success of the project and we look forward to future projects with all key parties involved.

### *Mission Statement*

*To develop and deliver strategic client-focused solutions to meet facility needs  
and to go "One Step Beyond" for our clients*

## *Design-Build Versus Design-Bid-Build for Health Care And Other Construction Projects*

The Design-Build (DB) project delivery system has been around for thousands of years. And construction management has grown to be more and more popular and is increasing its presence in private sector construction projects. Yet Design-Bid-Build still is an option that the public sector almost always uses and some private sector clients still continue to believe it is the only way to get the best price.

For many years, Design-Bid-Build was an obvious choice for construction projects, including health care construction projects. However we are witnessing a change in the thinking in building health care projects today. Health care design is adapting and is progressing to include the Design-Build and the construction management delivery systems. The unique challenges of health care construction have precipitated this change in thinking and now DB is often the preferred method for health care construction!

### **DESIGN-BID-BUILD**

This is the “traditional method” that most people think of and have some experience with in the construction industry. Basically the Owner has a vision for the project and has some ideas of the needs for the building and the budget for the building. That vision is provided to the Architect that is retained to design the building. This traditional process worked well 40-50 years ago when General Contractors (GCs) had a larger number of employees in dozens of trades, such as: carpenters, masons, electricians, plumbers, concrete finishers, finish carpenters, roofers, steel erectors, welders, equipment operators, drywall finishers, painters etc. An Owner would select an Architect and they would do a complete set of bid drawings and specifications. Then the documents were sent to several general contractors for them to bid. The GC bidders knew the costs and had data and production rates, etc. “in house” to use to prepare reasonably accurate bids. The drawings were “tighter,” the bid process was “tighter”, and the results were better.

However, there has been a transformation over time in the number of employees and “in-house” services of GCs.

Today general contractors that had large numbers of employees in every trade have significantly fewer employees, and most of those employees are management people and general trade skill people that can do many different things. Architectural firms have also evolved by changing from large numbers of architects, engineers, and designers to a significantly lower number of these employees. Many times the engineering is subcontracted to an engineering firm. This creates a fragmented design process that impacts the critical coordination stage. Most of the time there is inadequate time for details to be coordinated to the same level, and this leads to change orders, cost increases and time extensions. And more importantly, this disjointed process results in an adversarial relationship between the Owner, the Architect, the Engineer and the GC.

Plans and specifications become very cumbersome and generalized (due to liability concerns) and this makes it very difficult, if not impossible, to complete a well-developed accurate bid within the required time. This also results in working with a great amount of data and information that come in at the last hour to the GCs, including numbers from firms the GC has never worked with before. All this results in the risk of starting a project with unknown team members with mixed and matched scopes of work. The “perception” that this process is good and the Owner is getting the lowest price is inaccurate. In today's world this can be the worst process available to build any building, including a health care facility when considering these factors.

### **DESIGN-BUILD**

Design-build is evolving in the 21st century as the method of choice among many sophisticated Owners because it solves many of the problems mentioned above. Although many of the parameters noted above cannot be changed as to where the construction industry is today, they can be managed and processed more efficiently. Design-Build puts everyone on the same team from the beginning and this is a very strategic advantage.

DB is usually led by a GC which takes advantage of the fact that they have become more like managers than builders. The GC is at the center of the

process and a single point of accountability where they can do what they do best, manage. The most effective GC uses their overall understanding of the entire process to manage the team and makes sure the subcontractors are involved in the design process. The subs have invaluable knowledge of the realities of their respective worlds. They know what systems and materials are available and which ones are not. They know what new technologies are available and can assist the engineers to implement them in a cost effective manner.

Budgets are more attainable because the team has pricing information during the design phase, not after the fact! If something needs to be modified or streamlined it can be identified while it can be done on paper. This method integrates the old world method of a master builder with the parameters of today's construction industry. Scheduling and construct-ability issues are addressed during the design, and efficiencies can be implemented which save money through better design choices.

The perspective of “best value” is a more strategic way to view the choice of a project delivery system than simply looking at and considering the “lowest price.” When deciding which project delivery system to select, the most strategic question to ask is: “What is the best delivery process to use to get the “best value” for this project?” The DB process reduces adversarial relationships; increases efficiency, decreases cost, provides a single point of accountability and statistically produces less litigation. Therefore the best choice of a delivery system is Design-Build since it is the most strategic, efficient and cost effective for health care and other construction projects.



*Glenn Ebersole,  
Strategic Vice President  
Business Development/Marketing*



## *Construction Continues On Sands Ford Multi-Phase Dealership Project in Red Hill, PA*

Hollenbach Construction has successfully completed two phases of construction for Sands Ford in Red Hill. A new service building was completed on December 14, 2015 and a new showroom will be completed in June 2016. Currently a new collision center is under construction. According to Jim Payne, Project Manager, the anticipated completion of the collision center is October, 2016.



“The Sands Auto Group's vision is to remain an anchor business in the Red Hill Borough, and they have undertaken a large renovation and expansion of their dealership that has been located in Red Hill for

over 50 years to achieve that vision. This 3 phase plan to be completed over a 2 year period will include expanded service shops, a new showroom renovation, and a state of the art auto body division facility at an off campus location” according to Jim Payne, Project Manager for Hollenbach Construction.

The service building renovation provides a 12 bay repair shop, with new high tech equipment, quick lane access, new waiting area with seating and high speed internet



and added comforts for their clients. The showroom construction underway is a two phased project in order to allow the dealer to remain open while updating the existing building and creating the Ford Signature Branding with expanded glass

system, new signage, lot and entrance changes for easier access to the dealership and upgraded lounges and bathrooms for additional comfort. The first phase move will be completed by April 1, and the final phase by June. The 3rd phase of this undertaking is a state of the art body shop which requires demolition of a structure, renovating an old factory and a building addition on the site. This building presently is used as the retail parts department and will remain operational during the renovations as this also is a phased project with several Owner moves required.



These phased projects with the cooperation of the Owner, Architect, staff of Red Hill Ford and Hollenbach Construction and our vendors have resulted in meeting the deadlines and allowing the business to operate successfully during this process.

## *New Goddard School For Early Childhood Development Completed in Collegeville, PA*

Hollenbach Construction completed construction of the new 10,000 square foot Goddard School in Collegeville in December, 2015. The construction was completed in four (4) months, much to the delight of Brian Clark, Owner of the Goddard School. Brian said that he was very impressed with the accelerated completion of the project, the thoroughness and attention to detail of Hollenbach's Project Manager and Project Superintendent during construction and the guidance



and support he received from his initial meeting with Tim Little, Stephanie Hollenbach and Glenn Ebersole and throughout the



process to get the project approved and under construction.



The official opening of the Goddard School occurred on February 1, 2016 and 30 students have been enrolled at the Goddard School as of mid-March, 2016, according to Adrienne Clark, Owner and On-Site Operator. Adrienne also shared that they have received many compliments from parents and lots of smiles from the children. The best summary of compliments on the building is “the building is beautiful, very bright, airy and conducive to children thriving!”

## Hollenbach Construction Celebrating 48 Years of Excellence in Construction



*Hollenbach Construction today.*

Tim Little, President, Steph Hollenbach, Sec./Treasurer,  
Jim Hollenbach, Chairman, Glenn Ebersole, Strategic  
Vice President Business Development/Marketing



*The Beginning In 1968*

The only way to successfully continue year after year in any business and especially in the construction business is through the dedication and contributions of many people and organizations. We want to say “THANK YOU” to our past and present employees, clients, professional advisors, architects, engineers, subcontractors, suppliers and vendors and the

communities who have worked with us and helped Hollenbach Construction reach its 48th anniversary.



### Visit Us On The Web

Hollenbach invites you to visit our website [www.Hollenbach.com](http://www.Hollenbach.com) for more information about our company. Contact Glenn Ebersole by email at [gebersole@hollenbach.com](mailto:gebersole@hollenbach.com), or by phone 610-367-4200 (office), 484-769-4856 (cell phone) to discuss how Hollenbach Construction can work with you to develop and achieve strategic solutions to meet your building needs.

Inside...  
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in Hazelton, PA

ONE STEP BEYOND

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