



Success Story:



The Client:

The Trailer Depot
1037 Middletown Avenue
Northford, CT 06472
800-860-3579
www.thetrailerdepot.com

The Trailer Depot

Since 1996, The Trailer Depot serves consumers, business, agricultural and government customers by providing trailers, hitches, accessories and services for auto, cargo, equipment, landscape, utility, ATV, vending, horse & livestock, motorcycle, snow mobile, plows, sanders and mobile applications.

The Business Situation

The Trailer Depot has outgrown its East Haven facility where it has been renting non-contiguous outdoor space for its trailer inventory. Very tight space makes it inconvenient for showing products and damage frequently occurs when trailers are moved. Larger, more efficient outdoor space is needed. More inside space is needed for offices, showroom and retail parts inventory.



The Business Challenge The Solution

The Trailer Depot owns a large parcel of land on Rte 17 in Northford - right in the middle of horse country. This enables the owners to afford a much nicer building with enhanced visibility on a state highway compared to the current hidden location in East Haven.

The new building needs a rustic look and convenience that is pleasing to customers.

Spring is their busiest time, so it is important that they are moved into the new location before bulk inventories are received in April.

The owners believe that a new building will provide the features and capacity to support profitable sales growth through creative marketing strategies.

The Trailer Depot provided Munger with a hand-drawn sketch that depicted their vision for the new building. According to Steve Mansfield, Munger's Construction Manager and Estimator, "They knew exactly what they wanted right from the start. We helped them to convert their ideas into a cost effective, aesthetically pleasing design, which optimized every nook and cranny of space".

The Trailer Depot now resides in an aesthetically pleasing Varco Pruden pre-engineered steel building that is outfitted with a silver and boysenberry accented metal standing seam roof.

Colorful cedar shake siding, wood shingle covered porch, large glass windows and stone work provide a very desirable rustic look, which is enhanced inside by an antique farm tool décor and customer waiting area with coffee bar equipped with Internet access.

Drive-thru service bays enable easy entry and exit for large trailers.

Check with Munger Before You Build

Instead of searching directories and conducting an arduous proposal process, The Trailer Depot found a quality builder after consulting with others who had invested in buildings with a similar look and feel to what they wanted. VanWilgen's Nursery in Branford and the Town of North Branford Public Works Department were very satisfied with their buildings. They recommended their own design/build professional, Pat Munger Construction, for The Trailer Depot's consideration. After visiting their sites, the owners knew they wanted Munger to build their new facility in Northford.

Results

- March 1 occupancy enabled spring inventories to be delivered to the new location.
- Outside inventory space and internal layout enhances customer convenience and process efficiencies.
- VP steel building provides cost effectiveness and durability.
- Employees are excited about their their new workplace and are actively brainstorming new business ideas.
- A prospective customer bought a trailer on the spot rather than continuing his planned search. "When I saw your building, I knew that you were really in this business and I wanted to do business here".
- Finance companies have a high degree of confidence working with The Trailer Depot. "Yours is a National Top 10 facility for businesses of this kind."
- Manufacturers strive to do business with The Trailer Depot, who attracts quality customers for their products.
- The new building will facilitate increased sales through new marketing approaches and an enhanced brand image.

"This was a pleasurable construction experience from start to finish. There was no stress until the move.

Munger is easy to work with because of their professionalism and attitude. Everyone seems happy to be at work.

Their team takes ownership and is accountable for on-time delivery with no excuses. We are impressed with their honesty and integrity. High quality services were delivered with very few change orders."

Mike Duhamel, Vice President, The Trailer Depot

Munger's Role

- General Contractor
- Turnkey Design/Build Services
- Furnishing and Erection of VP Building
- Structural Concrete
- Carpentry – Internal and External
- Installation of Cabinetry & Millwork

According to Joe Pierandi, project superintendent, "Right from the start, when the foundation was laid in August, we were committed to meeting their deadline so that they could be prepared for their busy season. Conducting a March 1st walk-through was satisfying for our team".

Project Description

Size

- 124-ft x 100-ft footprint
- 144-ft x 100-ft extended roof outline enables storage under the rear overhang

Requirements

- Communications, electrical and plumbing facilities provisioned through the foundation slab right to the respective workspace. "This facet went smoothly due to the proper prior detailed planning that was coordinated with the building's design", stated Pierandi.
- Humidified hydro-air system for showroom is easily adjustable for cooling during daytime and heating during evenings - especially during late spring and early fall.
- Efficient radiant shop floor heating.
- Unfinished mezzanine for future expansion.

Materials

- VP pre-engineered steel building
- VP metal standing seam roof
- VCT tile floor
- Storefront glass for easy viewing from the highway.

Project Subcontractors

- DesignTwo Architects
- Total Electric
- Allied Mechanical (HVAC)
- R.A. Torre (Painting)
- Delson Plumbing
- Empire Drywall
- Route 80 Lumber & Millwork
- Floors and More

Our Core Competency:

Building Long Lasting Relationships With Customers and Partners.

We Add Value From Start to Finish:

Convenience, Advice, Integration of High-quality Products, Design/Build Services, Support.

No Shortcuts:

Built to the Highest Structural Standards Without Compromising Integrity, Quality, Budget, Professionalism or Time.



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