

PAT MUNGER CONSTRUCTION

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MUNGER

Success Story

Building Renewal

Premier Kia

205 North Main Street
Branford, CT 06405
203.315.2050
www.premierkiact.com

Premier Kia sells new and certified pre-owned Kia models along with quality vehicles from other manufacturers. Premier Kia serves customers through a state of the art certified Kia maintenance and repair center and has a large inventory of genuine Kia parts and accessories.



Premier
BRANFORD, CT



The Business Situation

Premier Kia's facility could not be expanded to support operations, growth goals and branding requirements. Premier's owners purchased property and hired Munger to convert the undersized, outdated building on-site into the first Kia Branded Gallery Facility in Connecticut.

CHALLENGE

The property, carved out of a hillside, presented a crowded site with tight corners and foundation issues. Excavation would be required to tie the original building's drainage into a new storm water drainage system. Munger would need to renovate and modernize the original building and then seamlessly

blend it in with new construction. The fully integrated facility must meet Kia's requirement for a contemporary and bold elegance, showcasing Kia facilities in a manner consistent with Kia vehicle design and engineering while enriching the customer experience from sales through service.

SOLUTION

The striking facade, accentuated by lighting and signage, creates an alluring impression from nearby I95 and Rte 1.

Showroom artistry, color schemes and LED lighting enhance the appearance of Kia vehicle design elements. A swoop in the mosaic tile floor, with halo tiling for



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featured cars, mirrors a swoop carved into the ceiling directly above it.

A bright, weather protected drive-in service area welcomes customers who are escorted to check in for scheduled appointments or Express Service.

The core of the facility includes a lounge and Kia parts boutique. Customers can sit behind a glass partition and watch work being performed on their cars. A car wash and detailing center are located in the original building footprint.

Results

Quadrupling Premier Kia's capacity sets the stage for higher sales and service revenues. Customers

enjoy an exceptional buying and service experience. An outstanding work environment enables Premier Kia to attract, motivate and retain the highest quality employees who display an obvious pride in belonging. As one of two New England and 62 national Kia Branded Gallery facilities, Kia touts the 18,100 sq. ft. Premier Kia facility as one of its finest.



Relationship Of Confidence And Trust

As a former commercial banker, Bob Alvine, Premier

Kia president, often heard clients describe their construction project experience as painful and unenjoyable. "When I first met Bob, my promise was to provide a positive memorable experience", said David DeMaio, Munger President. "We committed to be on time, on budget, honest and open, with no hidden costs. It was mutually understood that Munger needed to make a profit. We pledged to always do the right thing. Issues might arise but resolutions would be painless and always in the spirit of cooperation. The end goal was always

in our sights. I believe we achieved these goals."

"I liked what Munger stood for", said Alvine. "Their team embodies the same customer-centric attitude that we hold at Premier. They were totally up front and transparent with highly professional, respectful and caring people. Our initial agreement was made with a handshake, which I really appreciated. I liked that David DeMaio and I reviewed the bid together. You truly get a team effort working towards my goal with fluid communications where everyone knows what's going on."

Teamwork Essential For Success

This building renewal project was a collaborative effort between Premier Kia, John A. Matthews Architecture and Munger along with Kia designers. Fully engaged from day one, John A. Matthews Architecture took ownership of their design, working through details requiring revisions from plan drawings to actual construction. Project manager, Roy Lamberton and site supervisor, Jeff Landon managed the project and day-to-day work details. Munger employees constructed a watertight building envelope and completed interior trim and railings.

Mike Harkin

site engineering

Quality Associates

site work and paving

Gargiulo Construction

concrete work

Empire Drywall

interior framing, wall and ceiling finishing

R. A. Torre

painting

Pro Floors

ceramic tile and carpet

Stonhard

epoxy floors

G R Wade

HVAC

Beacon Electric

electrical work

Massey's Plate Glass and Aluminum, Inc.

glass and glazing

"This was not the typical experience one would expect from a construction company. I had extreme confidence that I could operate my day to day business while the Munger team handled the complexities of this large project. This building and the entire project exceeded my expectations"

**Bob Alvine,
President, Premier Kia**

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 or Professionalism.

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