

# Partners in Excellence



## Barlow Chevrolet in Delran New Jersey

By Jon Otto



Exterior view of Barlow Chevrolet

Barlow Chevrolet is the first project we completed for the Barlow Automotive Group. We started pricing the job in the fall of 2011 with actual work starting on January 8th, 2012 literally in the “dead of winter”. Like many manufacturer “image” projects we found ourselves

working inside and out, simultaneously. While we were framing the building exterior to receive the new ACM panels, storefront glass and EIFS (above), we were relocating the Barlow staff into trailers which would accommodate both their sales and administrative staff.



Interior view of Barlow Chevrolet sales floor. Inset: Before image of sales floor





Private sales consulting areas

This allowed us to start the demolition of the floors and ceilings and to start framing the new office areas. The updated Chevrolet image included new 24" square ceramic tile and new ceilings with high efficiency LED light fixtures. The new private sales consulting offices were enhanced by glass fronts opening to the showroom.

The service write-up area, which was only a canopy before we arrived, is now fully enclosed. Within this new space we constructed new glass fronted managers offices. Installing underground electrical communications lines facilitated the installation of new free standing counters for the Barlow service writers. Immediately adjacent, on



Service write up

the opposite side of the drive through from the service writers, we carved a corner out of the showroom for a service customer waiting area. This customer lounge area includes a small café area, internet stations and a television viewing area. The result was a clean, sleek yet welcoming facility where we hope our Barlow friends will flourish long into the future.

#### For more information, visit:

Barlow Chevrolet  
6057 Route 130 • Delran, NJ 08075  
856-461-8400  
[www.barlowchevrolet.com](http://www.barlowchevrolet.com)



Interior view of sales floor



## Barlow Buick GMC in Manahawkin New Jersey

By Jon Otto



Exterior view of Barlow Buick GMC

Almost exactly two years after we started Barlow Chevrolet, we went back to work for Ed Barlow, his daughter Elizabeth and their team at Barlow Buick GMC on Route 72 in Manahawkin, New Jersey. As was the case with Barlow Chevrolet, we were to build to the new General Motors Image for Buick and GMC. The pictures above and adjacent demonstrate the metamorphosis better than words. This new exterior was to be constructed entirely out of storefront glass and ACM panels.

Ed was happy to have Penn Valley project manager Dave Drabic, who had handled his Chevrolet building, return as

Project Manager for this project. Dave was joined by veteran Penn Valley superintendent Rick Lutz.



Before view of exterior



Interior view of Barlow Buick GMC



Once again we were faced with a winter start. We struggled through a very cold January, but were blessed by a brief mid-winter thaw which allowed us to complete the exterior foundation work required for the new customer reception area we were adding to the front of the building.

Fortunately for Penn Valley, Ed decided beforehand to move his sales and service write-up operations to trailers strategically placed on his site. This allowed us a "clean shot" at all of the work. Once again, we had to demolish virtually all of the office and sales, stripping the floors down to bare concrete to receive the new 24" multicolored ceramic tile and removing all of the ceilings to be replaced with new acoustic ceiling systems and LED lighting package. As depicted in the interior view at the bottom of the previous page, new glass fronted sales offices and greeting station were added to the showroom.

Once the new structural steel roof system, the new R30

20 year warranted roof system and exterior framing for the new ACM panels were in place the interior work could begin. With the cooperation of our subcontractors it was quickly completed, one month ahead of schedule. This allowed Ed and Elizabeth to move their team back into the building in early June, ahead of their busy summer season!

**For more information, visit:**

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Customer waiting area