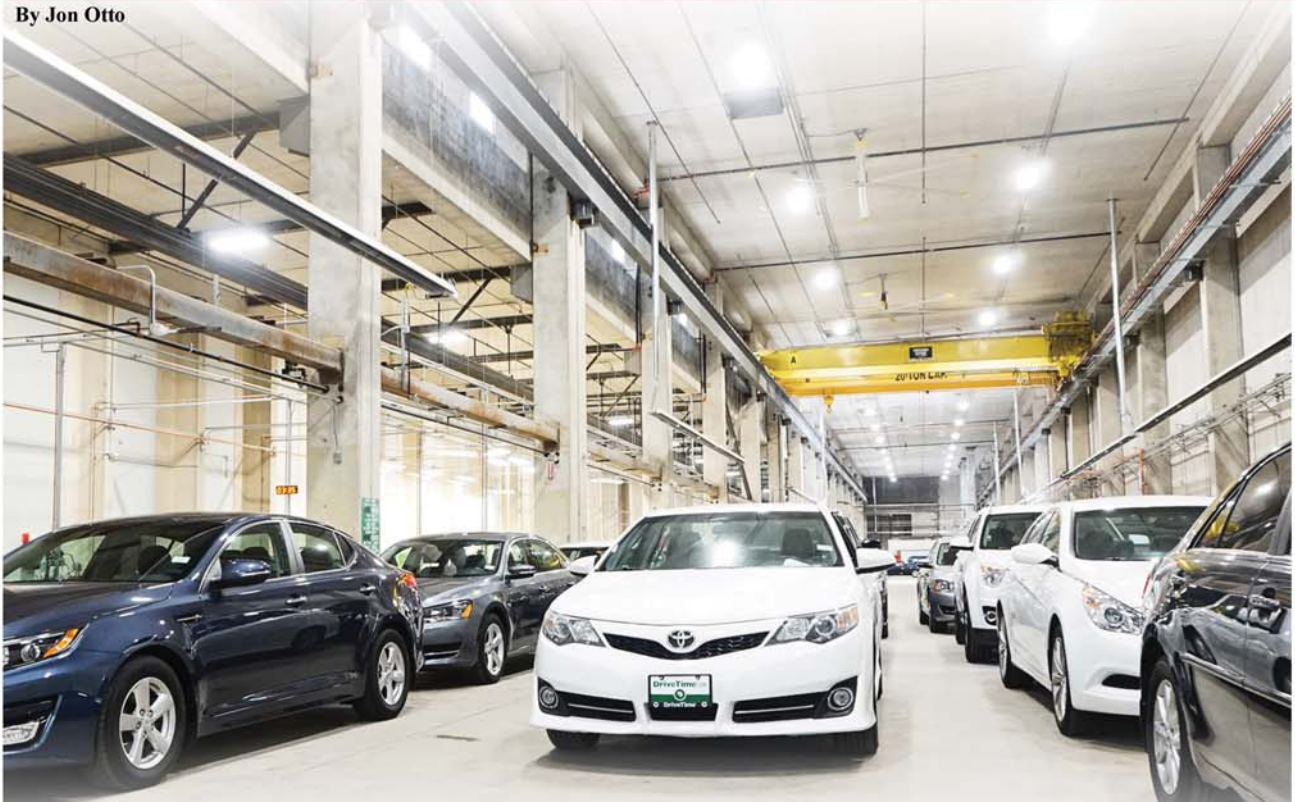


Partners in Excellence



By Jon Otto



Headquartered in Tempe Arizona, DriveTime is the nation's second largest retailer of used cars. Their focus is entirely on used car sales and customer financing. From the time it was established in 2002, DriveTime Automotive Group has grown to 145 retail locations in 27 states and now employs over 5,000 people. Its annual sales exceed over 100,000 vehicles. Each month DriveTime receives over one million visitors to its website, drivetime.com, and over 2 billion dollars in credit inquiries. Their inventory of "sale ready" vehicles at any given time is over 12,000 units. With over 90,000 5-star reviews, customer satisfaction drives DriveTime's growing sales.

But before the cars can be sold, they have to be completely reconditioned.

DriveTime has multiple reconditioning centers located around the country. These locations convert late model used cars into "like new". In 2016, DriveTime recognized that their reconditioning facility in Delran New Jersey, which serviced many of the Middle Atlantic States, was simply not large enough to handle the ever increasing demand. So it was in late 2016 DriveTime's



Newly Installed Above Ground Lifts



Bio-Basin

Real Estate Department started its search. Working with Andy McGhee, Senior Vice President of Colliers International, an existing building was found in Falls Township Pennsylvania with friendly zoning and just about the perfect location.

As it happened, that location at 1381 South Pennsylvania Avenue turned out to be just about a ½ mile north of Penn Valley Constructors 1707 South Pennsylvania Avenue headquarters. It is a 25 acre site with an existing building of just over 100,000 square feet which once housed Strescon Industries and was later occupied by Old Castle Concrete Products after they purchased Strescon. This building, which was built by Strescon, is unusual in that not only are the walls concrete, but the roof structure and decking are all precast concrete as well. But then, that is what Strescon did in this plant; they manufactured precast concrete beams, tees and concrete plank.

After negotiating a lease with the building owner, DriveTime quickly put together a design team and put together a complete bid package of civil, structural,



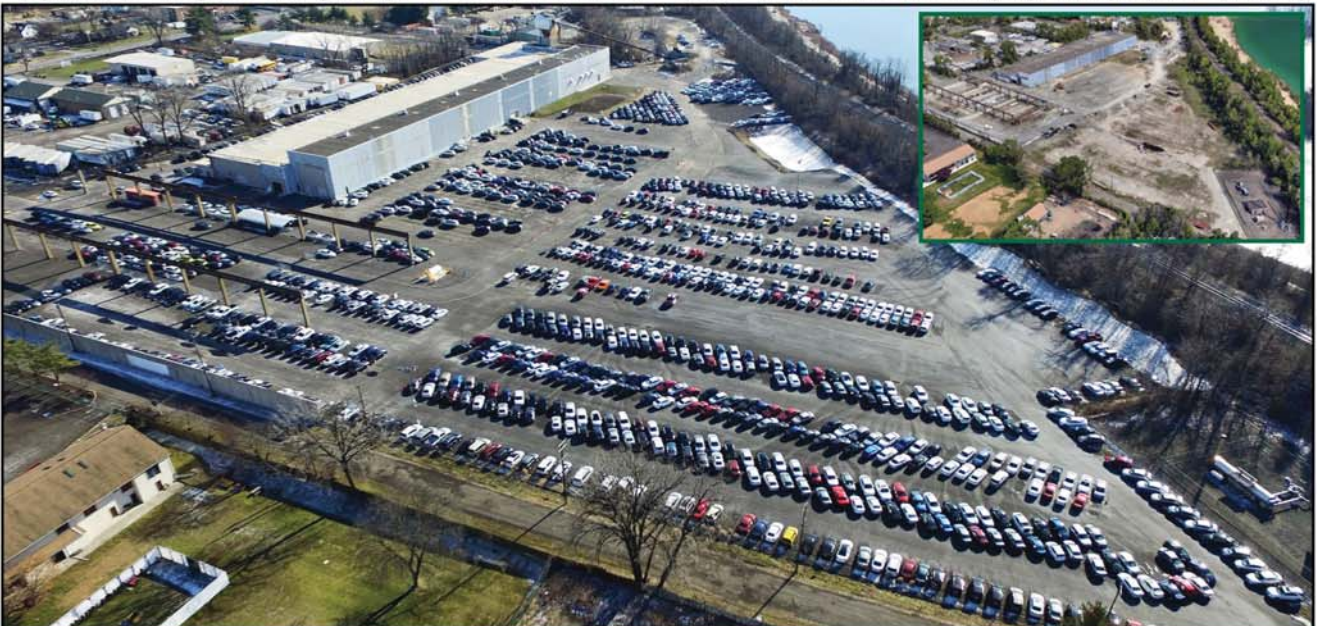
Installation of StormTech Chambers

architectural, plumbing, HVAC and electrical plans.

In July of 2017, we were invited to bid on the project. Although we were very busy at the time, we could not resist the opportunity to have a job so close to the office. Accordingly, we bid the job very aggressively and were successful.

With Don Fox acting as Project Manager and David Drabic as field superintendent, the project was started in mid-September. Like many of our projects, it was really two projects; a large site job and an even larger building renovation project.

The site job consisted of extensive regrading and the export of over 1000 truckloads of surplus material which was generated by the excavation for the extensive drainage system. That system consisted of a Bio-Basin, a conventional above ground basin designed to provide percolation into the alluvial sand and gravel native to the site and two large underground basins. These underground basins were constructed using light weight yet very strong



Aerial View of Paved Surface (Inset: Before Paving)



Carwash



Multi-Bay Paint Spray Booth

bright orange Stormtech Chambers as manufactured by Advance Drainage Systems. These chambers are so light, that one man can lift an individual unit and lock it into place. After the arches were safely locked into place, they were backfilled with over 5400 tons of clean stone. Capping the site, we installed 23,740 square yards of heavy duty pavement which is nearly 5 acres and 4850 square yards of pervious pavement which equaled another acre. In all, over 10,000 tons of new blacktop and the existing pavement reconditioned yielding a total of 11 acres of pavement.

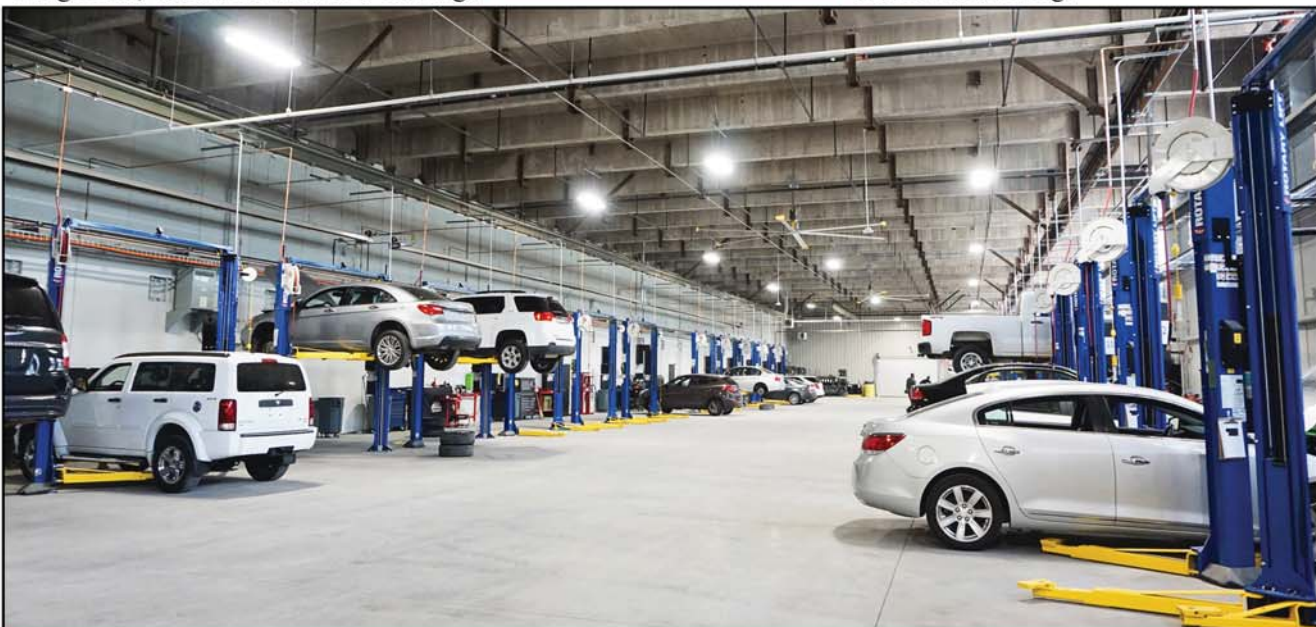
With good weather and cooperation by all parties, the pavement was ready for DriveTime to start receiving inventory in the end of 2017. The site work also included an extensive landscaping assignment, 1500 linear feet of 6 foot high



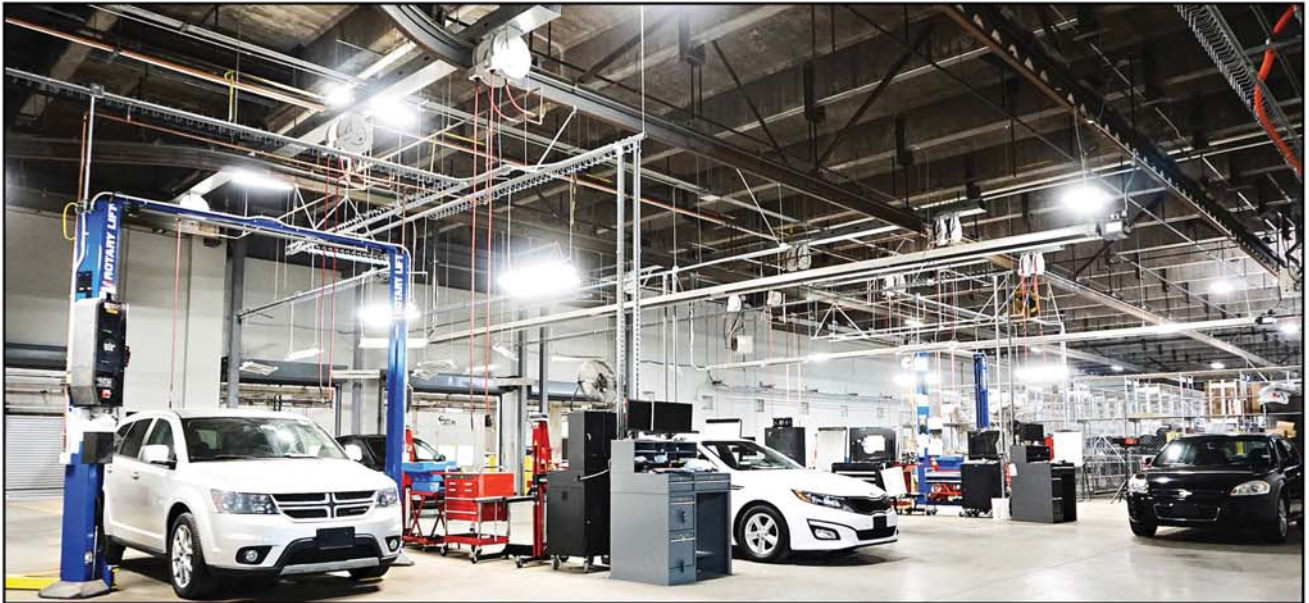
Support Steel for Wall Removal

steel fencing with multiple gates. To illuminate the 11 acre vehicle storage, we installed four 45 foot poles each with multiple high powered lights. This allowed for very few undesirable obstructions in the large expanse of pavement.

While we were pushing the site work we also dove into the extensive interior renovations. This assignment was to take a vacant, unheated and unlit building and convert it into a state of the art automobile reconditioning center. In this building we would provide utility connections for an owner installed carwash and a multi-bay paint spray booth. We would also install a large number of customer supplied Rotary Shockwave Two Post lifts, LA-TA-REEL compressed air hose reels, multiple front end alignment racks and Hydrominder pumps to distribute lubrication fluids around the building.



Service Bays in Operation



Final Inspection

We installed high bay LED lights throughout the reconditioning bays together with gas fired tube infrared heat. A new fire suppression system was installed in the entire building including the paint bays.

A major challenge was the need to remove a 60 foot and a 30 foot section of the interior bearing walls and infill those locations with multiple doors. The roof structure had to be shored up at both locations while the walls were removed and new support steel installed. The plans of the existing building were not available and the design in the bid documents was inadequate. DriveTime allowed us to retain a local engineering firm, Leonard Busch Associates PE of Trenton to create a safe solution.

A late addition to the job was a photo booth in which every car is photographed after final inspection. The photos are then immediately placed DriveTime's website. This entailed building a clean white room with glistening epoxy floors and very bright but evenly distributed lighting with no shadows.

In addition to the main building which houses the reconditioning, inspection and parts operations, the building has two wings — one of which was converted into men and women's locker rooms and a breakroom while the other was gutted, refurbished and converted into offices. The construction of the locker rooms entailed cutting 100 feet of concrete and installing new plumbing lines. This created quite a patchwork of concrete patches old and new. In order to create a satisfactory finish at a relatively large area, polished concrete was called for. To complete this work and the paint booth floor, we called upon Durable Surfaces from Malvern, Pennsylvania, who did their usual first class job in both instances.

On May 17, 2018, DriveTime announced the opening of the new inspection and reconditioning area and the cars started to roll in and out completely reconditioned, fully inspected and ready for distribution to retail centers in the Delaware Valley.



Photo Booth

For more information, please visit:

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Isn't it time you contact us for your next project!

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