

# Napa Auto Parts

## Industrial Distribution Case Study

### Challenge

National Automotive Parts Association (NAPA) distributes over 380,000 products through its 58 NAPA distribution centers located across the United States. NAPA provides retail parts distribution, manages entire parts systems for governments and large maintenance organizations, and distributes parts for virtually every garage, tire center, mechanic and dealer in the country. Jack Kozakar was chosen to manage the retrofit of a 191,000 square foot industrial building to accommodate NAPA's growing business in the Southwest. The store included a typical retail store, bin storage, hand picked distribution, hazardous materials storage and distribution and a variety of value added functions. The project scope included managing the planning and design process, the coordination with local government officials, the changing of the use of the building for retail, high pile storage, and hazardous materials storage. Jack developed the project delivery plan, negotiated contracts, and developed project schedules and budgets.

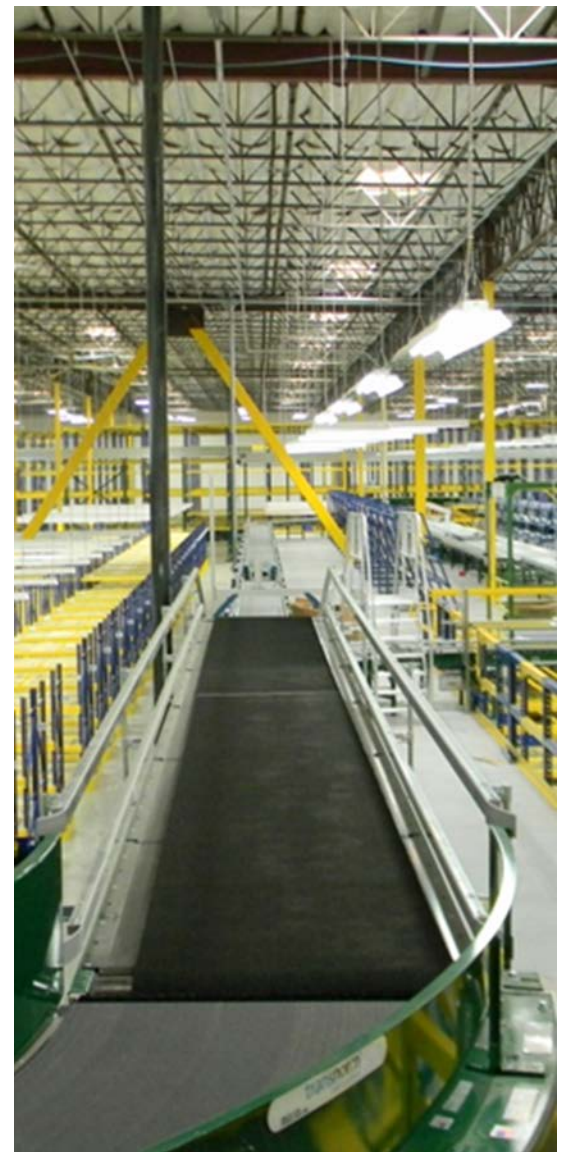
### Results

**Cost** – The project was delivered on schedule and 10% under budget. In addition to these base savings, other savings were accomplished with the following strategies:

- Value engineering
- Aggressive bidding for design and construction
- Contracting racking, conveyors and controls outside GC contract
- Contract negotiations
- High level local government relations

**Schedule** – Jack resolved all scheduling problems and was able to keep the project on time. For instance, when City permitting started to impact the schedule, Jack responded by having daily visits with city officials until the situation resolved as well as being proactive with the city manager and key staff before the project began, generating interest and promises to help. So when help was needed by city officials, it was a easy to get.

**Quality** – NAPA Auto Parts has a refined brand and wanted to integrate their colors and branding throughout the interior and exterior of the warehouse. Jack made sure that the customer experience exceeded NAPA's expectations.



### Project Profile

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| <b>Square Footage:</b>   | <b>192,000 SF</b>  |
| <b>Design and Const.:</b>  | <b>\$3,400,000</b> |
| <b>Project Duration:</b>   | <b>14 months</b>   |
| <b>Financial Savings:</b>  | <b>\$443,180</b>   |
| <b>Negotiations, Change order control,<br/>Lease hold over avoidance</b> |                    |
| <b>Project Savings over PM fees:</b>                                     | <b>2.3x</b>        |

### Services Provided

- Reporting to Michigan Management
- Remote and Local Management
- Landlord Negotiations
- Project Planning
- Government Relations
- Utility Relations
- Value Engineering
- Automation and Controls Management
- Developer Oversight
- Construction Management
- Move Support

For more information, contact

Jack Kozakar  
+ 1 213 215 3605  
jack@johnmarkre.com

