



Mutually Beneficial.
The value of long-term
business relationships.



A Relationship 20 Years Strong and Growing

The best relationships get better with age. That's certainly what we have experienced over the past two decades with Gabrielli Truck Sales. The company's deliberate growth led to shops opening all over the Tri-State area. The Gabrielli family is dedicated to providing superior service and value, which means they'll continue to expand. When they do, they call us.

Earning Trust One Project at a Time

The Cook & Krupa and Gabrielli relationship originated when Ray Cook, co-founder of Cook & Krupa, was introduced to the Gabrielli team 20+ years ago by an architect who believed our construction team would bring **unmatched value** to the company's expansions. The architect's faith in Cook & Krupa paid off. Our first big collaboration with Gabrielli produced their headquarters in Jamaica Queens.

Before becoming a division of Cook & Krupa, Stuart Berger built relationships with both Gabrielli and Cook & Krupa through several projects. In addition to the experience, service, and value Stuart Berger brings to every project, the company's affiliation with Butler Manufacturing™ has provided the flexibility that allows **creative problem solving** during the planning and design phases.



Building on Trust

When Gabrielli Truck Sales saw new growth opportunities down the road — and just needed the right building to make it happen — they knew the combined strengths of Cook & Krupa and Stuart Berger was what they needed.

The new facility would be located near JFK Airport, just down the street from the Gabrielli headquarters facility we built years ago. Drawing on **years of experience working together**, the collaboration between the companies resulted in a beautiful structure that houses two floors of office space and features a large truck maintenance facility with features unique to their business.

The Mission

Each Gabrielli facility needs to be highly functional. The nature of the services they provide puts an emphasis on having key features designed into the project and implemented through the construction process. Knowing this, we worked closely with the architects at H2M architects + engineers during the pre-bid process to **refine the overall building solution.**

The team was convinced that a Butler pre-engineered solution was best for Gabrielli's needs. H2M made the recommendation, and we were able to add our hands-on experience working with Butler products to support that advice.

One challenge we faced was the need for oversized door openings on the truck bays to ensure they have enough space when big rigs come in for service. We also needed to **seamlessly join** the service department with a two-story office structure. We used many resources during the planning phase, including the engineering resources at Butler.



The Strategy

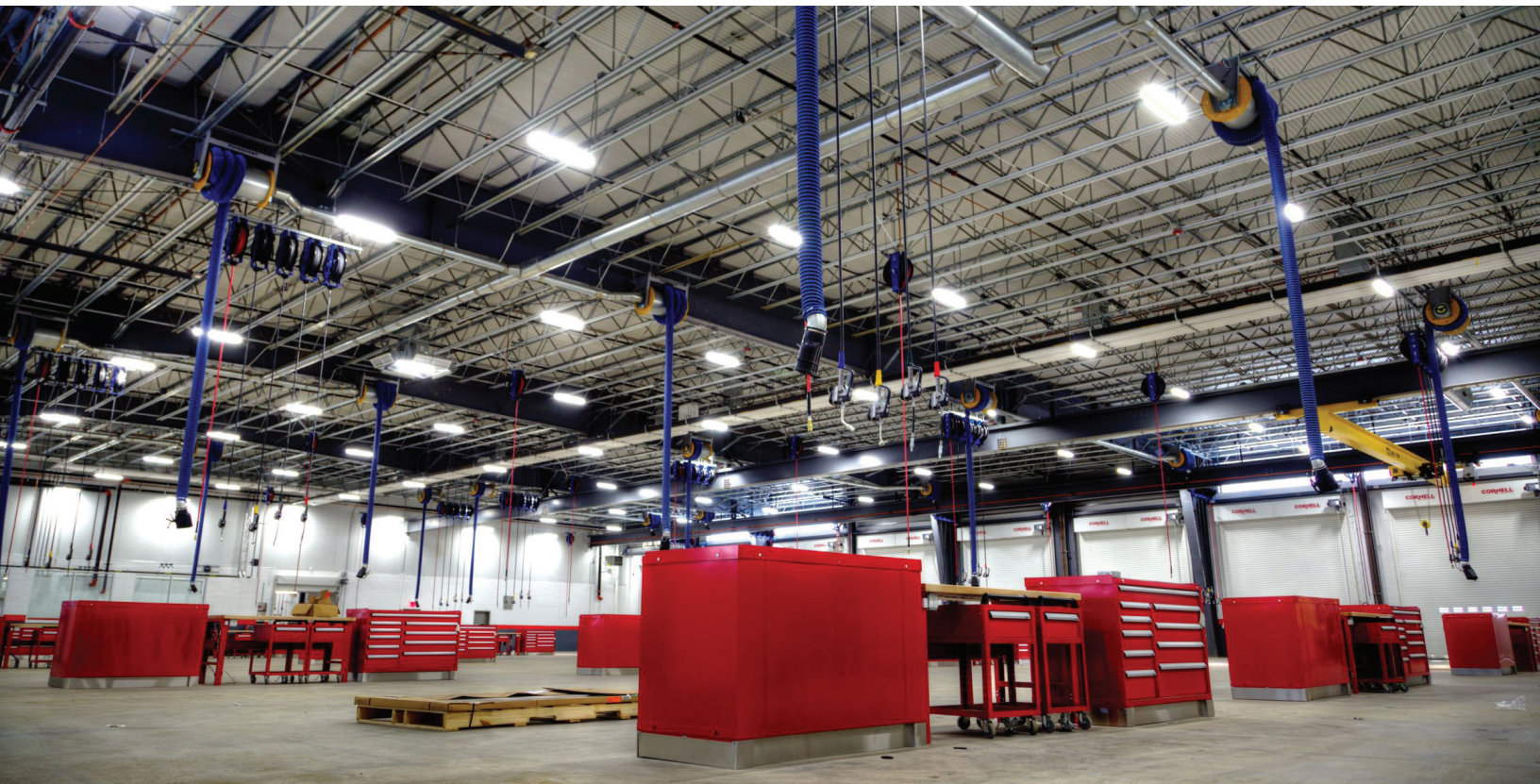
Performing as a single point of contact, the Cook & Krupa/Stuart Berger team was able to align and coordinate the process from start to finish. This allowed us to plan the timing for each stage of construction, which gave us **tremendous efficiencies** in the field. This efficiency was very noticeable to the Gabrielli team when they compared it to other projects (when they did not use us).

Early in the process, the Gabrielli team asked a fair question: “What’s the best framing system?” We were happy to give them our honest answer: “This isn’t relevant right now.”

Before we could answer that, we needed to ask a few questions that would allow us to **create a plan** for a longstanding, functional facility.

- What are the current soil conditions and type of foundation to be used?
- What type of labor will be needed?
- Most importantly, what is the best bay size ‘truck to truck’ for the owner?

With these questions answered, we were able to advise the Gabrielli team on the framing system as well as the other materials we would use.



Breaking Out of the Box

While some previous projects for Gabrielli were built using conventional construction methods, we saw advantages of using Butler's pre-engineered solutions for this one. Given the company's complex needs, we knew they would need flexibility in building design options. The Cook & Krupa/Stuart Berger collaborative planning work — and extensive experience — helped the Gabrielli team understand how much of this flexibility comes from pre-engineered metal building solutions from Butler.

We reinforced to the Gabrielli team that pre-engineered buildings don't need to just be a box. We have many opportunities to **modify design and functional aspects** of the building.



The Nuts & Bolts

- Two units: A two-story Butler pre-engineered metal building for the sales and parts area and the main shop with an overhead crane.
- The column-free pre-engineered metal building allows service of trucks without the hassle of reconfiguring.
- We reduced install costs and met truck bay spacing needs with 54' on-center bay spacing using Butler truss purlins.
- We used nested portal frames to accommodate large overhead doors and avoid interference.
- The project included a 5-ton overhead crane with 20' hook height
- 78,672 sq. ft. footprint
- Maximum eave height: 30'
- Minimum door size: 14' x 16'
- ± 20' high brick walls
- High insulation in roof and wall
- No exposed insulation
- Mezzanine
- Interior firewall to reduce sprinkler zones



Positioned for Success

The Gabrielli team is extremely pleased with the new facility. It delivered everything they need to provide a high level of service to their customers at this strategic location, now and into the future. They also were happy with the collaborative process and timely construction that accomplished it. This performance is something they have enjoyed **time and time again** over the years, and it serves to reinforce the strong relationship between our companies.

Building of the Year Awards

The Metal Building Contractors and Erectors Association (MBCEA) gave the Gabrielli Truck Sales facility an **Award of Excellence** in the Specialty category of their 2020 Building of the Year Awards.

Reaching New Heights, Together



METAL BUILDING
CONTRACTORS & ERECTORS
ASSOCIATION

“

Working with the joint team of Cook & Krupa and Stuart Berger for one of our newest facilities exceeded our expectations. As one unit, they listened to our needs, offered valuable solutions to our problems, and gave us a building that will help us be effective and efficient for our customers for decades. ”

Carlo Gabrielli

Leasing at Gabrielli Truck Sales