



From the Play Book to the Record Book

Like a great football play that runs over and over in your mind, Paul Gulling could not shake his vision of the multipurpose athletic building he wanted to give to his alma mater. As an assistant football coach and alumnus of Mount Union College in Alliance, Ohio, Gulling knew that indoor practice and training space was limited.

Not only is Gulling an alumnus of the college, he is an avid supporter of the school and its athletic programs. During his years at Mount Union, he was an All-American football star as a wide receiver. A successful businessman, Gulling knew that he was going to have to find a general contractor who would match his excitement and personal involvement in this project.

After contacting about a half-dozen builders, Gulling picked Eckinger's name out of the phone book because the company was identified as a Butler Builder®, a name that Gulling knew was trusted in the business.

When his call was returned a short time later, Gulling knew that he had found his match in Norman Eckinger. "I explained that, while this would be a functional building, it was a very personal project to me," comments Gulling. "From then on, Norm Jr. took on the same attitude."

Technical Specifications

Owner.....	Mount Union College
Architect.....	Wilson Architectural Group
End Use.....	Sports Training Center
Building Sq. Footage.....	12,750
Structural System.....	Widespan™
Roof System.....	MR-24®
Wall Systems.....	ShadowWall™, EIFS & Masonry
Insulation.....	Roof – 6" • Wall – 4"

HOW DID THEY DO IT?

By Keeping the Design-Build Promises.

- **Projects get to the building process in record time.** Just three weeks from his initial cold call, Paul Gulling had an updated budget and preliminary rendering in his hand.
- **Costs are established much sooner.** Paul Gulling had an initial quote within 24 hours of first contacting Norman Eckinger Inc. In the end, Gulling says, "the price came in right on target."
- **Unexpected changes are less frequent and less costly.** "When Paul decided to upgrade the building design by adding brick, we were able to update the design and the budget immediately," explains Eckinger. "In the traditional building process, that small change could have delayed project completion by several months."
- **Single-source responsibility means risk management is vastly improved.** "The bottom line is that I trusted Norm Jr. with my project," states Gulling. "From the beginning, we had the same goals in mind."
- **You get the most innovative solutions from a team that brings unequaled quality and experience to every job.** Even though Gulling thought that he knew what he wanted to do with his building, he was impressed with Eckinger's suggestions and solutions. "It was great to have the expertise of their many successful projects put to work on my project."



"When Paul initially called, he was still wavering between renovating an existing building and creating a new facility," remembers Eckinger. "After I gave him a quote on a new box, he decided to go for his dream by building a new training facility."

Eckinger knew that Paul Gulling's project would benefit by using the Design-Build approach, a streamlined building process that has the design and construction responsibilities fall under one source. Design-Build comes complete with upfront costing, resourceful architectural design and quick completion dates.

In Gulling's case, two key factors pointed to the need for the Design-Build process: time and money. Gulling hoped to have the building ready for the next football off-season, less than a year away. More importantly, he was personally providing the majority of funds needed for the project. Eckinger knew that he had to use his client's resources wisely and efficiently.

Over the next three months, the Design-Build guidelines led client, contractor and architect through a process that resulted in a final design that was later presented to the college for approval. Ground was broken in October.

In almost exactly a year the Gulling Training Center opened its doors to student athletes at Mount Union College. Norman Eckinger General Contractors and the Design-Build process turned Paul Gulling's football fantasy into one for the record books. "There is no doubt in my mind," declares Gulling. "It was the best way to go."



THE DESIGN-BUILD ADVANTAGE

Single Source Responsibility

Project Cost Established Sooner

Less Time

More Innovative Solutions

Greater Control

Team Approach

More Experience

Unequaled Quality

Fewer Changes

Improved Risk Management

"There is no doubt in my mind, it was the best way to go."

Paul Gulling



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