

In The News: Vision Builders Restores Newbury Comics in Norwood

General contracting firm brings back favorite music store to replace car showroom

September 3, 2007

NORWOOD, MA... When the Newbury Comics in Norwood, MA, closed last year, fans of the New England-based music retailer wondered where they would get the latest CDs, DVDs, and other pop-culture related goods, including hard-to-find comic books. Never fear: like the superheroes that grace the pages of the serial story books, Newbury Comics reappeared on the scene just this month, bigger, better, and more equipped to handle its local fan base than ever before.

Auto Giant Ernie Boch's New-to-Used Cars dealership on Route 1 in Norwood recently underwent a "quick change" that resulted in the brand-new 12,500 square-foot retail store. The challenge: how to turn a former showroom and service garage into a hip, happening space to showcase comics, not cars, CDs and DVDs, not drive shafts. The transformation came courtesy of Vision Builders Co, a Framingham-based general contracting firm that specializes in building for new and existing companies, including restaurants, retail stores, and office buildings

Vision Builders President Anthony Gagliardi and his team set out on an aggressive 14-week schedule, rebuilding the location to accommodate the growing demand for Newbury's services and products. "We had to completely gut the place," he says. "We poured a new slab floor, demolished all the tiny stock rooms to create a big, open space, and installed new walls and bathrooms, which called for all new underground plumbing. We also remodeled the whole façade of the building," adds Gagliardi. "So, there was a lot of work to do, but not a lot of time to do it."

The last-minute addition of a coffee bar to the store wasn't a jolt to these veteran builders, even though it meant clearing it with the health department, often a time-consuming task. "We were wrapping up," says Gagliardi, "but we shifted resources, reworked crew schedules, and handled the logistics so that the client experience



was seamless. We don't mind rolling with late changes to a project plan."

Gagliardi and his crew finished on schedule, everything on their "punch list" completed, to the delight of the client. "Anthony was accessible at all times and communicated well with us," says Mike Holland, who heads up Purchasing, Properties and Construction for Boch Automotive. "He pushed his staff, worked around the clock to meet deadlines, and came up with necessary solutions to get the job done."

Valerie Forgione, Executive Vice President of Newbury Comics, agrees with Holland. "Vision did really good work, and Anthony and his team were very responsive when it came to resolving any outstanding issues."

Gagliardi says it's important for retailers who expand or relocate to do it quickly, or risk losing out to the competition. "Many business owners think it will cost too much time or money, but with the right team, they can grow their company, and their customer base."

Just as the popular retailer has to work fast to stay in tune with the latest in entertainment, music, and novelty merchandise, so, too, does Vision



Builders, to stay true to its company's mission. "When our team promises a client we'll reach a goal, we do everything we can to meet it," says Gagliardi. "Anything less than our best is not an option."

VISION BUILDERS

*If you can envision it,
we can build it.*

Anthony Gagliardi
Vision Builders Company
615 Concord Street
Framingham, MA 01702

[508] 820-0363
[508] 302-0424 Fax

visionbuildersco.com
anthonyg@visionbuildersco.com

