



INDEPENDANT CONTRACTOR EXCHANGE GROUP  
Innovative Chiller Plant Solutions

# Innovative Project Awards 2018



# ColonialWebb Contractors Parmenter / SunTrust Building

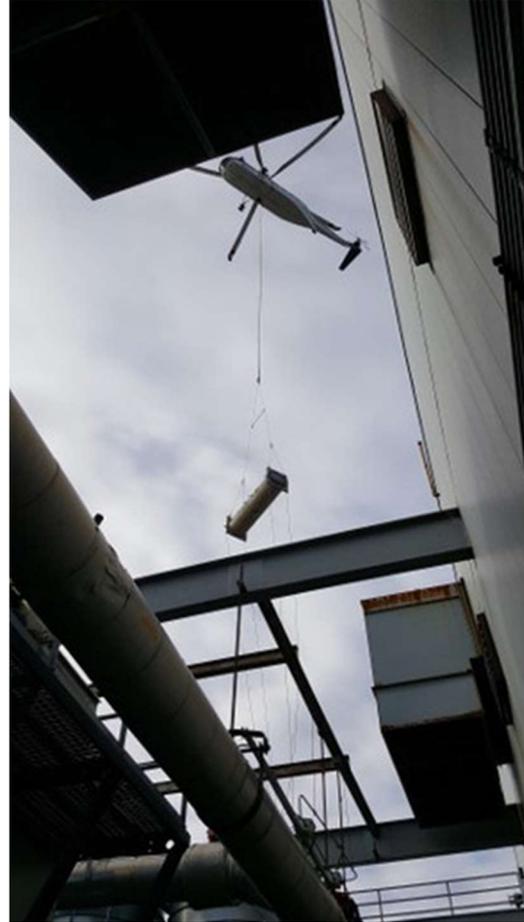




## ColonialWebb Contractors Parmenter / SunTrust Building

- Building had two 690 chillers – one dead, one dying located on the 25<sup>th</sup> floor of a downtown building
- Competitors \$1.5 million solution was going to take twice as long and cost 50% more
- Designed and installed a new chiller system that was installed by helicopter. Required extensive planning and staging effort
- Met building objectives and performance requirements and saved \$500,000

## ColonialWebb Contractors Parmenter Realty – Suntrust Bank Building



Parmenter Realty Group owns and manages this 590k sf office space high rise in downtown Richmond, VA. This building was being served by two (2) 690-ton York centrifugal chillers. At the time of our initial involvement one chiller was completely down and the other was at the very end of it's life cycle. The owner knew that they had to replace the chillers right away or face millions of dollars due to amortizing rent and payback due to lost wages. This equates to \$20k/day Rent + \$200k / day Wages.

The owner had hired our competition to work with their engineer to develop a solution to the replacement. This was not a simple replacement as the chillers are located in a mechanical penthouse on the 25th floor of a high-rise building in downtown Richmond, VA. The mechanical room has two (2) access points. One thru a Service Elevator and another limited access point thru the roof.

Our competition developed a solution that utilized modular chillers being installed thru the service elevator. This solution was complex and included new pump and sand filters. It also cost \$1.5m.

When we met with the customer for the first time once we found out about the project. We discovered the customers pain.

1. Cost.
2. Speed.
3. Simplicity of Solution.
4. Energy Efficiency.
5. Logistics with minimizing exposure to tenant space
6. Flexibility for project billing.

We developed the following solution.

1. Provide and install two (2) Daikin Magnetic bearing chillers.
2. Provide a \$60k Dominion Rebate because our design met the criteria of our current rebate program for efficiency ratings. (Our competitors' solution did not.)
3. Provide a simple replacement solution that did not require new pumps and filters or substantial electrical modifications.
4. Provide a chiller that had a lead time of 6 weeks. (Our competitors' solution was 8-10 weeks.)
5. Provide a structural review of the existing penthouse floor to support the new chillers and one of the existing chillers during construction.
6. Coordinate with the Daikin plant to disassemble the new chillers.
7. Provide a helicopter to install the new chillers over one weekend.
8. Provide a solution that billed the owner half of the project in 2017 within the customers budget year and the remaining in 2018 when the project was complete.
9. Provide a solution that cost the owner \$950k after the Dominion Rebate. Our solutions makes the tenant space more attractive to our customer's-customers.

The helicopter presented many unique challenges due to coordination. Not many contractors can price this accurately due to the amount of coordination.

1. Staging / Lift Area.
2. Closing of Interstate 95 off Ramp.
3. Hiring of off duty police.
4. COR Street closure permits.
5. Removal of light poles in staging lot.
6. Insurance requirements for helicopter staging lot.
7. Temp. signage crew coordination.
8. Toll road entrance ramp closure and coordination.
9. FAA coordination.
10. Relocation of adjacent building tenants during lift coordination.

Listening to the customer and designing a custom design build solution that saved the customer over \$500k has paid off. We are now looking at a design build solution to replace their existing boilers and procuring maintenance for all of the HVAC equipment.