

# SMART SOLUTIONS

WINTER 2010

Helping contractors save money and enhance productivity

## T.J. Dyer Co., Grinnell, Team Up to Tackle Installation Challenges for Great American Tower

Grinnell Mechanical Products collaborated with contractor Thomas J. Dyer Company (T.J. Dyer) to build a truly cost-effective mechanical systems solu-



Using a hybrid weld and grooved mechanical system on Cincinnati's Great American Tower enabled T.J. Dyer to combine its knowledge of fabricating large-bore piping with Grinnell's high-quality grooved mechanical products for all of the equipment connections. This hybrid system allowed T.J. Dyer to stay within budget.

tion for Cincinnati's largest skyscraper to date. Together, the companies have been able to execute ahead of plan and on budget. The Great American Tower at Queen City Square will add 41 stories and more than one million square feet of office and retail space to the city's already impressive downtown area.

### *Finding the Optimal Mechanical Solution*

When purchasing materials for the project, T.J. Dyer enlisted the help of Grinnell's Mechanical Services group to estimate the most cost- and time-efficient mechanical solution. The team opted for a hybrid weld and grooved system, which enabled it to take advantage of two key areas of expertise: T.J. Dyer's knowledge of fabricating large-bore piping and Grinnell's complete line of high-quality grooved mechanical products for all of the equipment connections. This hybrid system allowed T.J. Dyer to stay within their tight budget for materials and labor.

"Grinnell's grooved product helped us stay on budget," said Kevin Mirlisen, project manager at T.J. Dyer. For example, the height of the Great American Tower requires the mechanical piping system to function at 300 pounds per

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## Sloan Valve Plumbing Products Help Connecticut Office Park Meet LEED Specs, Slash Water Use, Save Thousands

By installing Sloan Valve Company plumbing systems, the Merritt 7 Corporate Park in Norwalk, CT, expects to save thousands of dollars and as much as two million gallons of water annually in just one building retrofitted with water-efficient plumbing systems.

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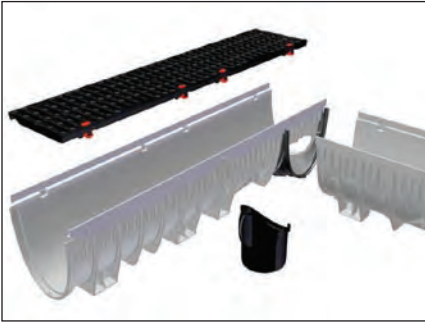
The Merritt 7 Corporate Park in Norwalk, CT, expects to save significant amounts of money and water by retrofitting its buildings with water-efficient plumbing systems, such as Sloan Valve Company's Waterfree Urinals—moving the office park closer to achieving LEED® compliance for Existing Buildings.

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Josam Company's Pro-Plus trench drain system is 1.5 times stronger than polymer concrete, yet 70 percent lighter. MIINC Mechanical Contractor of Dallas found it easier to install than other systems, saving them time and money.

trench drain with a Class E Ductile Iron grate and rail. After completing installation in December 2009, Dixon said, "Due to the lighter weight and the attachment design, this system is an easier system than any that I have worked with to put together."

Dixon added, "In addition to providing exact and specific cuts to meet the installation requirements, Josam provided an engineered installation print with a bill of material. These services were at no additional charge and made it very easy for the man in the field to know what he was doing."

The Pro-Plus system is available either with or without slope and in four-inch, eight-inch, and 12-inch nominal interior widths. The patent-pending STARFIX grating system allows grates to be secured and removed quickly and easily with a single hand movement, without the use of bolts or special tools. A variety of accessories and grate offerings are available.

"The features that the Pro-Plus system have to offer make this system a product that is extremely easy to handle, yet durable for the most stringent applications," said Dixon. "I have every intention of using the Pro-Plus system on future trench drain projects."

*For more information on Josam and affiliate products, visit [www.JOSAM.com](http://www.JOSAM.com).*

## H. T. Lyons Uses BuildingAdvice Energy Benchmarking Software as Competitive Edge

### *Contractor Identifies Opportunities and Implements Energy-Saving Projects*

With more competition in the service business because of the downturn in new construction and large project work, contractors like H.T. Lyons have found a way to compete on value rather than price by using BuildingAdvice software to conduct energy assessments that can directly benefit the customer's bottom line.

Founded in 1973 and headquartered in Allentown, PA, H.T. Lyons is a 300-person mechanical contracting, engineering, preventive maintenance, and energy services firm with annual revenue of \$70 million. Through a range of energy services that include energy benchmarks, assessments, audits, and projects, H.T. Lyons focuses on lowering energy costs for its customers. Because H.T. Lyons can both identify energy conservation opportunities and also implement the needed changes, the company has an important edge in the market.

Pat Cuchran, an H.T. Lyons service sales representative, says the process typically begins with an Energy Benchmark. "We open the customers' eyes and show them where their building ranks. And we are educating them on energy consumption in their buildings and how it can be improved," said Cuchran.

With cost-cutting a top priority, property owners and managers value the services and guidance on managing energy costs provided by H.T. Lyons. "We use energy benchmarks as well as energy assessments as differentiators for our service agreements," said Cuchran. "We bring financial value to customers. Once we show them where they're at with a benchmark, we make

suggestions of where to go next. Some might go on to do an energy assessment. And for others, we collaborate with our projects team to bring energy savings to them through retrofits."

For H.T. Lyons, one of the many benefits of the BuildingAdvice program is its integration with ENERGY STAR® for providing industry standard scores for energy performance. With BuildingAdvice, the Benchmark is simple to do and the resulting report is designed to motivate action.

Recently, the BuildingAdvice Energy Benchmark showed a company's ENERGY STAR score to be a 12, meaning that 88 percent of comparable buildings perform better in terms of energy efficiency. While that result might be shocking to some building owners, the shock is quickly overcome by a realization of the opportunity for cost savings. Cuchran and the H.T. Lyons service team are now working with this customer on an energy assessment to identify what's weighing down energy costs.

Initially, H.T. Lyons is targeting its current service customers with energy services. They are also promoting energy services as part of new service agreements as a strategy to compete on value instead of price.

*For more information about H.T. Lyons, visit [www.htlyons.com](http://www.htlyons.com). For more information about BuildingAdvice, visit [www.airadvice.com/msca](http://www.airadvice.com/msca).*