

Welcoming New Clients to Our Organization

Hotel Clients:

- ▶ Four Seasons Hotel
- ▶ Sofitel Hotel Philadelphia
- ▶ Marriott Residence Inn
- ▶ Marriott Downtown Courtyard
- ▶ Marriott Philadelphia Airport
- ▶ Loews Hotel
- ▶ Ritz Carlton Hotel
- ▶ Embassy Suites Philadelphia Airport
- ▶ University City Sheraton Hotel
- ▶ Westin Hotel
- ▶ Hotel Windsor
- ▶ Omni Hotel at Independence Mall
- ▶ Crowne Plaza
- ▶ Golden Inn

New and Returning Clients:

- ▶ Transwestern Commercial Real Estate Services (1601 & 1700 Market Streets)
- ▶ Wanamaker House Condominiums
- ▶ Trigen Philadelphia Energy Corporation
- ▶ University of the Sciences in Philadelphia
- ▶ Delaware County Community College
- ▶ Parc Rittenhouse
- ▶ Penn Center House
- ▶ Bethesda Project
- ▶ Bellevue
- ▶ City Tavern
- ▶ Goldman Sachs
- ▶ Allan Domb Real Estate
- ▶ 3 Benjamin Franklin Parkway
- ▶ Acorn Club
- ▶ Cheswick apt. - Murphy
- ▶ Goldman Sachs - Scanlan
- ▶ Scenery First - Scanlan
- ▶ Triple Net - McCracken
- ▶ Allen Domb - Scanlan



7777 Brewster Avenue
Philadelphia, PA 19153

Presorted Standard
U.S. Postage
PAID
SSD, INC.

2006 Concept School Golf Outing was again... a great success.

Thanks to customers, friends and vendors of the Herman Goldner Company, we were able to raise over \$140,000 to support the Concept School!

The Concept School (TCS) is a small-school community established 30 years ago to help students overcome obstacles in their path to learning. Dedicated teachers and staff recognize each child's potential for learning. They provide the caring and individualized attention which allows students to flourish and discover their place in society. Proceeds from the golf tournament helps The Concept School achieve its goals.

We would like to thank our Platinum Sponsor:

▶ Tristate HVAC Equipment LLP

And our Gold Sponsors:

- ▶ Advanced Specialty Contractors
- ▶ Associated
- ▶ Betz
- ▶ DVL
- ▶ EAS
- ▶ Johnson Controls
- ▶ R.D. Bitzer
- ▶ SMA
- ▶ Thermodesign Corporation
- ▶ York International



Herman Goldner and Tony Greener, TriState HVAC Equipment, accepting the award for the Platinum Sponsorship.

For Inquiries and Questions . . .

For inquiries and general questions, please call us at 215-365-5400 or 1-888-GOLDNER. To discuss specifics on an upcoming project, contact our team, or just logon to www.goldner.com and access these contacts automatically via email—just click on “contact us” from our Home Page.

New Construction	Leo Foster	215-492-5964	lfoster@goldner.com
Renovations/Design/Build	Herman Goldner Thomas Graziano	215-492-5946 215-492-6290	hgoldner@goldner.com tgraziano@goldner.com
HVAC Services	Steve Leonardo	215-492-6289	sleonardo@goldner.com
Plumbing Services	Chris Tole	215-492-5944	ctole@goldner.com
Service Agreements	Kevin Sherin	215-492-6562	ksherin@goldner.com
Emergency Service	24-hour on-call service 800-355-5997		

Herman Goldner Company

Summer 2006



THE GOLD STANDARD

Department Spotlight: Estimating Department

Our estimating department does more than bidding lump sum projects. With a staff of eight people, we fulfill many of our clients needs from conceptual designs and alternatives to budgets and schedules. We can work with owners, engineers and construction managers to develop constructible solutions within budget during the early stages of a project.

By working together with the design team, we help keep projects on schedule and within budget from conception to final design. Some of the services we offer include:

- Schematic budgeting*
- Design assistance*
- Value added alternatives*
- Design narratives*
- Breakdowns and Budget tracking*
- Guaranteed Maximum Price Proposals*
- Design build services*
- Pre-construction scheduling*

Cephalon Central Utility Plant Addition

In late January 2006, Herman Goldner Company was awarded a fast track project to build a cooling and heating central utility Plant for Cephalon, Inc. Because the project was awarded early, Goldner was able to become part of the design team and help to develop an efficient layout of the equipment and piping while avoiding conflicts. By having an open dialogue between Cephalon (owner), RPA Associates (engineer), HSC Builders and Construction Managers (construction manager), and Herman Goldner Co. (mechanical contractor), the design team was able to develop constructible solutions to issues as they arose.



The Central utility plant includes a 1,500 ton cooling plant with (3) 500 ton electric centrifugal chillers; a 7,200 MBH heating plant with (2) 300 boiler horsepower boilers and over 7,000 feet of piping with two pre-fabricated pipe bridges around the cooling towers (see picture)

The schedule for the project was fast paced and hard driven by our CAD pre-planning department in conjunction with Steve Angstadt of RPA Engineers. Pre-planning started March 1, 2006 and finished most layout by March 30. This allowed our field to begin in early April with a prefabricated piping system. Prefabrication gives the owner higher quality construction under ideal conditions, keeps a large portion

of labor out of the field, and shortens the field schedule. With good early coordination and prefabrication, projects are completed faster and with higher quality.

Per Richard Kingsbauer, the HSC superintendent: “Herman Goldner Co. is the benchmark that all other mechanical contractors strive to attain. ... (they) have offered no less than 100% dedication to safety, quality and schedule”.

This project was a perfect example of how a good design team can shorten a project's schedule and bring great value to a client.

McNeil USP Final Rinse Loop

Start 11-04
Ending Soon

Approximately 7700 feet of 2-1/2" stainless steel pipe in two loops throughout a manufacturing plant.

We budgeted the job starting in April 04 and worked with the owner and engineer on constructability issues.

Work also included all supporting pipe utilities, general construction and electrical work.

There were many GMP areas that we could not have access to until they were shutdown. The best example is when we worked 3 shifts for a shutdown in July 05. There were about 30 people working the job.



Variable Frequency Drives

Today, more than ever, Variable Frequency Drives (VFDs) are an economical way to reduce energy and maintenance costs on the operation of your HVAC Systems. This includes air handlers, primary and secondary chilled water pumping systems, exhaust fans, cooling towers, VAV systems, constant volume systems, steam boiler makeup pumps, air compressors and domestic water systems.

While VFD technology has improved over the years, the cost has continually decreased. These makes using these devices in control application very attractive.

A retrofit to an existing system usually results in a payback of less than two years.

A survey of your systems is required to determine the proper application of the equipment.

Our staff can provide a complete system analysis, including energy savings and paybacks on the VFD that is right for your facility. Please contact our office, at 800-355-5997, if you think there is an opportunity to save energy in your facility.

Summary of Benefits

- Energy Savings
- Improved control of systems (air & water)
- Reduced stress on motors
- Reduced power supply problems in the building
- Quieter operation at low-load conditions
- Typical payback period less than two years

Quik Quip

“The true way to render ourselves happy is to love our work and find in it our pleasure.”

- Françoise de Motteville

Chilled Water Coil Replacement Project

Herman Goldner Company was contracted by Transwestern Commercial Real Estate Services to install 43 new chilled water coils and condensate drain pans, which represented a complete replacement of their cooling coil capacity for 85 percent of the building. This was a three (3) month project which was performed after normal working hours. The project was complete success with minimal disruption to the building and no interference to the tenants' space. Herman Goldner Company was awarded the project after a competitive bid process and the award was based on price, experience, presentation and planning for the completion of the.

The reason for the success was our systematic approach and our planning of the entire project. This included the demo portion as well the installation portion of the project. Coordination between our labor force and our subcontractors was key in keeping the project transparent to the building tenants.

Mike Murray, Director of Operations stated “The project went great without any problems and Joe Pomakacz (Project Foreman) and Harry Murray (Project Coordinator) were excellent on this job, which made my job easy”.

