



Herman Goldner is proud to Celebrate our 120th Anniversary

Thank you for your continued support!



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MECHANICAL CONSTRUCTION & SERVICE SINCE 1887

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Concept School Annual Golf Outing



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

As our 2007 Concept School Annual Golf Tournament approaches, we want to thank our customers, friends and vendors for helping us raise money for this worthy cause. With your support, last year we raised over \$140,000.

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 needed to allow students to flourish and discover their place in society. Proceeds from the golf tournament help The Concept School achieve it's goals.

We would like to thank our Platinum Sponsor:

- **Tristate HVAC Equipment LLP**

And our Gold Sponsors:

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

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	Thomas Graziano	215-492-6290	tgraziano@goldner.com
Building Operation Services	Bob McCracken	215-492-6009	bmccracken@goldner.com
Emergency Service	24-hour on-call service 800-355-5997		



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THE GOLD STANDARD



Spring 2007

Department Spotlight: Estimating Department



Leo Foster, Gloria Mazzagatti, Dave Oettinger, Jim Kaczur, John Carroll, Rob McCullough, Mike Bilotta and Matt Zsofka

We are proud of our full-service Estimating Department. With a staff of eight people, we fulfill our clients' needs from conceptual designs and alternatives to budgets and schedules. We 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:

- Breakdowns and budget tracking
- Design assistance
- Design build services
- Design narratives
- Guaranteed Maximum Price Proposals
- Pre-construction scheduling
- Schematic budgeting
- Value added alternatives
- If you have any estimating needs or questions, please feel free to contact Leo Foster at 215-492-5964.

Cephalon Central Utility Plant Addition

Last year, 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 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 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 for the fabrication of the piping systems so the installation could start in early April.



Prefabrication gives the owner higher quality piping systems because they are fabricated under ideal conditions, keeping a large portion of labor out of the field, and shortening the field schedule. With good, early coordination and prefabrication, projects are completed faster and with higher quality.

Richard Kingsbauer, the HSC superintendent states: "*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 is a perfect example of how a good design team can shorten a project's schedule and bring great value to our client.

Plumbing Services

We are always looking for ways to improve the quality of service we provide our customers. This includes purchasing the latest technologies and/or using innovative new products. HGC can provide the quality service you have to come to expect as part of our entire resume of services which can help expedite repairs in your facility.

Our plumbing services team can scope (camera) any of your soil lines to locate leaks, cracks or blockage in a timely fashion, minimizing costs and losses in revenue.

Our plumbing service is available 24/7 for major repairs, service, installation and drain cleaning.

Just call our emergency service number at **1-888-355-5997**.

Variable Frequency Drives

Welcome New Clients

- Acorn Club
- Adelphia Energy Corporation
- Bellevue
- Bethesda Project
- Brandywine Realty – Cira Centre
- Cheswick Apartments
- City Tavern
- Crowne Plaza
- Crown Properties
- Delaware County Community College
- Dilworth Paxson LLP
- Embassy Suites Philadelphia Airport
- Forest City Commercial
- Four Seasons Hotel
- Golden Inn - Avalon
- Goldman Sachs
- Hotel Windsor
- Loews Hotel
- Marriott Downtown Courtyard
- Marriott Philadelphia Airport
- Marriott Residence Inn
- National Park Service
- Omni Hotel at Independence Mall
- Parc Rittenhouse
- Park Hyatt at the Bellevue
- Penn Center House
- Pyramid Club
- Ritz Carlton Hotel
- Scenery First
- Society Hill Sheraton
- Sofitel Hotel Philadelphia
- Sunoco
- Thomas Properties
- Three Benjamin Franklin Parkway
- Transwestern Commercial Real Estate Services (1601 & 1700 Market Streets)
- Trigen Philadelphia Energy Corporation
- Triple Net
- UBS Financial
- University City Sheraton Hotel
- University of the Sciences in Philadelphia
- Wanamaker House Condominiums
- Westin Hotel

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. This makes using these devices in control applications very attractive.



A retrofit to an existing system usually results in a payback of less than 2 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 Steve Leonardo 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

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. 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 project. This was a three (3) month project, which was performed after normal working hours. The project was a complete success with minimal disruption to the building and no interference to the tenants' space.

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.

"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".

Mike Murray - Director of Operations

Blackney Hayes 12th Floor Induction Units

During the recent cooling tower replacement project, former Chief Engineer for Triple Net, PJ Garofoli, requested Bob McCracken and HGC to look at the 12th floor of the building that was to be leased to the highly-regarded architectural firm Blackney Hayes. The problem at hand was that the perimeter induction units could be seen from the exterior and were especially aesthetically unpleasing from the inside. Blackney Hayes requested that the induction units be replaced, lowered or both. Upon review, we decided that the units could be replaced, reduced in height, with new cabinetry, controls and coils. The new induction units would also be upsized with a double row coil and thermostatic control would be added. Sr. Vice President Leo Foster consulted on this project for coil sizing, control application and vendor selection. Mr. Foster's in-depth knowledge of HVAC systems and past experience provided our team with the support to successfully design and kick off the project.



Before

After weeks of working, our team was successful in meeting the project criteria, enabling Blackney Hayes to move in earlier than scheduled. John Chase, an HGC Service Technician, took the field lead on the project and worked closely with Project Manager Dan Garback, Technicians Jim Tole and Tim Melia. John provided the field coordination, leadership and customer service that the Herman Goldner Co. is known for. Steve Meile and his team stepped in during the last week to keep our schedule and deadline a reality. His team piped the coils and assembled the remaining cabinets. All of our technicians worked tirelessly to make this project a success. This is another example of their ability and dedication to the process.



After

Sara Sweeney of Blackney Hayes was lead project manager and architect for this project. The Herman Goldner Co., Inc. would like to thank Sara for her professionalism, patience and willingness to work with us from start to finish.

"Goldner streamlined the induction unit design, including the cover, and worked diligently with us and the fabricator throughout the process, insuring that we received a quality product. The results are nothing less than superb."

Sara Sweeney - Associate, Blackney Hayes Architects

Herman Goldner is "Checking In" on the Hotel Market

The Herman Goldner Company over the past two (2) years has gained significant market share of the Philadelphia Hotel mechanical and plumbing work market. Recent key employment additions to the Service Division as well as long term relationships and Goldner's continual push on the downtown market have played a major part of the increase of business in this market segment. Work has included room renovation projects, major plumbing enhancements, large hot water installations, chiller maintenance work and VFD installations just to name a few of the projects. For a list of the 16 New Hotel Clients that have been added, please refer to the "Welcome New Clients" section of the newsletter.