



PSF Mechanical, Inc.  
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# QUARTERLY

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## A New Era for Energy Efficiency

By Dan Hering, Energy Services

Washington State has long been seen as a leader in the energy efficiency movement and has seized an early-adopter position with regards to the "green" movement as well. For example, the BPA has captured over 1,000 average megawatts of energy savings over the last 25 years and Washington was the first state in the country to mandate that all new public buildings meet LEED® Silver standards.

However, much of our reputation is due to public sector activity such as energy efficiency investments in our existing educational and governmental facilities and mandated energy code improvements for the construction of new buildings. While the public sector has been leading this charge, private building ownership has largely sat on the sidelines debating the financial value of investing in energy efficiency and green. If the paybacks are not reasonable, the investments don't get made.

In a state which has the fifth lowest electrical utility rates in the country, many attractive energy efficiency solutions have not typically met financial return criteria. Although significant long-term savings are possible with relatively modest investment premiums, a first-cost-sensitive buyer will never move forward with the longer payback solutions. In fact, the Northwest Energy Efficiency Alliance (NEEA) published a December 2008 survey stating that nearly 60% of the respondents indicated that the primary barrier to efficiency investing was first cost or owner disinterest.

But there are new trends impacting the private real estate sector which should have an effect on their interest in energy efficiency. Washington's Energy First Law takes effect in January 2010 and requires every building greater than 50,000 square feet (10,000 sq. ft. by 2012) to continuously measure their energy consumption and make the information

available to prospective buyers, lessees or lenders. In addition, green value ratings (like EPA's Energy Star rating) for real estate assets are being developed. 75% of the rating will be dependent upon the building's energy efficiency. As Stan Price of the Northwest Energy Efficiency Council likes to say, "If it's not energy efficient, it's not green." Last but not least, the region is experiencing an upward trend in retail electrical rates (8% from May '08 to May of '09) and NEEA expects this upward trend to continue.

The trend to seize the day regarding energy efficiency and green is well under way. McGraw Hill's 2007 "Greening of Corporate America" Smart Market Report determined that the tipping point for wide spread adoption of green buildings is upon us, forecasting that 82% of companies have greened at least 16% of their portfolios. The really good news is that there are more opportunities available to make energy efficiency investments for the private sector more attractive than ever before. Tax deductions, ARRA stimulus funds, along with utility rebates and the potential revenue generation risk mitigation associated with green, should dawn a new era for private sector investments in energy efficiency.

### PSE Names PSF Mechanical as Commissioning Provider

Puget Sound Energy has certified PSF Mechanical's Energy Services Team, led by Marty Novini, as a professional commissioning agent. PSE will pay to have PSF determine if your building is operating as efficiently as possible, as well as identify ways to optimize its performance.

This program prioritizes Building Optimization Strategies (BOS) which have a maximum two year payback. In many cases, these BOS can be self implemented. For longer payback,

BOS requiring implementation assistance from others, PSE offers incentive programs to optimize both your building and your bottom-line performance.

#### PSF + PSE = Energy Efficient Buildings!

*Please feel free to contact us with any questions about this free program or how it may be of benefit to your organization.*

### CURRENT PROJECTS

- LeMay Collector Car Center  
200,000 ft<sup>2</sup> Multi-level Museum  
Tacoma, WA  
HVAC, Plumbing & Piping, Commissioning
- Nintendo 5001  
Tenant Improvement  
Kirkland, WA  
HVAC
- Oncothyreon, 5th Floor  
Lab Space Build-out  
Seattle, WA  
HVAC, Plumbing & Piping, Commissioning
- Nordstrom Los Cerritos  
2-story Full-line Store  
Cerritos, CA  
HVAC, Commissioning
- Nordstrom Rack At Arbor Lakes  
Remodel Existing Building, New Store  
Maple Grove, MN  
HVAC, Commissioning

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**PSF Team:**

John King - Account Executive; Andrea Hovey - PM;  
Mike Ross - Foreman

**Puget Sound Blood Center, Phase II**

- 66,000 ft<sup>2</sup> Laboratory & Office Space
- Renton, WA

**Team Members:**

- GC - BNBuilders
- Architect - Mithūn
- Engineer - Sider & Beyers Associates, Inc.
- Plumbing - Auburn Mechanical
- HVAC - PSF Mechanical, Inc.

**HVAC Systems:**

- Full build-out of existing warehouse shell
- Custom air handling unit (68,000 CFM)
- Chiller system with N+1 redundancy
- Specialty exhaust systems
- VAV air distribution with DDC controls

**Unique Design Challenges:**

- Fast-track schedule, completed in two phases over 9 months
- Assisted design/construction team in creative solution to support duct and VAVs with interstitial steel framework due to lack of structural strength in the building shell roof
- Assisted BNB in integrated 3D building model using Navisworks



**PSF Team:**

John King - Account Executive; Kevin McLean - PM;  
Mike Butenschoen - Foreman

**199 Blaine/Gilead Scientific**

- 180,000 ft<sup>2</sup> Life Sciences/Bio Tech Facility Shell & Core, TI (120,000 ft<sup>2</sup> 3-story over 60,000 ft<sup>2</sup> underground parking)
- Seattle, WA


**Team Members:**

- GC -BNBuilders, Inc.
- Architects - Shell, ARC Architects; Tenant, Stock & Associates
- HVAC & HVAC Piping - PSF Mechanical, Inc.

**HVAC Systems:**

- Ultra high-efficiency central chilled water plant using water cooled chillers with OEM Turborcor compressors, N+1 redundancy
- Ultra high-efficiency central boiler plant using multiple condensing boilers, N+1 redundancy
- Custom air handlers, 100% outside air with high-efficiency filtration and heat recovery

**Unique Design Challenges:**

- LEED® Silver 
- Full BIM-MEP 3-D coordination (PSF-led)
- Congested urban site (no staging area)
- Accommodating 30,000 ft<sup>2</sup> of laboratories on floor one



**PSF Team:**

John King - Account Executive; Kevin McLean - PM;  
Joe Marshall & Chris Clarke - Foremen

**Highline Medical Center, Birch Wing**

- 80,000 ft<sup>2</sup> 4-level Addition to Highline Medical Center
- Burien, WA

**Team Members:**

- GC - GLY Construction
- Architect - NAC
- Mechanical Engineer - Hargis Engineers, Inc.
- HVAC & HVAC Piping - PSF Mechanical, Inc.

**HVAC & HVAC Piping Systems:**

- Two central rooftop air handlers (40,000 and 24,000 cfm)
- 6" piping service connection to existing central chilled water plant
- Central hot water heating system, 4" service
- 100 VAV hot water zone terminals

**Unique Design Challenges:**

- Access from existing plant services was very tight, teamwork during MEP process resulted in improved design
- Very tight site and access, "just-in-time" delivery and prefabrication of assemblies was beneficial to easing site congestion and speeding up installation

## Getting Wet

By Jim Reynolds, President

Most companies go through change, evolving with the marketplace. At PSF Mechanical, we have always set our focus forward in anticipation of the future and those inevitable changes and opportunities.

One of the ways we look forward is to interview our customers about their needs and how they believe our company fits those needs. A common theme we heard in our surveys was the wish for PSF to become a “true” mechanical contractor and begin delivering plumbing and piping services in-house.

A couple of years ago we were very fortunate to add Wayne Lawson to our team. Wayne had been running another mechanical company for many years and had a reputation as a no-nonsense, get-it-done manager with very strong ethics. Since his arrival, PSF has been delivering plumbing and pipefitting on plan/spec and design/build projects with excellent results. True to his reputation, Wayne has proven to be an excellent team member, last year taking over as Production Manager.

Our pipe fabrication shop is managed by Rich Manning. At this time our fabrication facility is configured to handle up to 24”-diameter pipe, and is equipped with a U-shaped production line, overhead crane, positioner and pulse welder.

Our wet-side capabilities do not end with production. All of our sales and project management staff are very knowledgeable in plumbing and piping in addition to their HVAC skills. We also have several people with very specific wet-side knowledge including Jim Hardie (Chief Estimator); Will Thompson, Kevin McLean and Wayne Champagne (Project Management); Ron Marson, Ron Cummins (Engineering); and John King, Robert Willis and Dana Hannan (sales).

What does this all mean for our customers? It means they will receive accurate and timely budget information on plumbing and piping services in addition to HVAC services from PSF; they will have professional engineering support; and they will have the highest-quality, efficient fabrication and installation services all managed under one roof.

If you would like to visit our facility and learn more about our people and capabilities, please call or drop us an email; we would be happy to have you visit.

Visit our new website!  
[www.psfmechanical.com](http://www.psfmechanical.com)

### PSF EMPLOYEE SPOTLIGHT

#### Mike Butenschoen

##### Field Foreman Extraordinaire

Mike has been in the sheet metal and HVAC trade for more than 15 years, and with PSF for the last seven. He has experience working on hospitals, office buildings, refineries, aluminum plants, waste water treatment facilities, schools and casinos.

Currently working as our foreman at the 199 Blaine, Gilead TI, Mike has earned high praise from Kevin McLean, Senior Project Manager, for his work on this project: “What impresses me the most with Mike is a complete dedication to detail. As well, his organization is fabulous. And what it takes to be a

successful foreman for any trade is the ability to see issues/activities/tasks, etc, before they happen and know how to anticipate the flow of a job and keep our field people working productively.”

A competitive soul, Mike is also the current holder of the highly-coveted first place position in the Watermelon Eating Contest at PSF’s annual company picnic. Dedicated father that he is, he has trained his kids in the finer points of this competition turning it into a yearly event for his family (sometimes his kids beat the adults!).

In all seriousness, Mike is known as a devoted family man. All of his free time is spent doing “anything to do with my kids” which includes coaching soccer, softball and volleyball teams for the four of them. We do the best we can not to send him out of state in the middle of softball season.



## Meet the People That Make Things Happen

GREEN



**John King, Project Executive, LEED® AP** – A 23-year veteran of the industry, John is the leader of our efforts in the sustainable energy marketplace. John's experience and thorough industry knowledge provides him with insight and understanding which is key to a well-developed and well-executed undertaking. Our customers appreciate his personal approach, personal dedication and attention to their needs.



**Dan Hering, Business Development Manager, Energy Services** – For the past 25 years, Dan has served in a variety of sales and operations positions primarily engaged with the development and execution of integrated building technologies and performance-based solutions in the Northwest and Southeast US. Dan's current position focuses his team's attention on understanding the ever-changing needs of the marketplace and assisting in architecting creative solutions to those needs.



**Robert Willis, Director of Sustainable Engineering, LEED® AP** – Robert has over 30 years of industry experience that includes all aspects of project execution including detailing, estimating, and project management. This unique perspective results in creative solutions benefitting all of his projects. With many LEED- and Green Globes-certified projects under his belt, Robert leads PSF's Sustainable Services team, Gang Green. Robert has been accepted into the training program to be certified as a Green Globes Assessor for Existing Buildings for the Green Building Initiative.



**Mehrdad "Marty" Novini, Energy Conservation Engineer, PE, CEM, LEED® AP** – Marty has over 19 years experience assessing building performance and optimizing energy efficiency. He has worked on building systems in higher education buildings, K-12 public schools, municipal buildings, government buildings, airports, and light as well as heavy industrial buildings. He has performed energy audits and analysis for facilities nationwide, and is experienced with writing measurement and verification protocols to confirm the energy saved.



**Lawrence Palmer, Project Engineer, PE, LEED® AP** – Lawrence has been working as an HVAC controls professional for the last decade. His work is critical to optimal mechanical systems performance and maintaining the cost effectiveness and energy savings of those systems, as well as tenant comfort.



**Patrick Mulhall, Service Sales Account Executive** – Pat has worked in the building controls and HVAC industry for over 40 years with the majority of his time spent developing technical solutions for HVAC systems. His focus at PSF is on energy and mechanical retrofits to improve systems performance and reduce energy consumption.

### MAILBAG

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For more information or key contacts list, visit our web site at:  
[www.psfmechanical.com](http://www.psfmechanical.com)



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