

---

## CASE STUDY

---

# “Carolina’s Finest” Returns To Former Glory With McQuay Equipment

Comfort and value are McQuay’s contribution to restoring a national historic landmark to its former glory.

With an unmatched combination of modern tools and Old World service, the Westin Poinsett Hotel once again takes center stage in Greenville, South Carolina. The hotel, which was once condemned, received a second chance at life from developers P. Steven Dopp and Greg Lenox, of Packwood Management in Charleston, South Carolina.

Once the heart of Greenville, South Carolina’s booming downtown, the hotel had fallen on hard times and was abandoned in the 1980s. Dopp and Lenox recognized the potential



hidden beneath the decaying facade and set out to restore the building to its former prominence. They hired general contractor Harper Corp. to manage the project.

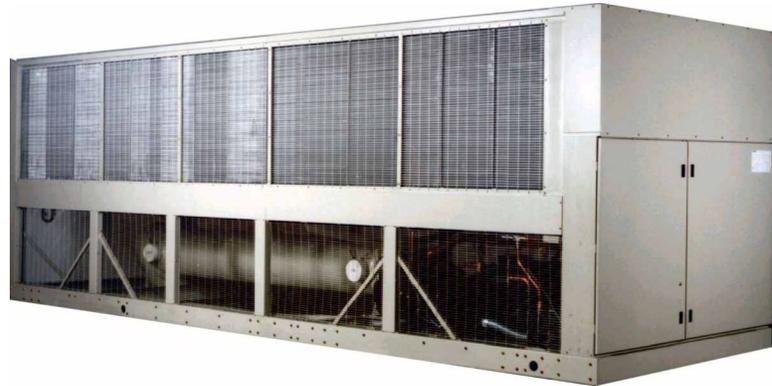
More than a simple renovation, the processes involved in an actual restoration are much more intricate, especially considering the developers desire to have the hotel listed on the National Register of Historic Places. Painstaking adherence to the original details and materials whenever possible is mandated by the strict specifications of the National Register of Historic Places.

Yet, it was still their intent to use, whenever possible, the modern technology that would make the Poinsett a luxury hotel in the truest sense--and that meant providing a comfortable environment for every

guest and employee. To that end, the local McQuay Representative, Hoffman and Hoffman, convinced Freeman Mechanical, the project’s mechanical engineers that McQuay equipment offered the best value for the HVAC system.

Although its value as an historical landmark was limitless, the hotel’s restoration budget was not. The contractors were looking for the best possible value for their money and that’s why they choose two McQuay model ALR-150E Air Cooled Reciprocating Water Chillers complete with MicroTech™ unit controllers for the cooling portion of the HVAC system.

Designed to provide maximum cooling while taking up a minimal amount of space, the McQuay chillers represent the vanguard in cost effective chillers. Reliable and





energy efficient, the McQuay reciprocating chillers offer efficiency ratios as high as 10.4 and up to 16.6 at part load. The chillers are constructed from heavy galvanized steel so they can resist even the harshest elements. They're also shipped factory assembled, piped, wired and ready to go to save installation costs.

In addition, the reliability of the chillers was very attractive to the hotel's management team, who were pleased that McQuayService, McQuay's service arm to the industry, was on board to perform check-test start up and ongoing warranty services.

Joining the McQuay chillers atop their rooftop home were three McQuay roof mounted air handling units. With their double wall construction and ability to provided 100% outside air, these rooftop units offered comfort, economy and long lasting reliability to the Poinsett Hotel.

Once the restoration began, the internal demolition of the building removed all of the previous wiring,

plumbing, heating and air system and elevators. Only the basic structure and architectural details remained. It was within this basic structure, that the mechanical contractors really realized the value of the seven Vision™ Model CAH Indoor Air Handling Units from McQuay.

When preservation is key, nobody wants to have to knock down walls or widen doorways in order to fit the HVAC equipment into its designated spaces. That's why Hoffman and Hoffman knew that McQuay Vision Air Handlers were the perfect choice for the restoration project. Because of their modular design, the Vision air handlers were shipped to the site in components that were small enough to fit into elevators, stairwells, doorways and other tight spaces. In some instances the units were "knocked down" even further to preserve the integrity of the basic building structure.

Once on site, the Vision's readily accessible coil connections, vents and drains that extended outside of the cabinet, gave the contractors easy access during field piping and installation. These features saved enormous amounts of time and helped keep the project within its budget.

Although the Vision is one of the quietest operating air handling units on the market today, the contractors specified that each unit should be equipped with an FC supply air fan with integral spring vibration isolation base and ODP motor. This was done so that

all the Vision air handlers operated with the lowest noise level possible.

Finally, to make sure the comfort experience was complete; the guest rooms were equipped with McQuay fan coil units. Hoffman and Hoffman worked closely with the McQuay factory so that the units were factory customized with a special offset piping package. This custom package helped the contractor to install the fan coil units by working around the structural interference.

But the HVAC system isn't the only nod to modern technology. Every guestroom is also equipped with the latest in communications technology, including: two telephones, each carrying two T-5 lines and featuring voice mail, plus high speed internet access. Thanks to McQuay and modern technology, the Westin Poinsett is a luxury hotel that really means business.

