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Key Benefits

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Customer Information

Customer Name	Hackensack Meridian Health - Jersey Shore University Medical Center
Contact Person	Ken Rienstra
Contact Email	krienstra@lfdriscoll.com
Contact Phone	N/A

Project Information

Project Name	HMH - JSUMC Central Utility Plant Expansion
Location	1945 New Jersey 33, Neptune City, NJ 07753
Start Date	N/A
Completion Date	N/A
Budget	N/A
Scope	Central Utility Plant Expansion including chillers, cooling towers, pumps, air handling units, and associated HVAC equipment
Project ID	fe314a11-6144-4d37-9c7c-2ec8945a34e5
Project URL	BuildVision Project Link
Contract Type	N/A
Bid Status	BuildingConnected Lead
Date Due	3/10/2025
Date Invited	5/16/2025
Request Type	Proposal
Project Number	150-24-003_400

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Date: 2025-06-09

Project Equipment

Water-Cooled Centrifugal Water Chillers

Equipment Tag	Manufacturer	Model
CH-1	York	YZ MA129BV1
CH-2	York	YZ MA129BV1
CH-3	York	YZ MA129BV1
CH-4	York	YZ MA129BV1
CH-5	York	YZ MA129BV1

Notes

Water cooled magnetic bearing centrifugal chillers with variable speed drive, AHRI certified

Heat Recovery Centrifugal Chiller

Equipment Tag	Manufacturer	Model
HRCH-1	York	CYKP8QD-ERES

Notes

Water-cooled heat recovery chiller with variable speed drive, custom unit not AHRI certified

Open-Circuit Cooling Towers

Equipment Tag	Manufacturer	Model
CT-1	EVAPCO	AT 214-3G4H-FM
CT-2	EVAPCO	AT 214-3G4H-FM
CT-3	EVAPCO	AT 214-3G4H-FM
CT-4	EVAPCO	AT 214-3G4H-FM
CT-5	EVAPCO	AT 214-3G4H-FM

Notes

Induced-draft counterflow cooling towers with structural dunnage, Factory Mutual approved

Base-Mounted Centrifugal Hydronic Pumps

Equipment Tag	Manufacturer	Model
CHWP 1	Bell & Gossett	VSCS-6X8X17P5A-447TTS-STL
CHWP 2	Bell & Gossett	VSCS-6X8X17P5A-447TTS-STL
CHWP 3	Bell & Gossett	VSCS-6X8X17P5A-447TTS-STL
CHWP 4	Bell & Gossett	VSCS-6X8X17P5A-447TTS-STL
CHWP 5	Bell & Gossett	VSCS-6X8X17P5A-447TTS-STL
CHWP 6	Bell & Gossett	VSCS-4X6X17P5A-404TTS-STL
CHWP 7	Bell & Gossett	VSCS-4X6X17P5A-404TTS-STL
CWP 1	Bell & Gossett	VSCS-8X10X17P5B-447TTS-STL
CWP 2	Bell & Gossett	VSCS-8X10X17P5B-447TTS-STL
CWP 3	Bell & Gossett	VSCS-8X10X17P5B-447TTS-STL
CWP 4	Bell & Gossett	VSCS-8X10X17P5B-447TTS-STL
CWP 5	Bell & Gossett	VSCS-8X10X17P5B-447TTS-STL
HWP 1	Bell & Gossett	VSCS-4X6X17P5A-365TTS-STL
HWP 2	Bell & Gossett	VSCS-4X6X17P5A-365TTS-STL

Notes

Variable speed pumps with stainless steel construction and ABB ULHD VFD drives

Custom Indoor Central-Station Air-Handling Units

Equipment Tag	Manufacturer	Model
AHU-1A	Temtrol	Custom Indoor Central-Station Air-Handling Units
AHU-1B	Temtrol	Custom Indoor Central-Station Air-Handling Units

Notes

Custom air handling units for central station applications

Air Eliminator/Dirt Separator

Equipment Tag	Manufacturer	Model
AS-1	SPIROTHERM	VDN3600FA
AS-2	SPIROTHERM	VDN3000FA
AS-3	SPIROTHERM	VDT600FAM

Notes

ASME certified steel construction with removable lower portion for cleaning

Expansion Tanks

Equipment Tag	Manufacturer	Model
	AMTROL	3000-L

Notes

Stainless steel tanks with seismic restraints included

Condenser Water Filtration

Equipment Tag	Manufacturer	Model
	Ameriwater	330 LP

Notes

Self-backwashing filtration system with optional tower water backwash pump

Suppliers

Water-Cooled Centrifugal Water Chillers

Manufacturer	Model	Representative	Compatibility Notes	BoD
York	YZ MA129BV1	N/A	Water-cooled magnetic bearing centrifugal chillers, 1250 tons capacity, variable speed drive	**Yes**
Trane	CVHE Series	N/A	Centrifugal water-cooled chiller with magnetic bearings, suitable alternative for large capacity applications	No
Carrier	19XR Series	N/A	Water-cooled centrifugal chiller series, compatible with similar capacity and performance requirements	No
Johnson Controls	YORK YMC2 Series	N/A	Magnetic bearing centrifugal chiller suitable for large tonnage applications with variable speed operation	No

Heat Recovery Centrifugal Chiller

Manufacturer	Model	Representative	Compatibility Notes	BoD
York	CYKP8QD-ERES AZ-HP	N/A	Custom unit rated per AHRI Standard 550/590 and 551/591, includes chiller controls, variable speed drive	**Yes**
Trane	CVHF Series	N/A	Compatible with similar heat recovery performance, may require controls integration	No
Carrier	23XRV Series	N/A	Heat recovery capable, verify refrigerant compatibility with R-1234ze	No
Johnson Controls	YVAA Series	N/A	Variable speed drive compatible, similar capacity range available	No

Open-Circuit Cooling Towers

Manufacturer	Model	Representative	Compatibility Notes	BoD
EVAPCO	AT 214-3048-FM	N/A	Structural induced draft counter flow cooling tower with equalizer connection, louver access door, motor davit with base, water silencers, fan motor space heaters, 5-probe electronic water level control package, external service platform with ladder, stainless steel heaters, inverter capable premium efficient fan motor, fan motor shaft grounding rings, stainless steel fan shaft, safety cage, sump sweeper piping, super low sound fan, Factory Mutual approved	**Yes**
BAC (Baltimore Aircoil Company)	FXV Series	N/A	Comparable induced draft counterflow cooling tower with similar capacity and performance characteristics	No

SPX Cooling	Marley NC Series	N/A	Factory assembled counterflow cooling tower suitable for similar tonnage requirements	No

Base-Mounted Centrifugal Hydronic Pumps

Manufacturer	Model	Representative	Compatibility Notes	BoD
Bell & Gossett	VSCS-6X8X17P5A-447TTS-STL	N/A	Specified for CHWP 1-5 with 2500 GPM flow rate, 250 ft TDH, ABB ULHD VFD	**Yes**
Grundfos	TPE Series	N/A	Suitable alternative for base-mounted centrifugal hydronic pumps with VFD capability	No
Armstrong	Design Envelope	N/A	Energy-efficient alternative with integrated VFD technology	No

Custom Indoor Central-Station Air-Handling Units

Manufacturer	Model	Representative	Compatibility Notes	BoD
Temtrol	Custom Indoor Central-Station Air-Handling Units	N/A	Basis of Design	**Yes**
Trane	ClimateChanger Central Station Air Handler	N/A	Compatible with existing control systems and ductwork configurations	No
York	Johnson Controls Custom Air Handler	N/A	Standard construction meets project requirements	No

Air Eliminator/Dirt Separator

Manufacturer	Model	Representative	Compatibility Notes	BoD
SPIROTHERM	VDN3600FA	N/A	36” steel construction, 3,550 gal volume, 15,000 GPM flow rate, ASME certified	**Yes**
Wessels Company	SDA-ASME Series	N/A	ASME certified air/dirt separator with similar specifications and performance	No

Taco	4900 Series	N/A	Steel construction air separators with removable air vent head for maintenance	No
Caleffi	NA546 Series	N/A	ASME coded air and dirt separators with coalescing media and magnetic dirt separation	No

Expansion Tanks

Manufacturer	Model	Representative	Compatibility Notes	BoD
AMTROL	3000-L	N/A	792 gallon capacity, 48 inch diameter, 118 inch height, includes seismic restraints	**Yes**
WESSELS	WTA Series	N/A	Compatible with HVAC closed loop systems, steel construction with ASME certification	No
TACO	WX Series	N/A	Steel construction, suitable for chilled water and heating water systems	No

Condenser Water Filtration

Manufacturer	Model	Representative	Compatibility Notes	BoD
Ameriwater	330 LP	N/A	0.5 Micron / 0.25 Micron filtration rating, 45/35 GPM backwash flow rate, 304L Stainless Steel construction	**Yes**
Lakos	ILB Series	N/A	Centrifugal separator technology for condenser water applications	No
Orival	OAS Series	N/A	Automatic self-cleaning filtration system for cooling tower water treatment	No

BuildVision Recommendations

1. Implement competitive bidding for major chiller equipment alternatives to York chillers

Rationale: The project specifies York chillers for all five water-cooled centrifugal units (CH-1 through CH-5) plus one heat recovery unit (HRCH-1). Having a single manufacturer limits competitive pricing opportunities and creates potential supply chain risks. Alternative manufacturers like Carrier, Trane, or Johnson Controls could provide equivalent magnetic bearing centrifugal chillers with similar efficiency ratings.
Estimated Impact: Potential cost savings of meaningful amounts through competitive pricing while maintaining backup supply options and reducing delivery risk
Implementation: Request equivalent specifications from alternative chiller manufacturers for 1250-ton magnetic bearing units with similar efficiency ratings. Evaluate lifecycle costs, warranty terms, and local service support capabilities before final selection.
Priority: High

2. Standardize pump procurement to single manufacturer with volume pricing negotiation

Rationale: The project requires 14 Bell & Gossett pumps across three different model configurations (CHWP, CWP, and HWP systems). All pumps are from the same VSCS series, presenting an opportunity for volume discount negotiations and standardized spare parts inventory.
Estimated Impact: Significant cost savings through volume purchasing, reduced spare parts inventory costs, and simplified maintenance procedures
Implementation: Negotiate volume pricing with Bell & Gossett for the complete pump package. Establish service agreement terms and secure commitment for standardized spare parts availability. Consider requesting extended warranty coverage for the volume purchase.
Priority: High

3. Evaluate cooling tower manufacturer alternatives to EVAPCO for competitive pricing

Rationale: The project specifies five EVAPCO cooling towers (CT-1 through CT-5) with identical 1863-ton capacity and specific features. Single-source specification limits competitive pricing opportunities for this major equipment category.
Estimated Impact: Potential cost savings through competitive bidding while maintaining equivalent performance specifications and Factory Mutual approval requirements
Implementation: Request equivalent proposals from alternative manufacturers like Baltimore Aircoil Company, SPX, or Marley for induced draft counterflow cooling towers meeting the same capacity and feature requirements. Verify Factory Mutual approval status for alternatives.
Priority: Medium

4. Negotiate comprehensive service agreements during equipment procurement phase

Rationale: The project involves sophisticated equipment including magnetic bearing chillers, VFD-controlled pumps, and multi-feature cooling towers. Establishing service agreements during procurement can provide better terms and guaranteed response times for critical hospital infrastructure.
Estimated Impact: Reduced long-term maintenance costs, guaranteed service response times, and potential warranty extensions for critical utility plant equipment
Implementation: Include service agreement negotiations as part of equipment procurement packages. Define required response times, preventive maintenance schedules, and spare parts availability commitments. Negotiate multi-year service contracts at favorable rates.
Priority: Medium

5. Consolidate auxiliary equipment suppliers for administrative efficiency

Rationale: The project includes multiple auxiliary components from different manufacturers including Spirotherm air eliminators, Amtrol expansion tanks, and Ameriwater filtration systems. Consolidating orders where possible can reduce administrative overhead and improve coordination.
Estimated Impact: Modest cost savings through consolidated purchasing and reduced administrative complexity in procurement management
Implementation: Identify opportunities to source multiple auxiliary components from single suppliers where equivalent products are available. Negotiate package pricing for related components and establish single points of contact for delivery coordination.
Priority: Low

Conclusion

Key Findings

- Single-source specifications for major equipment categories (York chillers, EVAPCO cooling towers) limit competitive pricing opportunities and create supply chain concentration risk
- High degree of equipment standardization within categories presents strong volume purchasing leverage, particularly for the fourteen Bell & Gossett pumps from the same VSCS series
- Sophisticated equipment including magnetic bearing chillers and VFD-controlled pumps requires careful service agreement planning during procurement to ensure long-term reliability for critical hospital operations
- Tight project timeline with March 2025 due date necessitates early engagement with manufacturers to secure delivery commitments and avoid extended lead times for specialized equipment
- Custom and non-AHRI certified components like the heat recovery chiller require

additional technical evaluation and performance verification during procurement

Highest Priority Actions

- Immediately engage alternative chiller manufacturers (Carrier, Trane, Johnson Controls) for competitive pricing on equivalent magnetic bearing centrifugal units to reduce single-source dependency and achieve cost optimization
- Negotiate comprehensive volume pricing agreement with Bell & Gossett for all fourteen pumps including extended warranty terms, spare parts commitments, and service support arrangements
- Establish firm delivery schedules with all major equipment suppliers given the March 2025 project deadline, securing penalty clauses for delayed delivery of critical utility plant components
- Develop detailed service agreement requirements for inclusion in all major equipment procurement packages, emphasizing guaranteed response times and preventive maintenance programs essential for hospital operations

Summary

The HMH - JSUMC Central Utility Plant Expansion is a sophisticated medical facility infrastructure project requiring procurement of critical HVAC equipment including five 1250-ton York centrifugal chillers, one heat recovery chiller, five EVAPCO cooling towers, fourteen Bell & Gossett hydronic pumps, and supporting systems. The project presents significant opportunities for strategic procurement optimization through competitive bidding, volume purchasing negotiations, and comprehensive service agreement development to ensure reliable operation of this essential hospital utility infrastructure.

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