

Valley Health - Winchester Medical Center

Case Study: **Valley Health Valley Health - Winchester Medical Center** Market: **Healthcare** Location: **Winchester, VA**

"Riddleberger Brothers regularly exceeds our expectations. Very simply they are the highest quality, best cost provider we work with in the HVAC field."

- Mark Baker, Director of Facilities and Construction Services Winchester Medical Center



Winchester Medical Center, a 411-bed, non-profit hospital in Winchester, VA, is a regional referral center offering a broad spectrum of services that includes diagnostic, medical, surgical and rehabilitative care. A Level II trauma center, Winchester Medical Center is a resource for 400,000 residents in a region known as the Top of Virginia, plus neighboring West Virginia and Maryland.

A Closer Look...

Valley Health needed a new chiller plant and extensive upgrades to their heating plant to serve their entire campus and also to support future expansions. They were looking for a knowledgeable design assist and construction partner, and chose Riddleberger Brothers, a Comfort Systems USA Company, for the job. The CSUSA team:

- Won work because of prior relationship and reputation
- Exceeded customer's expectations due to high quality work and best cost
- Partnered with vendors to negotiate with Valley Health

Solutions

The Riddleberger Brothers team secured contracts totaling \$11,154,334.00 to construct a new 19,280 sq. ft. chiller plant and upgrade the existing boiler and emergency generator plant. Riddleberger Brothers constructed both projects in numerous phases over several years in order to minimize chilled water and steam/hot water utility interruptions. They provided design assist and construction services to install a total of 5,600 tons of chiller capacity and 2,112 HP in Steam and Hot water boiler horsepower. These projects provided the Hospital with very efficient and reliable systems to serve the entire campus and also provide a platform for planned future Hospital expansions. The installed chiller and boiler plant is one of the most efficient in the nation for a hospital.

With competition from a national and a local competitor, Riddleberger Brothers used their past relationship with Valley Health to partner with the vendor and negotiate with Valley Health, ultimately winning the work and exceeding Valley Health's expectations.

Contact us to determine how we can service your business.

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