

The **PRO**Claimer

Volume 7, No. 1

A Publication of Ductmate Industries, Inc.

February 2003

TIME IS ON YOUR SIDE

Is a phrase seldom used in or near hospitals, but it couldn't have been more accurate when referring to Tobey Sheet Metal's duct installation on the new Payson Center for Cancer Care at Concord Hospital in Concord, NH.

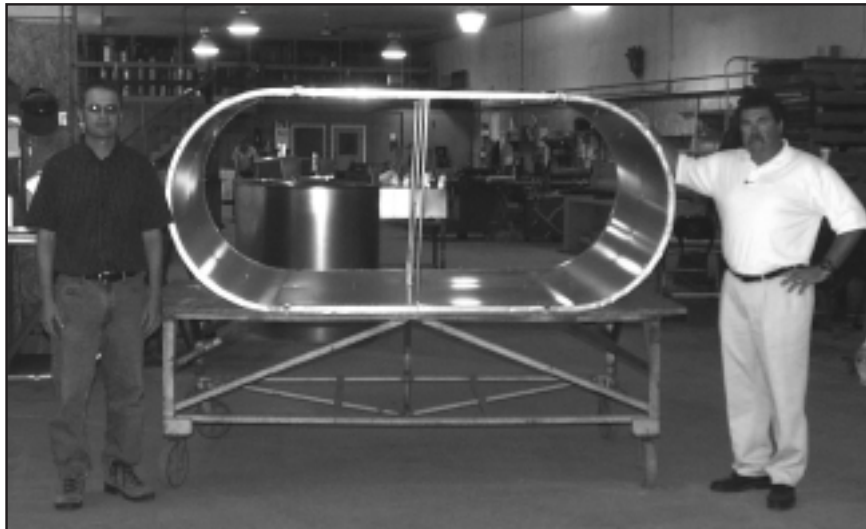
Although Tobey Sheet Metal's efficient manufacturing and installation process may have been a surprise to the engineers and owners, it was no surprise to the employees at Tobey Sheet Metal.

Tobey Sheet Metal has been manufacturing and hanging ductwork since 1974. Their knowledge provided them with the experience they needed to handle the Payson Center. This new account would prove to be both a large and complicated project. The ductwork had to be able to withstand up to 10" W.G. and be able to sustain an operating pressure of 3" - 6" W.G. The system's design incorporated rectangular and oval ductwork with some oval sections measuring 96" wide, 36" high and 4' in length. The owner required the mechanical system to be inexpensive, installed quickly, and be integrated with several other mechanical systems.

Tobey Sheet Metal worked closely with Gilles Dionne, from Homan's Associates and Mike Florian of Ductmate Industries, Inc. to determine which products could make them competitive in the bidding process, while also allowing the job to be completed ahead of schedule. After reviewing the performance specifications and product options, Tobey Sheet Metal decided to use Ductmate

Access Doors, Connectors, and Accessories from local distributor, Homan's Associates.

Tobey Sheet Metal's President, Dana Tobey, had this to say when comparing the Ovalmate connector to other more traditional oval connection systems such as welded angle and companion angles. "The Ductmate's Ovalmate connectors reduced fabrication and installation time, both in the shop and on the job site. The connectors also allowed us to reduce material costs



through the reduction of reinforcing materials and mid-span reinforcements. The Ovalmate connectors were able to withstand 10" positive pressure while presenting a nice, clean, professional appearance."

Tobey combined its knowledge and expertise with an award winning team consisting of T.R.O. Architects and Engineers, Granite State Plumbing and Heating and Gilbane Construction Managers. The team worked well together and was able to bring the job to completion ahead of schedule.

*The
Quote
For
Today*

PERSISTENCE

It's not whether you get knocked down, it's whether you get up.

--Vince Lombardi