



Tampa Bay Trane  
Southwest Florida Trane

# News

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## Lakeland Regional Medical Center (LRMC)

**L**akeland Regional Medical Center is located in fast growing Polk County. The facility has served the residents of Lakeland and surrounding areas for the past 80 years and now consists of 851 beds, 835,000 square feet and occupies over 40 acres of land in Lakeland.

Additionally, LRMC opened their first Cancer Care Facility last year at a remote site in Lakeland with plans for more offsite facilities in the future. Lakeland Regional Cancer Center is a 33,300 square foot facility housing radiation therapy, chemotherapy services, laboratory, physician offices, exam rooms, as well as areas dedicated to complementary therapies, education, a resource library, and other support services. LRMC has been an excellent Trane customer for over 50 years and the growth of the two organizations often seems synergistic. It's as if LRMC's needs matched Trane's capabilities...or is it because of LRMC's needs that Trane has responded and grown the required capabilities.

Mike Gardner, joined LRMC in 1996 having moved to Florida from a similar sized hospital in Buffalo, New York. Mike was hired to oversee much-needed mechanical system refit, renovation and replacement work and also to handle the planning and oversee the construction of the hospital's new 220 bed B-wing. Clearly this was not an easy task nor was it one that Mike could tackle alone.



Mike Gardner (center) of LRMC with Rick Gerun and Jim Sparling of Trane.

Fitzgibbons working as our subcontractor. Still other projects were straight new construction under Creative Contractors of Clearwater where Wyatt-Fitzgibbons was the mechanical sub and Trane the equipment supplier and controls subcontractor. Regardless of the method used everyone involved understood the object was to deliver a high quality job for LRMC at the best possible price and within the tightest possible time frame. At last count, the team completed 22 of 30 projects of various sizes over a 36-month period.

At the new Cancer Care Center Trane provided the air handling systems, VAV boxes and extended the Tracer Summit BMS to provide environmental control in this new facility. As a direct result of the strong relationship between LRMC and TBT, a spare parts stocking program was set up for this facility to ensure any air handling system problems are able to be resolved very quickly to minimize down time for this important facility.

Since 1998 LRMC, working with Trane, have accomplished the following: Replaced two existing 1000 ton Trane Centravac with a new high efficiency model, added a 1600 ton cooling tower, added a 2000 ton high efficiency duplex Trane Centravac to serve the new B-wing, added a 250 ton back up chiller for the surgery suites, replaced 20 indoor and outdoor air handlers, replaced old VAV boxes and reheat coils and installed Trane Tracer Summit Building Automation equipment which currently controls over 50% of the facility.

Carole Philipson, the Vice President of Environmental Management Center for LRMC, remarked recently: "I am very pleased with the teamwork and team attitude displayed by the firms that Mike Gardner has assembled to tackle the mechanical systems at LRMC. Their performance has been outstanding in the face of serious time, space and budget challenges. I feel that LRMC has benefited greatly from these relationships and I want to thank Trane specifically for their efforts. We plan to continue and build on this excellent performance"

Mike's plan was to use a team approach. LRMC had an existing relationship with HLM Design in Orlando, Mike Wyatt from Wyatt-Fitzgibbons Sheet Metal in Lakeland and Trane. Mike Gardner's contact with Trane was through a Tampa Bay Trane (TBT) representative who worked solely in the area of equipment service. It soon became obvious that LRMC's needs went far beyond the service of the existing Trane equipment. After a couple of meetings TBT formed a customer focus team for LRMC consisting of Rick Gerun for equipment service, Jim Sparling for new Trane equipment and Dave Hetzel from TBT's Controls Contracting Group. Dave became TBT's Team Leader. TBT's LRMC Team met regularly with Mike Gardner and members of his staff and we were soon engaged in numerous projects.



Replacement 1000 ton chiller being rigged into place.

LRMC and Tampa Bay Trane worked together to initiate a Trane Sole Source Agreement that provided the hospital with competitive and consistent pricing on all Trane Products. These prices were used as the basis for all LRMC projects.

And so the projects started. Some were renovations that involved dealing with replacing old air handling units for which LRMC contracted directly with Wyatt-Fitzgibbons with Trane providing equipment and controls subcontracting. Other projects were primarily controls oriented with minor mechanical elements...these were contracted directly with TBT with Wyatt-