

### Cost Savings? Refurbished vs New

In the current economic crisis everyone is looking for ways to spend less. When planning a lab project it would seem logical that refurbished casework would be less expensive than new. However, that is not always the case. When using refurbished casework, a client is limited to the available inventory on hand at that point in time which may not meet the requirements. New England Lab partners with its clients to provide the cor-



rect product that fits the customer's needs and budget. Often times this can be done with new materials, as was the case at Hagerstown Community College located in Hagerstown, Maryland. After completing the project, Rand Weyler, who manages Customer Technical Services for New England Lab, sat down with Chris Marschner who headed up the project for the college.

**Rand:** *What was the purpose of the lab project?*

**Chris:** The laboratories developed at the Technical Innovation Center were designed to meet the needs of emerging life science firms. The purpose of the labs is to provide an efficient and affordable facility solution for entrepreneurs so they may advance their ideas commercially.

**Rand:** *What was your greatest challenge with this project?*

**Chris:** The biggest challenge was that we had a very limited budget from which to work. Given that the lion's share of the total budget for most lab space is tied up in mechanical sys-

tems, and we wanted to ensure we had an adequate array of shared technical equipment, we had to be frugal on the casework.

**Rand:** *Were your expectations, purpose and budget met on this project?*

**Chris:** First and foremost, I was impressed with the professionalism of everyone I came in contact with. Given our budget, and my relative inexperience I had been led to believe that refurbished casework was our only viable option. Unfortunately, I was having a hard time getting an accurate breakdown on the costs from another vendor. When Karen Jaeger stopped by the job site she convinced me that it would be worth my time to investigate new casework and equipment. I had nothing to lose because I could not submit a non-itemized quote. I was surprised New England Lab's itemized quote was under the cost of the refurbished items and it included 3 additional fume hoods that I had eliminated from the original plan. As we proceeded, when a date was set for a given task to be started and finished - it was. Rob Fine and his installation crew did a great job coordinating with the other trades and was just a pleasure to work with.

**Rand:** *Is there anything you want to say about the cabinets or hoods as far as functionality or quality?*

**Chris:** The fit and finish of the products are of the highest quality and the fume hoods are performing flawlessly. Our HVAC contractor had no difficulty integrating the systems or validating the air flow rates.

**Rand:** *May our readers contact you?*

**Chris:** Absolutely, anyone that needs lab space or is anticipating building a lab and wants more detail on my experience with New England Lab can email me at [marschnerc@hagerstowncc.edu](mailto:marschnerc@hagerstowncc.edu), or they can see some finished work photos at [www.technicalinnovationcenter.com](http://www.technicalinnovationcenter.com).

**Karen Jaeger** is an account representative at New England Lab covering Maryland.

**Rob Fine** managed the logistics and installation of the project for New England Lab.

### Recognition for Recent Projects

New England Lab is honored to have three projects showcased in *Construction Review* magazine. The projects featured in *Construction Review* are chosen for their overall importance, uniqueness and innovation in the commercial building industry.

The Eastern Seaboard Edition released in the fall of 2008 features two of our projects in the Mid Atlantic region: Virginia Commonwealth University (p. 102) and the FDA White Oak Federal Research Center (p. 110). Both projects afforded us opportunities to continue our

long working relationship with Gilbane Building Company and Turner Construction through its subsidiary Tompkins Builders.

The latest New England Edition (March 2009) features the Research Building at the University of Massachusetts, Dartmouth. This project required customized fume hoods and features our wood casework and wood tables.

These projects, as well as the full *Construction Review* magazine, can be viewed online at:

[www.constructionreviews.com](http://www.constructionreviews.com)

#### NEL Projects in Progress

**The Center for Life Science**  
Beth Israel Deaconess Medical Center  
Boston, MA

**George Mason University**  
Fairfax, VA

**University of Vermont**  
Burlington, VT

**Wilmer Eye Institute**  
Johns Hopkins University  
Baltimore, MD

**Old Dominion University**  
Norfolk, VA

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**NEL services the following areas:**

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**Delaware**  
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**Washington D.C.**  
**Virginia**  
**West Virginia**

Laboratory Advancements and New Product Offerings from New England Lab

## Introducing the Height Adjustable Optima Fume Hood

With its sleek, stylish design and strong frame the Optima™ fume hood brings style and increased functionality to the laboratory environment. Optima™ fume hoods have been specifically designed to meet the demanding safety, operational and ergonomic requirements of the modern laboratory.

### Optima™ Hood Key Features:

- Electro-hydraulic height adjustable work surface with electric motor has the flexibility to be raised or lowered from 30" to 36" to accommodate the requirements for individual users, different procedures or equipment. Ideal for ADA applications.
- Optimized interior working area is achieved through sleek side posts and a minimized frame.
- Low profile hinged airfoil is flush with work surface to provide easy access by keeping the work area open to accommodate equipment and procedures.
- Spill trough is designed to provide secondary containment in the event of a spill.

- Self-lowering sash system automatically returns the sash to the operational height.
- Controls are conveniently located in recessed ergonomic pockets in the work surface.
- Fixed baffle system that adjusts with the work surface for improved airflow through the fume hood.
- Chain drive sash delivers the easiest and most reliable sash operation available with an exceptionally long life span.
- Sash is made of 6mm laminated safety glass.
- Standard fiberglass reinforced polyester liner has excellent strength and chemical resistance. Additional liner materials are also available.
- Upper and lower gasketed access panels provide convenient access and prevent fume leakage outside the fume hood.
- The self-supporting structure allows for slide in or mobile cabinets for easy relocation.
- Designed for 80-100 feet per minute face velocities.



## Technical Services

At New England Lab our Technical Services Department assists architects, general contractors, and lab users in the development of their laboratory spaces. Heading up this department is Rand Weyler who has been with New England Lab for thirteen years. Rand has extensive knowledge of laboratory furniture products and planning and has been involved in many aspects of lab furniture projects over the years from design to project management.

Rand is able to provide samples, technical cutsheets, CAD sketches, specifications and technical writing to ensure that our clients are well informed about our products. His other responsibilities include space planning, developing and customizing products, and answering lab furniture related questions. "Moving Rand into a role where he can use his experience and knowledge to assist both internal and external clients will increase the personal level of service we can provide to our customers." says President Matthew Teal.

The Technical Services Department works hard to ensure that the information is clearly communicated and understood. As Rand explains "When people understand their options and all of the implications, they are able to make decisions that lead to a successful project.

If you have a project that could benefit from these services Rand Weyler can be reached by phone at 781-932-9980 x17 or email at: rand@newenglandlab.com.