



# PMC Sparks a Big Business Win for E Light

How does a lead engineer handle a request for a virtually impossible power load metering study on a massive hospital renovation project? Well, after getting his heart rate back under 200, he looks for a partner who can get the job done. He sends an RFP to three suppliers. One of them goes to E Light Electrical Services, which in turn calls on the Denver office of Process Measurement Company (PMC).

## RESULT

**E Light got the business because PMC met its needs quickly and cost-effectively.**

## THE PROJECT

Contractor CCRD was hired to design the mechanical, electrical and plumbing systems for a renovation of Denver's Presbyterian/St. Luke's Medical Center. The electrical work involved a complex grid of power distribution in three of the institution's four large buildings, all primary-metered.

- CCRD issued two different RFPs: one RFP was for a power load metering study that required 52 meters, the other covered the comprehensive electrical installation.
- Three electrical contractors received the RFPs, and each one submitted its bid based on electrical power gear requirements.
- E Light was one of the three contractors invited to submit a proposal.

## THE CHALLENGE

The City of Denver required strict compliance with NEC guidelines, which meant conducting a true power load study on the entire system before any commercial project can begin: metering the existing load for 30 days, monitoring at 15-minute intervals to establish benchmarks. That would take 52 meters.

Unrealistic? CCRD's lead engineer thought so. Typical load studies require four to eight meters. The 52-meter request was the most he'd ever seen for any project. Best case, he estimated: the task could be done in two months, with 26 metered locations per month. That meant two separate reports, and two months' time.

E Light's project manager agreed that it was an envelope-pushing request; he claimed that no electrician he'd ever talked to had ever installed 52 meters at once. But he knew one resource who just might be able to pull it off.

## THE SOLUTION

PMC Rentals in Denver – one of our four Midwest branches – was the only resource that could deliver 52 meters immediately, thanks to its large supply of DENT instruments.

Plus, PMC saved E Light an impressive amount of time and effort because PMC could perform all the equipment calibrations, as well as generate accurate, detailed summary reports on the data.

These were the critical factors in E Light's bid – it won them the business.

## SAVINGS

- Saved \$101,400 by renting meters rather than purchasing. (\$2,400 per meter to purchase 52 meters = \$124,800, less \$450/meter to rent 52 meters = \$23,400.)
- Saved one month in testing and data report generation time.
- Able to deliver one comprehensive load study instead of two, greatly enhancing the manager's scheduling flexibility.

## RESULTS

Thanks to PMC, E Light's bid was the most cost-effective. CCRD recommended E Light to the hospital for its ability to provide all 52 meters, plus calibrations, at once.

*PMC Rentals gives me the confidence that I can win bids because I know they can supply what I need, when I need it. Plus, their price and availability is way beyond what anyone else can deliver.*

*— E Light's project superintendent, C.J. Bliss.*

*CCRD's lead engineer was equally pleased. Having all 52 meters installed at once opened up his scheduling timetable and allowed for a more thorough study. The power meter load project lasted 35 days, saving CCRD one month to generate its data report.*

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