

# Fellowship Road Project Demonstrates That "Team Approach" Is More Than Words

If one were to pick up a piece of traditional promotional literature put together by many construction firms, you'd likely find a litany of verse proclaiming the necessity of a "team approach" to ensure the success of any construction project. Now, some may think that this is just typical marketing hype and hoopla, but think again. After all, consider the alternative...chaos and confusion! Ouch!

"Hutchinson Mechanical went way beyond normal limits to accomplish this Herculean schedule."

—Joe Barbara,  
Director of Construction  
Kay Construction

Trust. Located in Mt. Laurel Township, this 51,000-square-foot, design/build Class "A" space, destined to be home for Marlin Leasing, could have been a typical construction project except for two little details:

1) occupancy was to be Thanksgiving weekend, and 2) it was already April and the project wasn't even fully designed yet. Dare we quote the eccentric Don Quixote, from *The Man of La Mancha*, "to dream the impossible dream"?

Fortunately for Liberty, they happened to enlist the services of one of those contractors that not only believed the idle banter but actually practiced it—Kay Construction. Kay, an award-winning firm operating in the greater Delaware Valley, has been servicing the construction needs of the business community since 1995, and if Liberty wanted their Marlin building constructed in 24 weeks, then Kay was

Sound like your last project?

Little did anyone realize that this alleged idle banter about "team approach" would ever be as powerfully evident as it was at the 300 Fellowship Road project for Liberty Property

*Liberty Property Trust, 300 Fellowship Road, Mt. Laurel Township  
51,000-square-foot, design/build Class "A" space*



confident that they were going to give it to them in 24 weeks.

How? The "team approach!" If you happen to take a look at Kay's literature, it states specifically, **"the key is to develop the team during the early stages of the project."** It was exactly this strategic investment in the preconstruction phase that had Kay quickly up and running when the contract award was made. This strategy also gave **Hutchinson Mechanical Services** the momentum it needed to fulfill their part in this aggressive undertaking.

Considering the long lead time for equipment, it's not surprising that the mechanicals are almost always a critical element in any construction project—and this project was no different. Getting off to a quick start and working with Tozour Trane and Concord Engineering,



*Mike Hoffman making some finishing touches.*

**Hutchinson** designed a state-of-the-art heating, ventilating and air conditioning system, thereby assuring a premium tenant-controlled environment. Incorporating two Trane "Intellipak" packaged rooftop units, a digitally-controlled Tracer building management system, variable air volume control, as well as hours of dedicated manpower, multiple shifts and endless hours of preparation, **Hutchinson** was able to deliver Marlin Leasing the

*continued...*

## **HUTCHINSON**

### *Mechanical Services*

George Hutchinson III, LMP, Plumbing License Number 6311  
Scott Johnson, Licensed Electrical Contractor, Number 9285B

