# One More Time

# CLIENTS LIKE MICROSOFT AND BEST BUY COME BACK TO AIREKO ENTERPRISES.

ariety is the quality that distinguishes Aireko Enterprises' work on the island of Puerto Rico, From high-end hotels to office buildings for the most powerful corporations in the world to facilities for the Central American Games, Aireko has demonstrated the knowhow in general contracting, construction management and specialized building services to do it all. The company even has committed to renewable energy on its own office building, which is powered by solar panels.

Aireko's electrical division has installed a 265 kilowatt (KW) photovoltaic (PV) solar power system in its main office in Caguas. The first phase was for 150 KW and the second for 115 KW. Aireko currently produces 100 percent of its energy through solar power and sells an excess of 20 percent, 53 KW, to the local electrical utility. The company says it has Puerto Rico's largest PV system installation and is the island's largest producer of solar energy.

The company's renewable energy services can help customers with the government's tax incentive program during its design, permitting and installation phases. Its solar energy services are available throughout Puerto Rico and the Caribbean.

# **Microsoft Offices**

Construction of an approximately 110,000square-foot, \$30 million office for Microsoft in Humacao, Puerto Rico, was a design/build concept with a different type of contracting

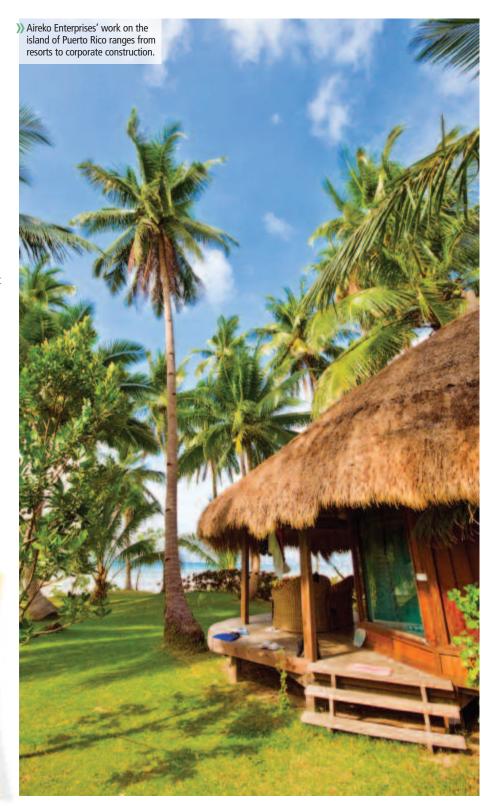
# Aireko Enterprises www.aireko.com

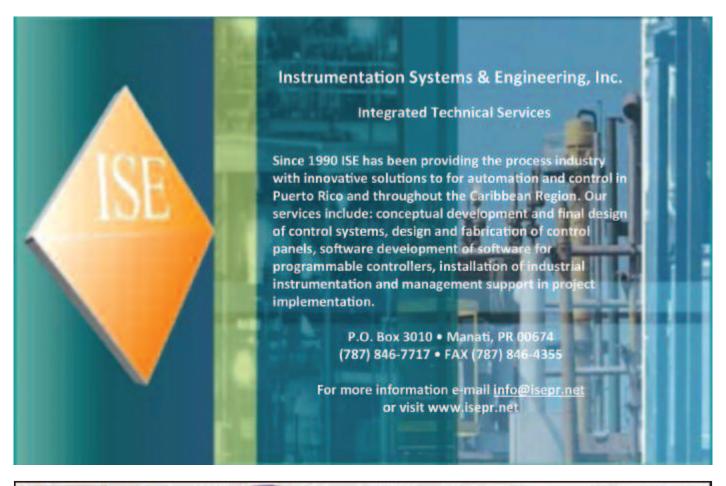
- · Average annual revenues: #100 million
- Headquarters: Caguas, Puerto Rico Employees: 1,000

• Services: General contracting and construction management

"We helped them from Day 1 with all the value engineering options."

- Alejandro Nazario-Larrieu, preconstruction manager







method, says Alejandro Nazario-Larrieu, preconstruction manager. "We got on board on Day 1 on the project," Nazario says of the twostory, steel-framed precast concrete structure enclosed with pre-cast concrete panels.

"We assisted the owner in site selection and constructability issues as far as the structure, the electrical, mechanical, as far as air conditioning, what type of system they should use,

Instrumentation Systems & Engineering SEE has been providing engineering services to the process industry since 1990. Their integrated approach to problem solving, implemented by the most qualified staff in Puerto Rico, has made this company the preferred selection for the complex problems typical of today's clients. ISE has teamed with AIREKO for the last 10 years in the execution of a wide variety of projects and are currently working together to expand the engineering and project management offered to the Caribbean Region.

along with the designer," Nazario explains. "We

pretty much told the owner what they should be looking at in terms of reduction of energy cost and system efficiency.

"They're very particular – it's Microsoft," he points out. "They don't want to have one second down, so they're very careful what they do and have redundancy in their equipment. We helped them with that."

All the manufacturing process, support rooms and receiving/warehouse space reside on the first floor of the building, which is approximately 33 feet tall. Located on the second floor are the mechanical area AHU spaces, electrical rooms, communication rooms and others support rooms, in addition to office space for all manufacturing operations. The project also includes a steel central utility building with metal siding.

Started in September 2005 and finished in October 2006, the project resulted in additional business for Aireko. "After we completed that project in a year, we had so much success with the owner, we stayed and did two different expansions for Microsoft in Puerto Rico," Nazario remembers.

#### The W Hotel

In the islands, hotels sometimes are a series of structures rather than just one. In this case, the five-star W Hotel on Vieques Island, Puerto Rico, was created by renovating a previous one. This project was a combination of Aireko Management Services (AMS) and Aireko performing as a construction manager and general contractor for the owner. The new W Hotel has 156 guest rooms and includes approximately 195,000 square feet of air-conditioned space.

The facility consists of nine guestroom buildings, seven villa buildings, a Great House (with a lobby, restaurant, kitchen, guest bar and convention center/meeting rooms), spa, gym, bodega, children's area and an airport lounge area. Additionally, two pools and a pool grill area are part of the facility.

"A presidential suite is attached to the Great House structure where the main lobby, the main restaurant and the office area is," Nazario explains. "There are retail buildings where the retail shop and kids lounge area is at, there's a spa building, and of course, the beautful hardscape and landscape that goes with it.

"The W hotel was a very interesting project in all phases of construction," Nazario relates. "It's a beautiful hotel – it used to be another hotel. They basically gutted everything out and left the structure and did some structural upgrades. The buildings are cast-in-place con-



# '[Microsoft doesn't] want to have one second down, so they're very careful.'

crete with standing seam roofs, and they had some problems with the walls.

"They had to do some cast-in-place walls to restrain the building in case of seismic events," Nazario recalls. "That was done by the owner before we got there to all the hotel buildings – not the Great House or spa or retail building, but for everything that had a second or third story, something had to be fixed on the structure. We came in for everything interior – electrical, mechanical and finishes – and then the chill water plant.

"We bid the job on the assumption that the project would be awarded to us," he continues. "In that scenario, the drawings were 80 percent completed and the project designed. We had a lot of different consultants, and the owner had a lot of consultants involved in the design, especially on the interior portions.

"It was a very difficult project to estimate, but once we submitted our number to the client, we sat down with the owner and evaluated all the different engineering options," Nazario says. "We went through two months of engineering and negotiations and options, and finally they decided to award us the job.

"We helped them from Day 1 with coordination of all the different types of value engineering options, such as finishes, plumbing fixtures and specialties," he points out. "We do the electrical, civil and mechanical in-house with our own people, so that assisted us in evaluating all types of constructability issues and having the project on time for the owner.

"The purchasing logistics required a lot of coordination, especially when buying bathtubs from Italy and Germany," he relates. Two different types of bathtubs are being used in the project, and one is specially designed for the hotel. "We started up the project in June 2008 and completed it in June 2009," Nazario says. A small crew is helping the owner finish installing equipment for the hotel, which is scheduled to open in February 2010.

## **Hospital Expansion**

A \$26 million expansion of Metro Hospital in San Juan will feature a state-of-the-art emergency room including a trauma unit, clinical facilities, a radiology room with computer tomography (CT scan), a 24-hour clinical laboratory and 45 new patient beds on its first two floors. The remaining 11 floors will be a parking garage with 460 spaces.

The 296,500-square-foot reinforced concrete structure is being built on a 3,236-square-

meter L-shaped lot. A pedestrian bridge will connect the new facility with the hospital's existing building. Construction is being performed in phases so some areas can be put into use before the entire structure is completed.

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"The hospital was a lump-sum contract," Nazario relates. "We're on the ninth floor of the cast-in-place structure. When we were awarded the project, we worked with the engineer and owner to value-engineer the foundation systems. We started in January 2009, and in February 2009, we completed the first two floors, which were occupied by the hospital. We are on schedule with a lot of work to do." It is scheduled to be finished in January 2011.

# **Best Buy Inside Out**

Aireko Enterprises has a multitude of projects on which it has worked. Among them are retail projects, several of them for Best Buy, a repeat customer. A Best Buy store was combined with an Office Depot at the Las Catalinas North Tract Shell in Caguas. A 68,600-square-foot shell building for both stores used concrete tilt-up panels with structural steel, a metal deck and built-up roofing. An aggressive five-month schedule was met through Aireko's close coordination with the project's owner and designer.

At the same time while completing the shell for the Best Buy and Office Depot stores, Aireko built out the 46,800-square-foot interior of

the Best Buy. This was accomplished in two months through multi-disciplinary trade planning, Aireko says. Its multi-disciplinary team performed 90 percent of the work. The store opened in May 2008.

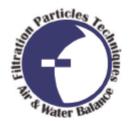
For two other Best Buy stores – one in the Rio Hondo Mall, Bayamon, and the other in Los Colobos, Carolina – existing retail areas were remodeled into Best Buy stores. Both projects were worked on concurrently through a guaranteed maximum price (GMP) contract. Demolition and remodeling for both retail areas was completed in 16 weeks. This allowed the stores to be open to the public on "Black Friday" 2008, the day after Thanksgiving, usually one of the busiest shopping days of the retail year.

## **Luxury Living**

AMS currently is providing construction management services for the Trump Founders Residences in Coco Beach, Rio Grande. Seven low-rise

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structures provide 56 condominium residences with views of the mountains, El Yungue rainforest and beaches.

Another project at Coco Beach for which AMS is providing construction management services is for the development of a JW Marriott Luxury Hotel and Condo Hotel Annex, which currently is in the soil stabilization stage. Developed by Empresas Díaz, the project is receiving from AMS pre-construction services that include design coordination, constructability reviews, budget revisions, value engineering/cost reduction and value enhancement options.

The project consists of 197 regular hotel rooms and 87 condominium hotel annex rooms that convert to 174 hotel keys for a total of 371 hotel guestrooms. The main hotel building will include a 14,000-square-foot spa and main lobby, lobby lounge, kid's club for children and teenagers, casino, business center, laundry, retail areas, kitchen, restaurants, pool grill, meeting facilities and banquet halls.

## **Industrial Might**

Aireko also has distinguished itself with industrial projects such as the Lilly del Caribe QA/QC Laboratory and office building in Lilly del Caribe, Carolina. This state-of-the-art, 100,000-square-foot building will connect to manufacturing facilities through a doubleheight covered courtyard.

Despite the site being extremely tight with no surrounding lay-down areas, the job was completed with zero lost time recordable and no interruptions to ongoing plant operations, Aireko reports.

Another industrial project is the San Juan Industrial Park Building A in Caguas. The 96,000-square-foot warehouse building uses structural steel framing and a standing seam roof with 15-foot-high concrete cast-in-place walls and metal siding.

#### **Three Business Units**

To provide the range of services it has over its 40 years, Aireko Enterprises has established three business units - Aireko General Construction, Aireko Management Services, and Aireko Services and Installations. These valueadded combinations are tailored to meet all of its clients' particular needs.

"With total construction solutions for totally satisfied clients, we aim to build lasting, concrete relationships on solid ground," the company says. These total construction solutions use the company's in-house civil, electrical and



mechanical engineers, planners and construction managers. "We continually strengthen our capabilities and ensure total client satisfaction by maintaining our leadership in innovation, safety, quality compliance and project cost/time control," the company says.

Services the company performs include concept planning, financial feasibility, site selection, design and permitting management, estimating and procurement, building construction, facility fit-out, commissioning and start-up, performance warranties, and post-construction building services. "We provide the multidisciplinary breadth of project development and construction knowledge that the owner/designer team needs when programming the building solution," the company maintains.

Aireko's general building construction business unit provides general, electrical and

mechanical construction services that are estimated, planned and executed under the same roof. Construction is managed from concept planning and guaranteed cost to completion to ensure safety and quality while closely keeping track of a project's budget and schedule.

Methods for preconstruction and construction management include design/build, combined construction management and general contracting, design/build/operate, and costplus with a GMP. "Providing expert engineering and constructability input in all building disciplines at the early stages of your project guarantees safe, on-time, on-budget project results," the company promises.

Aireko Services and Installations (ASI) is the company's specialized services unit that provides HVAC, tenant improvement and electrical services. A group of more than 30 engineers and



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technicians engineer, install, commission and maintain building systems for industrial and commercial clients. ASI provides 24/7 building systems troubleshooting and preventive maintenance, as well as life-cycle-engineered solutions with leading equipment vendors and technologies.

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# **Founded on Family Values**

Aireko Enterprises was founded in 1963 on strong family values by Quique Rossi as a small HVAC, general and mechanical construction company in Ponce, Puerto Rico. Its name comes from the Spanish word "aire," which means "air," and "ko," a phonetic variation of "co," for the word construction.

As the needs of its new and repeat customers grew, so did Aireko's capabilities. The company evolved from a subcontractor serving multinational enterprises in the petrochemical sector in the 1960s to a general constructor and manager of Total Construction Solutions. This was

accomplished by adding new talent and service offerings and establishing its preconstruction and construction management business units. Today, among Aireko's customers are those in the life sciences, education, communications, and hotel and resort industries.

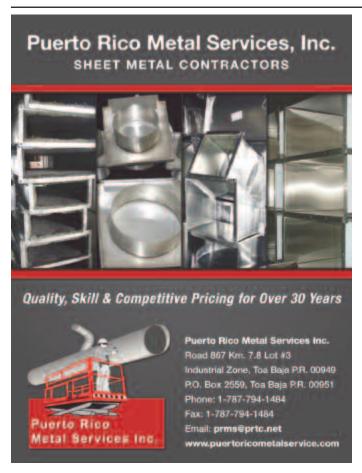
Josen Rossi, a representative of the second generation of the original Aireko executive-owners, is the chairman of Aireko Enterprises and directs the overall efforts of all business units. As president, Paulino López presides over Aireko Construction, which encompasses the long-standing general and trade construction service units.

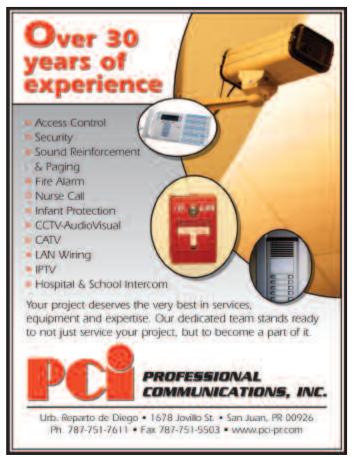
In 2004, Aireko consolidated its management and administration by moving to its current location in the Bairoa Industrial Park in Caguas.

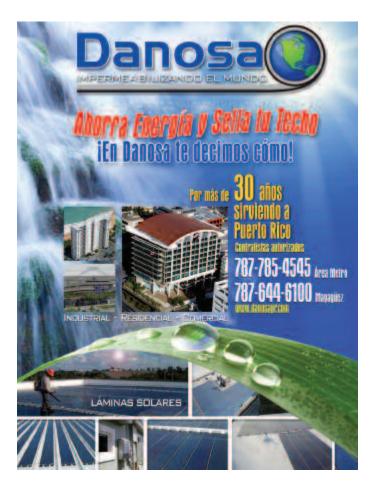
## Safety and Risk Control

An ongoing housekeeping and accident prevention program is part of every project. "Safe performance in an orderly site and continuous safety training and safety program monitoring have resulted in sustained industry-leading safety records over the last five years," the company says.

These records have allowed reduced workers' compensation and insurance costs to the company's clients. Managing risk reduction reinforces job effectiveness and improves timeliness and reliability with cost economies that go beyond reduced insurance rates.













# **Quality Assurance**

Aireko's compensation, incentive bonuses, professional recognition and advancement depend upon clients' satisfaction with the quality and timelines of employee performance.

"Our people get ongoing in-house training, including management and technical aspects of planning for and executing to superior quality standards," the company asserts. "Our customer satisfaction surveys carried out by an independent consulting firm help us tailor our training program according to clients' requests and needs."

## **Being Green**

Aireko Enterprises is committed to green building practices, and says sustainable construction is always top of mind for the company. "To our team, LEED is an integrated process that typically begins at project conception and moves through a detailed program to achieve certification," the company says. "Aireko's building strategies are executed following the LEED certification system developed by the U.S. Green Building Council."

New hires are trained in green building and the LEED rating system is emphasized. Three

# 'The corporate goal is to create a databank of costeffective green materials, processes and suppliers.'

LEED-accredited professionals are employed by the company.

The corporate goal is to create a databank of cost-effective green materials, processes, systems and suppliers and to be the largest builder of green buildings in Puerto Rico and the Caribbean. The company is gaining experience across a wide variety of sustainable construction and energy projects, such as the solar panels on the company's headquarters.

#### **Zero Accidents**

Zero-accident construction means Aireko consistently performs to the safety, housekeeping, quality and project controls standards of its clients. The company says its injury and accident record is well below the industry average and testifies to the proactive, comprehensive safety program provided to its workforce, clients and community.

"We reinforce our environmental, health and safety policies well beyond Occupational Safety and Health Administration (OSHA) government standards by implementing project-specific administrative policies and procedures for each Aireko construction operation," the company says.

"We continually evaluate, train, and reward our field leader behavior to limit the occurrence of work-related accidents and illnesses," the company continues.

Aireko has received the award from the Associated General Contractors of Puerto Rico for excellence in health and occupational safety since 1997. Aireko also is the first contractor in Puerto Rico to receive a "Gold Partner" certificate from OSHA for its leading occupational safety program.



