

Shower surfaces offer solid savings

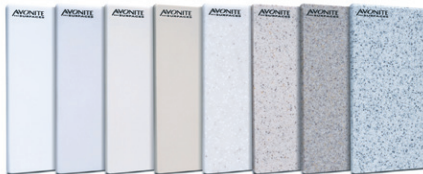
Healthy savings realized at Saint Luke's Hospital Mid America Heart and Vascular Institute

Saint Luke's Health System is nearing completion of its new Mid America Heart and Vascular Institute. The 387,594-square-foot, seven-story heart hospital is located at the St. Luke's Wornall campus in Kansas City, Mo.

When complete, the new patient tower will replace many of the services that exist in the heart institute's current space on the south end of the main hospital. It will feature a new cafeteria, administration offices, lobby and shops, IT data center, future radiology and an emergency room expansion. Levels 3, 4, 5 and 6 will include new CCU, CVICU,

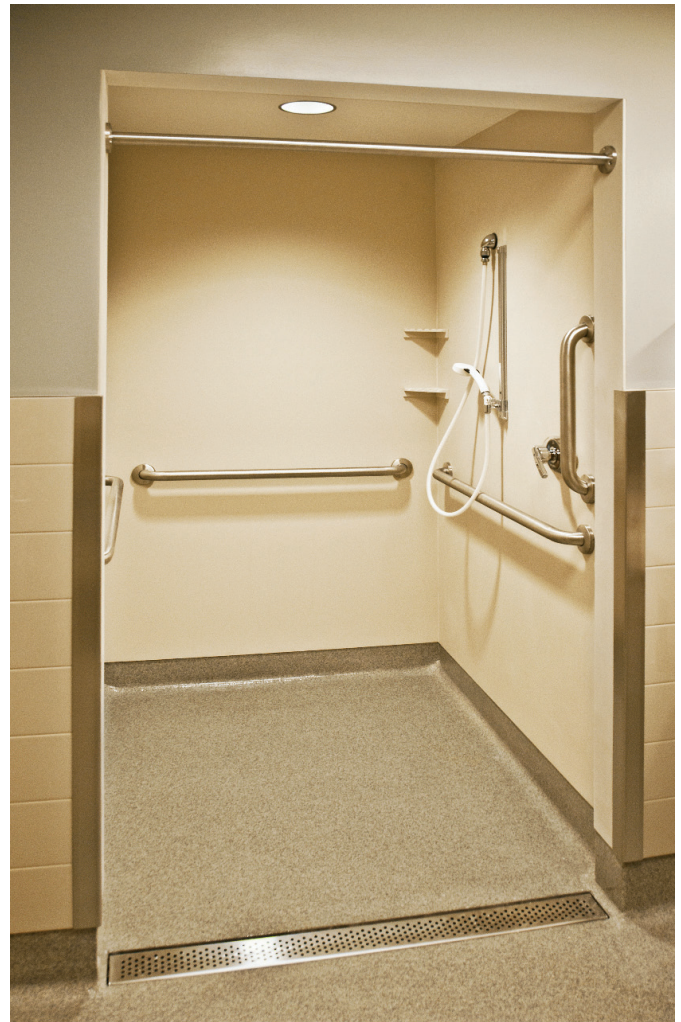
surgery and labs as well as patient rooms. All private rooms will increase patient privacy, while enabling the hospital to bring new equipment and advancements to the bedside.

The design and construction team of ACI Boland and JE Dunn Construction received a pleasant surprise while reviewing the interior bid package. The team had specified a popular solid surface for the shower walls in all patient rooms. Central Missouri Countertops bid the shower wall portion of the job using the standard 30" wide sheets of the popular



solid surface as specified but also included a bid using seamless wide panels from Avonite. Since the savings were significant ACI-Boland took more time to evaluate the product. Jody Martin, Commercial Sales & Estimating manager for CMC, sat down with the stakeholders to explain.

"The difference is really simple," Martin said. "The Avonite Wall Panels are the same quality and composition as the product you



specified. Our price for the two products is virtually the same. These savings come to you because the Avonite Wall Panels

are available up to 60" wide. Every shower wall in your design is over 30" wide. Plus, we are able to order the panels in custom sizes. That eliminates wasted material and unnecessary labor to trim the panels."

After a careful review and comparison of the products, ACI Boland presented the savings opportunity to Saint Luke's Health System for approval. The savings were appreciated and the Avonite alternative was accepted.

"We found this product to be a viable alternate that would meet our client's requirements," said Vic Mosby, architect with ACI-Boland.

Martin said delivering value with integrity is at the heart of their success. "Avonite panels are a much better deal and passing these savings along to our customers is just how we do business. In addition to the competitive advantages we have using Avonite; I like them because they are a dependable supplier. It's made in the USA and shipments arrive as promised."

For more details, visit avonitesurfaces.com.

