

**S**uccess  
on the  
job!

## REPLACEMENT COILS

**HEATCRAFT COMMERCIAL PRODUCTS**

# Major hospital “zeros-out” patient complaints with coil retrofit!

*The Mississippi Baptist Medical Center – a 650-bed facility in Jackson – relied on Heatcraft replacement coils to help supply a constant 55°F air to a total of 720,000 square feet.*



## ***The Problems***

**One:** The Mississippi Baptist Medical Center – a 650-bed hospital in Jackson – was experiencing an inordinate amount of patient complaints due to uncomfortable room conditions. The insufficient air flow was the result of coils in the air handling system, so dirt and particulate encrusted, they resisted cleaning and had to be replaced.

**Two:** When a coil retrofit program was initiated, the hospital couldn't get the supplier-coil broker to deliver the coils at the specified delivery date and within specified dimensions. The first coils were delivered behind schedule and caused **severe headaches** for the staff because the hospital had to go to “surgical bypass” (conducting surgery at competing hospitals) during the times the air handlers were shut down for replacement. In addition, the initial, non-fitting coils took longer to replace and consequently, were more expensive to install.

***HEATCRAFT***

# The Solution



Workers begin the replacement process by removing old coils from the hospital's air handlers. The requirement for close tolerance is exemplified by the small opening of the entry doors.

Call Heatcraft's Commercial Products plant in Grenada, Mississippi, where custom-made, "guaranteed to fit" replacement coils are manufactured according to original specifications and shipped in as little as 48 hours.

With time running out, Mississippi Baptist contacted Heatcraft to determine if the job could still be completed on time. To ensure the first group of coils were installed on schedule, the hospital took advantage of Heatcraft's premium five-day delivery program.

According to Harry Brister, Power Plant Supervisor at the hospital, "Heatcraft's coils arrived exactly on time and every one of them fit beautifully! We had a very rigid completion schedule.



Another example of Heatcraft's quality replacement coils is demonstrated here. Because the air handlers were built around the original coils, replacement was extremely difficult due to the lack of room.



A perfect fit! The close tolerance for the supply and return lines was no problem for Heatcraft manufacturing and assured the job would be completed on time - saving the hospital big dollars.

Our plan was to shut down the air system on a weekend night and replace the coils when demand on the system was low. So, the time frame was critical - not to mention the space available in the pre-existing units. I'm delighted to say we received a quality product, on time and at a good price. I couldn't have asked for and received any better service."

In addition, Heatcraft used their innovative coil selection software package to determine performance specifications necessary for the 64 replacement coils going into the hospital's air handling system and enhanced the coils' performance by actually redesigning some of them to incorporate new fin heights, lengths and angles.

**REMEMBER - DOWNTIME IS MONEY!**

*If you want your coils to be there on time and know they will fit the first time, just call Heatcraft. They will decrease costly downtime with "made to fit" replacement coils shipped in as little as 48 hours.*

# The Result

Since the installation of Heatcraft coils, the hospital has been able to provide patients with a total of 454,130 cu. ft./min. of air at a constant 55°F. It's easy to understand why patient complaints have dropped "off the charts."

# HEATCRAFT

Southern Comfort Coil LLC  
T. Rex Sparks  
Phone: 888.568.4288 Ext. 1 Fax: 727.215.3508  
Email: rex@southerncomfortcoil.com