



REMINGTON
CONSTRUCTION

Bringing Cutting-Edge HVAC Technology to Meet Client Needs

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As one of the oldest professions in the world, construction has certainly experienced a number of renaissance periods. While we still marvel at just how the Great Pyramids were made, we are equally as intrigued by modern-day wonders such as the man-made Palm Islands and the world's tallest building of over 2,716 feet, the Burj Khalifa in Dubai. What such incredible engineering feats as these all have in common is the thread that makes what used to seem beyond man's scope now a reality, and in a word that is technology. Today, the power of technology has permeated almost every aspect of our construction world, and the HVAC industry is no exception. For one the Washington DC

area's most respected firms, Remington Construction, delivering value to their commercial clientele through cutting-edge technology has made their name synonymous with project success and client satisfaction.

Started in 2005 by company President, Andrey Veretenov, Remington Construction has its

roots deep in family tradition. Born in Russia and immigrating to the United States at the age of 16 with his parents, Andrey had been introduced to construction at an early age. "My father and grandfather were in construction, so I guess it is in my blood," explains Andrey. "I learned from the best." After earning a college degree in business management

at a university in DC, Andrey put his knowledge, skill and experience to the greatest use, and Remington Construction was born. Initially a residential contractor, by 2010 Remington was taking on commercial projects. "We started doing harder projects that other contractors were running from, many of them while the building was occupied," continues Andrey. In addition to doing general contractor work, build-outs, apartment remodeling and maintenance jobs, Remington was completing boiler and chiller replacements. "We started doing more and more HVAC work, and that has been a large percentage of our projects ever since." Currently serving Northern Virginia, Washington, DC, Baltimore and their suburbs, Remington Construction is based in Vienna, Virginia with 26 field personnel and 7 office and management staff.

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"Remington is exceptional at working up creative solutions for tough HVAC and mechanical system challenges. Andrey and his team are brilliant at recognizing the best way to make things work for the owner."

PROJECT PROFILE

MACOMB HOUSE

Remington Construction took the lead on this project and acted as general contractor to replace the HVAC system in an occupied condo building. Remington took great care to minimize impact to current residents. This project involved the replacement of boiler, chiller and the installation of a cutting-edge Mitsubishi VRV system. Remington drew upon their years of experience and modified the lay-out of the VRV system to complete the project under budget and ahead of schedule.



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As a fast-growing company, Remington has embraced new technology as a key to staying on top of their industry. “We are cutting-edge and look to use the latest and most updated technology as a means to serve our customers and give them the most efficient and reliable solutions to meet their needs,” states Andrey. Perhaps the prime example is the fact that Remington is one of the few firms offering Variable Refrigerant Flow systems (VRF), an HVAC technology using refrigerant as the cooling and heating medium conditioned by a single outdoor condensing unit, and circulated within the building to multiple indoor units. “We educate our clients

on the advantages of a VRF system,” adds Andrey. “It is certainly energy-efficient while providing consistent comfort by allowing heating and cooling

simultaneously, accommodating different zones of a building as needed. With great installation flexibility, including tight spaces, VRF’s have proven to have fewer

breakdowns and less downtime.” Other benefits include state-of-the-art controls and very quiet operation.

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Remington Construction is committed to using excellent materials and construction techniques that will last for many years to come with minimal maintenance or repairs. Remington is known for considering even small details to make property maintenance a breeze in the future, such as thoughtful placement of access panels that other contractors might miss. Remington’s preferred materials include PPR pipes warrantied for 30 years and UPONOR Pex warrantied for 25 years.

PROJECT PROFILE

1661 CRESCENT PLACE

In this project Remington Construction replaced the existing steam boiler and installed a new split system for a turn of the century historic 72 unit condo building in the heart of D.C.. Remington took great care to preserve the historic nature of this building and install a new Daikin VRF system, Make-Up air unit and laundry exhaust. This project involved an innovative staging process to minimize impact on current residents while still providing a smooth timely install.



PROJECT PROFILE

FOREST GLEN SENIOR LIVING

Remington Construction took part in the renovation of 138 occupied senior living apartments. Remington relied upon its professional construction staff to minimize impact on the owner's sensitive residents and handle the worksite with upmost care for the community living there. Remington's work included the install of a split system, new boiler, new condenser piping and a replacement of domestic water piping.



Forest Glen Senior Living — Photo: Courtesy of Remington Construction

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Helping Remington Construction to bring VRF systems to their clientele is Havtech, a known industry leader and partner in success with many of their projects. “We have a very strong relationship with Havtech, and they have been incredibly instrumental in achieving the client’s goals along with us.”

Chesapeake Systems, another major provider of products and solutions, is a premier

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Remington Construction is forward looking with the technical ability, experience and integrity to deliver outstanding HVAC solutions in the DC metro area. Through the years Remington has earned a reputation for completing large mechanical projects safely, timely and within budget.

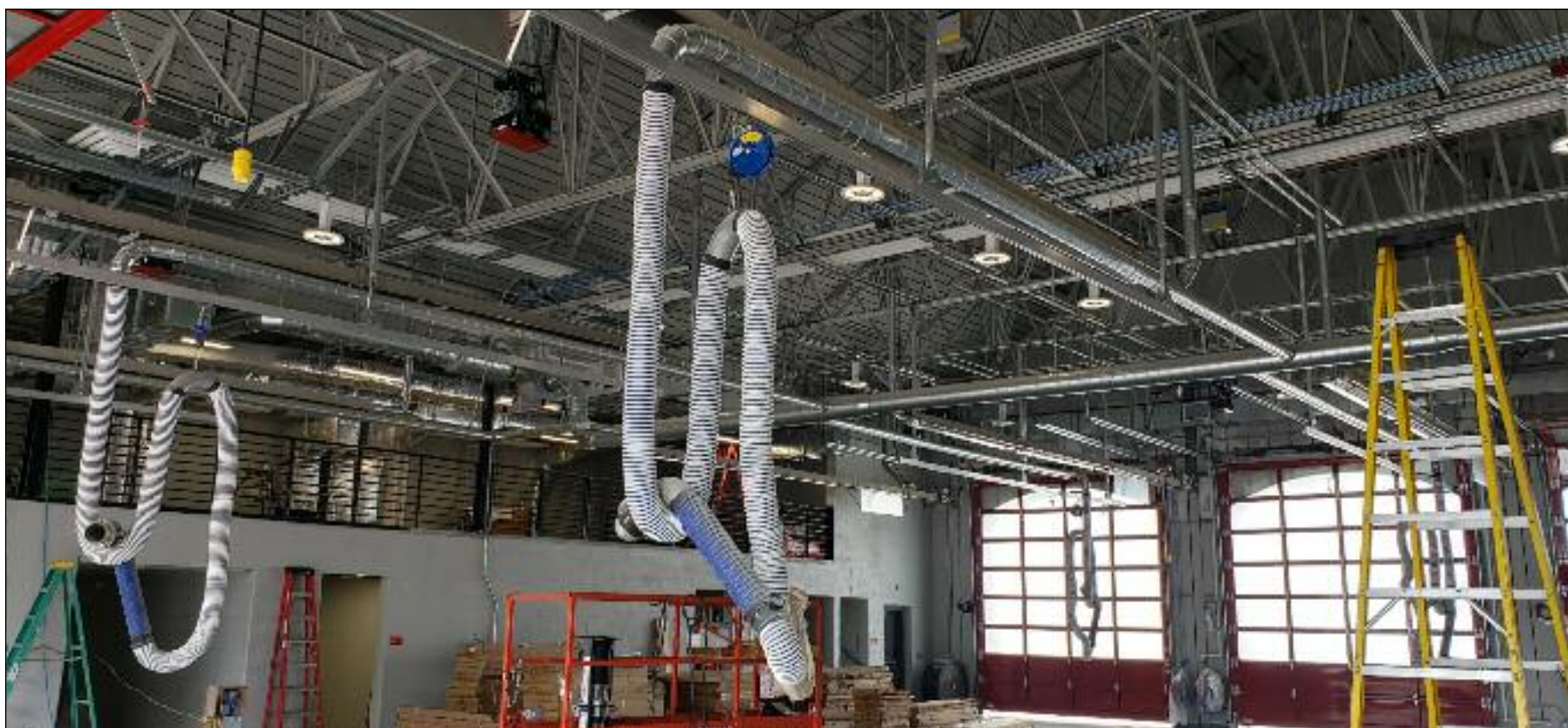


Forest Glen Senior Living — Photo: Courtesy of Remington Construction

PROJECT PROFILE

NOKESVILLE FIRE STATION

Remington Construction worked hard on this new construction project to provide the heroic firefighters of Nokesville Virginia a first class HVAC system and vehicle exhaust to service firetrucks. This projects scope included the installation of RTU's, ansul system, inferred heater, and redundant spot cooling for server/communications room.



Nokesville Fire Station — Photo: Courtesy of Remington Construction



VDOT — Photo: Courtesy of Remington Construction



VDOT — Photo: Courtesy of Remington Construction

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manufacturers representative that is often partnering with Remington on projects as well. “Chesapeake Systems is another great resource for quality products and solutions, and they really give us great customer service.”

While there is no doubt that the experience Andrey brings and expertise of the suppliers’ he partners with are integral to the success of every project, it is certain that the staff at Remington is also a key piece from project inception to completion. Known as one of the most knowledgeable and experienced group of professionals in the industry, they have an unsurpassed dedication to meet every client goal. “Our team is highly skilled in finding creative ways to reduce costs while maintaining quality, function, and aesthetics,” states Andrey. “Value engineering is something we specialize in, and I believe our staff is one of the best in the industry.” A prime example is Demyd, the HVAC Division Manager at Remington. With over 15 years in the HVAC industry and over 8 years of experience dealing with VRF systems, Demyd understands the intricacies of VRF systems, adding further credentials to Remington as the industry expert.

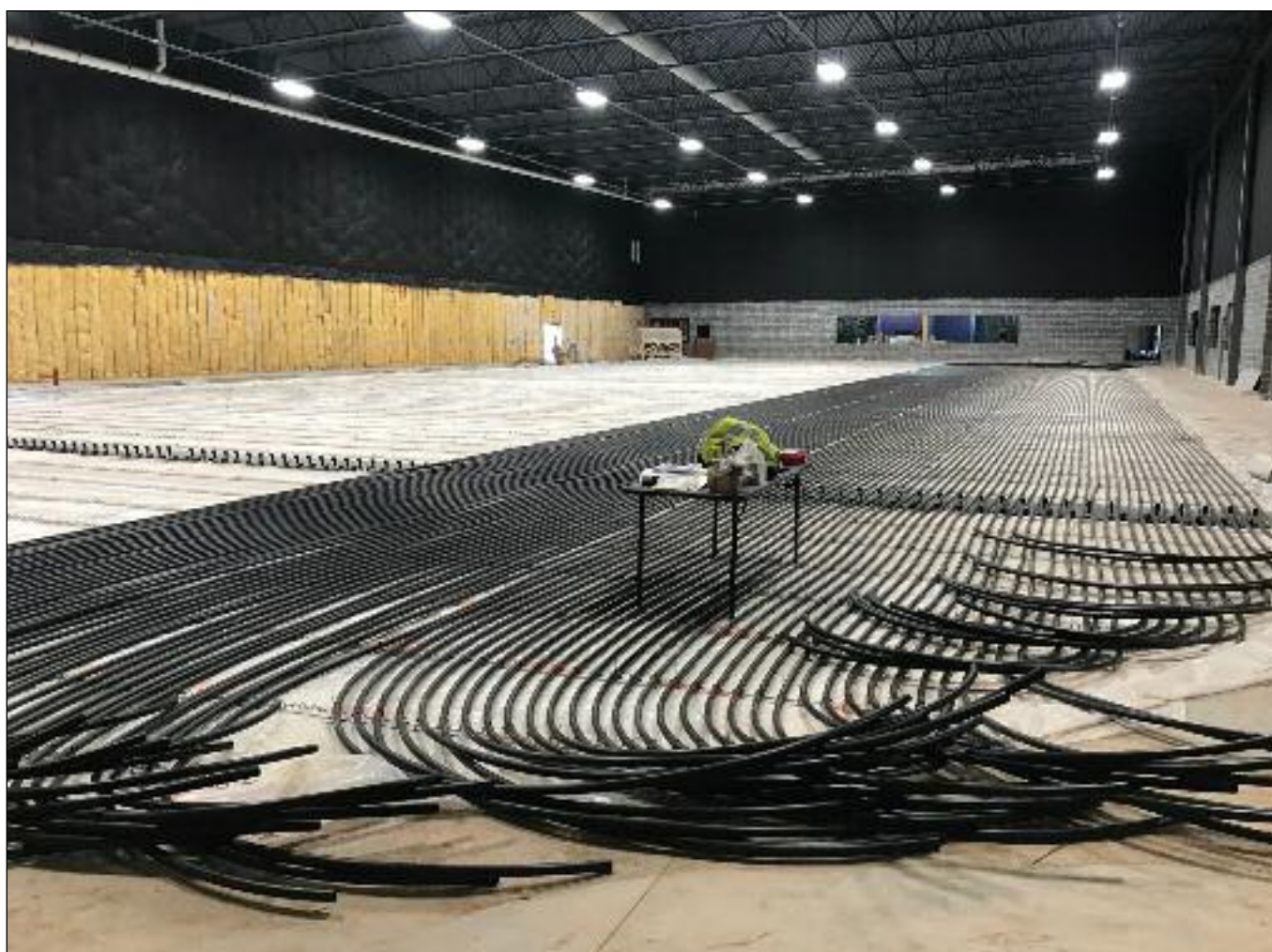
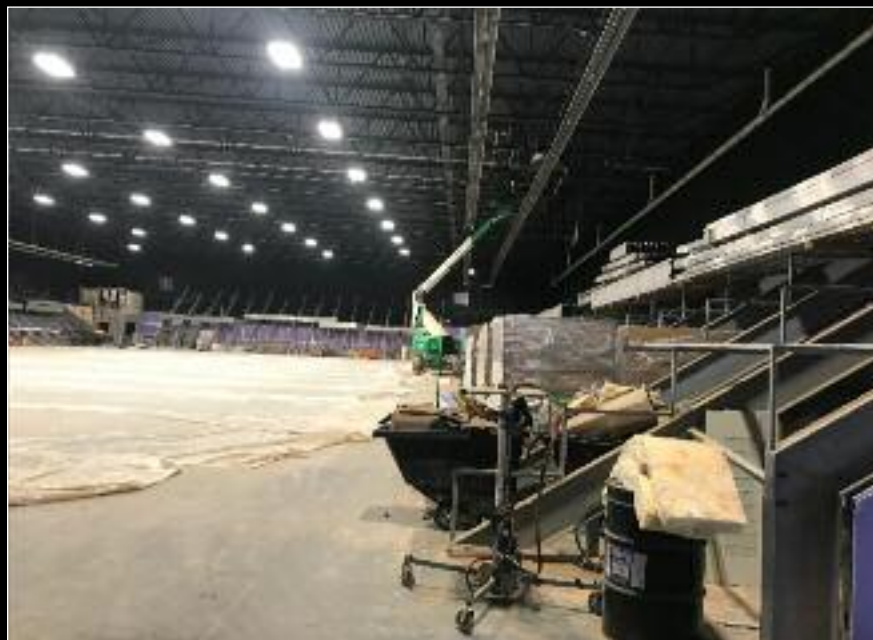
Without a doubt, a vital characteristic of the excellent customer service provided by Remington’s team is their responsiveness. “From our estimators to our field staff, we make sure we are available and

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PROJECT PROFILE

ION INTERNATIONAL CENTER

Remington Construction took part in the development/design phase through construction and all the way to the ribbon cutting ceremony for the Ion International Center ice rink and event center. Remington proposed, designed and implemented the utilization of ice rink coolant for dual-use in occupied spaces including offices. Remington took part in all mechanical aspects of this new construction project including installation of condensing boiler, heat-recovery tanks, kitchen ansul system, fan coils and water to water heat exchangers. All of this was completed in five months.



Ion International Center — Photo: Courtesy of Remington Construction



Ion International Center — *Photo: Courtesy of Remington Construction*



Ion International Center — *Photo: Courtesy of Remington Construction*

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reactive to any situation, and if it is a problem, we take care of it and don't point fingers," explains Andrey. "We understand that issues arise on every project, but it is really about how they are dealt with, and for us it is about taking ownership." For Remington it comes down to getting a job done properly, regardless of what it takes. "We are about finding solutions, not blame," continues Andrey. "Everyone we bring in on the project helps find solutions, including suppliers, manufacturers and our in-house team."

Of course, communication is also a major factor to Remington keeping a project running

smoothly and on schedule. "I am very accessible to owners and project managers, and everyone has my cell phone and can reach me at any time," adds Andrey.

"Personalized service is a promise we make on every project, and owners are made to feel we are an extension of them, not just the contractor." In-house communication is also key, as Remington has Friday management meetings and Monday morning entire company meetings to keep everyone up to date.

As successful as Remington Construction has become, they have never strayed from what has made them one of the industry's most respected contractors. "It's never been just about the company, but rather always about the people, about relationships," states Andrey.

"We are extremely loyal and instill a team mentality from start to finish, and we always stand behind what we say. We know if we do good work, success and profitability naturally follow, and we will always make that philosophy our top priority." As a testament to this business practice, Remington has earned an 85% repeat business rate. "Contractors and owners use us because they trust us, know what we bring and what is important to us, the relationship."

As Andrey and his team at Remington Construction look ahead, they have every reason to exude confidence. From the inception of the company, the goal has always been to satisfy their clientele regardless of what it takes to make that a reality. In an industry that so often chases profit above all else, Remington

has chosen a different path to become an HVAC contractor of choice, namely building solid relationships and embracing cutting-edge technology to meet their client's needs on every project. Specifically, while partnering with the finest suppliers and manufacturers in the industry, Remington has indeed become the expert in VRF Systems for the entire area. With its many benefits, both immediate and long term, VRF Systems will continue to bring a more efficient and effective solution for the industry's HVAC needs. With a talented and dedicated staff second to none, Remington Construction remains the name synonymous with excellence in the HVAC industry and for Andrey and his team, nothing short of that would ever do.



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