Acting as general contractor, Remington Construction installed 95 indoor and 12 outdoor heat-recovery variable refrigerant flow systems for the 64-unit Macomb House condominium in Washington, D.C.

FLEXIBLE, ADAPTABLE & DESIGNED FOR THE FUTURE

Remington Construction forges ahead as an industry leader through new technologies

by Raja Moussaoui

Andrey Veretenov represents the third generation of men in his family who have worked in the construction industry. This family tradition started in Russia and then shifted to the United States when Veretenov immigrated to the Washington, D.C., area at the age of 16.

In 2005, eight years after moving to the United States, Veretenov launched *Remington Construction* as a residential contracting business. The company, based in Vienna, Virginia, started with a small team that took on general contracting work, fit-outs, maintenance work and the remodeling of residential units.

After a few years, the business began to grow by expanding into heating, ventilation and air conditioning (HVAC) services and the installation of mechanical systems. Remington Construction found its niche. In the past decade, the company has become an industry leader in the design, planning and installation of HVAC systems, rising to the challenge of tackling complex jobs that other companies shy away from. Through these experiences, Remington Construction built its capacity and expanded into the commercial market.

ACCELERATED TECHNOLOGY

Today, Remington Construction is a fast-growing business covering a wide region that includes northern Virginia, Washington, D.C. and Maryland and its surrounding suburbs.

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Remington Construction installed a custom HVAC system for the Forest Glen Senior Apartments in Centreville, Virginia, while the apartments remained occupied.

Remington Construction installed remotely monitored HVAC systems for this Virginia Department of Transportation building in Manassas, Virginia.

Remington Construction's President Andrey Veretenov established the business in 2005, eight years after immigrating to the United States from Russia.

"VRF systems allow for a great deal of flexibility of installation. They are very quiet to run, they rarely break down and they can be fitted in the tightest spaces."

Andrey Veretenov, President, Remington Construction

A major part of this rapid growth has come from embracing new technologies that some competitors have been slower to adopt. But anything new comes with a certain amount of trepidation, and the team works hard to inform and clearly communicate to its clients the benefits of new technologies and advanced systems in order to alleviate concerns and to ensure the best, most reliable and efficient short- and long-term project results.

For example, Remington Construction has become expert in the installation of variable refrigerant flow (VRF) systems. These innovative systems include the installation of a single outdoor condensing unit that, when connected to multiple indoor units, has the ability to provide targeted heating and cooling simultaneously to different zones of the same building.

"VRF systems allow for a great deal of flexibility of installation. They are very quiet to run, they rarely break down and they can be fitted in the tightest spaces," Veretenov says.

For projects of all scope and scale, the team members prioritize

For the Nokesville Volunteer Fire and Rescue Department in Nokesville, Virginia, Remington Construction installed remote terminal unit distribution systems, vehicle exhausts, grease ducts and make-up air units for the facility's machine bay and changing rooms.

selecting high-quality materials and products that are long-lasting, and they employ construction techniques designed to reduce future maintenance and repairs. The materials and products specified also carry long-term warranties.

"We really try hard to think of our solutions from our clients' perspectives," Veretenov says. "We ask ourselves, 'What would make this easier or more convenient to run? How well will this system or piece of machinery operate after our team is no longer involved?'"

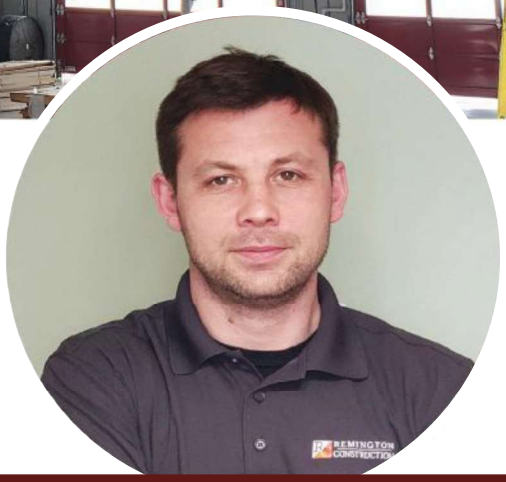
REFINING SKILLS FOR EVERY PROJECT

The installation of HVAC systems can be technically challenging, and the successful coordination of multiple building trades on a job site requires a high degree of skilled project management. Retrofitting an existing building can be especially complex, but doing so while that building is occupied is a whole other story.

For instance, when Remington Construction replaced the entire HVAC system at the Macomb House condos in the Cleveland Park neighborhood of Washington, D.C., all the building units were still occupied by residents. Each stage of the project required careful mitigation to ensure the residents were not inconvenienced or negatively impacted by the work. The project involved multiple components—including the replacement of the boiler and chiller and the installation of an advanced VRF system, all of which improved the comfort and efficiency of the building's heating, cooling and ventilation.

At the Forest Glen Senior Apartments in Centreville, Virginia, the company installed a new HVAC system consisting of a split system (both an indoor unit and outdoor unit), a new boiler, new condenser piping and also replaced the domestic water piping system for 138 senior living apartments—all while the building was still occupied.

Similarly, for 1661 Crescent Place, a 53-unit luxury condominium in the Adams Morgan neighborhood of Washington, D.C., workers installed a new HVAC system through a staged process to minimize the impact on



Sales and Service Manager Demyd Ledyashov has more than 15 years of experience working in the residential and commercial HVAC business.

the building's occupants. However, that wasn't the only aspect that made the job complex. 1661 Crescent Place is a notable example of classic 1920s prewar architecture, which is known for spacious grand hallways and foyers, hardwood flooring, intricate detailing and fireplaces. The Remington Construction team had to devise creative installation methods to ensure that none of the historic building's features were compromised as a result of the new services. By using a VRF system, which requires minimal ductwork, the crew was able to minimize the impact on the historical interiors.

Remington Construction's work at 1661 Crescent Place in Washington, D.C., included removal of the existing steam boiler and radiator system and installation of high-efficiency variable refrigerant flow systems, ductwork, electrical heaters, exhausts and controls.

SCALING UP SERVICES

The Remington Construction team of 26 field employees and seven office and management staff members work collaboratively to tackle projects, specializing in commercial and residential markets as well as industrial, institutional, educational, medical and multifamily sectors. "We've become known for completing large mechanical projects safely, timely and within budget," Veretenov adds.

In addition, Remington Construction trains all employees to be proficient in the requirements and installation procedures for each of the manufacturer products they use.

For the Nokesville Volunteer Fire and Rescue Department in Nokesville, Virginia, the team installed a new HVAC system and a state-of-the-art vehicle exhaust extraction system as part of the servicing needed for fire truck maintenance.

The company was also a key contractor in the construction of the new Ion International Training Center, an indoor ice rink and arena in Leesburg, Virginia. The HVAC system was designed using new, flexible, adaptable technology and team members installed ice rink coolant for dual use—under the skating rinks as well as in the building's other occupied spaces, including the employee offices and staff areas.

The same foresight that Veretenov's team uses for complex residential challenges has been successfully scaled up to commercial projects, both new and existing construction.

"I pride myself on having a highly responsive team. From the estimators and field workers all the way to the office staff, we come together as strong communicators and problem-solvers that are leading in the field," Veretenov says.

With assistance from The Blue Book Network®, Remington Construction is able to bid on more new construction projects and has access to networking events that have helped to grow a solid client base as well as revenues. In fact, the company's reporting shows that 85% of its business is through repeat clientele. These relationships have helped to secure Remington Construction's reputation as an industry leader—a company that does not shy away from a challenge.

"I'd like to think I make my father and grandfather proud," Veretenov says.

Trained as an architect and journalist, Raja Moussaoui is internationally known for her insightful writings on architecture and urban issues.