



# Marriott Philadelphia West

## THE WHALEN COMPANY PROJECT PROFILE

### Twenty-Year Old Hotel Improves In Comfort; Quiet Operation, Fast and Easy Installs

When the Marriott in West Philadelphia decided to do a major renovation of the rooms, lobby and conference space, they needed to minimize revenue loss while under construction. It was also time to update the aging HVAC system as hotel management had received numerous complaints of loud HVAC units. Hotel management knew they would lose too much time if they had to replace entire cabinets or systems because each room would be under construction for much longer with the replacement of drywall.

They decided that it would be best to leave the cabinets behind the walls in order to eliminate any drywall work. Marriott decision makers then had to decide which manufacturer's chassis and internal components would benefit them the most.

The engineering staff at MSS Solutions wanted to find the quietest water-source heat pumps to replace the 20-year-old system. One model room used a Whalen Whisperline® chassis and components inside the existing cabinet. The other room used existing manufacturer's equipment. Engineers found that Whalen's Whisperline® unit was undoubtedly quieter in comparison to the competitor's water-source heat pump. In particular, Whalen's reversing valves and fan motors were noticeably quieter than the competition.

"The Whalen units were significantly quieter than the existing units and the competing manufacturers. This was obvious without even looking at the sound data," said Project Manager Rhys Farrow of Hardesty, Inc., who represented the project's mechanical contractors.

Installation of the Whisperline® equipment was quick and easy. Phase one was completed in November 2015, with 96 units on the top five floors retrofitted with Whisperline® chassis and components. On average, twenty rooms were retrofitted each week, which was integral to lose as little revenue as possible. Farrow said installing Whalen equipment and not having to remove drywall saved a lot of time and put them ahead of schedule.

"The process to change these out was fairly simple," said Farrow. "This was probably the smoothest retrofit I have ever done. The simplistic and lightweight Whalen components made it very easy to install, and the hotel's engineering staff was also impressed about the prospect of easy repairs and maintenance going forward."

Phase two was completed in 2017 when 96 more units were replaced with Whisperline® chassis and components. The third phase, to take place in 2019, is expected to proceed as

quickly as the first two phases, as it only takes a half day to replace each room's old components in the existing cabinet. With Whalen's innovative HVAC solutions, the future of this hotel is much more comfortable...and quiet.



#### PROJECT OVERVIEW West Conshohocken, PA

**Manufacturer Representative:** Thermal Resource Group

**Mechanical Contractor:** Hardesty Inc. and MSS Solutions

**Building Awards:** LEED Gold

**Whalen Equipment:** 96 Whisperline® Chassis and Components through Phase 1 (Top five Floors) and 96 Whisperline® Chassis and Components in Phase 2



**The Whalen Company**



Whalen equipment has been specified in hundreds of projects in these and other categories:

- Hotels
- Senior Living Facilities
- Apartments
- Dormitories
- Condominiums
- Offices

## Take the Next Step

To learn more about how The Whalen Company can help you save time and money on your next project, contact your local Whalen representative, call **410-822-9200** to speak with one of our specialists, or e-mail your request to [sales@whalencompany.com](mailto:sales@whalencompany.com).

Additional technical resources, including dimensional drawings and Revit models, are available on our website at [www.whalencompany.com](http://www.whalencompany.com) or at <http://seek.autodesk.com>.

### Our Mission:

*Flexible, Comfort Solutions Provided With Pride  
From Our Family to You*

### Your Whalen Representative:



Behind every unit that carries the Whalen name is a singularity of purpose: the engineering and manufacturing of products that improve the quality of life for our customers.

Our long-term commitment to this endeavor assures you of systems that are distinctive in **concept, performance, reliability** and **value**.

The number of industry “firsts” from Whalen is impressive. They include:

- The industry’s first vertical stack valveless fan coils
- The first vertical stack heat pump offering
- The first removable chassis closet-type heat pumps
- The first AHRI-listed water-cooled air conditioning units with hydronic heat

Let us put Whalen innovation to work for you, too. Find out how our approach to your project will deliver a “perfect fit” solution – and make your life easier.



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rev. 3-18 WL032