

Quartzdyne Pressure Transducers – Salt Lake City

Development & Industrial /Factory Planning and Construction Case Study

Challenge

Quartzdyne produces extremely accurate pressure transducers popular in oil field exploration and other high tech applications. Having outgrown the five spaces in three buildings that they were occupying in the Salt Lake City Suburbs, Quartzdyne turned to Landlord/developer to build a new factory for them. Simultaneously Dover Corporation began negotiations to purchase Quartzdyne and add them to their holdings of oil and gas industry companies. Dover needed fiduciary oversight of the project finances given family ties between Quartzdyne and the Landlord/developer. Quartzdyne needed help with elements of the project not contracted by the Landlord/developer - interior design, LEED certification relocation planning and move support. Jack Kozakar was selected over local project managers to look after the best interests of both Dover and Quartzdyne.

Solution

With the project in Salt Lake City, Dover's management in Houston, and Jack in Los Angeles, Jack made it all work by managing the project from Salt Lake 2 days a week for the duration of the project. Additionally Jack leveraged technology to create virtual meetings whenever urgent issues came up. In keeping a close watch on the project, Jack prevented the Landlord/developer from increasing costs. The developer twice tried to extend the project duration, and later add and extra 1.3 acres worth some \$400,000 to the project. For Quartzdyne, Jack coordinated Factory LEED certification, the first of its kind, and provided technical expertise to work out Quartzdyne's complicated clean room requirements. Jack learned about Quartzdyne's manufacturing process and developed a 6 phase move plan that allowed Quartzdyne to stay in production during course of the move.

Results

Jack kept all parties informed with a simple dashboard that boiled down each weeks collection of reports and photos into a one page summary. The increase in confidence that this communication brought led Dover to complete their deal with Quartzdyne. In keeping the developer in check, Jack eliminated over a million dollars in additional cost, this also led to increased trust between Dover and Quartzdyne. Jack reduced LEED certification and commissioning costs 50% by convincing landlord/developer of benefits to the rest of the development and by getting their financial participation. And in each circumstance where the developer tried to extend the schedule, Jack deconstructed their process, provided solutions and eliminated 7 months of potential developer delays, in one case working directly with the public utility company, and helping the developer think outside the box.



Project Profile

Square Footage: 50,500 SF

Design and Const.: \$12,637,000

Project Duration: 12 months

Financial Savings: \$1,248,000
Contract Negotiations, Value Engineering, Risk Mitigation & Cost Avoidance

Project Savings over PM fees: 11x

Services Provided

- Reporting to Houston Management
- Remote and Local Management
- Landlord Negotiations
- Project Planning
- Government Relations
- Utility Relations
- LEED Project Planning and Certification
- Value Engineering
- Developer Oversight
- Construction Management
- Move Phase Planning
- Move Support

For more information, contact

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