

KONE EcoMod™

The show goes on at Moscone Convention Center with KONE EcoMod



PROJECT

Moscone Convention Center, San Francisco

MARKET SEGMENT

Leisure

TIMELINE

Winter 2003 – Fall 2004

BUILDING OWNER

SMG-Moscone Joint Venture

MANAGEMENT COMPANY

SMG of Philadelphia

CONSULTANT

Edgett Williams Consulting Group, Inc.

PRODUCT SOLUTION

Six complete KONE EcoMod escalators

AWARDS

Escalator Systems Project of the Year in Elevator World competition

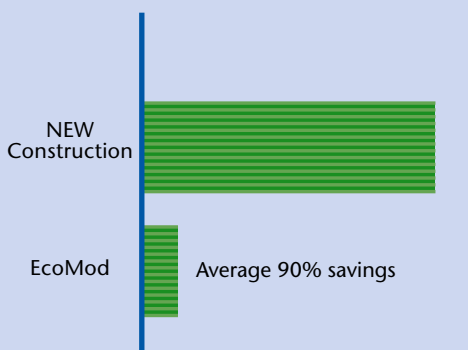


“There was no structural impact on the facility. All of our conventions and trade shows went on as scheduled. And the cost was significantly lower than a complete escalator replacement.”

Tim Comey, Director of Operations, Moscone Convention Center

the savings

Additional Construction Costs



This information is an estimate. Cost will vary with each project.

the challenge

- Update six escalators in one of the world's busiest convention centers
- Work schedule and scope of work required a solution that could be achieved with minimal construction
- Limited interference with passenger traffic and show schedules
- Ensure safety for visitors and staff
- Select high-performance, dependable option

the KONE solution

- Install six KONE EcoMod escalators to save 18 percent on overall costs
- Coordinate work schedule to accommodate Moscone Center hours and visitor traffic
- Provide new escalators without removing the existing truss
- Deliver minimum inconvenience for visitors
- Offer a safe solution which is in compliance with ANSI A17.1 code requirement

“For KONE to be able to adapt our EcoMod to what is known to be a very tight escalator without doing any structural work to the building was the big selling point.”

Jon Rodgers, *Modernization Sales Manager*



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the client's situation

With about 750,000 visitors annually, the 2-million-square-foot Moscone Center in the heart of downtown San Francisco is one of the busiest convention centers in the United States. The six existing modular Westinghouse escalators – two at the east end, two at the center and two at the west end – were installed as part of the original structure of Moscone South, the oldest portion of the facility.

“The escalators were getting louder as the components continued to wear down, and the maintenance calls were increasing,” said Moscone Center Director of Operations Tim Comey. “Then one of the escalators crashed, wiping out about 60 escalator steps before it stopped. No one was hurt, but we had to do something.”

Comey and his staff, along with the management company, SMG of Philadelphia, considered options that involved major structural renovation. Administrators at the convention center wanted to keep the facility in operation during the upgrade. And they faced costly options if the original trusses had to be removed and new ones reinstalled.

Removal of the trusses would have necessitated removal and replacement of the stainless-steel cladding that covers each truss. The management group also considered expensive options that would involve major renovations of the building itself and interference with scheduled shows and visitor traffic.

the KONE achievement

Jon Rodgers, KONE Modernization Sales Manager, told the project team about a new concept: Installing modular EcoMod escalators in the existing trusses. “In this particular case, when the center administrators were going through the project, they found that the savings was substantial compared to an overall new installation,” Rodgers said. “Obviously, the tear-out approach was an inconvenience. The KONE EcoMod would allow them to continue to operate the convention center with minor inconvenience.

the bottom line

The KONE EcoMod replacement allowed trade shows, conventions and conferences to continue uninterrupted at the Moscone Convention Center while saving major construction costs and down time.

“Once our client had all the numbers for other approaches, and compared them to the cost of installing the KONE EcoMods, they could really see the savings,” Rodgers said. “For KONE to be able to adapt our EcoMod to what is known to be a very tight escalator without doing any structural work to the building was the big selling point.”

Because this was the first KONE EcoMod installation in the United States, Rodgers wanted the consultant and Moscone representatives to see exactly how the installation would work.

So, after an EcoMod escalator was installed in an old Westinghouse truss at the KONE escalator division in Coal Valley, Ill., the group flew out to see it. “They saw it working in an existing Westinghouse truss,” Rodgers said. “This was a stepping stone for other KONE EcoMod projects.”

KONE used a portable hoist to install the major components, and literally built the new quiet, smooth-running escalators inside the existing trusses.

One of the more difficult challenges, Rodgers said, was planning the work to coordinate with the facility's convention schedule. Construction was scheduled in phases – the first two center escalators were updated first, then both escalators at the east end of Moscone South, then the west escalators were upgraded one at a time.

“Because of the daily foot traffic in and out of the convention center, we tried to stay out of sight. We used barricades and tried to stay like a fly on the wall,” Rodgers said.

“The fact that it has performed flawlessly is a compliment to the engineers and the team that put together the project,” said Dennis Viehweg, KONE Regional Director, Pacific Northwest. “Rarely do you get a new product that comes out with very few problems. The customer appreciated our flexibility and ability to work on the units that best suited them and their schedule.”

 KONE's product solutions provide innovation, performance and sustainability. **Logical Solutions** now and for the future.

 **ecoLogical**
solutions in motion