

KONE EcoMod™

The Trump card in a handful of challenges



PROJECT

Trump Plaza
Atlantic City, NJ

OWNER

Donald Trump /
Trump Entertainment

MARKET SEGMENT

Hotel/Casino

COMPLETION

Summer of 2005

EQUIPMENT

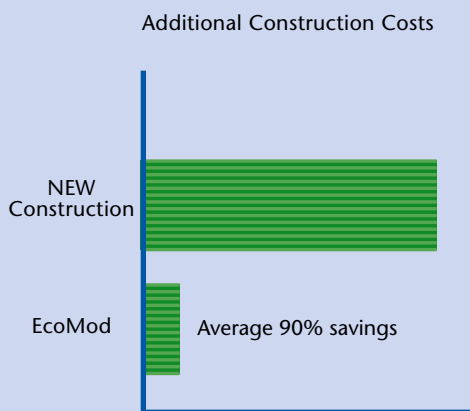
Two existing
Westinghouse modular
glass balustrade
escalators



“We are going to install more EcoMods at Trump Plaza. We think it’s such a great product that we are replacing four more old escalators next year and two more the year after that.”

Joe Polizano, Vice President of Design and Construction at Trump Plaza

the savings



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

the challenge

- Replace old and unreliable equipment
- Allow the casino to remain open
- Maintain an accessible entrance for guests
- Ensure minimal impact on guests
- Keep the structural modifications to a minimum

the KONE solution

- Install two KONE EcoMod escalators
- Provide a solution that does not require closure of the casino
- Keep one escalator running at all times
- Provide a secure work area and a safe entrance for the casino guests
- Install two new escalators without the need for structural modifications

"This was the first escalator replacement we've done with KONE. Truly, it was a painless operation. They were totally professional. KONE met the dates they said they would meet in design, manufacturing and installation. As a matter of fact, they actually escalated the installation by a week, simply to meet our schedule."

Joe Polizano, Vice President of Design and Construction at Trump Plaza



KONE Inc.
One KONE Court
Moline, Illinois 61265

In Canada
80 Horner Avenue
Toronto, Ontario M8Z 4X8

1-800-956-KONE (5663)
www.kone.com

the client's situation

The elegance and sophisticated attractions of the 39-story Trump Plaza are world-renowned. The casino, in particular, is a draw, with 85,253 square feet of gaming action. That's why, when the facility managers wanted to address unreliable escalators, they sought a solution that would continue to allow the guests to enter the casino 24-7.

"If they would have put new escalators in, people would have had problems with access to the building," said Joe Block, KONE regional director of the Mid-Atlantic. "Both escalators would have been removed at the same time, which would have made areas of the building unusable."

The existing Westinghouse escalators were well beyond their life expectancy, said Joe Polizano, vice president of design and construction at Trump Plaza. The existing escalators, which stretched from the Boardwalk in Atlantic City up to the casino on the second level, malfunctioned frequently. That was disruptive to the casino's round-the-clock business.

the KONE achievement

"Trump Plaza called KONE because we had a product that could meet their needs," Block said. "Several of us went to the site and looked at the equipment. We quickly determined the EcoMod solution was the right product for the job."

For Trump Plaza in Atlantic City, KONE EcoMod escalators are not just a unique solution, they're the only solution to the problem of aging equipment. Open 24-7 and experiencing heavy traffic volumes, casinos offer challenges to modernization projects: Operations at the facility must continue uninterrupted.

"We met with all of the directors from their facility and went through the details of what is involved in the component removal," Block continued.

"If they had to shut down parts of the building during the escalator modernization, they'd lose millions of dollars a day," said Tom Block, senior modernization sales representative. "But we can shut down one escalator at a time, and they're still able to move people up to the second level. And, there are no structural modifications to the building. EcoMod is the only product to provide this solution."

"We kept the traffic coming into the building throughout the whole project," Joe Block said. "At times we worked 10-hour days with two crews which included some Saturdays to expedite the customer's schedule and limit the impact on the guests in the casino."


The team also ensured the safety of the Trump Plaza guests. "We provided barricades around the site that protected the general public from the work area," Joe Block said. "They added advertising about Trump Plaza, and signs that said the escalators were being refurbished for the customers' benefit."

"Our customer worked hand in hand with us. The project was team-driven all the way around," Joe Block said.



the bottom line

By replacing the existing escalators with KONE EcoMod escalators one at a time, KONE provided a better alternative to a complete tearout. The entrance to the Trump Plaza Casino remained accessible to guests 24 hours a day with minimal disruption.

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

ecoLogical
solutions in motion