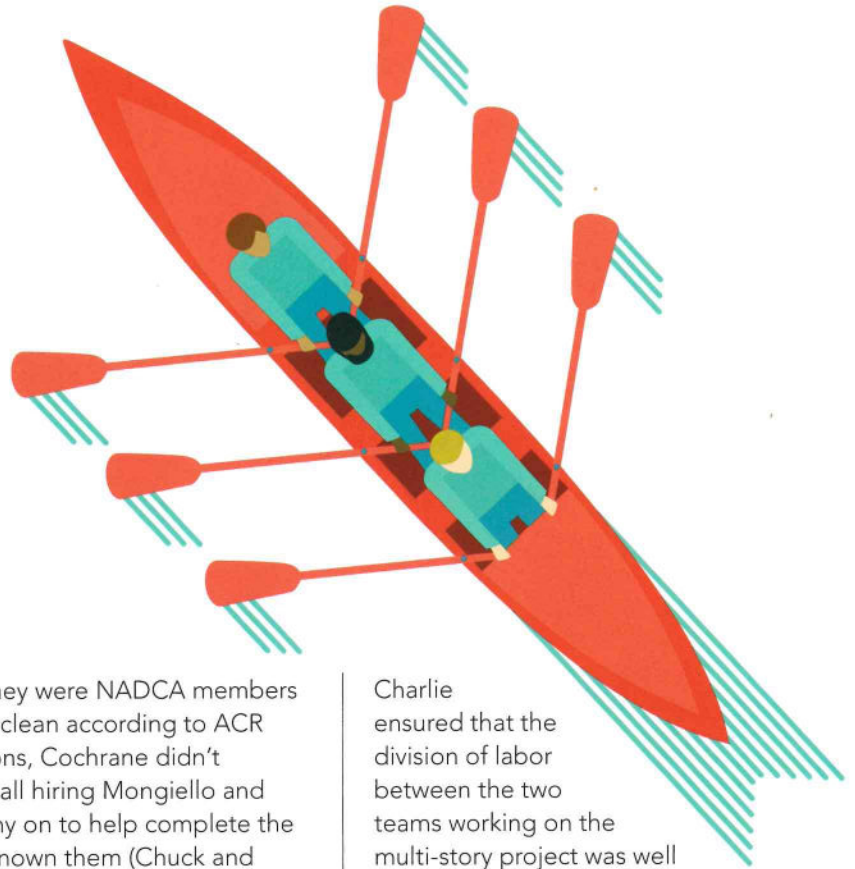


Teamwork Proves There's No Job Too Big (FOR NADCA MEMBERS)



When a huge job with high stakes needed to be completed on a tight deadline, NADCA members showed they had the toughness and expertise to come together and get it done.

In April 2020, NADCA board member Charlie Cochrane's company, Cochrane Ventilation, was hired by a prestigious hospital to complete a sprawling, post-construction HVAC cleaning job. Not only was the worksite in question a multi-level behemoth, it was also a healthcare facility soon to house patients with compromised immune systems. Translation: The ductwork needed to be pristine. To complete a job of such magnitude within the necessary time frame would have required Cochrane Ventilation to put everything else on hold and devote the entirety of their time, resources and man power to completing it — a near impossibility for any business that relies on having a broad and diverse customer base. Searching for answers, Charlie reached out to fellow NADCA member Chuck Mongiello, co-owner of the Pennsylvania-based Interior Maintenance Company. The two companies reached an agreement to team-up in order to see the project through to fulfillment.

Knowing they were NADCA members and would clean according to ACR specifications, Cochrane didn't hesitate at all hiring Mongiello and his company on to help complete the job, "I've known them (Chuck and his brother, the co-owner of Interior Maintenance Company and past NADCA President, Matt Mongiello) for years. So, I knew I could turn to them; I knew I could turn to these NADCA members and have complete faith that they had the capacity to do the job and the knowledge to be able to work in a healthcare setting." Helping further was the fact that working on projects collaboratively was nothing new to Chuck Mongiello. The way he puts it, "We have teamed up with other companies throughout the years on similar projects and when Charlie called us to assist we didn't hesitate. We have known Charlie and his company for many years and were glad to work with him as a team to handle this large-sized job."

From the outset of the project in September of 2021 the work was non-stop. Cochrane secured Chuck and his six-person team an Airbnb near the hospital jobsite so they could come east from Pennsylvania to work. Despite working in collaboration,

Charlie ensured that the division of labor between the two teams working on the multi-story project was well articulated, "We set it up so that they (Mongiello's team) came in and owned certain floors. This made it clear what we were responsible for and what they were responsible for and this helped us to all work in harmony."

Working in harmony, the two teams were able to come together and complete the project on schedule. In all, it is estimated that the project took between 5,000- and 7,000-man hours. To put this in perspective, 2,000 hours represents the time an average person spends working in a given year.

Successful completion of this sprawling, multi-level healthcare facility HVAC cleaning job represents yet another instance of NADCA members exhibiting dedication, excellence and the ability to work together when it counts the most. ●