

## CASE STUDY

### **BuildingsXchange Expands Energy Avenues for the Associate Director at the University of Texas at Arlington**

***“BuildingsXchange is probably  
one of the most excellent  
formats I’ve seen.”***

Larry Harrison  
Associate Director of Facilities  
Management  
Associate Director of Operations  
University of Texas at Arlington



With nearly 25,000 students and an annual capital budget of \$200 million directed to its facilities, the University of Texas at Arlington is, without a doubt, an educational leader. Larry Harrison, UT Arlington’s Associate Director of Facilities Management and Associate Director of Operations, finds **BuildingsXchange** an excellent forum in which to bump up his learning curve for the \$18 million specifically targeted to the university’s energy-conservation program.

**“I found the pre-event preparation at BuildingsXchange especially valuable,”** he says, noting that the matching process as well as the dialogue via e-mails and telephone calls before the event resulted in a more in-depth and targeted discussions on-site. Harrison also appreciated the fact that **BuildingsXchange is a one-of-a-kind strategic sales event** that clearly markets itself as such. “During scheduled, one-on-one meetings with executive from these vendor companies, we were able to discuss [my organization’s needs] in a very professional, yet relaxed and no-pressure manner. It’s probably one of the most excellent formats I’ve seen.”

**The Challenge:** “When I was invited to attend **BuildingsXchange**, I was looking for ways to improve the living and working environment here at UT Arlington, as associated with energy,” says Harrison.

***“As a result of our meetings with BASF during BuildingsXchange, we are now changing some of our approaches to our roofing needs, particularly with respect to our sustainability goals.”***

Larry Harrison  
Associate Director of Facilities  
Management  
Associate Director of Operations  
University of Texas at Arlington

***For more information please contact:***

**Matt Arneson**  
**Executive Director**  
**(952)224-7613**  
[marneson@buildingsxchange.com](mailto:marneson@buildingsxchange.com)

**Thermal Energy:** “After meeting with **Armstrong International** during **BuildingsXchange**, they came to our campus and did a survey to look at what savings we could achieve by repairing and replacing the existing steam traps [in our thermal energy plant with both chillers and steam boilers]. The bottom line was that the results were supposed to give us a simple payback of four years; however, we just finished the measurements and verifications and now it appears that the **payback will be something like two years.**” Harrison says.

**Exterior Products:** “I had a lot of good meetings with exterior products manufacturers, and am now working with **BASF** with its insulating roof (spray polyurethane foam) for several of our multi-story buildings. **As a result of our meetings with them during BuildingsXchange, we are now changing some of our approaches to our roofing needs, particularly with respect to UT Arlington’s sustainability goals.**”

**Solar Products:** “During **BuildingsXchange** I met with a provider of solar products. At the time, the simple payback to go to such a technology just did not work out. Since then, though, we were notified that our gas costs would be going up \$3 a unit, which will result in a 53% increase in costs in our existing five-year contract on electricity. **Having learned about the opportunities that solar could present in the future will help me in UT Arlington’s future directions. As simple paybacks get shorter and shorter, solar may be a good problem-solver.**”

**The Results:** While Harrison is always looking at the dollars directed to the products he selects for UT Arlington, he also notes that purchasing decision are based on “best value,” an 11-point criteria that goes well beyond initial cost alone. After having attended **BuildingsXchange**, he finds his definition of “best value” can be applied to the event as well.