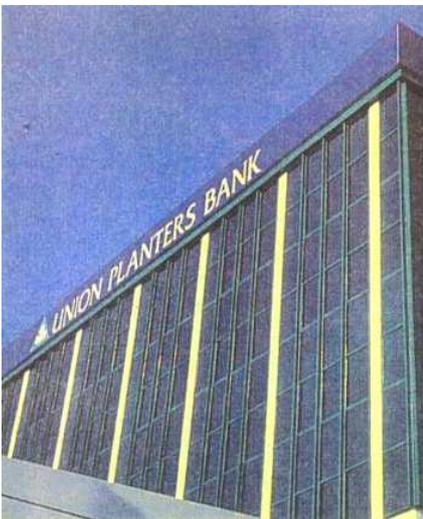




# CASE STUDY

## UNION PLANTERS BANK BUILDING REPLACES WINDOW FILM TO BOOST ATTRACTIVENESS, ENERGY EFFICIENCY



**Problem:** The seven-story Union Planters Bank Building on Biscayne Boulevard, although in a great location, was a little short on another asset – image. The building’s brown glass exterior, impressively modern when built in the early 1970s, now looked outdated and uninteresting. We wanted to change the look of the building”, said Anthony Carfagno, the company’s asset manager, “Plus, when we started reviewing operating costs and bills, we realized electric costs were high so we did some research on ways to reduce energy usage.”

**Analysis:** The owners knew changing the tinted window film from the old brownish-bronze hue would be a big aesthetic improvement and learned that they could save a lot of money by installing new, more reflective window film. According to FPL Program Sales Manager John Lachance, window film can reduce total solar energy gain by 70 percent or more, depending on the shading coefficient. The Union Planters building, however, had more than transparent windows to consider.

Part of the glass curtain wall consisted of “spandrel” panels – glass sheets covering the structure’s exterior concrete walls. About half of the 900 panels were spandrel, and would also need to be covered with tinted film to match the new film applied to the actual windows.

**Solution:** “We did something unique with this building,” said Rafael Fernandez, President of Confianza Window Tinting. “We had the spandrel glass panels removed so we could tint them with film on the interior side. Then the panels were replaced.” A reflective green window film was selected to cover the structure’s 17,000 square feet of glass – a decision that has the contractor and building managers excited about the resulting metamorphosis. “This is a wonderful concept for older buildings where owners may think they’re stuck with the old color because of the spandrel glass involved,” Fernandez said.

**Benefits:** “The customer is realizing a total savings of approximately \$20,000 per year in energy costs, thanks to the window film application combined with the lighting change”, FPL’s Lachance said. The building owners also received a \$4,868 incentive through FPL’s CIBE program. “Our reasons for window tinting were driven by aesthetics and controlling costs,” Carfagno said. “We’re very happy with the whole experience and satisfied with the results. We would recommend this to any business considering a similar change.