

Total Access

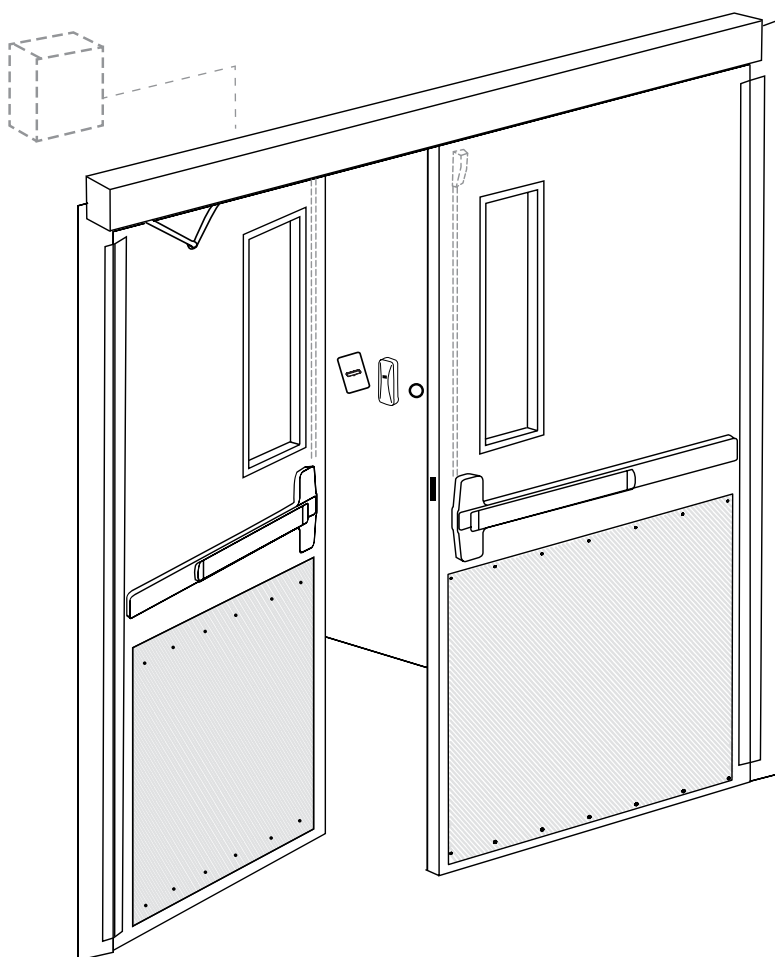
News and Insights from the Door Openings Industry

VENTANA[®]

BY  BUCKNER[®]

**First luxury high-rise
retirement community to
grace the Dallas, TX skyline**

Page 6



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CONTENTS

Volume 14 Issue 27



Inside this issue...

Ventana by Buckner®

What began as a division 8 job results in a division 8/28 job that lands this high-rise community with a total openings solution.

6

Barton Skyway

JE Dunn looks to American Direct and AccessNsite to renovate an office building in record time.

10

Cal Poly

Multiple-building student housing campus helps students experience a sense of rootedness which encourages desire for learning.

18

The Channel Change is Furious

Industries rethink business models and laser focus in order to ensure survival during pandemic.

20

Photo Credit: Brian Mihealsick Photography

OPENING REMARKS

Dear Friends,

As we conclude the first half of 2020, we are amazed at the changes and costs we have absorbed to our business, most of which was unplanned. Many of you know that I have made a commitment in my life to some faith-based "not-for-profit" work. Amazed that the rights to assemble and worship clearly given to us by the Constitution have been taken away without a shot being fired. Will you ever be able to travel internationally without a quarantine? In our city, the liquor stores were some of the busiest places to go, since you couldn't have a drink anyplace but at home. And now here we are with the shelter-in-place in the rear view mirror and yet there remains this ongoing threat of getting sick from a "novel" virus. In my view, the world will never again be the way it was after February 2020. An article about the "furious future" might be worth reading in this edition of Total Access.

The Ventana® project story is also quite remarkable when we celebrated a solution for the owner, the general contractor and the integrator that included AccessNsite as a fix for the prior software provider and a full integration with the Allegion electronic locking products. The continued drive for "total security solutions" is changing our future and we are committed to migrate the business toward the technologies related to access control, credentials, and surveillance.

This is a great magazine that has now been part of what we do to describe American Direct for 20 years and we cannot provide this informative piece without the support of the vendors with whom we do business. We also are grateful to our clients who have allowed us to participate in some very special construction projects throughout the years. As an essential business thus far during these tough experiences we have all the staff still employed and still working for the future of the business. Thanks especially to those associates who make the business of American Direct happen.

Keeping the faith at HQ !!



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President and CEO
American Direct



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TotalAccess

Total Access is a publication developed by American Direct. Designed to feature both construction industry topics and American Direct's services, Total Access is a resource for developers, project owners, government procurement personnel, architects, general contractors, consultants, and construction industry leaders. The ultimate goal of the publication is to raise American Direct's visibility among engineering firms, design-build consultants, and construction industry leaders. Total Access is published by bradleyproject.

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by Juliette B. Bradley

Ventana®, named for the Spanish word for “window,” is offering Dallas residents a look into what elegant urban retirement living can be like. Although retirement communities are common in suburbs, it is a growing trend to offer upscale retirement options in large cities so that people who have spent the majority of their adult life in the city don’t feel like they have to leave to find a retirement community.

Ventana®’s luxury life continuing care retirement community is Dallas’ first and only luxury high-rise. The 680,000 sq. ft. facility has two adjacent 12-story towers and two levels of

underground parking. The continuing care levels include independent living, assisted living, memory care, skilled nursing and rehabilitation units.

Living in a high-rise is a unique experience compared to a sprawling campus-like retirement community. For Ventana® residents, vertical living means they are seldom more than a few steps from the numerous amenities, including valet parking, five-star dining, lounges, spacious common areas, modern wellness/fitness centers, heated indoor pool, salon and spa, movie theater, and rooftop garden.

As the baby boom generation is

entering its senior years, billions of dollars are being invested in a building surge for luxury housing and retirement living. Developers are luring potential residents in with the newest amenities usually found only in 5-star hotels and high-end cruise ships.

Buckner International, a Dallas-based nonprofit is Ventana®’s owner. Their construction team included Whiting-Turner, the lead contractor, and D2 Architecture. Whiting-Turner’s Project Manager, Justin Richardson negotiated division 8, doors and hardware, to be provided by American Direct.

Originally, the division 28 specifica-



VENTANA[®]

BY  BUCKNER[®]

ONWARD & UPWARD

Photo Credit: Sargent Architectural Photography

tions had already been written for a competitive brand of access control software. “The plan was to use traditional hard-wired access control on exterior openings that were being controlled by the competitor’s software on typical access openings. Inside, Schlage NDE wireless locksets were used on residential entry doors. The NDE locks were going to be controlled by some other type of software mechanism,” says American Direct’s Vice President of Enterprise Systems, Brian Ashley. Ashley understood the inherent problem: the residential wireless locks and the external hard-wired

access readers couldn’t both be controlled by the competitor’s software. He had a more effective and complete access control solution in mind, so early on he proposed making the move to AccessNsite. The owner, however, decided to stay with the original contract documents and use what was originally specified.

Plans moved accordingly, division 8 materials were provided and everything was installed. At that time, Whiting-Turner discovered that the two systems were indeed not compatible. Ashley comments, “Since the Mercury panels are built on an open platform,

AccessNsite was able to offer a total security solution for all access points both interior and exterior without having to rip and replace everything. We offered complete control with one system not two.” From a division 28 standpoint, this was an “add on” since the project was negotiated with American Direct for only division 8, however, American Direct and AccessNsite worked seamlessly to provide the owner what they ultimately wanted — a total openings solution throughout the Ventana[®] retirement community.

Hindsight is 20/20. As access control technology evolves, it’s important



Dallas' first high-rise life care retirement community offers elite care for individuals who want to be in the urban area and want to know that one facility can offer everything from independent living to assisted living, memory care, and skilled nursing. Common areas are abundant and residential living units are spacious, ranging from 950 to 2,000 square feet. Ventana by Buckner® opened in August, 2019.




Photo Credit for all photos on this page: Sargent Architectural Photography



Photo Credit: Sargent Architectural Photography

to have the guidance of a dedicated project manager who helps clients avoid risk during the pre-construction phase. American Direct has a long track record of providing complete access control solutions for a variety of project types. “It’s never been more important for the profitability of a project to determine the right security solution from the very beginning. Our goal is to provide the end user with a totally integrated security platform customized specifically for the facilities,” advises Ashley.

Richardson says the owner is pleased that AccessNsite consolidated the two systems into one. An extra perk is that there was no need to change any hardware during the conversion to AccessNsite.

Richardson also says that the building maintenance crews appreciate being able to control the access credentials or building management systems remotely. When a resident moves out, the credentials can be changed quickly and effectively on the fly via a computer, laptop or Smartphone, saving time and money. 

There is a new senior living trend for those who have lived in the urban city and want to retire there too. There is no need to head to the suburbs anymore. Ventana by Buckner® is the perfect example of high-rise luxury life care community living being offered to make transitioning to retirement just as easy and appealing for the urban dweller as for those living in suburbia.

“AccessNsite was a big help, especially when we were in a pinch and needed an option to resolve a difficult situation.”

Justin Richardson, Whiting-Turner Contracting Company

Ventana by Buckner®

Footprint

\$140 million project featuring 680,000 sq. ft. within the two 12-story adjacent towers and two levels of underground parking.

General Contractor:

Whiting-Turner Contracting Company

Project Contributors

Total Access Control Software Solution
AccessNsite

Hollow Metal Frames and
Hollow Metal Doors
CECO Door Products

Wood Doors
Eggers Division, LLC
Supa Doors, Inc.
VT Industries

Door Pulls
Elmes Door Hardware, Inc.

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Closers

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Wall Mount Sliding Door Hardware
LE Johnson Products, Inc.

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National Guard Products, Inc.

Continuous Hinges, Astragals
Pemko

Viewers, Pulls
Rockwood Manufacturing Company

Locks
Schlage Lock Company

FRP Doors
Tiger Doors

Total Doors
Total Door Openings, Inc.

Exit Devices
Von Duprin





JE Dunn Construction's Austin Home

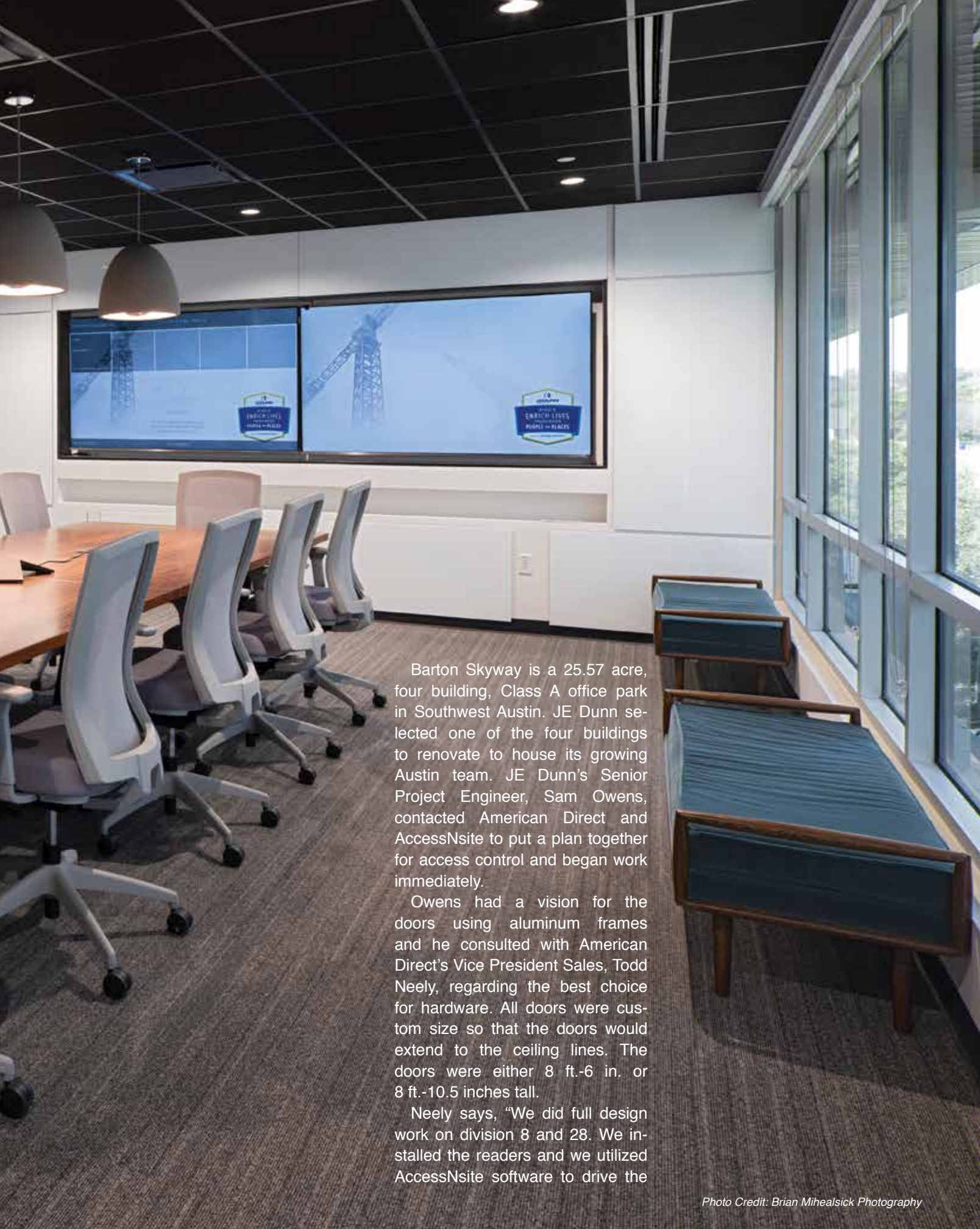
by Juliette B. Bradley

Founded in 1924, JE Dunn Construction is the 16th largest domestic general building contractor in the United States with 23 office locations. The firm's vision is to be an indispensable business partner for its clients by understanding its purpose, goals, and delivering transformational solutions with a certainty of results. JE Dunn maintains a commitment to its clients and building goals while staying true to its guiding principles — the philosophy of its business operation which is family and employee-owned.

In 2014, Gordon Lansford was named the first non-Dunn family member to lead the company as President and CEO. Under Gordon's leadership, the company continues to experience growth and success. Corporate and personal involvement and investment in the communities in which JE Dunn works is a key part of its values, with more than 10 percent of the company's pre-tax earnings going to charities throughout the country.

Photo Credit: Brian Mihealsick Photography





Barton Skyway is a 25.57 acre, four building, Class A office park in Southwest Austin. JE Dunn selected one of the four buildings to renovate to house its growing Austin team. JE Dunn's Senior Project Engineer, Sam Owens, contacted American Direct and AccessNsite to put a plan together for access control and began work immediately.

Owens had a vision for the doors using aluminum frames and he consulted with American Direct's Vice President Sales, Todd Neely, regarding the best choice for hardware. All doors were custom size so that the doors would extend to the ceiling lines. The doors were either 8 ft.-6 in. or 8 ft.-10.5 inches tall.

Neely says, "We did full design work on division 8 and 28. We installed the readers and we utilized AccessNsite software to drive the

Photo Credit: Brian Mihealsick Photography



Photo Credit: Brandywine Realty Trust

The JE Dunn office building is within walking distance of the Spyglass trailhead and Zilker Park and only four miles from downtown, Austin, TX.

access locks that control the main entrance, secondary entrance points and a few doors inside the office space.”

American Direct’s Project Manager, Melissa Jenkins, says, “This schedule was so tight and this tenant office space had a few unique situations. The office suite entry door’s keying had to be tied into the office building entry keying.” Jenkin’s team had to obtain the keying information from the rest of the building so that she could key those openings into the locksets to match the building owners’ key functions. This would allow its manual key override (in case of electrical failure) to operate correctly. The interior keying was on a different system — one that the client managed. Two different key systems on one space is a complex situation that takes significant coordination and organization to setup.

JE Dunn is utilizing AccessNsite software in their building in Austin, Texas, but the software is being housed on JE Dunn’s server in Kansas City, Missouri, at its building headquarters. American Direct and AccessNsite have the ability in the future to

quickly and efficiently implement and transition access control at any other JE Dunn buildings around the country and tie those buildings into the same software as was provided in Austin.

“AccessNsite’s Vice President Enterprise Systems, Brian Ashley, says, “We gave JE Dunn a seamless single point of deployment and design. This is a true partnership between architect, engineer, general contractor, and access control OEM. This was about getting JE Dunn exactly what they needed and it worked out beautifully.”

Renovation construction can come with unique challenges. Owens says, “Construction really is all about how you handle issues when they come up. American Direct’s and AccessNsite’s responses to me and the team were very quick and efficient. There was an issue with some exit devices that came in from the factory incorrectly installed, but by the time I even learned of the issue, the American Direct team was not only aware, but had already taken care of it and submitted a ticket with the manufacturer to get the exit devices replaced.”

Owens sums up the project by saying, “Just the idea of the turnkey solution is impressive. American Direct and AccessNsite were always on top of internal issues and made things seamless throughout the project.”

JE Dunn’s Regional Office in Barton Skyway

Footprint

Nearly 200,000 sq. ft. tenant space in a 25.57 acre Class A office park renovated in JE Dunn first class style.

General Contractor:

JE Dunn

Project Contributors

Total Access Control Software Solution
AccessNsite

Locksets, Panic Devices, Closers
Corbin Russwin

Aluminum Doors and Sidelite Frames
RACO

Pulls, Kickplates, and Stops
Rockwood Manufacturing Company

Hinges and Wire Harnesses
McKinney

Door Position Switches
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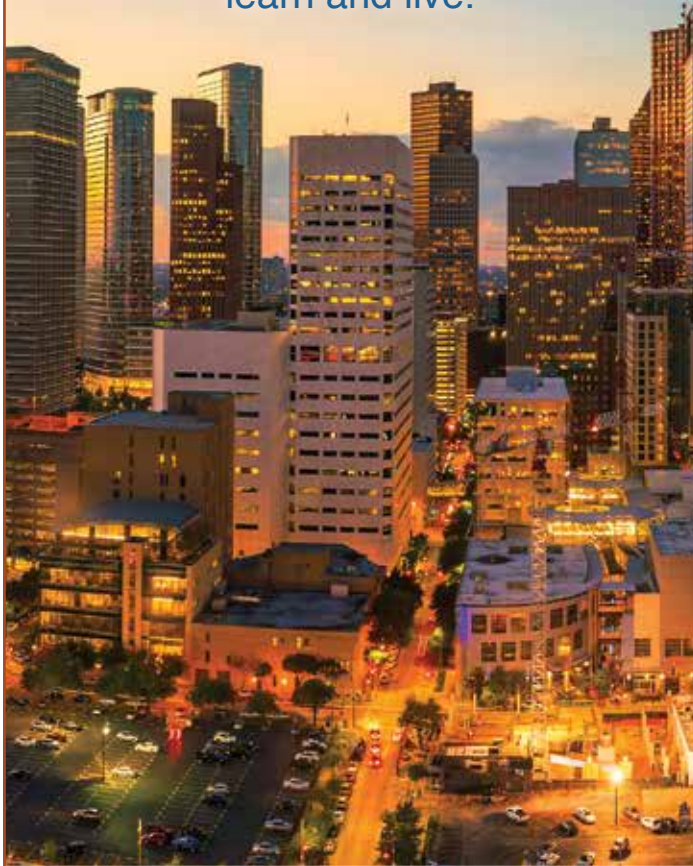
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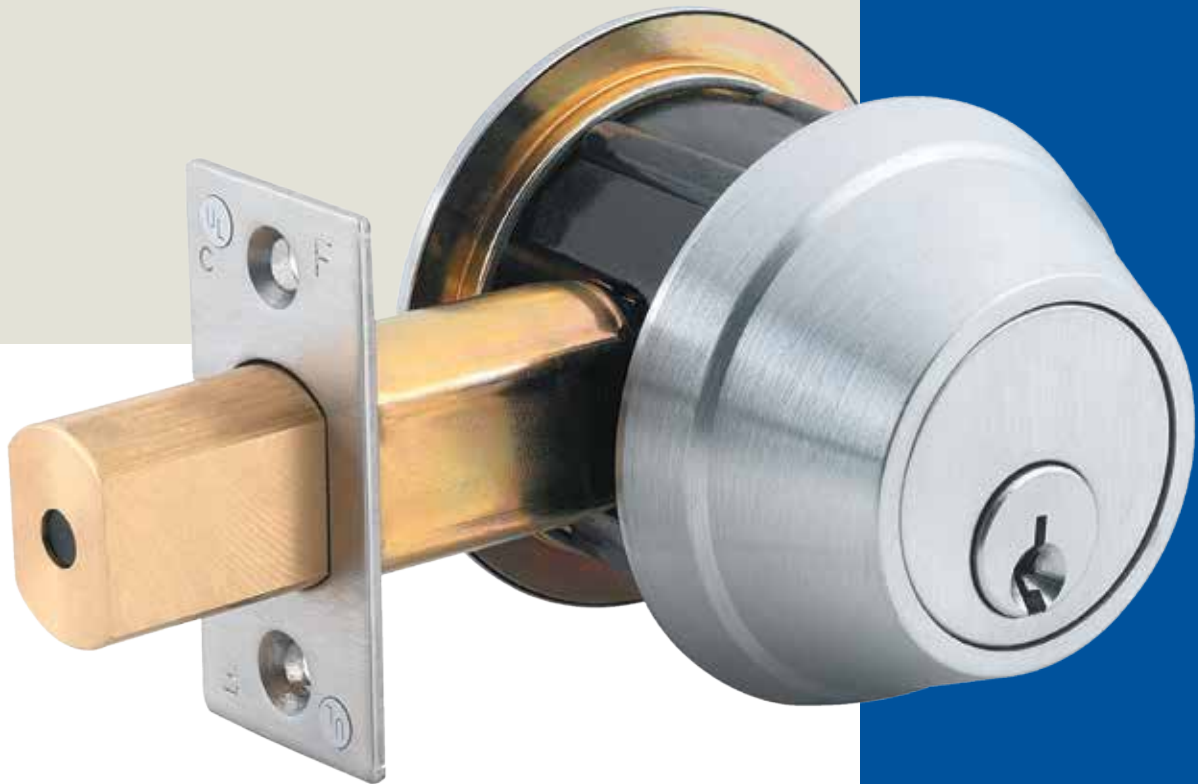
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Cal Poly Student Housing South 9 Buildings • 1,300 Openings • 1,475 Students

by Juliette B. Bradley

Young men and women choose where they will attend college based on all sorts of criteria. But for many, committing to a college that is well known for being innovative, diverse, and rooted is extremely important. California Polytechnic (Cal Poly)

State University is that school.

“Learn by Doing” is the school’s mantra and they have certainly learned that providing convenient, yet efficient, housing with views opening to the ring of the Seven Sisters hilltops that surround the campus is criti-

cal in helping students feel grounded and appreciated.

The university partnered with the local Northern Chumash tribe to provide direction for creating environmental graphics for each of the residence halls that tell the stories of the land-

Cal Poly South Student Housing

562,746 sq. ft. spans over seven structures totaling 1,475 beds for first-year students.

General Contractor: Webcor Builders

Project Contributors

Locks

Best/dormakaba

Hollow Metal Doors

CECO Door Products

Wood Doors

Eggers

Closers

LCN

Exit Devices

Von Duprin



Photo Credit: Bruce Damonte Photography

Cal Poly's student housing includes a large lawn with an amphitheater, contemplative spaces, natural features, and gardens all designed to support new student engagement.

scape of seven Northern Chumash villages along the Central Coast. The goal is to increase students' respect for the land and its ecosystems, for each other, and for the cultural heritage of the place they live. Each residence hall draws its name from a tribal village.

The residential community includes 696 single, double, and quad units totaling 1,475 beds for first year students. Common spaces include study areas, large scale living rooms for 50 students or more, outdoor courtyards and circulation routes, a mailroom, recreation center, offices, admissions welcome center, a food market, and a 4-floor 154,000 sq. ft. solar-powered 473-car parking structure. Webcor Builders was the general contractor on this job and they partnered with American Direct to provide the doors, frames and hardware.


Webcor Project Engineer, Gagan Gowda, says that he received construction documents from the University with some specifications already defined, but he enlisted American Direct to provide value added consultation. "American Direct was our design-assist partner on this project to help determine what the hardware specifications should be," says Gowda.

American Direct Client Account Manager, Anne Presnal, says this was a mid-size job with more than 1,300 openings across a 12 acre job site. "These dorms cater to the students and their interests including special wet suit rooms to accommodate the love of the ocean and the academic

interest of biological and marine sciences. The campus is just 10 miles from the nearest shore.

Cal Poly education facilities are always designed and constructed with the environment in mind. Sustainability issues are always considered as plans are put in place to grow the campus. Design teams generate green buildings to reduce or eliminate any negative impact on the environment. The design incorporates a whole-building

approach, which results in a more energy-efficient building.

The Cal Poly student housing buildings are tracking for LEED Platinum certification, the highest certificate level, and the University wants students to be reminded of that every time they use the buildings. American Direct is proud to have provided FSC certified doors, using wood from forests that were managed responsibly, for this dynamic student housing campus. 



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The Channel

by Byron Whetstone, American Direct President and CEO

The pandemic, lock-down and shelter-in-place restrictions have been difficult for so many. Our company was fortunate to be able to continue operations as an “essential” business. Although some associates chose the option to work remotely, the adjustment was minimal since our national platform for many years has been built on remote network technology and access. Businesses everywhere have embraced screen sharing to become masters of web conferencing. Is physical proximity truly required for companies to function? A proliferation of videotelephony options accommodates meaningful real-time

connections which led me to state company-wide that we are witnessing an unprecedented industry pivot. This increased reliance on screen time for business communications needs a name to describe what we are seeing as the unfolding of a “Furious Forward Future.”

For some of us, this is no real surprise and I have often mentioned Thomas Friedman’s contention that we are in a 4th Industrial Revolution, an Age of Acceleration. Technology has advanced so rapidly that past predictions of Moore’s Law (information doubling every two years) seems exceedingly too slow a prediction.

As a result, entire industries are rethinking their business models. Who would ever have believed that we may never go to the theater or the cinema again? Or enjoy the anticipation of watching live sporting events?

I’m additionally fascinated by the way people have embraced the cleanliness, distancing, and health requirements that seem to have accompanied the fear of “death by virus.” Of course, following this virus fear brings sharp focus to the very real life issues of those who have survived or are currently facing death. Too many lives are decimated by the shut-down in employment and livelihoods.



Change is Furious

Regrettably, we have seen this life and death issue also play out on whatever media outlet you follow as a violation of human rights or perhaps stated more directly as an amalgamation amid the haves and the have-nots. All political statements aside, we are seeing the country question institutions at every level nationally, state-wide, locally and these include law enforcement, education, emergency services and religious freedoms. The picture being painted should not be ignored by our businesses, because to do so risks their continuing ability to maintain relevancy or even survive.

A “Furious Forward Future”, requires some fundamental rethinking and that means a laser focus (alliteration is fun) on “the where” the momentum is leading. Here are four identified areas:

1) Distribution is a “Virtual Business”

Our clients live their lives on the mobile device continually at their fingertips. They communicate with their families, their co-workers, and their best vendors via a variety of virtual tools. If this is how our clients behave and how you and your associates behave, then the logical extension is that this is how our businesses should be allowed to behave. All digitized information, all virtual electronic interactions, and client service is then capped off with human interaction. As the table stakes increase, serving clients where they are spending time on-line and building virtual relationships is mandatory. If we can adopt this mentality, then we

will begin to add value to transactions when our human touch is revealed. Virtualization is happening in every sector. Are you hoping this is a trend that will pass or that you can catch up later? The time is now to invest in machine learning, data analytics, and statistically progressive decision making.

2) Technology Investment Culls the Herd

For the many contract hardware distributors and commercial integrators, investments in technology likely will be the difference of who wins and who loses. Both segments have historically been very fragmented and this means systems and processes can remain status quo for many years.

“That’s not the way we do things around here” is a death wish for leadership in these businesses.

The time for protecting the status quo is gone — long gone — and embracing updated information based technology is separating the excellent businesses from those who have not invested in their futures. As an example, while we were all hunkered down at home, the technology business that happened to sell pizza, or hot wings, or delivery services soared. Domino’s is a great tech company because of the way it embraces the statistical journey of their buyer. Attention is paid to how often to offer product discounting, where is the price point, what is the typical order size, what time is the order most likely to be placed and that information is available client by client. Those are not pizza questions. Those are driving top line questions. If the world is virtual, our business should have a command over this kind of data and the irony is, for many of us, we already have the knowledge, but ignore the opportunity. Status quo is so much easier and the cost to implement is minimal.


3) Consolidation Via Private Equity Investment

For both contract hardware and commercial integration there has been tremendous consolidation led by private equity or strategic industry participants and that is driving the inevitable shrinking of the number of companies in the space. There is a very viable argument that can be made that within five years, there may be less than 200 contract hardware businesses in the US. The top 20 companies in that future environment will all operate with national geographic aspirations and this group may be responsible for \$ 1.5 billion in annual revenues. That is not fragmentation but rather aggressive consolidation. In a similar way, we have already witnessed the first billion dollar commercial integration platform with Convergent backed by private equity and a likely public offering in the future. With 6,000 integration businesses operating today under

\$10 million in annual revenues, the marketplace continues to be ripe for further roll-up activities. You may not be too bold, if you said “consolidate or liquidate” in either business profile in the future.

4) Advanced Turnkey Business Models

Interestingly, the safety and security businesses have also seen some large channel changes with the strengthening emergence of “software as a service,” and the growth of different “go-to-market” paradigms. Historically large guard companies with physical security offerings have acquired large commercial integration

businesses to update their service offerings. The migration is causing the emergence of commercial integration as a turnkey solution and electrified locks are adding to the channel change. Owners and end-users are still driving selections but a turnkey complete service model negotiated at the enterprise level might impact building automation decisions, which is the living breathing building powered by technology information. A business model that provides services and products at the beginning of construction or occupancy and is the primary technology vendor throughout a building’s useful life is not only aspirational but as of today also achievable. 



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ASSA ABLOY Openings Studio® revolutionizes the way you create and visualize 3D doors, frames and hardware in your building projects. Our Building Information Modeling (BIM) software tools offer complete door opening information to help architects, contractors and building owners design, construct and maintain products in their buildings.



Project Coordination

Need help with Division 8 and 28 specifications on your next project? Openings Studio™ gives you access to the data and visualizations you need, so you get what you want - how you want it.



Door Families

Whether all you need is a simple door family, or something more detailed for renderings, we have thousands of easy to customize options. Our families take your model to the next level.



Punch Lists & Inspections

Punch lists are an exciting final step in the construction process - until you get to doors. Our team can help complete the punch list for you, and conduct the first fire door inspection at the same time!



Smart-Tagging

After installation, quick scan frame-applied labels and access part numbers, product guides and catalog information associated with each opening for hardware verification and facility management - all with your phone or tablet.



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