

PARTNERS

UNICO Contractor

Innovative Air Solutions

Matt & Mike Carlo

29 Elm Street

Tuckahoe, NY. 10707

914-793-7700

www.innovativeairsolutions.com



Overview

An area brimming with history, Bronxville, NY was originally just a stop for the New York and Harlem railroads back in the 19th century. A village that started as farm, orchard and estate land saw its big boom in the 20's as hundreds of homes and commercial developments were built on the old estates and farms that used to dominate the scenery here. Today, Bronxville has become a quaint, yet thriving suburb just a train ride away from the bustling metropolis of Manhattan.

Because most of the houses in Bronxville were built during the 1920's, a lot of them are still without central air conditioning. And because the original designs were not made to accommodate large conventional ducts found with most of today's modern equipment, there are very few options for the homeowner. Luckily, one of those options is the Unico System.

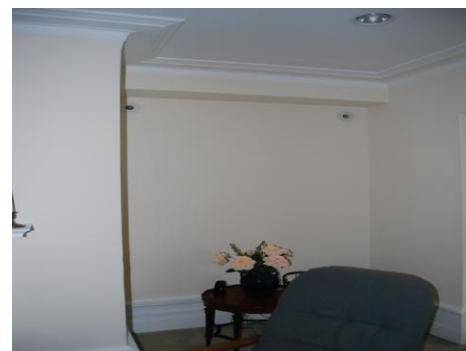
Strategy

That's why when apartment owner Val Suprenant decided that he wanted central air conditioning for his 4th floor apartment, in one of these pre-war buildings, he contacted Matt and Mike Carlo with Innovative Air Solutions. He told them that he wanted the Unico System installed. This wasn't simply because of the obvious space savings, but he also wanted an efficient system. Innovative Air started with a Trane condensing unit on the roof and had to run the line set down the side of the building using an electric winch, and then finally into the units, which are tucked away in an unused utility closet.

To get the most out of the system, in terms of efficiency and functionality, they installed a Unico 3642 heat pump coil and blower used in conjunction with the Advanced Control Board. They used a total of 21 round outlets for the project. Matt states, "Even though we had to drop the ceiling in the hallway for the main plenum, Unico made it possible to get the superior comfort that the homeowner wanted without the need for any further construction."

Results

Now that the homeowner has central air conditioning, he is very pleased with the comfort he is feeling. Being on the upper floor of a building has its drawbacks due to the hot air rising, which is something Mr. Suprenant isn't concerned about anymore. "These old buildings get very stuffy, but I don't have to worry about that now. I love the comfort and it's great we didn't have to do add anything to hide other ductwork. I love it."



**Valmore & Mabel Suprenant
1 Northgate
Bronxville, NY 10708**

**Matthew and Michael Carlo
Innovative Air Solutions
29 Elm Street
Tuckahoe, NY 10707**

Dear Matthew and Michael,

Just a short note to let you know how pleased my wife and I are with our new Trane/Unico central AC unit.

I knew even before I moved from my house to our older coop in town that installing central air conditioning in this sturdy older 1928 building would be a lot more problematic than when I installed a unit in my home. I spent a lot of time beforehand talking to many contractors throughout the area and beyond.... I did my homework. I made the decision to accept your proposal and was later interested to find out that you had been the Unico subcontractor for the largest company with whom I spoke.

Installing an AC unit in my building involved lots of uncharted avenues. There were no building plans; getting permissions for locating the condensing unit on the roof required an engineering survey, approval from the coop board, building management and the town engineer. There was also a need to upgrade the electricity capacity and do the difficult job of connecting refrigerant and electric lines up to the roof via scaffolding.

Your work was all done neatly and professionally. You and all your employees were always hard working and polite. Working with MagHak contracting to do the finish carpentry work also went very well.

Over the years while I was working in real estate management and theatre operations field, I dealt with many contracting firms and I would have to put Innovative Air Solutions at the top of my list.

Thanks for doing such a nice job. And, PS, the Trane/Unico system is the best I've ever experienced.

Sincerely,



Valmore Suprenant