

### PARTNERS

#### UNICO Contractor

Innovative Air Solutions

Matt & Mike Carlo

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Outside view of the residence

### Results

If their first home is any indication, The Reynolds will not only fall in love with their new home, but their new Unico System as well. And because the system was installed by Innovative Air Solutions, they'll have the peace of mind knowing that their system was installed by some of the best.

### Overview

When Mr. and Mrs. Reynolds went to purchase their second home in Bronxville, NY, they based their purchase on whether or not they could install central heating and air conditioning. Because a lot of these homes in this area are quite old, they don't have much space for traditional HVAC products. Having used Innovative Air Solutions in the past, they brought in Matt and Mike Carlo to give them an estimate. But, Matt and Mike had the solution - The Unico System.

### Strategy

The Reynolds were already familiar with The Unico System. They previously had Unico installed in their primary home in Rye, NY., which was also installed by Innovative Air Solutions. According to Matt Carlo, "They loved the Unico System in their main house."

For this particular installation, Matt and Mike decided to zone the 8000 sq. ft. home so that the owners could choose which area of the home they wanted air conditioned for energy savings. Using 2— 5 ton Unico Systems and 2— 2.5 ton Unico Systems, Matt and Mike used Arzel zoning dampers which install inside the supply ducts. The 5 ton units are used for the second and third floors and are two separate zones. Zone 1 is the master suite and spare bedrooms. Zone 2 is for the kids playroom and bedrooms. The other two Unico Systems are for the downstairs great room, sitting room and dining room. All of The Unico Systems are paired to Trane outdoor condensing units.



Top two: Unico outlets beautifully match the interior colors of the home.

Bottom: Arzel zoning dampers in Unico supply tube