

## Rep Spotlight: G&C Sales, New Jersey

It's been a fantastic 2012 for G&C Sales and Ice Air. G&C represents Ice Air's products in northern and central New Jersey. This year, G&C has been consistent and successful, closing many noteworthy jobs that are all completed or in progress. Ice Air even developed some new products in response to architects' specifications, which have been very well received. As Linda Gallant, co-President of G&C, said, "Ice Air is extremely cooperative and accommodating in working with reps to ensure that we meet the needs of our customers. If a customer comes up with something new that they need, Ice Air will do their best to make it happen."

*A sampling of recent projects includes:*

### Talmudic Research Center, Passaic, NJ



- Introduced the slope top RSCT PTAC as a new construction unit
- Created at the architect's request, Ice Air modified the RSCT enclosure and chassis to accommodate a new, sleek slope top design, which is an alternative to flat top discharge PTACs
- Slope top units are ideal for residential, dormitory, nursing home and multiple other applications

### Mount Prospect Towers, Newark, NJ



- Replacement units for residential building
- 232 Vertical Exposed Fan Coil Units (shipped in 3 installments over 6 months)
- Ice Air shipped the first set of 77 units from stock – turnaround was within 10 days of the original order!
- Ice Air's ability to deliver quickly allowed G&C to capitalize on the opportunity, where other manufacturers could not guarantee expedited delivery

### Valley Brook Village, Lyons, NJ



- New construction Veterans Affairs Hospital
- RSNU high-efficiency PTACs
- Ice Air offered the highest EERs, garnering additional LEED points
- Originally specified as McQuay PTACs, but Ice Air's equipment offered more energy/cost savings
- Utilizes [AirSpan](#), which adds a duct to the PTAC in the primary room and provides comfort to an adjacent room