

## Replacement Jobs Heat Up This Summer

This summer, we have closed some great replacement and retrofit projects throughout the country. In order to pursue these types of projects, it is important to follow up with local contractors.

*Take a look at these recently closed jobs:*

### Lodge at Vail Vail, Colorado



- Retrofit of luxury hotel villas
- 54 RSNU PTAC units
- Project includes cutting new holes in walls to add cooling and supplement existing hot water heating system
- Utilizing ThermalGuard™ thermal break wall sleeve technology and SoundShield OITC sound package
- Equipped with “Comfort Switch,” which allows the user to choose between two modes. In Comfort Mode, the RPM of the condenser motor is reduced for quieter operation. In Performance Mode, the condenser motor operates at full capacity for enhanced cooling during extreme ambient temperatures.

### Wick Tower Youngstown, Ohio



- Historic building (ca. 1910) is being converted into modern apartments
- 61 Horizontal Concealed Fan Coil Units
- Replacement units for full building renovation

### Harborview Apartments Jersey City, New Jersey



- High-rise senior living residences
- 112 RSEA PTAC units
- New equipment replacing existing McQuay® OEM equipment

### Sales Tip

Using marketing tools to promote both Ice Air products and your company is extremely valuable in the long run. While there may not be immediate results, the effects of mailings, newsletters, sell sheets and events are positive over time. The Rep organizations that are seeing sales have all run successful events, sent out emails/mailers and distributed co-branded literature. Talk to **Tom Glass** and **Kira Kieffer** about what you can do! Email us at [tom@ice-air.com](mailto:tom@ice-air.com) and [kira@ice-air.com](mailto:kira@ice-air.com).