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Project Profile: **Akron-Based Wayside Furniture Goes Green with Carrier**

By Peter Eno
Refrigeration Sales Corporation

When John Ferrato, owner of Wayside Furniture, needed to replace some of his HVAC equipment, he went “green” with Carrier equipment and chose Choice Aire Heating and Cooling in Akron to install it.

Wayside Furniture, located in Akron, is a family-owned business founded in 1937. With 200,000 square feet of showroom and with as many as 1,500

customers in its store at one time, comfort is a challenge.

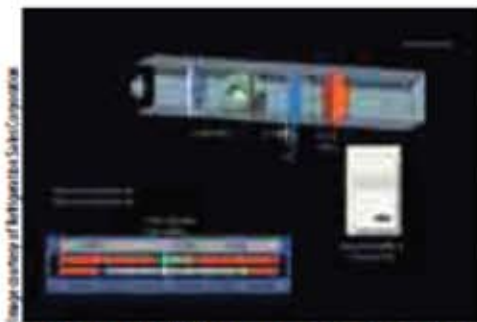
Two of Wayside’s 19 rooftop units were down and needed help. The company

looked at several different contractors and manufacturers but the Carrier/Choice Aire team was the only group that explained the value of considering environmentally friendly, chlorine-free Puron refrigerant.

“It made good sense,” Ferrato says. “I was ‘green’ before it was fashionable or a buzzword. I have recycled everything as long as I can remember and I purchased one of the first Hybrid cars. So choosing new HVAC equipment that was ‘green’ was a natural.”

After a careful analysis was performed by Choice Aire of the existing equipment, it was decided that Carrier Centurion packaged rooftop units would be the best solution to replace the units that were beyond repair.

Maintaining the best possible customer experience is key to Wayside’s philosophy. One of the other issues Wayside faced was that their employees felt the need to adjust the numerous thermostats in the building. This led to significant swings in temperature and comfort not to mention increased energy



HIGH-TECH HVAC A sophisticated Web-based system allows for detailed control of HVAC equipment at Wayside.

costs. The Carrier/Choice Aire team advised Wayside about how an integrated controls system could increase comfort throughout the facility while saving energy. So in addition to the new equipment, Wayside invested in Carrier's i-Vu CCN Web-based control system for the new equipment and all existing units. Wayside management now has the ability to see each individual unit on a computer screen to evaluate operation and verify proper function. Also, Choice Aire monitors the control system as well so it can respond to any need much more rapidly to keep customer comfort and economy at the highest level possible.

The i-Vu Web appliance also allows a user to shed electric demand by adjusting the on/off cycles and duration of operation for each unit. Significant savings are achieved using this control strategy.

"What I like about Carrier i-Vu controls are that I know what my system is doing at all times," Ferrato says. "My employees don't have to run around adjusting thermostats, my store stays comfortable in all seasons and I save money."

Another attribute Wayside valued in working with the Carrier/Choice Aire team was that it positioned the company for the future. R-22 refrigerant is the past, whereas Puron refrigerant is the future. By installing new equipment using Puron, Wayside will be ahead of the curve and save in future maintenance and repair costs. **P**

Peter Eno is manager of business development for Refrigeration Sales Corporation, a Valley View-based company that is celebrating 65 years of wholeserving the HVAC industry in Northern and Central Ohio. Visit www.rsc2go.com for more info or call Eno directly at 330.607.8006.