
CASE STUDY

Coming Home To Comfort With McQuay® Packaged Terminal Air Conditioners

The Oceana Condominiums, an upscale development located just outside of New York City along the Atlantic Ocean, was designed to offer families an alternative to suburban living. This new Brooklyn neighborhood will provide housing for thousands of people and is located just steps from the boardwalk, cafes, shops, express train to Manhattan, and other amenities.

As one of the largest luxury projects developed in Brooklyn in decades, Oceana offers condominiums ranging in price from \$300,000 to \$1,000,000, and penthouses that cost over \$1.2 million. With gabled roofs, private balconies and oceanfront views



outside, and 9-foot ceilings, marble finishes and hardwood floors inside, each residence is a testament to gracious living. When completed it will be an impressive \$325 million gated community that

includes 850 residences in 16 mid-rise buildings over 15 acres of land.

Joshua L. Muss, president of Muss Development, set rigorous quality standards for every aspect of the development. When it came to a final choice for packaged terminal air conditioning (PTAC) units, McQuay PTAC units offered the Oceana properties a long history of dependability, quality, whisper quiet operation and energy efficiency.

But what sealed the deal was the flexibility that McQuay was able to offer Muss Development versus competitive PTAC manufacturers. To meet the demands of Muss Development, McQuay customized all of the PTAC units for the Oceana project at the factory. These custom features included factory-painted,



corrosion resistant wall sleeves – rather than the usual galvanized version – to meet the demands of oceanfront property. The factory also added legs to each unit to prevent the units from wobbling before piping.

To help provide value in the short and long term, McQuay added other customized options including a wall sleeve for curtain wall installation that helped the developer save time and money during the installation phase.

Finally, McQuay provided a service check immediately after installation

through McQuayService, its service arm to the industry. This helped provide a smooth start-up, and peace of mind to Muss Development.

Four buildings of the first phase are already completed, another two are building built and four more will begin soon. Each building in the first phase included 300 PTAC units. To date, 1200 McQuay PTACs have been installed. Because of the quality product and flexibility provided by McQuay factory support, Charlie Cohen, director of construction for Muss



Development, plans to use McQuay PTACs on all future Oceana buildings.