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## Old Town Square Properties: Partners with Trane on Rooftop Unit Upgrade

“The installation went well and the unit is achieving about 25 percent more efficiency than the old one.”

**Patrick Soukup**  
*Old Town Square Properties*

Old Town Square Properties isn't your typical property management company. A Fort Collins fixture of almost 35 years, the business stands apart by owning all of the residential and commercial properties that it leases out.

“As owners of our rental units, we naturally have a very hands-on approach to property management,” said company spokesman, Patrick Soukup. “We have a vested interest in our tenants, plus a need to make sure our properties are maintained and functioning at the highest possible level of efficiency.”

So when a compressor failure occurred on a large, 20-year-old rooftop unit, the company seized an opportunity to upgrade equipment, cut energy costs and improve the comfort of their tenants at the same time.

“We brought in Rocky Mountain Trane to let us know what our options were,” said Soukup. “Trane did a great job of estimating the cost to repair the current unit, analyzing historic repair costs and advising us on what upgrades made the most sense.”



Rocky Mountain Trane, a Northern Colorado resident of 15 years, prides itself not only in high quality products and installation, but in delivering design assistance and asset planning services.

“Trane helps our customers make informed decisions by providing a ‘road map’ for their mechanical systems,” said Matt Horner, Account Manager at Rocky Mountain Trane. “Financial analysis, asset planning and discussing the benefits of energy efficient equipment are important parts of our service that customers are asking for.”

An additional component to Trane’s analysis is the Efficiency Works program.

“We work closely with Fort Collins Utilities and Efficiency Works to stay up-to-date on rebates and services that can best serve our customers,” said Horner.

Trane’s knowledge of Efficiency Works programs paid dividends for Old Town Square Properties, as Horner’s group advised them of over \$15,000 in available rebates on a new, energy efficient rooftop unit.

“It’s standard practice for us to check for rebates that can be applied toward more efficient HVAC systems. We analyze the potential savings against the efficiency of a base unit and help the customer decide which option makes the most financial sense,” added Horner.

In addition to the \$15,000 rebate, the new unit installed by Trane will reduce Old Town Properties’ yearly utility bill by an estimated \$1,099, while cutting electrical use by 14.3 megawatts annually.

When asked about the process, Soukup is pleased to respond.

“Partnering with Trane and Efficiency Works was seamless. The installation went well and the unit is achieving about 25 percent more efficiency than the old one.”

Of course the money savings are an added benefit.

“Our utility bills have been kept to a minimum and our rebate is on the way,” Soukup concludes. “We are happy with the outcome -very happy.”

