

FUJITSU

# CASE STUDY

**AIRSTAGE™**

DataDog  
New York, NY

**Project Name**

DataDog

**Location**286 5th Avenue, NY, NY –  
11th Floor**Completion Date**

November 18, 2014

**The Team****Owner**

DataDog Enterprises

**HVAC Engineer**

AJ HVAC

**Mechanical Contractor**AJ HVAC , Brooklyn, NY  
Principal: John Chow**HVAC Distributor**

Economy Supply



## Data Dog

This is a single level tenant build out and relatively straight forward and simplistic design. The open railroad office floor plan the tenant (DataDog) decided to go with, lent itself very nicely to the VRF application. Moreover, the ability to “knockdown” the outdoor condensing unit in the field also made a VRF system the best, most cost effective solution for the job. Kaskel & Kaskel Realty and Development Corp., New York, NY opened the doors to this renovated space in November 2014.

**Design Challenge**

The office is a single level 3200 sqft. space so the 8 ton single condensing unit was a glove fit for the HVAC solution. This building is located in the lower half of mid-town Manhattan. When it comes to rigging equipment from the street to a rooftop (even with this building being only 12 stories high) the price of the installed job can get out of hand in a big hurry. The contractor found a way around the costly rigging by choosing the Airstage equipment which was brought up to the roof on the inside of the building.

**Why Fujitsu Was Chosen**

This was the 7th Airstage job that AJ HVAC has done in the past 12 months and has had nothing but successful installations after successful installations with our Airstage product. So when it came to VRF being the most viable and cost effective solution, Airstage was the natural choice.



## The Results

Upon completion and startup of the project, the tenants were quite impressed with the heating performance of the Airstage product. NYC is usually not particularly chilly in mid-November but as fate would have it, an Arctic blast blanketed the Big Apple that week with record low temperatures in the low 20's. The Airstage systems performance exceeded the client's expectations. It is the most efficient when it comes to energy consumption and is the most cost effective solution both in installed cost and overall maintenance for the life of the equipment.



## Customer Testimonial

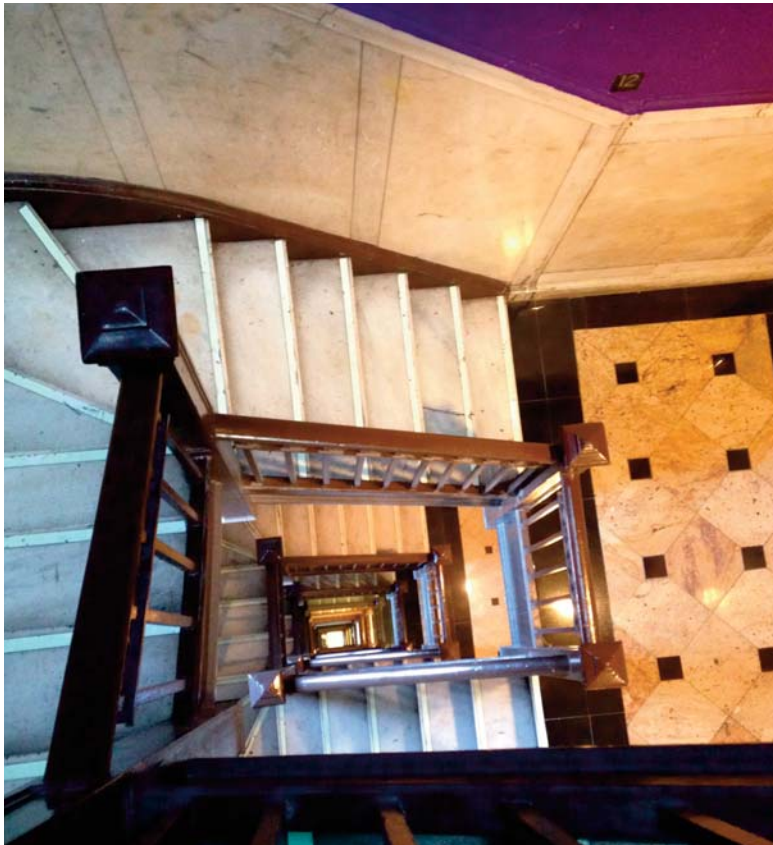
John Chow, Principal of AJ HVAC commented, "the controls are the best I've seen of all the VRF manufacturers, easily installed and programmed and very competitively priced". He went on to comment that to date, he has installed 19 Airstage refrigeration circuits (multiple circuits on some projects) and has had only minor programming issues that the post-sales technical support team at the Fairfield headquarters helped through almost immediately.







*“The controls are the best I’ve seen of all the VRF manufacturers, easily installed and programmed and very competitively priced”.*



Airstage Equipment List Series: V-II
(1) AOUA96RLBV V-II Heat pump Outdoor Unit
(1) ASUA7RLAV Compact Wall Duct Indoor Unit
(1) ASUA9RLAV Compact Wall Duct Indoor Unit
(2) AUUA12RLAV Compact Cassette
(2) AUUA14RLAV Compact Cassette
(2) AUUB18RLAV Cassette
(1) UTY-RNKU Wired Remote Controllers
(7) UTY-RSKU Simple Remote
(4) UTG-CCGV Compact Cassette Grille
(2) UTG-LCGV Cassette Grille
(5) UTR-BP090X Separation Tube Assembly
(2) UTR-BP180X Separation Tube Assembly



- ISO9001
- ISO14001

**Fujitsu General America, Inc.**

353 Route 46 West  
Fairfield, NJ 07004  
Toll Free: (888) 888-3424  
Local: (973) 575-0380

[www.airstagevrf.com](http://www.airstagevrf.com)  
[www.fujitsugeneral.com](http://www.fujitsugeneral.com)  
A subsidiary of  
Fujitsu General Limited