

FREEHOLD, NEW JERSEY

## A.J. PERRI CARES AND METUS C.A.R.E.S.



### CHALLENGE

Improving heating and cooling for a military family living in a historic home with no pre-existing HVAC system or ductwork

### SOLUTION

[Mitsubishi Electric multi-zone hyper-heating ductless mini-split solution](#)

### RESULT

Delivered comfort to hardest-to-heat-and-cool spaces in the home

If you're seeking expert HVAC or plumbing care in the tight-knit community of Freehold, N.J., everyone knows to "Just call Al."

A.J. Perri, named after founder Albert "Al" John Perri, has provided trusted heating, cooling, and plumbing services to the residents of Monmouth County, N.J., since 1971. The company now has 325 employees and more than 200 trucks on the road servicing homes.

Grounded in family values, A.J. Perri is dedicated to giving back to its customers and community. This commitment to philanthropy was the catalyst for A.J. Perri's annual Cares program, which provides a deserving veteran or municipal first responder with a new heating and cooling system at no cost.

The A.J. Perri Cares program has a call for entries allowing applicants to share their stories, and the broader Freehold community votes for the winner. Recently, an active military family was selected.

### GIVING COMFORT TO ONE MILITARY FAMILY

The family needed to heat and cool the third floor of their historic home.

Previously, no HVAC system had been installed.

Knowing the company's expertise in ductless heat pumps, A.J. Perri collaborated with Mitsubishi Electric Trane HVAC US (METUS) to upgrade the space. An MXZ-C multi-zone, ductless mini-split heat pump was selected for the project and donated to the A.J. Perri team as part of METUS' Community Awareness Reward Enablement System (C.A.R.E.S.) program.

The METUS C.A.R.E.S. program is designed to support contractors' community outreach efforts in their local markets. [Elite Diamond Contractors](#), specially trained in installing Mitsubishi Electric equipment, may choose to donate an HVAC system once per calendar year with approval from METUS and the participating distributor.

This project was A.J. Perri's first time working with METUS. The company's interest in Mitsubishi Electric solutions was sparked by the need from its customers, and the final stages of approving the project aligned with A.J. Perri becoming an Elite Diamond Contractor.



## MITSUBISHI ELECTRIC HYPER-HEATING TECHNOLOGY REACHES THE HARD TO REACH

Prior to receiving a new system, the three-story home had no ductwork and used an old steam boiler to heat the home. The boiler failed to adequately warm the third floor.

To solve this challenge, A.J. Perri chose to outfit the third floor with a Mitsubishi Electric multi-zone, ductless mini-split heat pump. This enabled better heating and cooling in the home's hardest-to-reach areas.

In addition to delivering comfort to rooms that need it, without installing ductwork, the system offers powerful heating even in chilly N.J. winters. Mitsubishi Electric's hyper-heating inverter technology provides 100% heating capacity down to -5° F and guaranteed operation down to -13° F.

## HEAT PUMP HOME SOLUTIONS ARE THE FUTURE

Since this project, A.J. Perri has completed 160 installations of Mitsubishi Electric solutions and

has plans to increase this by another 30 installs before the end of 2024.

"Ductless mini-split and other heat pump home solutions are the future," said Christopher Tulloch, general manager at A.J. Perri. "From the products the company offers, to its C.A.R.E.S. program, working with METUS has been wonderful, and we're looking forward to continuing our partnership as we take on more of these projects."

## PROJECT TEAM

### Distributor:

[Luce, Schwab, & Kase \(LSK\) Inc. Air](#)

### HVAC Contractor:

[A.J. Perri Heating, Cooling, and Plumbing](#)

## MITSUBISHI ELECTRIC EQUIPMENT

- ▶ (1) MFZ-KJ12NA-U1 Floor-mounted Indoor Unit
- ▶ (1) MXZ-3C24NAHZ4-U1 Hyper-Heating INVERTER® (H2i®) Multi-zone Outdoor Unit
- ▶ (1) MSZ-GL12NA-U2 Premier Wall-mounted Indoor Unit