



# WESTMAN VILLAGE

Mitsubishi Electric's Largest Canadian Multi-Unit Residential Village

**Case Study**  

# Case Study: Westman Village

## The Challenge

Westman Village is a new development by Jayman BUILT located in the community of Mahogany in Calgary, Alberta. The development is directly backing onto Mahogany Lake. The project thoughtfully weaves convenience, diversity and accessibility into an all-inclusive suburban community concept. Redefining the way new homes are built, bought and lived in, the carefully designed community includes condominiums, townhomes, seniors' residences and long-term leasing condos. The five different product types feature desirable amenities, connectivity and concierge services. Owner possession of these luxury homes is ongoing into 2019.

Dennis Aucoin, the Senior Development Manager for Westman Village, explains that many of the prospective new residents and homeowners would be downsizing. To offer them an attractive product, the units needed to be quiet and the building had to create a seamless transition with top-quality products that would meet high expectations. This includes everything from the finishes to the heating and air conditioning units. The heating and cooling units also had to be energy efficient, as Jayman BUILT prides itself on green construction, being the first builder in Alberta to have solar panels as standard on all their new homes.



*"We were attracted to the Mitsubishi Electric brand because we consider it the Cadillac of heating and cooling units."*

*– Dennis Aucoin, Senior Development Manager/Senior Project Manager, Westman Village, Jayman BUILT*

*"It's great that Jayman BUILT understands the importance of energy efficiency and putting more emphasis on the comfort of their customer, leading the way in the industry. A lot of other developers aren't doing that – just going with the lowest priced option. They bought a very premium product and they are doing their customers a great service."*

*– Mark Diaz, Project Manager and Technical Sales Representative for Klass Mechanical*

## The Solution

This project is Mitsubishi Electric's largest Canadian multi-unit residential development. Mitsubishi Electric individual split and centralized VRF systems were chosen thanks to their efficiency and reputation. Their whisper-quiet sound was also a deciding factor, as the units emit about half the noise of a regular unit in a house. The slim, suitcase-style units were perfect for more compact living spaces.

Ease of maintenance was also a deciding factor.

**“For us getting into leased seniors and rentals, we wanted a product that was going to be somewhat maintenance free and last the test of time. From what we've heard, these units hold up. We did our research,” explains Aucoin.**



Furthermore, the Mitsubishi Electric units are all about consumer comfort and use unique design and engineering solutions to deliver it. Typically, a normal air conditioner runs on full blast, cooling the entire space then shutting off. But these units are built to get to a certain temperature and maintain it, which allows for lower energy use and improved comfort.

## The Results

Owner and resident possession of the units is ongoing, but early reviews have been positive, with the unique community development garnering media attention, including in the Calgary Herald.

## Summary

### Distributor:

Klass Mechanical Sales Ltd., Calgary, Alberta

### HVAC Contractor:

Comfort-Aire Ltd., Calgary, Alberta

### Developer:

Jayman BUILT

### Engineer:

Reinbold Engineering Group, Calgary, Alberta

### Industry:

Residential

### Size:

7 six-storey building, 9 luxury townhome buildings

### Challenges:

To provide a livable space with a decentralized cooling system that could deliver on key selection criteria.

### Selection Criteria:

- Energy efficiency
- Quiet indoor and outdoor units
- Seamless integration with in-floor heating
- Proven performance in harsh environments
- Low maintenance
- Longevity

### Design/Engineering Solution:

Mitsubishi Electric Outdoor unit models:

- PUY - A\*NHA7/NKA7 - 683
- PUMY - P\*NKMU - 18
- PUHY - P\*TKMU - 4
- MXZ - 8C48NA/NAHZ - 57
- MUZ - FE12NAH - 1

Mitsubishi Electric Indoor unit models:

#### Wall-Mounted:

- MSZ-FE12NA-8 – 1

#### Multi- Position Air Handler:

- MVZ-A\*AA4 – 2
- PVA-A\*AA7 – 649

#### Ceiling Concealed:

- PEAD-A\*AA7- 19
- PEFY-P\*NMAU – 48
- SEZ-KD\*NAR1-TH- 176

### Results:

- Occupation ongoing, but early positive results
- Media coverage in Calgary Herald

## Mitsubishi Electric Canada

Mitsubishi Electric Sales Canada Inc. was established in 1979 as a subsidiary of the Mitsubishi Electric Corporation of Japan. Since then Mitsubishi Electric Sales Canada Inc. has been at the forefront of heating and air conditioning technology, sales, installation and service.

With over 90 years of experience in providing reliable, high-quality products to both corporate clients and general consumers all over the world, Mitsubishi Electric Corporation is a recognized world leader in

the manufacturing, marketing and sales of electrical and electronic equipment used in information processing and communications, consumer electronics, industrial technology, energy, transportation and construction. No matter what you do, or where you live, work or play, chances are a Mitsubishi Electric product touches your life.

### **Vision:**

To be the most trusted industry leader in providing innovative heating, cooling and ventilation technology, engineered specifically for Canadian climates.

### **Mission:**

To deliver quality, comfort and value to all Canadians through leading-edge engineering, locally inspired design and a dedication to superior service.



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