

PREMIER COMFORT'S
DAVE SINGER &
VICTOR TONNDORF



THE TIMES, THEY ARE A CHANGIN'

THE EVOLUTION OF
HOME COMFORT

"In the long term, heating and cooling your home with oil is going the way of the dinosaur," says David Singer. He ought to know! David spent the last three decades at the helm of Robison, which he and his brother grew into the largest home heating oil business in Westchester. "Electric air source heat pump technology has advanced to the point where they're now fully capable of heating and cooling a New England residence - at a cost far below that of operating an oil based system. Installing an an air source heat pump heat pump in your home, alone or in conjunction with geothermal, solar or other renewable solutions, or even as a hybrid with an existing oil system, is now a no brainer!"

"I'm all in!", Singer declares. "I've sold my interest in Robison...and I've partnered with my old friend, Victor Tonndorf, at Premier Comfort. Over the same three decades I was building Robison into an organization known for its reliable and friendly service, with operations including HVAC, electric, plumbing, and other residential systems maintenance, Victor built Premier Comfort into a giant in the design and installation of commercial and residential energy systems, and is a particular expert in air and water source heat pumps and renewable energy design and installation. ...Together, we intend to grow Premier Comfort's residential installation business, and to now also build Premier Comfort into a leading service provider for air and water source heat pumps and other renewable energies."

"Forgive the humorous analogy," Singer smiles, "...but the last time a Singer touted this revolutionary of a new machine and technology, it was the Singer Sewing Machine! The electric heat pump really is revolutionary! It's clear that electric heat pumps will replace oil as oil replaced coal."

"Besides," Singer continues enthusiastically, "...if your air handler and condenser are using the old R22 coolant, or anyway past their prime, it's time you consider converting to an air source heat pump or at least supplementing your existing system with a hybrid solution. And I really want to emphasize the point that, even if you have an updated system, leaving your existing oil system as a back-up or to service a particular zone of your house, could result in a savings of as much as 70% of your oil bill. That's a great return on investment! ...And I don't see oil prices coming down."

"We're going to visit your home, take a look at what's advisable for your particular requirements, give you the best and most cost effective solution, and then stand behind whatever we do!"



PHOTO: ANDREA CEVALSO



"I'm thrilled that David has come over from the dark side," Victor jokes. "I've always admired his ability to build and manage a large service operation. We know how to design and build systems, and will be able to expand our residential sales with the quality service component in place. For any homeowner, a system is only as good as how it's working on the coldest winter night or the hottest summer afternoon, and having the availability of ready and reliable repair is critical. ... And, for our sales, it probably doesn't hurt that David has lived in Northern Westchester for the last 30 years, coached his kids baseball teams, served on the Board at the Boys & Girls Club of Northern Westchester, and been an all around contributing member of the community."

Victor boasts, "We're a Mitsubishi Diamond installer, which means we uniquely offer a 12 year

warranty on Mitsubishi equipment, but we also work with Trane, American Standard, Daikin, and other leading electric air source heat pump manufacturers. And we're building-out a really cool mobile display, *in the back of a truck*, so we can pull-up right in

front of your house and demonstrate how air source heat pumps work. And we install Water Furnace and ClimateMaster water source heat pump systems when geothermal is a part of the equation."

"We just did the new system for Mast Market on Court Street in Bedford, and are happy to take on retail and commercial customers," Victor explains. "But we're really focused on residential design, installation, and service. This makes 'dollars and sense' for big and small houses alike!"



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PHOTO: ANDREA GERASO

DAVID REMARKS, "THE WHOLE FEELING OF 'HOME SWEET HOME' IS REALLY DEPENDENT ON YOUR HOME BEING WARMED AND COOLED TO THE TEMPERATURE THAT MAKES YOU COMFORTABLE. SYSTEM EFFICIENCY IS ABOUT GETTING OPTIMAL PERFORMANCE AT THE LOWEST POSSIBLE COST. RELIABILITY, OF SYSTEM PERFORMANCE AND SYSTEM MAINTENANCE AND REPAIR, IS EVERYTHING!"

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