

# Chiller Rental Solutions Built for Critical Moments



For 25 years, Altin Mechanical and Trane Rental Services have answered the call when heating and cooling systems fail, and everything is on the line.

**It was Friday morning at a major regional medical center, where temperatures were rising after a cooling system failed overnight. A summer heat wave had made conditions unbearable, with thermometer readings around 100 degrees. Conditions inside the hospital were quickly becoming critical with 14 operating rooms and a full surgical schedule at stake.**

Within hours, Altin Mechanical and Trane Rental Services had a plan in motion. Materials were sourced across state lines, and once the equipment arrived, teams worked around the clock to install and commission a temporary system. Building operations proceeded as scheduled starting at 7 a.m. Monday. Moments like this define what Altin Mechanical and Trane Rental Services are built to do. They deliver more than equipment. "Together with Trane, we are a business interruption insurance policy," said Joe Gere, owner of Altin Mechanical.

Gere is as direct as he is focused on execution, building a reputation for following through when it matters most. That approach has defined his work for decades and has helped shape the family business for the next generation.



## Built for What Comes Next

Gere has spent more than three decades working in environments where failure is not an option. His mechanical roots run deep. He began his career working with engines, generators, and trucks before expanding into infrastructure maintenance and disaster recovery at a national scale. Gere first encountered temperature control rentals at scale while leading disaster recovery efforts for an international telecom company. It was here that the CEO told him, "Joe, do not put me on the 6 o'clock news!" Joe laughs about it today, but that perspective shapes how he approaches every project. The objective is not simply to restore cooling, but to stabilize the situation quickly, reduce disruption, and help protect customers.

Gere carried this vision throughout his career, which includes the company he started. It was through this work that Gere met Kirk Cerkanowicz at Trane Rental Services, and together they grew their respective businesses. At one point, Gere's rental company was Trane Rentals Services' single largest customer. Recently, Gere sold the rental side of his company. Today, Altin Mechanical focuses exclusively on providing turnkey installation solutions, primarily for Trane Rental Services' customers.

## More Than a Chiller Rental

What customers need in critical moments is more than a chiller rental. They need accountability for the outcome and clarity on what it will take to get systems back up and running. Altin Mechanical operates exclusively in the New York metro area, one of the most demanding construction environments in the country. High-rise buildings, union job sites, constant street traffic, strict sidewalk requirements, and aging infrastructure all introduce complexity that must be addressed in real time.

Altin Mechanical and Trane Rental Services have developed a comprehensive approach that goes beyond simply supplying the equipment. They focus on delivering a complete solution with a coordinated process that manages everything from initial assessment through installation and commissioning, taking full responsibility for performance. "When a customer has Trane Rental Services do the project end to end, Trane takes responsibility," Gere said. "If it doesn't work, Trane does what needs to be done until it works." That level of accountability matters because the alternative is not just inconvenience. It can affect revenue, disrupt operations, and erode trust.

## Delivering Under Pressure

The same approach that restores critical healthcare environments applies across a wide range of industries and facilities.

At a large high school in New Jersey, both 500-ton water-cooled chillers had failed. The school's original service company had spent the summer deliberating options to get the system back up and running quickly. Two weeks before student orientation, the district pivoted and called Trane.

Stephen McCormack, Critical Services Account Manager with Trane Technologies, worked with the Altin Mechanical team to assess the situation. The team identified a path forward that leveraged power from the existing water-cooled chillers, which draw less amperage than air-cooled systems. From there, they connected one 300-ton rental unit to each. They coordinated structural modifications, routed hoses and electrical connections through a constrained site, and completed installation and commissioning under a compressed timeline.

### School opened on time.

"The industry that we're in that people really don't understand is the gratification you get from helping people," said McCormack. "When people are panicking about keeping everything up and running, and we're able to find a solution that helps them — it's a great feeling."

This type of response highlights a broader reality about temporary systems, which are often viewed as short-term fixes. In practice, they play a much broader role. In environments like healthcare, education, and commercial real estate, they provide continuity during unexpected failures, allowing organizations to maintain operations while permanent solutions are evaluated and implemented.

## The Next Generation

Joe Gere is a 9/11 first responder. He manages serious, lasting health consequences every day from his time in Lower Manhattan. Yet he works with the energy and drive of someone half his age, and he has good reason.

Gere named Altin Mechanical for his sons, Alex and Austin, reflecting both a legacy of experience and a clear path forward. Having grown up in the business, they are now stepping into leadership roles, carrying forward the same expectations and discipline that have defined the business for decades.

### For customers, that continuity matters.

For more than 25 years, Altin Mechanical and Trane have combined experience, precision, and a shared commitment to getting it right for each building, each customer, and each moment that matters.

The collaboration between Trane and Altin Mechanical continues to evolve to meet new challenges. But core fundamentals remain the same across commercial, healthcare, and education environments: assess quickly, align on the right solution, execute with precision, and deliver a system that works.



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Stephen McCormack  
Critical Services Account Manager,  
Trane Technologies



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