



NEW TEAM MEMBERS

At AirTight, quality people continue to attract quality people. Our newest team member is Kate Flynn. Kate works in our dispatch-production group and will help solve your problems by getting the right folks to you when you need help. Scott Friefeld and Dustin Drake are our two most recent service technicians, and we look forward to great things from both of them. Please visit us at www.myairtight.com for a full team roster. It's a great way to put a face with a name. We believe it's all in the people!

THE UNIFIED GROUP

We are an independent association of the country's elite HVAC commercial contractors. We help our members increase productivity, profitability and customer retention, and we also provide a network for national and regional customer business solutions. Visit us at www.theunifiedgroup.com.



We provide good people you can trust, in environments where trust isn't a luxury... it's essential. Our consultative approach to service begins with your future in mind.

A I R T I G H T

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MISSION CRITICAL SYSTEMS—ARE YOU PROTECTED?

If you are responsible for managing a critical application such as a data center, server room or IT center, reliability and precision are paramount. Maintaining the temperature and humidity conditions are key factors in keeping your systems on line.

Precision air conditioning

Most data centers require temperature and relative humidity to be held within very strict parameters. Variations of just a degree or two, or slight humidity changes, can cause major problems. Most mission critical applications require specialized air conditioning systems designed to meet precise conditions. It's also important to have systems dedicated solely to the mission critical facilities, and not tied to other areas of the building.

Control and monitoring

Because precision is so important, temperature and humidity conditions must be monitored constantly. If a data center is managed on-site, it might be feasible to use displays on the air conditioning equipment, which will show current temperature and humidity levels. For unmanned sites, remote monitoring is usually required. This will transmit space conditions as well as equipment operation details to a remote computer terminal. Most control systems can easily incorporate alarm systems to send warnings about temperature deviations, equipment malfunctions or the presence of water.

Reliability

If the air conditioning systems fail, resulting in prolonged downtime, the damages can be severe. Business interruption, loss of data and equipment damage are potentially catastrophic to mission critical applications. For this reason many applications incorporate system redundancy into their designs.

Another key ingredient in maintaining reliability is a top quality preventive maintenance program. Mission critical applications have unique requirements, so it is important to work with a contractor with experience in this field. Preventive maintenance programs must be custom designed. Generally, planned inspections are performed more frequently to maintain system precision. Because dirt or airborne particles can wreak havoc on computer systems, utilizing high efficiency filtration, and regularly changing and cleaning the filtration systems are also important.

Finally, make sure to work with a contractor who can offer quick response. When a problem does arise, you want the contractor to have the resources available to address the situation immediately. The integrity of your mission critical application depends on it.



MAINTAIN YOUR BOILER FOR RELIABILITY AND EFFICIENCY

When it comes time to start up your boiler for the heating season, you want the peace of mind of knowing it will function properly and efficiently. There might not be any single piece of equipment as important as your boiler during the cold winter months. Unless it is properly prepared for the demands of the heating season, you could face significant downtime and unhappy building occupants. A complete preventive maintenance program with a quality contractor is one of the best safeguards against boiler failures.

Annual start up and cleaning

In the course of a year, soot, noncombustible materials, scale and deposits can form within the boiler. These particles add up to boiler inefficiency, as heat transfer is reduced. Scale buildup of only 1/16 of an inch will cause the boiler to use 15% more fuel than necessary. Boilers require a thorough cleaning prior to start up. At this time the boiler should also be checked over thoroughly to ensure proper operation.

Combustion analysis

Measuring the air to fuel ratio using a digital combustion analyzer should be done when the boiler is started up, and usually at least once more during the heating season. Fuel costs represent one of the largest operating expenses. Based on accurate measurements, the burner can be adjusted by a qualified technician to its optimum fuel efficiency.

Safety checks

A quality preventive maintenance program will include thorough inspection of a boiler's safety controls. A professional contractor will have the tools, equipment and training to complete the job safely and efficiently.

The costs associated with boiler inefficiency or failure far outweigh the costs of a comprehensive boiler maintenance program. Selecting a quality contractor to perform regular preventive maintenance is money well spent. You will then have peace of mind in knowing that the necessary steps to provide reliable and efficient boiler operation have been taken.

THE POWER OF ENERGY MANAGEMENT

- Energy use represents the single largest operating expense in an office property.
- Reducing energy use 30% is equivalent to increasing net operating income (NOI) and building asset value by 5%.
- Reducing energy use 30% lowers operating costs by \$25,000 per year for every 50,000 square feet of typical office space.
- For-profit hospitals, medical offices and nursing homes can boost earnings per share by a penny by reducing energy costs by 5%.
- By implementing energy saving practices, you can reduce pollution and the emissions that contribute to global warming.



STRETCHING TO SATISFY

Most of you know AirTight for unparalleled HVAC service. Providing that service is exactly how we met the customer who stretched us to satisfying his needs.

Several years ago we received a call from a manufacturer needing help solving a few design flaws in some CRAC (Computer Room Air Conditioner) units installed in a data center. We responded, solved the issues and in the process met the gentleman responsible for the company's mission critical HVAC equipment. He saw quality, responsibility and fairness in AirTight. We saw the same in him. The relationship was off to a great start.

When the time came to expand their data room space, he asked if AirTight was able to design and install the mechanical systems. We agreed to help guide the design and perform the installation of all the mechanical systems, totalling 187 tons for the raised floor area and another 40 tons for the power room and UPS loads.

Today, through the efforts of Ryan Gunto, Derrin Lail and several other AirTitans, the systems are performing well, the new space is quickly being leased and our customer and friend is happy with the new systems. Yes, we are ready for phase two!

"WHAT? MY HEAT EXCHANGER IS CRACKED?"

If you utilize natural or LP gas, these are probably the nastiest words you'll speak this heating season. The heat exchanger and its integrity keep you, your family and/or co-workers from breathing the noxious Co2 gas created when fossil fuels are burned for heat.

The heat exchanger allows cool (return) air to pass through a chamber with a lot of heat transfer surface area that is hot from the burning gas just on the other side of a thin metal wall. As the cool air passes through the heat exchanger, it is warmed to around 120 degrees, then pushed through the ductwork (supply air) and delivered to the room. If this heat exchanger becomes cracked or develops any type of hole, it may allow Co2 into your living space, where you could ingest it through normal breathing.

So, be safe. Have your HVAC systems serviced and maintained by professionals and heed the advice of recommendations for repairs or replacement.

EMPLOYEE SPOTLIGHT

Chris Dennison / Service Technician

Chris Dennison hails from a small town near Rochester in upstate New York. As is typical of the mentality of that region, Chris continuously helps re-establish AirTight's benchmarks for quality, tenacity and dedication. Chris has been with AirTight for more than four years and has truly become an excellent craftsman.

Congratulations to Chris and his new bride Erica who were recently married in New York and reside in south Charlotte.

