

comfort zone

in this issue

Simple Ways To Save Energy

Energy Conservation

Make the Best of the Economy

One Link of the Chain



simple ways to save energy

A recent survey of building owners by Climate Control Company showed that energy savings is definitely top of mind in today's environment, with 84% of owners having completed some type of energy savings measure within the past year. The same survey showed that less than 1/3 of building owners are working with a mechanical service contractor to implement these energy savings measures.

It just takes finding the right mechanical contractor, one who is a source of ideas on how to save energy, and works with you as a partner to develop the right energy savings programs for you and your building. Below are some simple suggestions that may save you energy.

Scheduling issues

The most commonly found control issue is scheduling issues, which result in over a billion dollars of wasted energy each year. Building operators must make sure the building is at the desired temperature when the first person arrives in the morning through the time when the last person leaves at night, not to mention the off times when the building is not "on" when someone wants it to be. Here are three ways to identify scheduling issues:

1. *Walk the building at night*
Walk through your building during off hours to be sure systems are functioning properly.
2. *Use trending capability of the building automation system*

All building automation systems offer trending where points of control can be captured in a log file, exported, and reviewed.

3. *Use independent sensors*

Place independent sensors in the building to accurately record temperature, light, or carbon dioxide levels.

Programmable thermostats

A programmable thermostat is a relatively inexpensive way to cut down on a building's energy use. Changing the set point during unoccupied periods changes the energy use significantly, and programmable thermostats make sure these changes happen automatically.

Economizers and demand controlled ventilation

An economizer sits between the thermostat and an outside air damper, and uses sensors to judge the outside air condition. When a thermostat calls for cooling, if conditions allow, an economizer opens the outside air damper to let in cool outdoor air, rather than use energy by starting the compressor.

Demand controlled ventilation systems address the problem of over ventilation by monitoring actual carbon dioxide levels in the air and controlling the amount of outside air coming into the building. More people get more air, fewer people need less air. It saves energy and money by reducing the amount of excess outside air, which must be conditioned, during periods of lower occupancy. ☐☐☐



energy conservation

In today's economy there is unprecedented interest in energy conservation. BOMA (Building Owners and Managers Association) recently announced its goal of 30% reduction in energy use by 2012. The American Society of Heating, Refrigeration, and Air Conditioning (ASHRAE) and the U.S. Department of Energy have announced that they will work together to increase building energy efficiency standards for the year 2010 by 30% over 2004 standards.

This newfound interest in energy conservation is driven by three key trends:

- Rising energy costs
- Green/sustainability factors
- Utility supply and demand

Rising Energy Costs

When something gets more expensive, people tend to buy less of it. But when it's a necessity like energy that's increasing in price, it can be tough to cut back. In fact, even though energy prices have steadily increased, energy usage in the commercial building sector has also been steadily increasing. Electricity rates have risen 21.7% in just the past three years.

Green/Sustainability Factors

As media attention focuses more on carbon

emissions and global climate change, the reaction of the business world has been to direct efforts towards sustainable business practices. Cutting energy is one of the best ways for a company to make a big change to their carbon footprint.

For those who have not yet caught on to the trend, the U.S. may begin imposing carbon emission reduction goals as local, national, and global political pressure builds. In addition to the cost of energy, there is now a direct economic cost of the carbon produced, which some day could rival the cost of the energy itself.

Utility Supply and Demand

Demand for electricity continues to rise, with a projected 41% increase in demand by the year 2030 as compared to 2005. At the same time, it's difficult for utilities to increase supply. While promising, renewable energy sources, such as wind or solar power, are expected to contribute no more than 3% of the total demand. Utilities recognize that it's more feasible to incentivize conservation through rebate programs than to increase rates. Commercial consumers, as the biggest customers, have a lot to gain from conserving their energy use. ☐☐☐



make the best of the economy

While the outlook on the economy might seem a little scary, there are things we can do to keep our spirits up. From a purely economic perspective, we can reduce expenses, lower expectations, and brace ourselves for tough times. We also have the "choice" to make the best of it and think positively.

- See this as an opportunity to pause for reflection
- Realize the adventure and learning experience possible
- Redefine success for you
- Take consistent daily action no matter what
- Prune the tree to improve the health of your business
- Take time to give back and help others
- Reach out for support—don't go it alone
- Success is still found through your uniqueness and authenticity! ☐☐☐

technical support, yeah right!

And you thought YOU were having a bad day

Customer calling tech support: "I just received my new computer. I tried to set it up and it doesn't work."

Tech Support: "It just doesn't boot up?"

Customer: "It doesn't even turn on. I see nothing and the fan doesn't turn on."

Tech Support: "Is the monitor functioning? Is there a little green light in the lower right corner of the monitor?"

Customer: "Yes."

Tech Support: "Is the computer plugged in?"

Customer: (irritated) "I know how to set up a system. I'm a college graduate."

Tech Support: "Ok, let me finish typing up this report. You will get a reply within one business day."

Customer: (exasperated) "Geez, I paid a huge amount of money for this computer. The least you can do it make sure it works before sending it to me! To add to the poor

quality control, you even sent me one extra power cord."

Tech Support: "An extra cord was in the box?"

Customer: "It looks just like the one I plugged in the monitor and computer. I have no use for this other one."

Tech Support: "Sir, can you double check the serial number on the back of your computer?"

I heard a few muffled grunts as he crawled over his desk. He repeated the serial number from the sticker. I didn't bother to verify it.

Tech Support: "Oh, by the way, can you check to see if the computer is plugged in?" Dead silence. I could just picture the man's face when he realized that the computer was never plugged in in the first place and that the "extra" power cord was for the computer. I didn't wait for a response from him. I thanked him for calling, hung up, and closed the case. ☐☐☐

doing the right things right, even when it is HOT!

We wanted to take a moment, while sitting in an air conditioned office typing away, to say THANK YOU to all of our team members at AirTight who are out in the heat, sweating up on your roof repairing, maintaining, and installing the air conditioning systems. Too often we take for granted the thermostat doing its thing and keeping us and/or our IT gear even tempered. These guys are out there working in extreme conditions and still performing at a superior level. So, to all of you out in the heat doing the right things right, a great big salute to you for your efforts; they do not go unappreciated.

Have you hugged your technician today? ☐☐☐





THE UNIFIED GROUP

together we make the difference


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.

employee spotlight

Production Coordinator

Details and more details are two things that are important to one of AirTight's most influential employees. Kate Wehner has been with AirTight for about three years now, and she continues to help us set the mark for excellent performance. Kate worked for Carrier Corporation in Syracuse, NY before transferring



to Charlotte and joining AirTight. Recently married, Kate and her new hubby Mike reside in South Charlotte. We feel very fortunate to have Kate on our team. You should feel comfortable knowing she is taking care of your needs as well. 

At AirTight we strive to be a leader in the heating, ventilating, and air conditioning industry. AirTight is deeply committed to customer-based relationships focusing on communications, quality and integrity. It's the only way we know how to do business.

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