

# comfort zone

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## take care of them and they'll take care of you

Smart building owners know their employees are an investment in their business's success.

Therefore it makes sense to ensure your employees are comfortable and satisfied, and as dedicated to your company as you are to them.

There is a direct link between employee comfort and productivity. When workers are satisfied with their environment, and can work in greater comfort, they will be more productive. Studies have shown that increases in productivity of up to 20% can be achieved by improving employee comfort.

According to the International Facility Management Association's (IFMA) most recent survey, comfort issues are consistently the number one and number two tenant complaints. Ninety-four percent of respondents said their biggest complaint is being too cold, and 91% complained of being too hot. Thirty-four percent of complaints occur during the winter and 29% during the summer months.

The effects of poor comfort reach beyond productivity losses. An improperly maintained system can cause employee dissatisfaction, even increasing employee turnover. And since the costs involved in gaining new employees greatly outweigh the costs of keeping them happy, you'll see even greater losses.

Your HVAC system plays a major role in overall operating expenses and occupant satisfaction. A well-chosen HVAC system and service provider can pay off in energy savings, employee comfort and productivity, and is also critical to the long-term performance of your building. With technology and performance improvements, organizations can see a considerable reduction in the expenses that they incur over the life of a system. But the key to realizing this reduction is employing an HVAC contractor who is familiar with your needs and has the capabilities to achieve them. ☐

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### hvac conservation tips

- Lower set points in common areas and tenant zones that are in heating mode
- Reduce domestic hot water temperatures
- Reduce hours of operation for heating, ventilation and air conditioning systems
- Perform operations and maintenance procedures to ensure that HVAC systems are performing at optimal levels
- Set hot water tanks below 105 degrees
- Reduce temperatures in occupied areas to 68 degrees
- Check all entrances for tight weather seals on doors and windows 📐

### feel the heat

The greatest factor affecting how much heat a building requires is outdoor temperature. Even in a well-insulated building, heat loss increases as the temperature falls. Some other factors include solar gains, building occupancy, and open windows and doors.

An outdoor reset control continually adjusts heating system supply water temperatures to compensate, providing more heat when it's colder and less heat when it's warmer. The water can be run cooler during fall and spring, and hotter during the coldest parts of the winter. For most of the heating season, the control saves energy by operating at a lower temperature, reducing the amount of heat lost. This improves boiler efficiency and indoor comfort by providing a better match between boiler output and space heating needs.

#### The Facts

- As of 2012, all boilers installed in the U.S. will require automatic temperature control.
- Outdoor reset works for both traditional and condensing boilers.

#### The Benefits

- **Less indoor temperature fluctuation:** When the reset control is properly adjusted, water temperature is

perfectly matched to load conditions. Rooms don't undergo noticeable changes in temperature, as is often the case when heat is delivered through on/off cycles.

- **Reduced expansion noise:** With reset control, changes in water temperature take place over hours—even days—rather than in seconds as it can with on/off flow control. Piping expansion noises are far less likely to be noticed.
- **Reduced possibility of thermal shock:** Hot boilers are less likely to receive slugs of cold water from zones that have not been flowing for several hours.
- **Nearly constant water circulation:** Because the water temperature is just right for prevailing conditions, flow through the heat emitters is seldom interrupted. Besides improving comfort, constant circulation protects against localized freezing during deep setbacks or boiler down time.
- **Reduced fuel usage:** Outdoor reset control reduces fuel consumption in buildings. While exact numbers fluctuate from building to building, conservative estimates indicate a 10 to 15% savings. 📐



### how to give back to a community & grow from within



AirTight is a company that is continuously looking for ways to outsmart or at least, out last the thinking of normal folks. We have hired, educated, promoted, and championed many people that society doesn't quite understand... yet.

We tend to embrace the more contrasted ideas and embrace those who have a non-traditional approach, but yet "get it", all the while, elevating the folks who put people first and triumph over adversity.

AirTight understands the complexity of the many mechanical systems that we are challenged with taming everyday. We also want to promote and indemnify those who have served a higher purpose than HVAC, so we salute our veterans and those who support them. AirTight represents many of America's armed forces within our ranks, and it is with great pleasure that we serve our clients with such a patriotic force. We are only as strong as a nation and as a company as the men and women who are willing to fully engage! 📐

### employee spotlight



*Sales Rock Star & Marketing Diva*

Now that is a title that has to be earned!

Sarah Clark has been with AirTight for almost three years and earns her keep everyday. Sarah joined AirTight straight out of college; she attended The College of Charleston in South Carolina and immediately delivered an impact to AirTight. The owners of AirTight met Sarah via her parents at a Christmas party and the rest as they say, is history.

Sarah lives in Fort Mill, South Carolina with her significant other whose first name is Clark (go figure!) and Cooper, named after the river that flows through Charleston. We are proud to have Sarah representing AirTight. What she does, some of which is unseen, is duly noted and appreciated by all! 📐

### what we do is what we have always done!

What we do in regards to customer service is what we have always done! Today's common chatter is that the new and/or regurgitated service provider is going to "Take care of you and your needs". We find that offensive, because it's what we've been doing all along. We did not need a recession or economic setback to realize that our clients rule.

We still have the first customer we ever had! We build relationships built on trust and integrity. Give it a try; we bet you will like it! 📐






## 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](http://www.theunifiedgroup.com).

### clouds or no clouds?

One of the reasons the idea of cloud computing is getting so much traction is the efforts of companies other than Google to make it happen. Microsoft, Amazon and IBM are some of those known to be considering cloud offerings.

Two of the leading candidates to compete with Google may be joining forces. In July of 2009, Microsoft announced it made an agreement to partner with Yahoo, which could help both companies in their quest to beat out the search giant. 

We strive to be the HVAC leader in the commercial, critical site/data center and industrial markets. AirTight is deeply committed to customer-based relationships, focusing on communications, quality and integrity.

**AirTight**

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