



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

Shawn Reep / Father, Husband, Technician and most of all, a Great Person!

AirTight is so proud to introduce all of you to Shawn. Having been with AirTight since 2003, Shawn has really honed his technical skills and does a great job solving technical problems. The true joy of knowing Shawn, his wife Debbi, and their four children, Zeke, Zoe, Zaria, and Zane is to understand how committed he

is to his family, and he still has time to do whatever it takes at AirTight! We are thrilled that he is here and his being here is proof again that good people attract good people. Regardless if you are talking HVAC or not, Shawn is the kind of person that we should all strive to be. 



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One Link of the Chain

national presence with a local mindset

Wouldn't it be nice to get the benefits of a national HVAC service provider combined with the responsiveness and attitude of a local independent commercial contractor?

Well, it is possible through The Unified Group, a network of highly qualified independent mechanical contractors.


The Unified Group takes an approach that is different from brokers, consolidators, manufacturers, and other national service companies. The Unified Group represents the best of the best in the HVAC industry. That elite position is ensured through ongoing training and education programs, and by the shared commitment of our member firms to continuously raise the level of service and increase the value provided to our customers.

The average Unified Group contractor has been in business for 37 years and has on average 22 service technicians all committed to the highest standards. Our rigorous screening process ensures only the country's elite providers are awarded membership in The Unified Group. Our members are handpicked for their experience, reliability, commitment to quality, and excellent service.

Choose a company that takes ownership for each and every service call, one that provides guaranteed response times, dedicated contacts, and consistent communication. Quality performance is the backbone of success, and each and every Unified

company uses this as their guide for work. By utilizing your local Unified Group member contractor to provide your HVAC service either regionally or nationally, you realize these benefits:

- National and regional coverage
- 54 quality mechanical contractors throughout the country
- 1,592 combined years of experience
- 1,032 service technicians nationwide
- One call for service, one primary contact
- Consistent quality service around the country
- Presence in the community
- Access to owners
- Personal relationship at each of your locations
- Greater sense of urgency
- True collaboration

Whether it is a single site or multiple locations, our elite group of contractors provides hundreds of quality technicians and service support personnel who are ready, willing, and able to address all of your HVAC needs. This includes retrofit and replacement needs as well as preventive maintenance and service. Contact your local Unified Group member company listed on the back panel of this newsletter to discuss your local, regional, and national HVAC needs. 

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.

AirTight

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keep your condenser coils clean

The condenser coil on your air conditioner uses unfiltered outside air to reject heat. Because it is exposed to unfiltered outdoor air, it is important to clean the condenser coil as part of a scheduled maintenance program. The performance penalty of a dirty condenser makes this task one of the most cost-effective energy-efficiency practices available for rooftop unit maintenance. A dirty coil that raises the condenser temperature 10 degrees will reduce capacity by 7% and increase energy consumption by 10%.

Keeping coils clean will help your equipment operate more efficiently, keep your employees and customers happy, and save you money. It's worth the investment. ☐☐☐

prepare for winter now and save energy later

Summer will be upon us soon, and all thoughts of cold and snow are gone. But should they be? Now is the perfect time to create your budget for next winter's HVAC purchases.

In most businesses, heating, ventilation, and cooling typically account for 40%-60% of energy costs. One of the best ways to reduce energy consumption and offset rising fuel costs is to replace old, inefficient equipment with high efficiency technologies.

Benefits of energy efficient HVAC technologies include:

- Lower energy bills and reduced maintenance and operating costs
- Improved work environment with more uniform temperatures. Increased comfort translates into greater productivity
- Commitment to a sustainable future with the positive environmental impact of reduced greenhouse gas emissions

There are several higher efficiency boiler options available that can help you reduce your heating costs by up to 30%. A higher efficiency boiler system will also add to the comfort level in your building and reduce operating costs. Plus, it's better for the environment.

Annual operating costs: Standard efficiency boiler (2000 MBH input) \$19,925

Annual operating costs: Condensing boiler \$13,283

Annual savings \$6,642

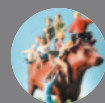
Note: Annual energy savings are approximate and will vary from project to project. ☐☐☐

A condensing boiler system offers superior heat exchange design and improved combustion technologies over standard efficiency units. A condensing boiler can capture latent heat from flue gases by condensing water vapor that normally goes up the flue. This creates efficiencies in excess of 90% and further reduces heating costs.

In addition to your natural gas savings, the installation of a condensing boiler can create a more uniform temperature, and reduce building maintenance and operating costs. These high-efficiency units also promote cleaner air by reducing greenhouse gas emissions.

A boiler should be capable of meeting a building's peak heating demand while also operating efficiently at more common load conditions. It is important to discuss optimal sizing requirements with your contractor. Properly sized equipment should improve operating efficiency, reduce capital costs and improve occupant comfort.

Here is a comparison of typical annual heating costs for a building with a higher efficiency boiler compared with annual heating costs for a building with a less efficient standard model.



high flying, fun jobs!

Recently AirTight was contracted to replace 42 roof top HVAC units. This sounds like a nice job and nothing too fancy, until you add in that we had to use a helicopter to lift the old units off the roof and put the new units on to the roof. Our customer decided that we needed to do the job in two phases. Phase one allowed for AirTight to replace 21 RTU's and one unit that serves the data room, and during phase two we replaced a total of 18 RTU's. Both phases were completed on-time and within budget. We helped provide the employees of the gear manufacturer a comfortable environment to work in as well as contributed to lowering the energy consumption of the plant overall. If you would like to see a video of this project, please go to www.myairtight.com and click on the "Quality in Motion" video. Thank you to the great team of AirTitans who worked on this project! ☐☐☐

business continuity planning

What would you do if you went to work, and as you were pulling up into the parking area, you couldn't see the building for all of the fire trucks blocking your view? How about if you were trying to log on to your network one morning only to find out from the IT group that the Data Center had flooded overnight and there would be no IT services available that morning, or for the foreseeable future?

Scenarios like these are not as uncommon as you might believe. We at AirTight urge each of you as business owners, department heads, or group leaders to plan for catastrophes and outages. They do occur and how you handle them can mean the difference in allowing your business to get through it or not. Several industry groups focus on these scenario-planning practices. Do your homework so when the problems arise, you and your group are ready. You may also visit www.cpaccarolinas.org for more information. AirTight is a proud sponsor of the local chapter of CPAC, which is the Contingency Planning Association of the Carolinas. ☐☐☐

what do you really need?

Most people do not spend much of their days or lives in Data Centers...well at AirTight, we do. We work hard to stay abreast of the latest technology and how to support the infrastructures that keep all of our networks, the internet, data bases and call centers humming along with incredible speed, not to mention the movement of massive amounts of data. If you need help with hot spots, space lay-out and/or rack configuration or anything associated with your critical environment, please give AirTight a call. We can assist you without being influenced by different manufacturers claiming different things. We evaluate each situation and help guide you to the best solution, not just to the flavor of the month. ☐☐☐

