



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

You just never know why we all end up where we end up. Macy Martinez joined AirTight without any experience in the HVAC arena. A chance encounter in the food service industry allowed her customer service skills to shine and the rest as they say, is history. Macy is a key component to the strong communication



and support that drives our production/dispatch group. Thoroughness and the willingness to do whatever it takes are some of her strengths, and to know her is to truly love her. She and her husband Guillermo reside in North Charlotte along with their Canine kid. 🐾

comfort zone

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new equipment, right reasons

In today's economy it's critical to increase the payback of every commercial building investment you make.

Choosing the right HVAC system can reduce operational costs, save time during installation and maintenance, improve comfort, increase productivity and help meet sustainability initiatives. Partnering with the right HVAC contractor can make all the difference in selecting and installing the right type of equipment.

Keep these factors in mind when you're investing in a new commercial HVAC system.

- **Consider the total cost of ownership.** Choosing a system with a lower lifecycle cost will have a much bigger impact on your bottom line than choosing the lowest-priced equipment. Take into account projected expenses such as annual energy usage, installation and maintenance costs, repairs and financing along with the initial cost of the equipment.
- **Choose an R-410A system now,** before R-22 refrigerant is phased out. While units will still be produced until 2010 (and the refrigerant made until 2020) production caps on R-22 refrigerant are expected to significantly increase the cost.
- **Select a high efficiency, ENERGY STAR qualified model** to help reduce energy costs while still providing a high level of performance.
- **Seek out efficiency rebates.** Utility companies are looking for ways to control

load growth, and many regional utilities are offering rebates to make high efficiency equipment more attractive.

• **Focus on indoor air quality.** Consider how the system you buy can affect your building's indoor air quality (IAQ), such as humidity levels and fresh air ventilation. A unit that measures both humidity and temperature allows you to control building comfort more accurately and effectively.

Installing a demand control ventilation (DCV) system with a carbon dioxide sensor provides an accurate reading of a room's occupancy level, then controls the amount of fresh air introduced based on output from the sensor. By providing just the right amount of fresh air, a DCV system can also help control energy expenses.

- **Investigate advanced control systems** that make it possible to improve energy efficiency and simplify troubleshooting.
- **Understand the type of components your HVAC system uses** and determine whether you will have the option to upgrade to more efficient components later.
- **Stress reliability,** looking for features such as high and low pressure switches that protect compressors from unnecessary wear and tear to minimize repair expenses. 🐾

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. It's the only way we know how to do business.

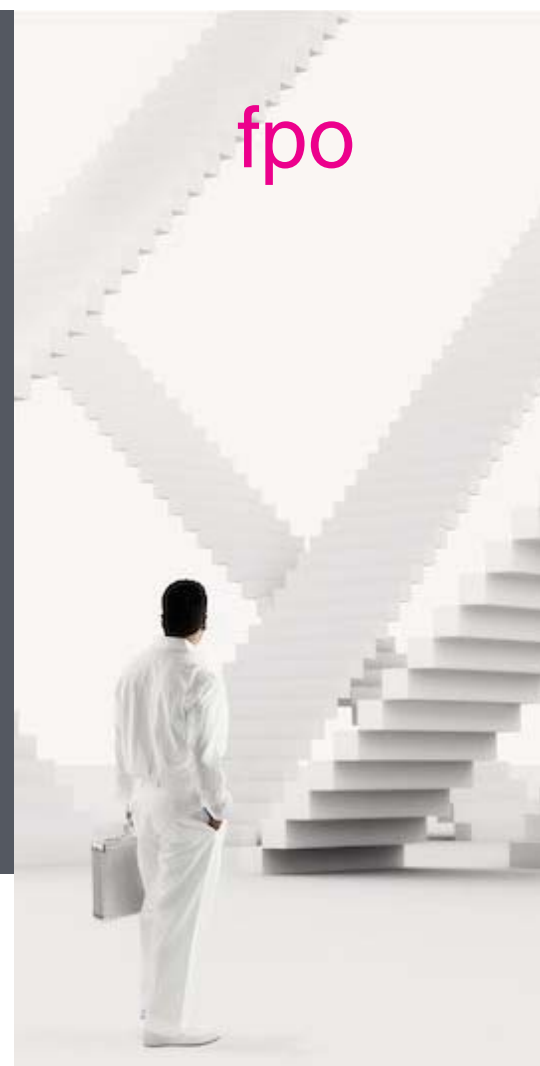
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r-22 refrigerant update

The HVAC industry is facing a shortfall of HCFC-22 as early as next year. A proposed EPA allocation rule would take effect in 2010 resulting in a 20% shortfall of virgin R-22. Because of this, the industry will need to rely in part on the recovery and reuse of recycled and reclaimed R-22.

To cope with the challenges of these changing technologies and times, contractors need to rely on their industry contacts. Unified Group members are able to learn from and share information with the best contractors and partners in the industry. Be sure your company is kept up to date by working with a quality contractor. ☐☐☐

system checks to ensure proper performance

Make sure that your HVAC system is performing properly so that you can prolong the unit's life expectancy and decrease your overall operating costs. With summer quickly approaching, maintenance performed by a training HVAC service technician is especially critical.

There are some warning signs to look for that may indicate that your HVAC unit has experienced a loss in productivity and total lifecycle costs:

- Dirty evaporator coils, condenser coils and filters can reduce the performance of your air conditioning system, costing you more energy dollars and decreasing the life expectancy of the unit
- An improper refrigerant charge can damage the compressor in your air conditioner, increasing your electric energy costs while reducing system efficiency and the overall lifespan of your equipment
- Dirty blower components produce inadequate airflow resulting in system efficiency losses and increased operating costs

- Clogged condensate drains can cause water damage and affect indoor humidity levels

To avoid these pitfalls this summer, but sure to have a qualified HVAC service company perform regular maintenance on your equipment. The checklist should include:

- Replace worn belts
- Perform filter changes (this may need to be done frequently depending on the environment where the equipment is installed)
- Inspect and adjust belts and blowers
- Inspect and lubricate blower bearings
- Verify cooling systems are operable
- Clean condensate drain, trap, and pan
- Check thermostat calibration
- Verify economizer dampers are set and operable
- Clean evaporator and condenser coils

The bottom line is that providing regular HVAC system maintenance not only helps to ensure that equipment is operating correctly but it also serves to help maintain unit performance and system efficiency as well as prolong unit life expectancy. ☐☐☐



saving money by greening the data center

Historically most Data Centers have been pure, raw energy consumers. As of late there are more and more ways to save electricity consumption within the Data Center itself. As the world becomes ever greener, and we implement green thinking in our daily lives, we must adopt technologies that may be new us, but pack a big punch at the power meter.

One such technology that AirTight has embraced and installed for a large high profile Data Center in the greater Charlotte, NC area is Ultra-Sonic Humidification. These systems can be up to 97% cheaper to operate than the conventional infra-red systems that are typically the standard option you get when you purchase a Computer Room Air Conditioner (CRAC Unit) from your standard contractor. The first project completed was designed to retro-fit 18 five year old units with this money-saving technology. The payback on this six-figure job was approximately 20 months, based upon the historical operating hours within that particular Data Center.

If you are interested in learning about this proven concept, maintaining the proper level of humidity within your critical environment and making better use of electricity, all while saving money, please contact AirTight to arrange an appointment. ☐☐☐

preventive: a good and accurate word

A Preventive Maintenance agreement allows you to fend off problems and expensive failures. Our custom tailored programs are designed for your specific needs.

As an AirTight preventive maintenance customer you receive the following benefits:

- Regularly scheduled maintenance inspections
- Guaranteed timely performance of maintenance routines
- Preferential treatment on emergency calls
- Increased equipment life, which reduces replacements and future problems
- Savings on labor and material costs vs. non-agreement customers
- Qualified service technicians who are familiar with your equipment
- Maximum equipment efficiency, which reduces energy consumption ☐☐☐

Preventive Maintenance Saves Energy!

How?	Savings
Adjusting the operating sequence, preventing over-shooting of temp	25-35%
Cleaning the indoor and/or outdoor coils	5-15%
Changing dirty air filters	10-15%
Removing scale And de-oxidizing the condenser (outdoor) coils	25-30%
Adjusting the air/fuel ratio of the burners in heating equipment	15%
Cleaning the burner assembly of your heating systems	15%
Removing the soot/build-up from fire side of the burners	9%
Eliminating belt slippage and poor alignment of fan motors	15-20%

doing the right thing, even when it looks odd!

Buying new vehicles now? Really! Ensuring a ready fleet requires a disciplined replacement cycle. We operate our fleet in the same manner we do most things, conservative and assertive with a large dose of common sense.

The economy is a bit off and others are keeping vehicles longer and skipping maintenance. Those are short-sighted plans. Without effective tools, we cannot do our job properly, so we'll continue to keep our fleet well functioning. When you see an AirTight vehicle, know the acquisition was planned, is well maintained and in excellent operational condition, ready to serve. ☐☐☐

