



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

Administrative Coordinator

Behind the camera on any movie set is a great support mechanism called a director. AirTight's behind the camera (scene) support is Ms. Linda Dominick. Having worked for a large chemical company and faced with the choice of moving back to Ohio or staying in Charlotte and joining



AirTight, well... we think she made the right choice. Linda is a key player in many tasks that go thankless; she may be handling AP, AR or even payroll. You can bet that whatever it is she is doing, it will be one of many tasks that help keep our boat afloat. Thank You Linda!

comfort zone

in this issue

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- Anticipate Equipment Replacement Needs
- One Link of the Chain

go hvac green

We are all aware of the increasing emphasis on reducing our carbon footprint, and creating a healthier environment, both inside and outside our facilities.

But how do we accomplish this daunting task? The best approach may be a systematic, step by step approach to the situation. But where do we begin?

- A commitment by top management in the form of establishing a Green vision that everyone in the company can rally around and participate in
- Every department in the organization must identify processes and technologies, no matter how small, that may contribute to the vision
- Ongoing support for the ideas that are manageable and measurable, and that move the company toward realizing the Green vision

One of the key areas that can contribute toward the efforts to going Green is HVAC operations. Installing high efficiency equipment, deploying technologies and maintenance practices that help keep equipment clean, and using building control systems are just some of the ways to realize big energy savings, while optimizing indoor comfort and process cooling efficiencies. HVAC maintenance is vital to the environmental and operational health of all facilities.

As a building owner or manager, if you are seeking LEED green building certification

for new or existing buildings, it's important to keep in mind the maintenance requirements when evaluating both old and new HVAC equipment. If the maintenance is not performed correctly, in a timely manner, this can result in the equipment becoming increasingly inefficient, running longer to achieve set temperature points, consuming more energy, and costing more to operate. There are three important points to remember regarding HVAC and Green:

1. LEED certification is about more than just meeting initial building performance standards; it's about sustaining optimal building efficiencies and performance.
2. Clean HVAC equipment will run efficiently and dirty equipment won't. High efficiency equipment is highly efficient only when it's clean.
3. Integration of maintenance-friendly technologies and processes is crucial to facilitating effective maintenance.

To help you navigate the process of going Green, look to a qualified HVAC contractor, like the members of The Unified Group. The right contractor can help you select the best equipment for your facility, provide maintenance that will keep that equipment running efficiently, and integrate the right processes into your maintenance plan.

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



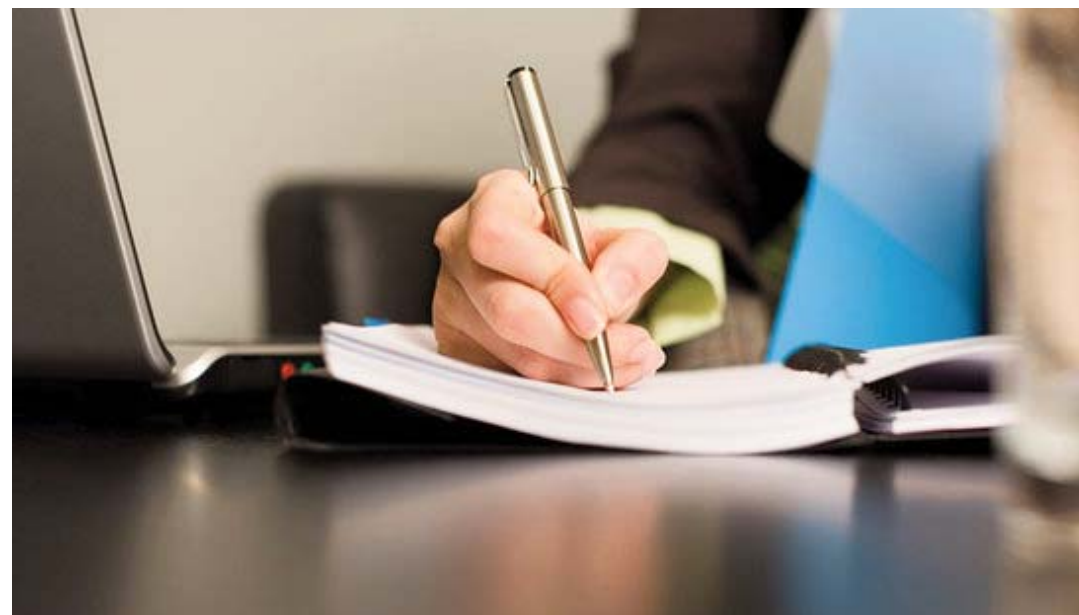
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save energy in your facility

With increased energy and fuel costs destroying operating budgets, what can you do to save energy?

- Institute HVAC preventive maintenance to ensure proper equipment operation and efficiency
- Clean air conditioning condenser /evaporator coils to ensure proper heat rejection and operation
- Inspect the ductwork distribution system for leaks
- Balance the HVAC system to deliver proper air volumes
- Install an electrical variable frequency drive on fans or pumps to match operation with actual demand
- Install a DDC control system to properly manage scheduling and set back of HVAC equipment and building lighting systems ☐☐☐



anticipate equipment replacement needs

At an estimated replacement cost of \$1,500 per ton of cooling, your HVAC equipment represents a substantial unexpected cost should it require replacement. If you have multiple pieces of equipment nearing 20 years or older that do not have a plan or budget for replacement, you could be sitting on a financial time bomb.

To help avoid an unexpected equipment replacement purchase, follow these steps:

1. Identify your current equipment size (tonnage) and age
2. Using 15 years of age as the age of replacement (as determined by ASHRAE), identify those units that have reached that age
3. Replace these units as soon as possible

4. If you have several units that exceed 15 years, have your HVAC contractor identify which units are in the most need of replacement
5. Determine if there are any “trouble” units that may need replacing ahead of others
6. Create a plan to replace a specific number of units each year
7. Budget for the replacements and stick to your plan

Once your equipment reaches 15 years of age, its efficiency versus that of new units, as well as the higher maintenance and repair costs, typically begin to outweigh the replacement costs. Planning and budgeting for equipment replacements will result in net savings for your company. ☐☐☐

controlling the uncontrollable

There are many expenses that are out of any company’s control. The good news for you is, by partnering with AirTight you can help prevent many challenging and costly problems within your facilities. By simply investing in a Preventive or Guaranteed Maintenance Agreement you can reduce your exposure to catastrophic equipment failure and extend the useful life of your HVAC equipment.

Preventive maintenance offers you many advantages. First, performing the maintenance tasks on a scheduled basis should offer you piece of mind.

You are also helping prevent costly repairs, you receive faster service response times, and finally, you’ll help your staff stay more productive due to their comfort.

Why choose AirTight? We provide an electronic database of your HVAC history with us. This unique tool can assist you with budgeting for capital projects, as well as allowing our technicians accurate history on all of the equipment, therefore allowing your dispatched technician the ability to diagnosis your systems faster.

If you have any questions about or just want to discuss an agreement to protect your HVAC investment, please call Sarah Clark @ 704.377.3886 or e-mail Sarah at sarah@myairtight.com ☐☐☐

the un-mystifying of acronyms

The HVAC, IT, and Facilities worlds have never been more intertwined. FM-200, Kw, BTU/hr, iCom, RP, DS, SC, CAT 5, bips, UPS, Kva, gigs, AC, DC, CRAC, CRU. These are just a few of the mash-up of letters, words, and symbols that we decipher every day.

AirTight is unique in that we speak all three languages: IT, Facilities and HVAC.

By having the ability to facilitate and understand the needs and directives of each group, we are able to serve our customers in a very unique way. Whether it is maintaining their current equipment or helping facilitate a growth strategy that will require more HVAC gear, multi-discipline-ease is one of the keys to our success.

As our lives get more and more merged and directed by technology, we see the need for the continued cross-understanding of all disciplines as being more important in our efforts to serve than ever before.

If you have an acronym that someone just gave you responsibility for, and you are not even sure what it means, call on AirTight to help de-mystify your unique challenge. ☐☐☐

redux in charlotte

Charlotte is The Banking Capital of the South, right? Have you ever pondered how many companies just support those banks? Recently, AirTight completed the remediation of a building’s mechanical systems, added data center environmental systems as well as cooling for the Telco and IDF rooms. All of this to support a company that supports the “behind the scenes” operations of a major bank.

The job highlighted AirTight’s customer dedication. Other trades were scrambling to finish before the move-in date. We had a final inspection and a few punch list items completed nearly three weeks in advance.

Thanks to AirTight’s Daniel Horton, Chris Dennison, Dustin Drake, Tim Glacken, Ryan Gunto, and Russ Castilow for a fantastic job! ☐☐☐

