



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.

iss kitchen

Peach-Banana Smoothie

Ingredients

- ½ cup skim or reduced-fat milk
- 1 cup nonfat plain or vanilla-flavored yogurt
- 1 tablespoon honey, or more to taste
- 2 cups (8 ounces) frozen sliced peaches or other frozen fruit
- 1 ripe banana, sliced
- 1 tablespoon bran, optional

Directions

In the order given, place the milk, yogurt, honey, peaches, banana, and bran (if using) in a blender and process until smooth. (The smoothies can be prepared up to 8 hours ahead, then covered and stored in the freezer.) Serve chilled. ☐☐☐

in this issue

What's New in Rooftop Units

Greenspeak

Operating Costs Up,
Energy Use Down

One Link of the Chain

what's new in rooftop units

At the recent 2008 International Air-Conditioning, Heating, Refrigerating Exposition (AHR Expo), several manufacturers rolled out new equipment, highlighting green technology, maintenance ease, and building footprints.

Below are some of the new products on the market.

Carrier Corp. introduced Novation heat exchanger technology on its Centurion rooftop units. According to the company, this new technology makes its rooftops smaller, lighter, and requires less refrigerant. It reduces the size of the rooftop by 10 percent and the amount of refrigeration by 57 percent.

Johnson Controls 7.5-ton rooftop unit uses R-410A refrigerant, and offers two-stage heating and two-stage cooling. It can be specified for cooling only, cooling with electric heat, and cooling with gas heat. Along with the unit is the new Light Commercial

Control System, which employs self-discovery and self-configuration, and a color touch screen that is user friendly.

Lennox International showcased its new Strategos rooftop unit, concentrating on its easy maintenance and high efficiency. The unit has efficiency ratings up to 14.3 EER, 16.1 SEER, and 16.4 IPLV. With four compressors, the unit provides four stages of cooling. According to the company, it is up to 66 percent more efficient than the most stringent requirements of the U.S. Department of Energy and ASHRAE. ☐☐☐

ISS is a leader in the commercial, healthcare and industrial air conditioning and refrigeration industry. We excel through our commitment to protect the health, safety and welfare of our clients and our employees.

Innovative Service Solutions

innovativeservicesolutions.com

2513 Industrial Boulevard
Orlando, Florida
32804
p 407.296.5211





greenspeak

The green movement is full of catchwords that can sound confusing, if not downright foreboding. Here's a glossary of commonly used green words and phrases, adapted from the environmental website thedailygreen.com.

- **Carbon footprint** A measurement of the effect an action has on the climate in terms of the amount of greenhouse gases it produces. Greenhouse gases, such as water vapor, carbon dioxide, methane, nitrous oxide, and fluorocarbons, directly contribute to the global warming effect. On average, each American sends 20 tons (40,000 pounds) of carbon dioxide into the atmosphere each year. According to environmental scientists, the world population collectively needs to reduce their carbon footprints by 60 percent to 80 percent to stabilize greenhouse gas concentrations to halt the environmental chaos that is now beginning to occur because of global warming.
- **Carbon offsets** These are measures (like tree planting or investing in wind farms or geothermal energy markets) sold to companies and individuals to balance out

the carbon dioxide their actions have let loose into the atmosphere.

- **Carbon tax** A proposed venture that would charge a tax on carbon dioxide emissions from burning fossil fuels, including gas for driving and fuel for air travel. So far, this is just an idea proposed by various environmental advocates.
- **Energy vampires** This term refers to electric appliances such as televisions, chargers, and clock radios that use energy even when turned off. The energy they use is also called a "phantom load".
- **Fair trade** A certification code used by TransFair USA (a nonprofit certifier) that ensures products such as coffee, tea, sugar, fruit, and rice (among other things) have been grown by farmers who are paid a fair price, provided credit, and given assistance in their business with the eventual goal of economic self-sufficiency.
- **Sustainability** This concept concerns how we should live now to preserve the world's resources for the generations after us. This means using methods of farming, building, and generating electricity that don't rely on exhaustible resources—like coal or oil—and can be used endlessly in the future. ☐☐☐

operating costs up, energy use down

According to a recent report from the International Facility Management Association (IFMA), the overall cost of running a facility is 10% higher than it was four years ago. Utility costs—including electricity, gasoline, fuel, oil, steam, water, and sewage—have jumped 19% from 2006.

What's interesting is that this is happening when energy consumption is down. Average electricity consumption has dropped from 93 kBtu per square foot to 81. This decrease in energy usage could be attributed to companies implementing energy conservation practices and equipment upgrades.

Performing simple measures such as adjusting heating and air conditioning controls, and performing preventive maintenance checks to keep equipment running efficiently, can make a measurable impact on reducing energy consumption. ☐☐☐

lean green HVAC machine

Today every form of media is creating hype over going "Green". Not by way of trees, plants, and shrubs, but in the way we think and talk about buildings, power management, and HVAC. According to Wikipedia, the definition of a green building is: the practice of increasing the efficiency with which buildings use resources (energy, water, and materials); while reducing building impacts on human health and the environment: This covers every aspect of a building's life cycle starting with site planning, design, construction, and continuing through operation and maintenance.

What does all of this mean to you? It means that we (you and I) need to be keenly aware of our surroundings in regards to power and cooling. The green movement involves all aspects of a building's indoor and outdoor environment: Controlling temperatures, conserving energy, even finding new ways to re-use the energy we are already consuming. Fifteen years ago no one had heard of an ERV system. Now all buildings of any size can utilize the technology.

An Energy Recovery Ventilation system is a mechanical component that pre-heats or pre-cools the outside air pumped into your building. This air is required so that air quality levels remain in check. This device simply reduces the amount of energy required to treat this outside air by conditioning it through a heat exchanger before it's brought into the building.

This is just one example of technology reducing the operating costs associated with rooftop HVAC equipment. "Smart Technologies" will provide a cleaner, healthier indoor environment while minimizing our precious natural resources.

Today, data centers are concentrating more computing equipment in smaller areas. Power consumption and HVAC requirements are being stressed. Managing this power consumption without depleting the available building resources is the challenge in the "IT" world. Facilities managers and building owners are faced with insufficient power and HVAC originally designed and installed in buildings. ERV systems and other technologies can overcome these shortages without depleting more resources.

In occupied areas, stagnant indoor air can quickly be contaminated with pollutants like dust, mold, pollen, and even carbon monoxide. An ERV can remedy this unhealthy situation and help lower your utility bills. The ERV creates a healthy balance of air exchanges when combined with a high-efficiency air cleaner and is very effective at expelling indoor air pollutants because it draws in fresh air at the same time it cleans the supply air.

Innovative Service Solutions is your HVAC technology experts. We encourage awareness and education. Visit our website at www.innovativeservicesolutions.com and these other links to learn how to turn your HVAC equipment into "lean green saving machines" www.thegreengrid.org/ www.ashrae.org/www.usgbc.org. ☐☐☐

software upgrade provides client benefits

In our efforts to continually provide the best customer service, ISS recently began a computer software upgrade to Data-Basics, Inc. Benefits to our clients are:

- Client portal through the Internet so you can access your information directly, when you want it
- Electronic billing to provide timely and accurate invoices
- Remotely accessible real time information for our sales team, so you receive electronic quotes quickly
- Detail reporting capabilities so our clients always have access to the information you need
- Handheld devices for field technicians (Q4 2008 or Q1 2009) to enhance communication and provide up to the minute information ☐☐☐

