



ADVANCE



AIR & HEAT COMPANY INC.



Fall Newsletter 2011

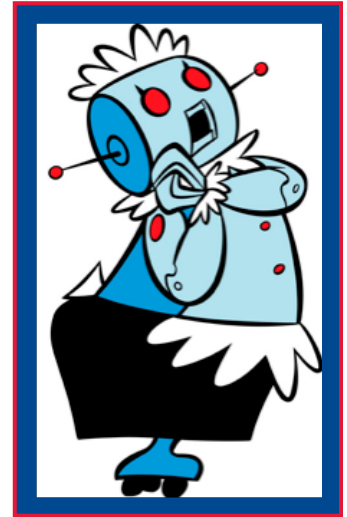
Building Automation - Not Just for The Jetsons Anymore

The level of automation seen on the 1960's animated sitcom The Jetsons is now a reality for many commercial buildings – though on a more practical scale. Building Automation Systems (BAS) can be used to program and control everything from HVAC, lighting, security, process equipment and more. And it all comes in a user-friendly interface that can be accessed from your on-site computer or by logging in remotely with a secure internet connection.

Now why would you want a “Jetsons” automation system in your building? Rather than list the capabilities of a Building Automation System, I thought I’d give a little day in the life peek into some of the things it can do for you. Wish I could animate it like the Jetsons opening sequence. Maybe next time...

6:00 a.m. It’s a typical early fall morning. Birds are chirping, sun is shining and the BAS system has the rooftop economizer fully open, letting the 62°F air cool off and freshen up the building before the first employee arrives. No need to fire up the cooling condensers yet. Save your energy for later. It is New England after all, and you never know what temperature you’re going to get.

6:30 a.m. Mary arrives, swipes her security card at the front entrance, BAS system recognizes her as an authorized user and as it allows her through the turnstile, automatically turns on the lights in her office on the second floor. -Continued on Page 2



Introducing Keith Henson, Head of the Building Automation and Control Division at Advance Air

Jetsons, stand aside! We’re expanding our Building Automation services with the addition of a new employee, Keith Henson. All the way from Paw Paw, Michigan, Keith comes to us with more than 13 years of mechanical and DDC control systems experience to head up our Building Automation and Controls Division. Keith’s mission is to help our customers find the right Building Automation System to meet their needs and then install, program, maintain, service and monitor the system to provide the greatest energy efficiency and comfort control possible.

Most recently Keith was one of the lead DDC technicians for Althoff Industries Inc. in Crystal Lake, IL, where he conducted preventive maintenance, repair, installation, programming, and commissioning of a variety of electronic control systems.

He is a Certified Tridium AX Systems Programmer, proficient in multiple programming languages such as XML, LonWorks, Java, BacNet, and ModBus. Prior to his career in the Building Automation field, Keith spent more than ten years in the US Air Force where he was responsible for the installation, troubleshooting, and repair of electronic surveillance systems onboard aircraft.

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Winning Entry in the Name the Energy WatchDog Contest

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Building Automation - Not Just for The Jetsons Anymore

(Continued)

7:00 a.m. Mary is still chatting with Anne at the water cooler. BAS hasn't sensed any movement in Mary's office in the last half hour, so the lights switch off to conserve energy.

11:30 a.m. The sun is still shining, but it's a wacko New England Fall day where the temperature climbs to 80°F in just a few hours - not to mention the crazy humidity that came out of nowhere. But no need to worry, the BAS system has already detected the rise in humidity and backed down that economizer so you're not cooling the hot wet air from outside, but recycling the already cooler drier inside air.

2:00 p.m. That lunch meeting in 3rd fl conference room has gone long, there's lots of hot air to trigger those CO2 sensors to increase the fresh air to the room and cool down the hot tempers in those tight collars.

3:00 p.m. Meeting has finally ended (thank goodness) and everyone's back in their offices. As soon as the coffee cups are cleared away, BAS turns off the lights, cooling and fresh air.

5:30 p.m. Normally the building would be in night setback starting at 5:00, but BAS can sense the Anne is still hard at work (catching up after that long meeting and the earlier water cooler chat with Mary) and keeps things cool for her. It's cool again outside, so BAS switches back to free cooling from outside air.

6:30 p.m. It's Fall in New England, so it's already getting dark. Anne's not worried though because the BAS System has already turned the parking lot lights on. Anne leaves for the night and BAS closes up the systems behind her and the building can go into sleep mode for the night, saving bunches of energy in setback mode.

The brilliance of BAS is that without thinking about it, you only use the energy you need - no more, no less. And you get the benefit of full comfort, temperature, humidity and fresh air at the same time. For less money, you receive much better comfort than you had before, because you're measuring more inputs and making better control decisions with the information. So though the BAS system can't bring you breakfast like the Jetsons, it can make you completely comfortable while you're eating it and save you hundreds, even thousands on your energy bill. For more information on Building Automation Systems, visit us on the web at <http://www.advanceair.net/ddc.htm>.

Introducing Keith Henson, Head of the Building Automation and Control Division at Advance Air

(Continued)

Keith is temporarily renting an apartment in Plymouth while he searches for a more permanent home with his fiancée. When asked about the move from Michigan, Keith said, "Before I made the move to Massachusetts, my goal was to find a secure, well established, forward looking and thinking company where I could share my mechanical and controls knowledge and experience. I was excited to find that at Advance Air. I am looking forward to being a part of their team."



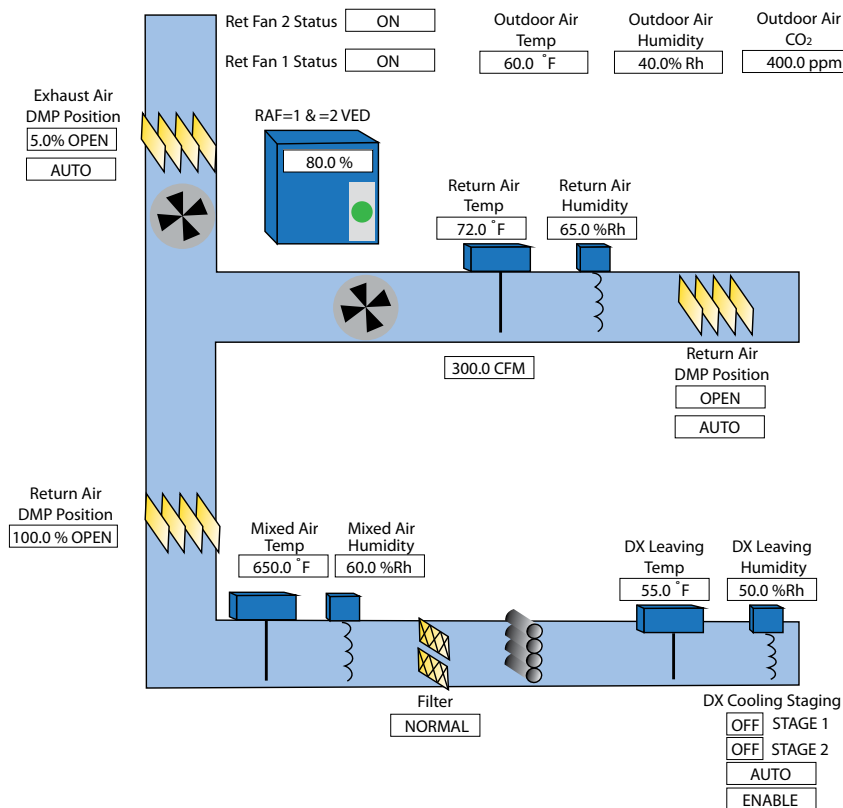
Keith Henson - Head of Building Automation and Controls Division for Advance Air & Heat

If you're in the market to upgrade your existing Building Automation System or considering a new one, Keith can help you find what's right for you. Give him a call at 508-763-3738 or email him at keith@advanceair.net.

A Peek at the HVAC System Side of Building Automation

Building Automation Systems are fully customized to provide the ultimate energy efficiency for your building size, use, needs, etc. Below is an example of a graphic showing an HVAC system. Some of the highlights:

- Complicated? If the system is commissioned correctly from the get-go, all of the complicated parts are automatic. You can easily manage the things you already do - occupied scheduling and temperatures set-points – from easy to use screens like the one below. For one or multiple buildings.
- You'll know exactly when your air filters need to be changed. Clogged filters reduce unit efficiency by 5-15%, but that's no reason to change your filters more often than you need to either. Let your system tell you exactly when you should change for max efficiency.
- BAS sends alarms to signal unit malfunctions, usually before your tenants/employees even notice a temperature change.
- You and/or your service companies can log into your system to troubleshoot systems before they dispatch a technician.
- Schedule change? No problem. Log in and change holiday scheduling, turn on systems for a special event, or permanently change occupancy settings with a few clicks of the mouse.
- Multiple sensors and detailed data analysis allow your service company to improve your comfort (temperature, air quality, humidity level, etc.) while at the same time managing energy consumption. Fine-tune your building to give you the best comfort you've ever had and save money doing it.



“Killer Watts” is the Winning Entry in the Name the Energy WatchDog Contest

In our spring 2011 newsletter, we held a naming contest for our new mascot, the Energy WatchDog. The winning name was submitted by our Facebook friend, Lynn Norcross. For her clever entry, Lynn received a gift certificate to one of our favorite local restaurants.

We liked the name because of its multiple meanings – the common dog name Killer, combined with watts, sounds just like kilowatts to measure energy and it also suggests that he is the “killer” of watts, which supports our ultimate energy goal to help our customers lower the kilowatts used in their commercial buildings! To find out more about our Energy WatchDog Program, visit us on the web at <http://www.advanceair.net/watchdog.html>.



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I hope you'll join us online at www.advanceair.net/news for our blog or search for "Advance Air & Heat Company" on Facebook – you can view us even if you don't have a Facebook page. Join the social networking revolution!



For changes of address, or if you'd like to receive this newsletter via email, please contact Karen DeSousa at karen@advanceair.net or 508-763-3738.

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