

Act now and get a discount on your cooling maintenance visit.

Let us test it BEFORE you need it!

Early Maintenance Discount



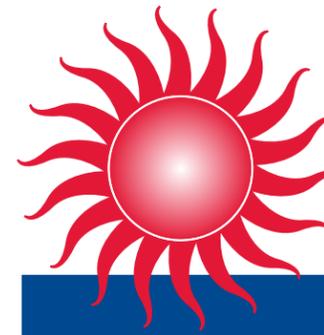
Call to schedule your cooling maintenance appointment before the end of March and receive 10% off!*

*Discount must be requested when scheduling appointment. Not valid on existing maintenance contracts. Maximum value \$200.

Roger Lamy, President
Karen DeSousa, Operations Manager
Rob Leal, Project Manager
Chris Lamy, Service Manager

177 Bullock Road, East Freetown, MA 020717
Phone: 508-763-3738
Fax: 508-763-8541
www.advanceair.net

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



ADVANCE
AIR & HEAT COMPANY INC.



Spring Newsletter 2008

Ductless Split Air Conditioning Systems

To duct, or not to duct - that is the question.

For small offices, historic buildings, or other applications where ductwork is too costly, impractical or even impossible, there is a quality alternative. Ductless systems provide multi-room air conditioning that's quiet, attractive and effective.

The traditional alternatives to central air conditioning - window or through-the-wall units - will get the job done, but they can be loud, unattractive and inefficient.

Through-the-wall units, or PTAC (Portable Terminal Air Conditioning) Units, are installed by cutting into an exterior wall and placing the unit inside a special sleeve to hold it in place.

Window units, as the name implies, are placed into a partially-opened window.

Window and through-the-wall units have potential security issues - a unit could be removed for access into a building through the unit opening.

Both are also noisier because they have the condenser motor and fan inside your room. In ductless split units, the noisy condenser is outside.

-Continued on Page 3

Ductless Split System



Modular systems available. Add up to four indoor units to heat and/or cool multiple rooms.

Combat the Tightening Economy by Reducing Building Operating Costs

When times are tight, it's just good sense to cut expenses. Where do you look to trim expenses? Staff? Marketing? Don't overlook your building operating expenses. These expenses - often taken for granted as a cost of doing business - can be reduced through using low-cost products and or simple techniques.

Lighting, security, fire protection, heating, cooling, and even operation of vending machines - all fall under the general heading of building operating costs and are all areas of significant expense to a building owner.

With so many products and techniques available, how can you be sure that your building is operating as efficiently as possible? A well-trained building management staff is key. Training and certification is available through a partnership of local utilities. The Building Operator Certification (BOC) program is a competency-based training and verification program designed to help building operators improve the energy efficiency of commercial and industrial buildings. As part of the certification process, building operators must complete project assignments at their own facilities - a built-in implementation process! All projects are designed to reduce energy consumption and greenhouse gas emissions, thus helping the environment while improving your bottom line.

-Continued on Page 2

What's Inside...

Ductless Split Air Conditioning Systems

Combat the Tightening Economy

A Baker's Dozen Energy Saving Ideas

www.advanceair.net

Combat the Tightening Economy by Reducing Building Operating Costs continued from page 1

What will building operators get from Building Operator Certification (BOC)?

- The most current know-how in building operations.
- Overall facility maintenance and operation training.
- Advanced training in maintaining, troubleshooting and optimizing performance of building systems.
- Employees benefit from continuing education credits for all course work.
- A national registration of your BOC certification – recognized in 20 states.
- A BOC certificate and identification card.
- A regular newsletter bringing you technical articles and news about training and re-certification opportunities (an excerpt from *The BOC Bulletin* is included in this newsletter).

Upcoming Level 1 Certification Classes		
3/13/08	Westborough, MA	National Grid
4/22/08	Westwood, MA	NSTAR Electric & Gas Corp.
8/19/08	Providence, RI	National Grid
9/23/08	Buzzards Bay, MA	Cape Light Compact and Keyspan

To register for upcoming classes and/or find more information about the Certification process, visit <http://www.theboc.info/ne>

A Baker's Dozen Energy Saving Ideas

by Alan R. Mulak, PE and William A. Turner, MS, PE (Excerpted from The BOC Bulletin Winter/Spring 2008)

1. Throw Away All Incandescent Bulbs. (Replace with Compact fluorescent lamps (CFLs)).
2. In Gyms, Garages or Warehouses, Replace Aging HID Fixtures with T5* High Output Fixtures.
3. Install High Performance T-8s everywhere else.
4. Install Occupancy Sensors.
5. Know Thy Utility Account Rep and/or Your State Energy Contacts!
6. Have a Game Plan to Replace Failed Electric Motors with Premium Efficiency Models.
7. Train and Keep Training Your Building Operators!
8. Purchase and Populate a Computerized Maintenance Management System (CMMS).
9. Change Your Air Filters and Clean the Strainer!
10. Review All Energy Efficiency Upgrades Every Three Years.
11. Conduct an After-Hours Assessment of Your Facility to Check Unoccupied Settings.
12. A Few Other Things that Save Money as Well as Energy:
 - a. Look into Vending Machine Controls to Save Energy.
 - b. Economizers on Rooftop HVAC Systems Take Advantage of "Free" Cooling.
 - c. Look Up Operations and Maintenance Best Practices at www1.eere.energy.gov/femp/pdfs/comguide_complete.pdf.
13. Begin to Plan for Future Items:
 - a. Roofing Upgrades
 - b. Window Upgrades
 - c. Air Sealing
 - d. Boiler Upgrades

For more detail on the above energy saving suggestions, see the full article in the BOC Winter Newsletter which can be found at http://www.theboc.info/ne/pdf/BOC_Bulletin_WS_08.pdf.

Ductless Split Air Conditioning Systems continued from page 1

The comparison-chart below gives you a quick-view sketch of some of the pros and cons of each type of HVAC unit available. Because the HVAC industry is constantly innovating, the best solution for you may not fall strictly within our illustration below. It is intended to give a basic overview of the most common types of equipment available. To find out what equipment or combination of equipment is best for you, always check with your HVAC contractor or engineer.

Unit Style Comparisons:	Through-the-Wall Unit (PTAC)	Window Unit	Ductless Split Unit	Central AC
Noise Level	Moderate Inside condenser/fan	Noisy Inside condenser/fan	Quiet Outside condenser/fan	Quiet Outside condenser/fan
Installation	Medium Requires cutting into exterior wall of building	Easy Mounts in open window	Medium Mounts on interior wall or ceiling - needs piping to exterior condenser	Difficult Requires ductwork and piping to interior and exterior units
Cost	Medium	Low	Medium	High
Appearance	Varies Doesn't block window. Attractive models available.	Unattractive Blocks view from window. Visible from inside and outside.	Attractive Low profile wall-mount or recessed ceiling-mount options available.	Nearly Invisible Only registers are visible from inside. Best option for visual appeal.
Expandability	None One unit per area	None One unit per area	Good Can add-on up to three units	Best Anywhere ductwork can go
Efficiency	Good	Good	Best*	Better
Ease of Care	Easy Washable filters and no belts	Difficult Must be removed and stored seasonally	Easy Washable filters and no belts	Medium Regular filter and belt changes

* Ductless splits have some of the highest rated efficiencies available. And because the air doesn't have to travel through ducts – usually located in 100 degree attic spaces – none of the usual energy losses associated with ductwork (a typical system loses 30-50% efficiency in the duct system!) occur. All of the cooling/heating goes right where you want it.