ADVANCE AIR & HEAT COMPANY INC.

Fall Newsletter 2010

Introducing Energy WatchDog – Advance Air's New Energy Management Service Program

Introducing Energy WatchDog, Advance Air's new Energy Management Program

Advance Air is pleased to announce the launch of its new line of service aimed at helping building owners and managers lower operating costs, particularly in the area of energy. We recently acquired technology that will allow us to provide our customers with detailed energy assessments of buildings and provide low and no-cost ways to save between 5-30% on energy. Advance Air is now uniquely positioned to help building owners and managers understand and then realize the best opportunities for energy cost savings.

Energy costs are the single largest controllable cost in most commercial buildings. Nationally, electric rates have increased over 20% over the past 3 years and here in the Northeast, we have one of the highest utility rates in the country. Utilities now represent an average 40-60% of a building's total operating costs. Building owners and CFOs face rising operating costs and slowing rents. Our Energy WatchDog program can help.

We believe that 'Green' is not only a positive way to live and work, but that it is also a strategy to increase profitability and asset value by lowering both operating costs and carbon footprint. Green buildings are achieving higher rents and higher occupancy while at the same time they have lower operating costs and also achieve higher sale prices.

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Advance Air is now a Certified Vykon Systems Integrator

Advance Air technicians Frank Travers and Chris Lamy both recently passed the rigorous training requirements to become certified as Vykon Systems Integrators. Allowing Advance Air to service, install and support all Tridium Niagara Building Automation Controls and Technologies.

What makes Tridium's line of products so great is their ability to successfully integrate multiple types and brands of controls systems to make them work seamlessly together right from your desktop computer. There have been several products that have attempted what Tridium has finally been able to do, but none have accomplished it as successfully. We are excited to bring their product to our customers.

Building Automation Systems, also known as Energy Management Systems or Direct Digital Controls, allow for control and monitoring of many different building-wide systems such as lighting, HVAC, security, and more.

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What's Inside:

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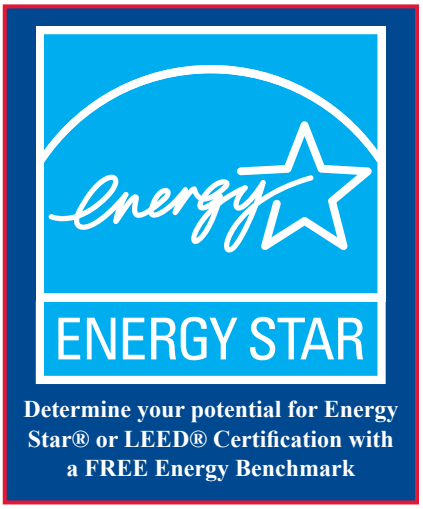
Energy Watchdog Continued from Page 1

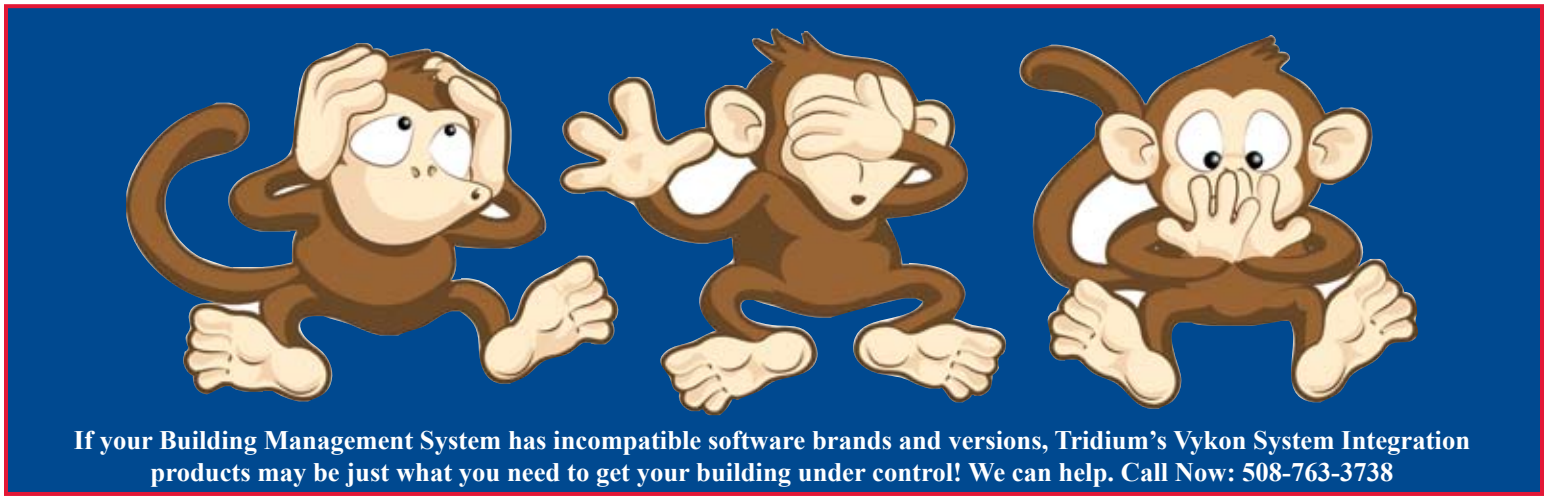
By providing stand-alone Green Building Services or by building Green Services into your existing Preventative Maintenance Agreement, we can help reduce your energy waste and lower your overall operating costs. Here's what our Energy WatchDog Program includes:



- **Benchmarking the energy performance of your building(s)** to determine how it stacks up against peer buildings and gauge the potential for energy savings and ENERGY STAR® or LEED® certification. You can view a Sample Energy Benchmark Report on our website: www.advanceair.net/energy.htm ;
- **Identifying low-cost and no-cost measures** which could help take a bite out of energy costs as soon as the very next month and return an almost immediate ROI.
- **Performing a detailed energy assessment** of your building(s) to identify specific energy conservation measures and provide estimated financial impact (ROI) of proposed measures so you can make informed decisions;
- **Providing On-Going Monitoring Services** to customers who have Building Automation/Energy Management Systems accessible off-site via internet which allows us to watch trends and catch issues before they cause problems.
- **COMING SOON:** Installing a system for continuous measurement of the energy used in your building(s) that uses sophisticated analysis software to verify that actual savings meet expectations and automatically generate alerts when energy use exceeds pre-set ranges.

We're striving to be a different type of HVAC Contractor. In addition to our full menu of HVAC-R and controls services, our Energy WatchDog Program allows us to be able to provide an even greater economic value to our service customers because of our ability to solve energy problems and lower overall operating costs.

"Are your Building Automation Systems having difficulty communicating?"



If your Building Management System has incompatible software brands and versions, Tridium's Vykon System Integration products may be just what you need to get your building under control! We can help. Call Now: 508-763-3738

Vykon Systems Integrator (Continued from Page 1)

From your desktop computer, you can easily view and change settings system-wide, or for specific areas, receive service alarms for malfunctioning equipment, monitor energy consumption by unit/area and more.

As these systems have evolved and new equipment is added and upgraded, it is not uncommon to find multiple software versions or even different brand names of software in the same building. Without a product like Tridium's to integrate these incompatible systems, you lose the ability to centrally program your building – which is the main purpose of Building Automation.

Technology is ever-changing, much of it for the better. But if your technology upgrades have gotten out of hand and begun to work against each other, it may be a good time to check out Tridium. With Tridium's help, we can make all of your systems get along.

Top 10 Low-Cost & No-Cost Energy Efficiency Tactics for Buildings

Adapted from Building Operators & Managers Association (BOMA) Energy Efficiency Program (BEEP) Program for HVAC.

1. **Reduce After Hours Usage of HVAC & Lighting**
   After hours usage is sometimes unavoidable, but blatant "on" equipment and lighting during unoccupied times is never by design. Talk to the tenants to learn if they are actually using their space during the lease-required operating hours, measure actual schedules using data logging equipment and adjust building operating hours to reflect actual tenant usage.
2. **Optimize Start-Up Time and Equipment Sequencing**
   Optimize the start time by turning on your equipment as late as possible in the morning to reach the desired set point when tenants enter the building. Sequence the equipment in the building over a half-hour or so to lower the peak demand.
3. **Coast the Last Hour of Operations**
   Understanding your building's occupancy schedule as in #1 may allow you to turn off heating and cooling equipment during the last hour of occupancy. Be sure to maintain ventilation rates within code as you optimize the staging of systems off. The time may be different on Fridays, for example, if people leave early for the weekend, than it is earlier in the week.
4. **Outside Air Temperature Lockout**
   To avoid the painful cost of simultaneous heating and cooling, institute an outside air temperature lockout that does not allow the heating system to operate above a certain outside air temperature. The same idea can be applied to the cooling system, close to the edge of the ideal free cooling times for your economizer.
5. **CW/HW Supply Resets**
   Reset the chilled water supply (CW) and hot water supply (HW) based on outside air and supply air temperature to use the minimum amount of energy to satisfy the set points. Like many of these measures, some amount of trial and error may be needed for your specific building.
6. **Supply Air Resets**
   To avoid unnecessary cooling and reheat issues, use a strategy of resetting the supply air temperature to the maximum temperature needed to cool the space to the set point desired.
7. **Economizer Tune Ups**
   Be sure your economizer controls are tuned and operating correctly to take advantage of the maximum amount of free cooling possible.
8. **Lighting Occupancy Sensors**
   The installation and use of occupancy sensors for reducing operating hours for individual zones or offices can have a meaningful impact on energy use. A salesperson's office which is only occupied for an hour every morning prior to making calls does not need lights on all afternoon.
9. **Daylight Controls on the Perimeter**
   In a building with great perimeter light from large windows, adding daylight controls to specific light fixtures can reduce their use dramatically in the same way occupancy sensors can.
10. **Tune Up Equipment**
    Regularly inspect all equipment and controls to ensure they are functioning as designed. Double-check EMS programming to make sure that operations are optimized. Example: one firm corrected an EMS software programming error from "And" to "Or" and saved $3,700 annually.

Social Networking Advance Air Style

If you like our newsletter, you'll love the up-to-the minute news and information available through our new social networking outreach. Advance Air now has a Facebook page and an online blog. Social Networks give us a quick easy way to get tips and information to our customers on a regular basis. Now, in addition to two newsletters per year, we can regularly post about new products, tips for energy conservation, changes in regulations and codes, and more as often as we want!

Now is the time to schedule your heating maintenance!

Booking Maintenance Now!

Call to schedule your maintenance now and your units will be ready to go for Winter.

508-763-3738

Ask about our automatic scheduling or Maintenance Agreements and never worry about forgetting to call again! You will also receive priority scheduling for all emergency service when you sign up for auto-scheduling or Maintenance Agreements!

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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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