

Now is the time to schedule your cooling maintenance!



Booking Maintenance Now!

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

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!

Roger Lamy, President
Chris Lamy, Vice President
Karen DeSousa, Editor & Operations Manager
Rob Leal, Project Manager

Phone: 508-763-3738
Fax: 508-763-8541
Email: info@advanceair.net
www.advanceair.net



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!



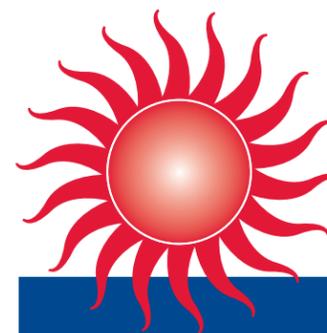
For changes of address, or if you'd like to receive this newsletter via email, please contact Karen DeSousa at karen@advanceair.net or 508-763-3738.

RETURN SERVICE REQUESTED

www.advanceair.net
East Freetown, MA 02717
177 Bullock Road



PRST STD
U.S. POSTAGE
PAID
NEW BEDFORD, MA
PERMIT NO. 448



ADVANCE



AIR & HEAT COMPANY INC.



Spring Newsletter 2011

Energy Audits – Not Just for the Big Guys Anymore

Energy audits used to be available only to big buildings with big budgets. Swarms of engineers would descend upon million square foot buildings and spend weeks crunching numbers and running algorithms to produce a \$40,000 report. New technology enables us to provide the same service for small to mid-size commercial buildings at a fraction of the cost. With our Energy WatchDog Program, we can help you identify areas of energy waste and quickly and inexpensively fix them, so you start saving money immediately.

Energy WatchDog includes three pricing options to fit your budget. Each offers an annual energy benchmark to gauge your energy performance and measure our effectiveness as your energy service provider. Options include:

- Energy Audit
- Energy Service Agreement
- Energy Service Agreement with Continuous Energy Monitoring

Why should you monitor your energy consumption? Anything that can be measured can be improved. Your energy bill is one of the largest, most controllable costs on your building operating budget. And when you reduce it, the cost impact is immediate and lasting.

An energy agreement can identify areas of energy waste that can be quickly and inexpensively fixed to immediately reduce your operating costs. According to the Building Owners and Manager Association (BOMA), up to 30% of a building's operating cost is energy. Using this program, we can reduce your energy consumption between 5 - 30%. Take a look at your monthly energy bills...what would 5 - 30% savings mean to you?

-Continued on Page 2

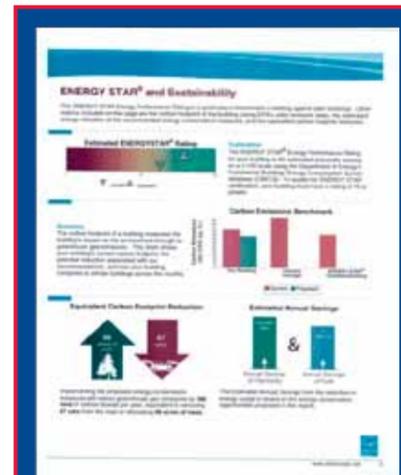
Advance Air Welcomes Jeff Pratt to our Staff

With more than eight years of experience in the innovative market of Building Automation and Energy Efficient application development, Jeff Pratt recently joined the staff of Advance Air & Heat Company to implement our Energy WatchDog Program.

Jeff's credentials include experience with controls system design, programming and support utilizing several control system platforms, as well as field service and system commissioning.

"I look forward to this opportunity to contribute to the experienced team at Advance Air & Heat and provide valuable insight and positive energy toward developing strong business relationships among its client base."

Jeff is currently working on bringing customized energy programs to maximize value to our customers. Give him a call to see if he has a solution for you!



Sample Energy Audit

What's Inside:

Energy Audits –
Not Just for the Big Guys Anymore

Advance Air Welcomes
Jeff Pratt to our Staff

Name the Energy WatchDog Contest

MassSave Announces 2011 HVAC
Rebate Program

Advance Air & Heat, Inc
177 Bullock Road
E. Freetown, MA 02717
508-763-3738
www.advanceair.net

Name the Energy WatchDog Contest

What's sadder than a dog without a name? Help us name our Energy WatchDog mascot. If your name gets chosen, you'll receive a gift certificate to one of our great local restaurants.

To submit your WatchDog name, visit the Name the Energy WatchDog Event on our Facebook page or visit our website www.advanceair.net and click on the Energy WatchDog Contest link. We will be accepting entries until April 15th on a first come first served basis. The name will be selected on Monday, April 18th and we will contact the winner with prize information. Don't forget to leave contact information on the page so we can let you know you won!



Energy Audits (continued)

In order to determine your potential for energy savings, the first step is to conduct a free energy benchmark for your building. Following the Energy Star® rating system, we will determine how your building stacks up to others of the same size and use. From there, you can select the best energy service to suit your needs and budget. Options include:

Energy Audit

An Energy Audit is the most extensive of the three options. Not only will we identify both immediate fixes and long-term energy-saving strategies, it will include a detailed cost-benefit analysis of each strategy. This option is extremely valuable to customers who find their Energy Benchmark scores are on the low end – which means they have the greatest potential for energy savings - and are interested in a comprehensive approach to saving energy. An Audit will give this customer the return on investment (ROI) information they need to decide their path to maximum energy savings. This is particularly useful when planning capital improvements for energy savings vs. low or no-cost service or programming changes.

Energy Service Agreement

An Energy Service Agreement (ESA) is a lower cost alternative to an audit. It includes an Energy Assessment to identify areas of energy waste that need to be addressed, a comprehensive mechanical maintenance program and HVAC controls monitoring program. The ESA is the perfect solution for customers who show potential for energy improvement but don't need or want the expense of a full upfront cost-benefit analysis. Annual energy saving results will be shown by the annual Energy Benchmark included in the agreement. In many cases, the energy savings more than pay for the cost of the agreement.

Energy Service Agreement with Continuous Energy Monitoring

In addition to receiving the benefits of the Energy Service Agreement, this option also includes a continuous energy monitoring service. The purpose of continuous energy monitoring is to track actual energy usage data to pinpoint specific energy problems as they occur and diagnose trends to give you even more control of your energy spending. This data can be collected from your utility or via electric sub-meters installed by us. This is an excellent way to fine tune energy spending to get the biggest bang for your energy buck.

If you're not interested in paying swarms of engineers, but you want the data you need to reduce your operating costs quickly and dramatically, these Energy Programs are the solution for you. Get results fast and make changes that save you money now. It doesn't have to cost a lot of money to save – with low and no-cost fixes you can save between 5-30% on your energy bill. You'll see results year after year as your building benchmark score goes up and your energy costs come down and stay down. The first step is completely FREE. Call us now to schedule a free Energy Benchmark and see what your potential for savings is.

COUPON

**FREE
ENERGY
BENCHMARK**



To receive a **FREE ENERGY BENCHMARK**, you must provide one full year of all energy bills, building square footage, use, and other data as needed. Buildings must be over 5,000 square feet and have a use that is defined and available under the Energy Star® benchmark program, including commercial space, school, church, warehouse, retail, hospital, etc. Industrial use building benchmarks are not available at this time.

Call Jeff at 508-763-3738 or email at jeff@advanceair.net

COUPON

MassSave Announces 2011 HVAC Rebate Program



MassSave has continued the HVAC Rebate program for another year, though with some less aggressive rebate amounts than the 2010 program. Below is a selection of some of the rebate incentives that are available:

- Energy Management Systems (Direct Digital Controls or Building Automation)
- Rooftop or Split System HVAC Units
- Variable Speed Drives
- Natural Gas Heat

Energy Management Systems (EMS)

Also known as Direct Digital Controls, Building Automation or Building Management Systems, an Energy Management System is a central computerized system for controlling the HVAC and other systems in a building such as lighting, security, etc. The MassSave rebate program is available for existing buildings with existing HVAC equipment that install a new EMS system or expand an existing EMS system. Rebates are based on building square footage up to maximum of \$36,000. In addition to the rebates available, well-managed EMS systems are capable of providing dramatic energy savings.

Rooftop or Split System HVAC Units

High efficiency rooftop and split systems can qualify for rebates ranging from \$30-\$125 per ton depending on size and SEER rating. The 2011 rates are lower than 2010. For example, a 14 SEER unit of 5 tons or less would've qualified for a rebate of \$125/ton (\$625) last year; in 2011 it is only \$70 per ton (\$350). However, as technology advances, prices on the higher SEER units continue to drop, helping to mitigate the cost impact of high efficiency units. Rebates just sweeten the pot further.

Variable Speed Drives

Variable Speed Drives (VSD) control the speed of motor-driven equipment such as fans, pumps, compressors, etc. Motors without VSDs are only able to run in full speed or off. With a VSD, a motor can run at different speeds as needed. Motors running at full speed use nearly 8 times the energy of a motor running at half speed. VSD rebates vary from \$2,550 - \$10,500 depending on VSD size.

For more information on available rebates, visit your utility's website.

www.nstaronline.com/business

www.capelightcompact.org

www.nationalgridus.com

2011 High-Efficiency Natural Gas Equipment Rebates

Heating Equipment

Furnaces	Rating	Rebate
up to 150 MBH	92% AFUE* & ECM motor**	\$400
up to 150 MBH	94% AFUE* & ECM motor	\$600
up to 150 MBH	96% AFUE* & ECM motor	\$800
Condensing Unit Heaters	Rating	Rebate
up to 300 MBH	90% Thermal Efficiency or greater	\$500
Infrared Heaters	Rating	Rebate
All sizes	Low Intensity	\$500
Hydronic Boilers	Rating	Rebate
up to 300 MBH	85% AFUE* or greater **	\$500
301 to 499 MBH	85% Thermal Efficiency ***	\$2,000
500 to 999 MBH	85% Thermal Efficiency ***	\$2,500
1000 to 1700 MBH	85% Thermal Efficiency ***	\$3,500
1701 to 2000 MBH	85% Thermal Efficiency ***	\$5,000
Condensing Boilers	Rating	Rebate
up to 300 MBH	90% AFUE* or greater	\$1,000
301 to 499 MBH	90% Thermal Efficiency	\$3,000
500 to 999 MBH	90% Thermal Efficiency	\$5,000
1000 to 1700 MBH	90% Thermal Efficiency	\$10,000
1701 to 2000 MBH	90% Thermal Efficiency	\$15,000

Controls Equipment

After Market Boiler Reset Controls	\$225/ea.
Steam Traps	\$25/ea.
Energy Star® or 7-Day Programmable Thermostats	\$25/ea.

Notes

*AFUE = Annual Fuel Utilization Efficiency

**This measure will be discontinued after 2011.

+ All MBH levels are based on the unit's output.

NOTE: All equipment must meet program guidelines. All rebates are given on a per unit basis.

Restrictions may apply. Rebates are subject to change without notice.