



**ADVANCE** ❄️  
AIR & HEAT COMPANY INC. ❄️



**508-763-3738**

**[info@advanceair.net](mailto:info@advanceair.net)**

## Newsletter - Spring 2006

### **Advance Air Joins NSTAR to Improve Efficiency of Existing HVAC Units**

New technology is available that adds an entirely new dimension to HVAC maintenance, far beyond what could be accomplished through existing methods.

More than 60% of the HVAC units operating today are NOT running at peak efficiency, even though they maintain cooling temperatures. This means that your HVAC units may be running longer and working harder than they have to, costing an additional 5 - 40% in cooling costs.

So, how do you know if your unit is running efficiently? Advance Air has partnered with NSTAR to bring you a cost-effective way to test your equipment's efficiency and diagnose efficiency-reducing problems. With the **Honeywell Service Assistant**, the most advanced portable diagnostic tool on the planet, we can actually show you how efficiently (or not) your unit is. If it needs repair, we can show you the dollar value of your future energy savings (see sample report below). And we can even apply for rebates through NSTAR for qualifying repairs.



Honeywell Service Assistant

Here's how it works: we attach the digital tool to the HVAC equipment. The tool takes readings from the equipment then automatically calculates them. It then connects via the Internet to a comprehensive database of standards of operation for that particular unit. Based on these comparisons, the tool analyzes the efficiency and operating capacity of the unit, and provides recommendations for upgrades or repairs to increase efficiency.

If your budget is tight - and these days, whose isn't - we can provide you the information you need to budget and prioritize repairs and upgrades, including the return on investment or payback period.

**Call us now at 508-763-3738 to schedule your efficiency analysis!**

The analysis takes approximately 1½ per unit, at a cost of \$150/unit. Mention that you read about the Efficiency Analysis Program on our website, and receive **\$25** off the regular price.



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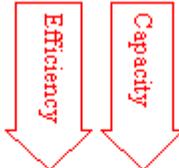
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**SAMPLE REPORT**

For: Company XYZ  
 123 Main Street  
 Anywhere, MA 12345



By: Advance Air & Heat Co.  
 177 Bullock Road  
 E. Freetown, MA 02717

Unit	Zone	Age	Stage	EI	CI	Diagnosis	Proposed Repairs	Savings
16	General sales area	N/A	1	. 80	76	DANGER: Add charge.	Leak, Check & Repair	\$288
15	General sales area	N/A	1	. 75	71	DANGER: Refrigerant flow restriction.	Cleaning Coil	\$376

A report like this will be generated from the Efficiency Test. Once repairs are made, a second report will show the improvements in efficiency and operating capacity of the unit. The Savings referenced above are based on calculations provided by NSTAR Electric for one year of normal unit operation.



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