



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



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## Newsletter - Summer 2006

### Smart Motors - Saving Energy by Running Motors Smart Instead of Hard

Yet another HVAC innovation that may save you money and help your HVAC equipment last longer and work more efficiently is the Variable Speed Drive (VSD) or Variable Frequency Drive (VFD).

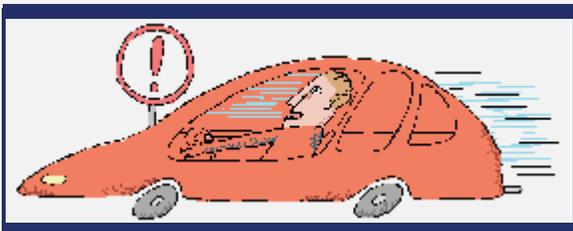
VFD and VSD drives control the speed of motor-driven equipment such as fans, pumps, compressors, etc. That doesn't sound very sexy, but when you think of how a motor runs, it becomes much more appealing.

Motors generally have two speeds, full speed and stop. VFDs and VSDs allow the motors to run at varying speeds to produce the precise level of comfort you need in a much more efficient way. To put a number on it, motors running at full speed use nearly 8 times the energy of a motor running at half speed.

nearly 8 times the energy of a motor running at half speed. The drives function like a brain for the motor. They tell the motors exactly how fast and how long to run to maintain desired temperatures, airflow, etc. At lower speeds, your motor is still able to provide you with ideal comfort but at much less cost.



Honeywell VFD



Because the majority of time, motors don't need to be running at full speed, systems without VFD or VSD drives use dampers and valves to get rid of the extra cooling or heating. **It's similar to flooring the gas pedal on your car and using the brakes to regulate speed.** In addition to being an enormous waste of energy, it's also very hard on the car. The drives reduce this kind of wear and tear on your motors.

In addition to saving energy and reducing wear and tear on your equipment, the drives can also alert you of potential problems or needed maintenance, minimizing equipment downtime. In some cases repairs can be done even before anyone notices a problem.

To find out how VFD/VSDs can work for you, please call **Advance Air** at **508-763-3738** or send an email to [info@advanceair.net](mailto:info@advanceair.net).



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### Summer 2006 - Going Above and Beyond in Your Maintenance Agreement

For those of you who are already Maintenance Agreement customers, you know the service that you get from Advance Air goes above and beyond the usual contractor.

Most HVAC contractors will perform maintenance and make sure your equipment starts. However, equipment that runs, doesn't necessarily run correctly. Better contractors will test the equipment, but then immediately convert the free maintenance into to a billed service call to diagnose any problems.

**Advance Air** not only tests your equipment but most often diagnoses any operational problems as *part of our maintenance visit*. That way, you know what the problem is before we start charging you. You get more for your budgeted maintenance money and have more information and better piece of mind before you authorize a repair.

To find out how our Maintenance Agreements can work for you, at **508-763-3738** or visit Equipment Maintenance page.



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