

Unico

January/February 2010



Feature Article

UniChiller Assembly Line

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UniSpot
INDUSTRIAL SPOT COOLING

The Unico System
Small-Duct Central Heating & Air Conditioning

UniChiller_{RC}
HEATS & COOLS

Maximum Comfort. Minimum Space

Case Study

Historic Homes and The Unico System are Always a Perfect Fit

OVERVIEW

A carefully preserved gem in the heart of Branford, CT, this 270 year old home has certainly stood the test of time. Built before the civil war and nearly 40 years before the signing of The Declaration of Independence, this home is an excellent example of the great workmanship found in early eighteenth century architecture.

While the house has been restored several times, it is apparent that great care was taken to preserve the original architecture. Exterior changes include an addition to the rear of the home, a two car garage and the original exterior has been restored as well. Ultimately though, the home largely remains as it was over 200 years ago.

STRATEGY

Although the home is registered with the National Register of Historic Places, it is now owned by private owners. This means comfort becomes a concern and while the owners wanted central air conditioning for their master suite area, they didn't want to disrupt the home's original integrity.

After searching online for something that would not damage the interior, yet keep them comfortable and all the while delivering the highest efficiency possible, it was decided that The Unico System was the right fit.

Matt and Mike Carlo of Innovative Air Solutions came up with the design of the installation. It was decided that they would install a Unico 1218 for the master suite and a Unico 2430 for the other bedroom area. Because efficiency was a concern, both Unico air handlers include the Advanced Control Board.

Matt and Mike installed a total of 29 outlets, with 11 in the master suite and 18 in the remaining bedroom areas. This will not only ensure total comfort, but bring noise levels to virtually zero. All of the Unico components have been matched to two Trane outdoor condensing units.

RESULTS

Although they have yet to complete their first season with the new system, the homeowners are already happy with the results they've seen. "We're very happy that The Unico System was able to be installed with minimal impact on our home." Now, 270 years later, this relic finally has the upgrades it needs to be not just a historic house, but a historic home.



The Unico System®

Small-Duct Central Heating & Air Conditioning

Unico News

Unico Expands Training Locations Throughout U.S. and

In an effort to provide access to Unico product training for HVAC contractors, Unico now has eight locations nationwide and in Canada where a contractor can go to take both Basic Product Training and Contractor Product Training classes. Unico knows that a contractor needs to have the skills and knowledge about how to install The Unico System and the UniChiller RC to provide the type of quality installation that a discerning homeowner demands.

Current locations include:

- St. Louis, MO
- Chicago, IL
- Seattle, WA
- Las Vegas, NV
- Toronto, Canada
- Boston, MA
- Glen Burnie, MD
- Miami, FL



For more information on Unico training visit:

www.unicosystem.com/training Or call us at 1-800-527-0896

Unico System Now eligible for the 30% Geo-thermal Tax

On December 1st 2009 the EPA published the "ENERGY STAR Program Requirements for Geothermal Heat Pumps, Partner Commitments Version 3.0". With this latest version the Unico System will now qualify for the 30% federal tax rebate as long as you use a chilled or hot water coil with the air handler. By installing a water-to-water solution the homeowner can receive the 30% federal tax rebate on the entire system. In the mean time we are working on a quick cross reference sheet that will help contractors pair an Unico System air handler to many of the geo-thermal manufacturers heat pumps being sold to homeowners.

For more information contact Unico Marketing Department.

Unico Manufacturing News

New UniChiller Assembly Line in the Works

As the demand for the UniChiller RC™ increases Unico is taking the necessary steps to improve the chiller production line. Starting January 3rd of this year Unico has been developing a new chiller production line in an effort to increase productivity and overall quality control of the UniChiller RC™ product. The new chiller line will have 5 stations all equipped with individually piped compressed air, oxygen and fuel gas for brazing, and nitrogen for purging. Each station will be equipped with the necessary parts and supplies to complete the assigned assembly at that point. Each station will also be equipped with the appropriate brazing equipment for the designated pipe size at that station as well. This will allow us the ability to move the chiller from station to station and once reaching the end of the line a completed UniChiller will be ready for shipment.

For more information talk to your Unico Sales Manager.



Unico Manufacturing feature: Tim Nieters

Growing up in South St. Louis, Tim Nieters started work at Nordyne in the 1970's and worked there for a total of 27 years. Starting on the production line, Tim quickly familiarized himself in processes such as lean manufacturing, inventory control, quality control and scheduling. Because of this, Tim was quickly promoted to a purchasing position which he held until he finally left the company in 2005.

With such great knowledge of the industry, Tim moved on and has now been with Unico for 5 years. Starting off in familiar territory as a planner/buyer, Tim also incorporated various quality control programs throughout the factory. A great example being a process called the Quality Mirror. This helps Unico constantly mirror the type of quality we would all like to see each time we open a carton filled with Unico product. Every week, Tim and a predetermined group of line workers randomly open finished goods, and check for not only quality, but accuracy of the particular model using the Bill of Materials in hand. Because of the hard work and determination using all of these ideas, Tim was recently promoted again to Production Manager.

When asked how he feels about Unico and his promotion, Tim commented, "I have truly enjoyed the past 5 years, working with Bob, Joel and all the Unico suppliers and now I'm looking forward to working with the quality minded employees in the production areas of Unico."

New Faces

Collins Walker, Inc. - Now a distributor of UNICO products in Texas

Located in Dallas, with over 25,000 sq. ft. of warehouse space, Collins Walker has been providing quality products and services to the commercial heating and air conditioning industry for over 27 years.

The mission the CWI is *"to continuously improve the quality of its products and service to meet and exceed customer expectations"*.

Contact:

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Allen Wood at Sassafra River Marketing

Unico would like to welcome Allen as our newest Manufacturer's Representative covering Virginia, Maryland, and the Washington DC area (formerly covered by The Joyce Agency).

Founded in 1993, Sassafra River Marketing serves HVACR distributors, providing them with the information and products needed to be able to offer superior service to their customers.

Contact:

Allen Wood

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(800) 225-9898

In Other News

In an effort to expand sales coverage Unico is proud to announce that W. T. Leonard is our new manufacturers sales representative for the state of Arkansas. Jim Mills, of W.T. Leonard, currently provides sales coverage for the Missouri, Southern Illinois, Iowa, and the Nebraska markets.

Unico manufactures the world's leading small-duct central heating and cooling solution, called the Unico System. Installed in historic preservation and renovation applications, high-end custom homes and any application where the homeowner, architect, builder or designer mandates superior indoor comfort. Unico is the pre-eminent Small Duct High Velocity HVAC product on the market today. Find out why installers and end users have made this heating, ventilation, and air conditioning system the product of choice for better comfort and aesthetics in hundreds of thousands of applications in the US and over a dozen countries world-wide.

The Unico System[®]

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Announcements and Upcoming Events

- **JOIN US IN NASHVILLE APRIL 28TH –30TH FOR THE 2010 BLUE HAWK SPRING CONFERENCE**
- **JOIN US IN OKLAHOMA CITY ON MAY 2ND –5TH FOR THE 2010 NATIONAL MAIN STREETS CONFERENCE**