

July/August 2009

Introducing the New 2.5 inch Threaded Outlet



In
This
Issue

2. Case
Study

4. Products
In the
News

5. 2.5" Product
Release

6. HVAC
Software

7. International
News

UniSpot
INDUSTRIAL SPOT COOLING

The Unico System
Small-Duct Central Heating & Air Conditioning

UniChiller RC
HEATS & COOLS RC

Maximum Comfort. Minimum Space

Case Study

Unico Plays Key Role in Achieving LEED Silver Certification

OVERVIEW

Built as part of the pilot program for the U.S. Green Building Council's Leadership in Energy and Environmental Design residential designation, Resonance House was the first home in Kentucky to receive LEED certification. Located in Lexington, Ky., the 4,400-square-foot home features low-e argon windows, high-efficiency lighting fixtures, LED and compact fluorescent bulbs, high-density recycled wool cellulose insulation, programmable thermostats, low VOC paint, recycled fiber carpet, hardwood flooring and FSC-certified woods. Ray Brown Heating, Cooling & Plumbing was the contractor selected to design and install the HVAC system.

STRATEGY

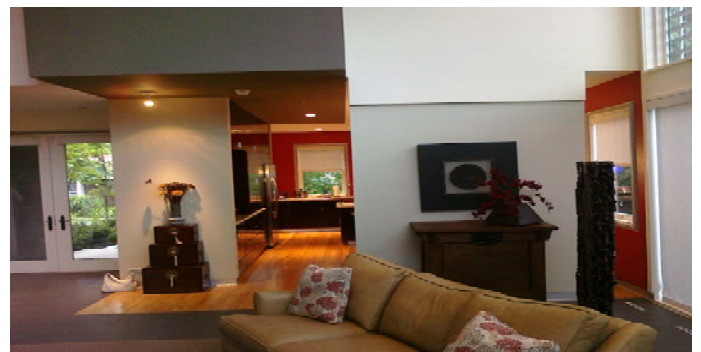
Ray Brown's solution was to use two split air-source heat pumps, one 3.5-ton Unico air handler, one 5-ton Unico air handler, backup electric heaters and Unico ductwork and outlets throughout the home. The home features a combination of round wood and plastic outlets, slotted floor and wall outlets, and even open slots that were screened off. The selection and placement of the outlets was based on load calculations. In general, the open slots are in the slate floor, the slotted outlets are on the walls, and the round outlets are on the ceilings and wooden floors. The Unico System provided two things for the project. First, it provided points needed to obtain the LEED Silver certification, as well as remarkable energy efficiency due to the 0% duct leakage. The use of The Unico System presented a unique opportunity in the LEED certification process because the traditional heating and cooling requirements did not account for small-duct, high-velocity systems. Ray Brown, Unico and Gregory Luhan

worked together to document The Unico System, providing engineering specifications to the USGBC to prove it met the requirements. The petition was approved to show Unico met the criteria.

RESULTS

According to Philip Brown of Ray Brown Heating, Cooling & Plumbing, Unico was very helpful during the design and installation. He said, "This project is a great example of Unico's flexibility. The ductwork, supply and plenum were all custom-made for this project."

Resonance House achieved LEED Silver certification in August 2008.



The Unico System[®]
Small-Duct Central Heating & Air Conditioning

Unico News

Unico Donates Equipment to Local Sheet Metal Union

In May 2009 Unico, Inc donated over \$10,000 worth of equipment to the Sheet Metal Workers International Association Local 36 Training Center.

The donated equipment included:

- 3.5-Ton Blower w/ Advanced Control Board
- 3-Ton UniChillerRC
- Round and Slotted outlets
- 2" Supply Tubing.

In a two hour session, Unico trainers - Michael Lindsay and Bill Brunsen – demonstrated the equipment features and benefits and instructed Sheet Metal Workers on the principles of refrigeration and how it pertains to airflow in The Unico System.



"Unico is committed to supporting education and training within the HVAC industry. In particular, it's to our benefit when installers understand how our system works." ~Michael Lindsay

The Sheet Metal Training Schools operate for the education of sheet metal apprentices and the continuing education of journeymen. It is a cooperative effort between Sheet Metal Workers Local 36 and the St. Louis chapter of the Sheet Metal and Air Conditioning Contractors National Association. Through the cooperation, it established the management body called the Joint Apprenticeship and Training Committee, which oversees the program.

Unico Expanding Relationships...

Unico is proud to announce our new Vendor Partnership with Blue Hawk. In this collaboration, our goal is to strengthen the relationship with our current distributor base as well as reach out to new distributors in areas where the Unico product needs greater exposure.

In addition to our partnership with Blue Hawk, we are now members of the Florida Chapter Air Conditioning Contractors of America (ACCA-FL) and a "Silver Supporter of USBGC-STL", U.S. Green Building Council – St. Louis Chapter.



Products in the News

Improvements made to Unico Supply Tubing



Recently, Unico made changes that keep the overall diameter of the Unico supply tubing more consistent. In the past, variances in the tubing could have been enough to affect fitment over the plenum fittings. This has become a thing of the past. Unico redesigned and rebuilt the tubing machines, which tightened tolerances and ensures that every length of tubing is within a very small variance as the next. Unico prides itself as being the premier manufacturer of small-duct product, and it just got even better.

For more information talk to your Unico Sales Manager.

Program Upgrade for ACB



The Advanced Control Board has been given a performance upgrade allowing it to do things previously unseen. First, the upgrade allows for a much smoother transition when the unit ramps up in speeds, making it easier on the motor and reducing sound. Also, the function of the “humidity only” button has changed. That particular function now remains on constantly, but allows the user the option to run at high or low speeds while in the humidity only operation. Finally, there are improved programming options for several, more unusual applications that have been made evident in the field.

For more information, please contact your Unico Sales Manager.

Unico Universal Thermostats

Unico thermostats feature easy-to-view, large blue displays, for easy programming without distraction. These thermostats are made exclusively for Unico by White-Rodgers and include all the standard features of their 80 Series® and 90 Series® thermostats. Available in three models—Good, Better, and Best—these thermostats are compatible with all Unico System air handlers and Unichiller systems. You can check out Bulletin 20-090 in the Unico Product Manual for more information.



A00915-G03

- Single Stage
- 4-Square-Inch display
- Quick one-button programming

A00915-G04

- All features of G03
- Multi-stage programming



A00915-G05

- All the features of G03 and G04
- Large, completely touch-screen display
- Programmable fan options

New Product

Unico Announces new 2.5 inch tubing with THREADED OUTLET

On August 15, 2009 Unico will be adding a new 2.5" tubing with a threaded outlet to Unico's existing line of world class products. "During the last Sales Meetings, and from discussions with Distributors over the last 8 months, it was determined that there is a need for the 2.5" tubing and a threaded outlet. "We listened to your needs and have responded to them with the release of the new 2.5" product line" says Randy Niederer, Director of Marketing. By adding the 2.5" tubing Unico gives the contractor more options when working to meet the needs of the end user.

To learn more about Unico's new 2.5" product line please contact your Sales Manager or Sales Representative.



2.5" Sound Attenuator Tubing



2.5" Aluminum Supply Tubing



Sound attenuator and supply tubing shown in R4.2, R6, & R8

Product Features

- The 2.5" tubing is paired with a new Threaded outlet
- The 2.5" tubing can deliver up to 50 CFM
- Full range of round outlets available
- Has the same sound level as a 2" outlet but more airflow
- If you have normal duct lengths and can maintain the same static pressure, you can reduce the number of outlets and save on installation time.
- Because of greater airflow capabilities, the 2.5" tubing and outlet are ideal for high altitude installations



UNICO, Inc.

Contractor News

Unico Now Included in HVAC Solution Software

HVAC Solutions newest Pro software (September 2009 release) will allow users to drag-and-drop super-intelligent Unico Chiller and Fan Coil objects used to design hydronic systems. The software includes all the necessary piping components to model most hydronic systems with unparalleled flexibility.

Top this off with the capability to select Unico equipment, export calculation reports, equipment schedules, schematics, and a bill of materials. Design in minutes what used to take hours or even days. HVAC Solution has become the design standard of the HVAC industry.


HVAC Solution software is a dynamic interactive systems building software for HVAC systems design. The only software of its kind; built by engineers for engineers. It works the way you think.



Unico's Fall Heating Promotion to Heat Up Q4 Sales

On August 1, 2009 Unico, Inc. will launch the 2009 Fall Heating Promotion. This years promotion is designed to put money back into the pockets of contractors who install Unico heating products into homes during the promotional period which runs from August 1, 2009 until December 31, 2009. A full list of products and the associated cash back offer, the Rules & Regulations, and other important information about the promotion will be available on our website starting August 1, 2009. Don't miss out on this great opportunity. For more information contact your Sales Representative, your local distributor or visit our website after August 1st at www.unicosystem.com/2009heatpromo

Fall Heating Promotion



It's Not A Trap...




Catch some cash with the warmth of a Unico System


Don't let the homeowner be the only one who benefits when they select a Unico System to HEAT and cool their home this fall. HEAT up your own sales and get a cash bonus as well when you install select Unico products during our FALL HEATING promotion which runs from August 1 to December 31, 2009.

It's easy, just purchase and install any of the following systems (See back for details) during our promotional period, then register the install by January 10, 2010 and Unico will send a check directly to you Mr. Contractor. And the more you install the more cash you receive. Oh yea, for every install you register online Unico will throw in an extra \$10.


In addition, Unico will provide a 5 year warranty on parts only for all qualifying equipment at no additional cost.


Visit: www.unicosystem.com/2009heatpromo
Fax: 314-457-9000








Sustained Growth Through 4th consecutive year







International News

Miami Training Center Hosts Contractors from Costa Rica

As part of Unico's efforts to provide in-depth training to contractors across the globe Unico trained both Jaime Forn and Javier Mata at our training facility in Miami, FL. Both Jaime and Javier traveled from Costa Rica to learn more about Unico and The Unico system. Also attending from Miami was Frank Diaz, Manuel Baquerizo and Jason Brackin. Thanks to all for making this an excellent training event.



Lagos Distributor, Multilinks Concepts, Visits Unico's St. Louis Facility for Training

During the first week of July representatives from Multilink Concepts visited Unico for 4 days of business and product training. Multilinks Concepts is located in Lagos, Nigeria. During their visit they spent two days with Pete Williams who provided an intense training course on the Unico System and its applications. "They were very excited to learn more about The Unico System and we discussed several possible projects utilizing The Unico System while they here" said Pete Williams of Unico. They also spent time with the marketing group so that both Unico and Multilink could better understand what challenges Multilink faces when trying to sell the Unico System to their customers.

In Other News



Leaders in the Metal Fabrication Industry!



Formed as a division of Unico, Inc., SGI produces components for The Unico System including the air handler shell. In addition, SGI has expanded its business to include custom metal fabrication and assemblies for other companies, along with specialized small to medium production runs.

SGI Manufacturing is one of the fastest growing metal fabrication companies in the Midwest. Located in Arnold, Missouri, SGI is headquartered in a 103,000 square foot facility, utilizing the latest technology in laser, turret, folder and press brakes.

To learn more about how SGI visit www.sgimanufacturing.com.

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 worldwide.

The Unico System®
Small-Duct Central Heating & Air Conditioning

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Announcements and Upcoming Events

- **UNICO TO ATTEND THE KANSAS AIA CONFERENCE IN SEPTEMBER**
- **LOOK FOR OUR NEW “PRODUCT MARKETING UPDATE BULLETIN” STARTING IN Q4**
- **COME SEE US AT THE NEW YORK STATE FAIRTHE UNICHILLER IS PART OF CORNELL UNIVERSITIES SOLAR HOME**
- **JOIN US IN NASHVILLE THIS OCTOBER FOR THE 2009 NATIONAL TRUST FOR HISTORIC RENOVATION FALL CONFERENCE**
- **UNICO TO ATTEND THE GREEN HOMES FESTIVAL IN SEPTEMBER**