

Unico

March/April 2010



The New Unico System Green Series with EC Motor technology has arrived!

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UniSpot
INDUSTRIAL SPOT COOLING

The Unico System
Green Series

The Unico System
Small-Duct Central Heating & Air Conditioning

UniChiller
HEATS & COOLS **HC**

Case Study

High End Condos Get High End HVAC Solution

OVERVIEW

A short walk to Beverly Hills and Century City, The Roxbury Condominiums have just opened in West Los Angeles, CA. These high end condos cater to the rich and famous, promising 5 star hotel treatment such as concierge service that greets you daily, a garden court-yard, and even a complete gym among other amenities. The interiors are outfitted with hardwood floors, stainless steel and granite fireplaces, as well as slab granite and marble countertops. Every interior door is Italian Milano and includes glass inserts for a more modern appeal. Every opportunity was taken to ensure that every need or want had been taken care of, and the heating and air conditioning were no exception.

STRATEGY

The original plans for the condos included using conventional soffit mounted heat pump split systems for the air conditioning. This meant that the ceilings for the first floor condos would be approximately 10-12 inches lower than originally planned, proving unacceptable to the developers. That's why Unico Trained contractor Al Lasry, of Climate Control, was brought in for a second opinion. Al suggested utilizing The Unico System, which can fit in much smaller spaces than traditional HVAC systems. In conjunction with the Unico representative, Al Racal, they worked closely with the Mechanical Engineer in charge of the design and got the plans approved to use The Unico System in the first floor condos.

It was decided that a total of 9 Unico 4860 heat pump units would be used to heat and cool the condos. Each Unico

unit is matched to an Amana 410A 4-ton outdoor unit. Each condo has 26 outlets strategically placed high in the ceilings and walls to make certain that comfort is felt, but not seen or heard.

RESULTS

The development owners agent has stated that they are extremely pleased at how the non soffit foyers and other high ceiling areas were preserved due to The Unico Systems small plenum and ducts. In a high end residence such as this, it is essential that every detail is taken into consideration, including the HVAC system. Because of The Unico System, the developers didn't have to compromise with lower ceilings in order to fit in the HVAC system. Most important, the end user is kept comfortable with a premier HVAC solution—The Unico System.



New Product Launch

Unico Launches the New Green Series Air Handler with EC Motor Technology

April 15th may be tax day for everyone in the US but for Unico and our distributors and contractors world wide, it marks the launch of our much anticipated new Green Series air handlers. This new air handler series features EC motor technology that is controlled by our new next generation S.M.A.R.T. Control Board (SCB). Combined, the two give us industry leading control of how the EC motor reacts to the demands of the thermostat. We now have the ability to precisely manage airflow in a variety of operating modes to help maximize comfort. The new Unico System Green Series air handlers, combined with the new S.M.A.R.T. Control Board and the new EC motor, will provide just the perfect amount of airflow whether cooling, heating or simply circulating air. With all the new features, the new Unico System Green Series will provide:

- Availability in both 120v and 240v
- Perfect solution for multiple zoning capabilities without by-pass dampers
- Greater efficiencies when paired with 2 stage condensers

The new Green Series EC motor is the heart of the new air handler series. The *variable-speed fan motor* adjusts speed to provide a consistent flow of comfortable conditioned air with quiet operation. It features advanced design characteristics for maximum efficiency, comfort, and reliability. Key features of the new motor are:

- At low speeds the new EC motor is up to two decibels quieter
- The new EC motor is 17% more energy efficient at full speed and 30% more efficient at low speed than our current PSC motor

The new S.M.A.R.T. Control Board is the brains of the new air handler series. Features of the SCB are:

- The ability to manage both airflow and motor speed according to the needs of the thermostat and/or zoning needs
- Two options to set airflow
 1. Programmable via a laptop by ordinary USB cable, or
 2. On board, switch selectable pre-programmed settings
- Diagnostic feedback
- An enhanced soft start and soft stop



The New S.M.A.R.T Control Board and EC Motor

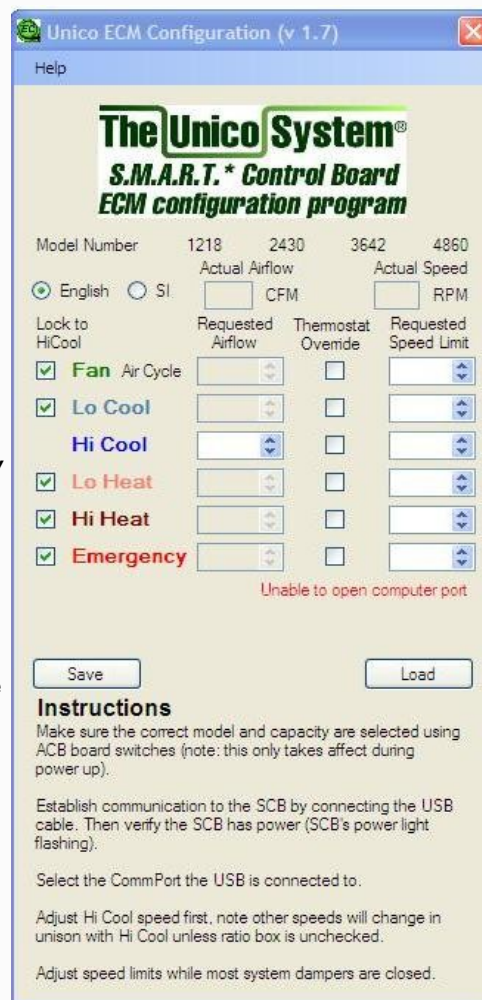
The new S.M.A.R.T. (Software Managed Air Rate Technology) Control Board and the EC motor is a high performance air distribution system that is a step above the SDHV industry standard. Our advanced software gives you unrivaled control of the EC motor, resulting in a constant CFM across a wide range of operating conditions. When compared to the industry, most EC motors are factory programmed for specific airflow and do not allow changes which limits your ability to provide a customized heating and cooling solution.

The new SCB gives you the following advantages:

- Several pre-set options to choose from
- Customizable in six different modes of operation, from minimum and maximum CFM to maximum motor RPM
- Connect to a laptop or notebook to adjust the program through a USB cable
- Dedicated Unico webpage to download software
- Addition of Low Heat setting which was not available with the ACB

All together, the new SCB and EC motor provide greater flexibility to customize heating and cooling solutions for the homeowner and consumes less energy while doing it.

Because we replaced our current PSC (Permanent Split Capacitor) motors with new energy saving EC motors, the amount of energy required to operate the air handlers has been reduced. Before, the PSC motor was oversized in order to meet all performance requirements, where the new EC motor is optimized to meet just the performance you need. Just by adding a few outlets and using the new EC motor, you can lower your duct pressure and your energy use. The result is the EC motor uses less energy than does the PSC motor. Less energy used means lower energy bills.



Watts Used by Motor Type * at 1000 CFM

| Static Pressure | PSC | EC | EC Savings |
|-----------------|-----|-----|------------|
| 1.5 | 780 | 650 | 17% |
| 1.2 | 780 | 600 | 23% |
| 1.0 | 780 | 550 | 30% |

* Data based on a M4860 blower with a 240v EC motor



New Faces

We would like to welcome the following sales representative organizations as our newest members supporting Unico sales efforts throughout the US.

BTU Sales

BTU is a professional manufacturer's representative firm in the HVAC and Refrigeration industries. They represent the top manufacturers in our industry and will cover Florida and Georgia for Unico.

BTU's mission is to provide the highest level of technical expertise, combined with an unmatched attention to service and support. Their goal is to exceed the expectations of both their manufacturers and customers, while always maintaining a commitment to professionalism, honesty and integrity throughout their relationships.

BTU Reps takes pride in their technical representation and industry knowledge. Prior to founding BTU Reps, Joe Shukys and Tim Litsch spent 20 years each as Sales Engineers. Joe spent his career with Sporlan Valve Company, Tim with Sporlan Valve Company and Russell - Carrier Refrigeration.

You can visit BTU reps on the web at www.btureps.com or in Florida at 727.235.3591 and in Georgia at 770.781.8878.

Patterson Sales

Patterson Sales Agency has been representing quality products for Wholesale Distribution in the HVAC, Refrigeration and Plumbing industry since January 1992.

Patterson will represent Unico in Northern California and Nevada and their office is located in Sacramento, California.

Chuck Patterson began the company 1992. Since those small beginnings, Patterson Sales Agency quickly grew to be a prosperous family business to include his wife Gloria, sons Fred and Bob and daughter Shelby.

Patterson Sales Agency is dedicated to providing quality service to its customers. You can visit Patterson Sales on the web at www.pattersonsales.com or by calling toll free at 1.866.789.4822



Southern Rep Agency

Southern Rep Agency has been representing top manufacturers in the HVAC industry for many years. They will be representing Unico in Louisiana, Mississippi, Alabama and western Tennessee. Their office is located in Mendenhall, MS and they can be contacted at 601.421.4995.

In Other News

Unico Continues to be a Proud Corporate Sponsor for the National Trust For Historic Preservation

We are pleased to announce that we have once again renewed our partnership with the National Trust for Historic Preservation, the leading preservation organization in the United States, working every day to save important places, spark economic development, revitalize communities, encourage sustainable development and create American jobs. We have been a proud partner of the National Trust since 2002, and have provided our industry leading Unico System HVAC equipment for several of the organization's projects, including the restoration of President Lincoln's Cottage in Washington, DC.

We have worked on many important restorations of significant national landmarks including the Mark Twain House, Booker T. Washington House and the Harry S. Truman Little White House. You can read the case studies by visiting our website at www.unicosystem.com/historicapps

"Unico's expertise has been critical to the sensitive restoration and improved energy efficiency of historic homes and sites across the country," said Richard Moe, president of the National Trust for Historic Preservation. "The National Trust is grateful to Unico for its generous support and looks forward to continuing this long-standing partnership."

"Unico is very proud of our partnership with the National Trust for Historic Preservation," said Shawn Intagliata, President, Unico, Inc. "Our goals are the same—to help preserve the places where history is made, which in turn helps to revitalize neighborhoods and communities where we live and work."

UNICO, Inc.

NATIONAL
TRUST
FOR
HISTORIC
PRESERVATION®

2009 Heating Promotion and Stimulus Program

We would like to say thank you to all those contractors that helped make our heating and stimulus programs a great success last year. By working together we were able to provide homeowners with an outstanding Small-Duct High-Velocity HVAC system to heat and cool their homes. A special thanks goes out to the following contractors who sold the most systems as part of our programs:

Stimulus Promo:

- Unique Indoor Comfort Companies
- North River Plumbing & Heating in MA
- Mialek Mechanical in NJ
- Energy Systems in MD

Heating Promo:

- Unique Indoor Comfort Companies
- Cooling Unlimited in MA
- Balanced HVAC in MA
- Harris Dudley in UT

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.

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Announcements and Upcoming Events

- **UNICO TO ATTEND THE NATIONAL MAIN STREETS CONFERENCE IN MAY**
- **JOIN US IN CELEBRATING OUR 25TH ANNIVERSARY TAKING PLACE MAY 1, 2010**