

Unico News

May/June 2010

Celebrating



25 Years

Unico Is Celebrating 25 Years In Business This Year

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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 RC

Case Study

Large or Small, Unico Fits

Overview

A contractor out of Laguna Beach, CA., Dave Mayo has been putting in Unico Systems for nearly 25 years. Trying to stay comfortable was never an issue until his office started to suffer in the warm California air. The office that keeps the day to day operations going for Dave was becoming too hot for his employees to remain productive. It became apparent that Dave needed to take action. He knew that The Unico System would be his answer.

Strategy

The facility is not very big, in fact, it's only 1200 sq. ft., but with this being an area for design work and office administration, among other things, whatever system was put in had to get the job done. Dave decided on a Unico 1218 heat pump to take on the load. With the heat pump, Dave is able to not only cool the facility, but heat if he needs to as well. Dave made sure there were plenty of outlets in his design. He installed 14 outlets, both standard and slotted. All of this is mated to a Carrier condensing unit.

Results

While the system was just installed, Dave is very happy with his installation. "I've put in many Unico Systems, so there's no doubt that this will take care of our offices. I'm very pleased with Unico"



EC Upgrade Kit

Unico Adds an EC Upgrade Kit to the New Green Series Line of Products

Starting June 15th Unico will have an EC upgrade Kit available for sale. The EC Upgrade Kit allows you to bring the advantages of Green Series technology to customers who already have the Unico System in their home by just replacing the old PSC motor and ACB that is currently in their Unico blower module with the new EC Motor and SCB. The new Green Series EC motor is a true variable-speed fan motor that 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 10 decibels quieter
- The new EC motor is 42% more energy efficient at full speed and 62 % more efficient at low speed than our current PSC motor

The new S.C.B. (SMART Control Board) gives you the ability to manage both airflow and motor speed according to the needs of the thermostat and/or zoning needs. There are two options to set airflow:

1. Programmable via a laptop by ordinary USB cable
2. On board, switch selectable pre-programmed settings

The SCB also provides visual diagnostic feedback as well as an enhanced soft start and soft stop

Reasons to Upgrade:

- Greater flexibility if zoning an existing air handler
- Saves Energy when compared to existing motor
- Addition of Low Heat setting
- Precise airflow control

The EC Upgrade Kit allows you to upgrade any of the following Unico System blower modules built after 2003:

- 2430
- 3642
- 4860

The kit contains the following components:

- EC motor & blower fan
 - ◆ 1/2 hp for the 2430
 - ◆ 1 hp for the 3642 & 4860
- SCB control box
- Wiring harness
- EC configuration software disc
- USB cable



Part numbers and pricing for the kits are as follows:

PART NO.	DESCRIPTION
<u>List Price</u>	
A01543-K22	Upgraded Kit for 2430 208v
	\$1,419
A01543-K23	Upgraded Kit for 3642 208v
	\$1,618
A01543-K24	Upgraded Kit for 4860 208v
	\$1,620

News From the Training Department

Unico has updated our APT class to reflect the needs of our contractors. Because of this we have added more zoning and chiller education in the class and moved it from a 2 1/2 day class to two full days. The following is a brief description of what you will learn by attending the class

APT Zoning with DX & UniChiller

Day 1 Zoning DX Systems

The first 2 hours of class covers zoning principles. Topics include how to eliminate dump zones and reduce the reliance on bypass dampers to manage indoor airflow. The use of dump zones or systems that rely heavily on bypass into the return are not energy efficient designs. Designing airflow systems to closely match evaporator load and condenser capacity is an energy efficient way to zone. After covering zoning principles the students will assemble a complete 3 zone DX air side system. The installation includes the air handler, ducting, dampers, thermostat and supply tubing with outlets. The students will air balance each zone and determine the total air volume.

Day 2 Zoning the UniChiller with Multiple Loads

The first two hours of class covers matching indoor load with outdoor chiller capacity. We will match various indoor loads with the UniChiller and determine water flow rates and circulator selection. After startup the students will measure Btu output using flow rate and delta T.

After covering the load matching principles the students will assemble a 5 ton chiller with multiple loads. The loads will be:

- 1.5 ton Unico chilled water EC air handler
- Ductless mini split
- Conventional geothermal EC air handler
- Radiant floor panel

The students will install chiller, headers, storage vessel, circulators and thermostats. Upon completion the students will charge the system with water and perform a check test and startup including water flow setting and capacity measuring.

This class is for experienced HVAC people that have attended CPT training. The class size is limited to 10 students so all have a chance to participate in the assembly process.

In Other Training News:

Over the past several months we have been working with NATE to certify our CPT (Contractor Product Training) class to qualify for NATE continuing education hour (CEH) credits. As of June 1st our 2 day CPT class will qualify for the following NATE Knowledge Area of Technical Expertise (KATE) continuing education hour credits:

- 4 hours of Air Distribution Installation
- 4 hours of Air Distribution Service
- 14 hours for Air Conditioning Installation
- 14 hours for Air Conditioning Service
- 12 hours of Heat Pump Installation
- 4 hours for Heat Pump Service



**NATE-Recognized
Training Provider**

We are working on registering both the BPT and the new APT class for Continuing Educations Hours as well. As soon as we have it completed we will let you know.

Thank you to all those who have taken the time to visit us this past month.

AHRI Visits Unico

As members of AHRI we were glad to have host several members from the AHRI corporate office in Arlington, VA here at Unico. During the visit to Unico we took the opportunity to talk about the recent events and news concerning the HVAC industry. Attending the meeting from AHRI was Stephen Yurek, President and CEO, Stephanie Murhpy, CFO, and Francis Dietz, Vice President, Public Affairs. As part of the visit we provided our guest a tour of our manufacturing, training, and research facilities. "It was a pleasure to have them visit our facility and spend time talking about the HVAC industry and issues that are important to all of us" said Shawn Intagliata, President of Unico.

Sales Representative firms BTU and Rhodes & Stafford Visit Unico

With the new Green Series products receiving a lot of interest from contractors from across the country, our Manufacturers Representatives have been bombarded with questions about the new product. In an effort to be as knowledgeable as possible on the new EC motor and SCB, the folks from BTU Sales in Florida and Rhodes & Stafford in North Carolina attended a 1/2 day training class in St. Louis, MO., taught by Mike Lindsay.

Attendees included:

Cary Hagenbaumer from BTU
 Joe Shukys from BTU
 Rick Kleszczewski from Rhodes & Stafford
 Larry Clark from Refrigeration Supply
 John Roberson from Robar Maintenance

Unico Is Pleased To Announce Admor As Our Distribution Partner In Hawaii

Admor HVAC Products, Hawaii's HVAC Superstore is pleased to become a partner with Unico.

Our business was built by providing practical, innovative and cost effective solutions for contractors who install and service air conditioning systems. The Unico High Velocity System and Uni-Chiller are two important products that will help our contractors meet the needs of their customers.

Admor HVAC was founded in 1993 and is now one of the largest Air Conditioning Distributors in the State of Hawaii. Our company owned 30,000 Sq. Ft. warehouse and showroom is located on Oahu. Admor HVAC services all of the Hawaiian Islands with a talented sales force that works the wholesale side of the business and also the bid and spec market. We are dedicated to providing the highest level of service and support in the industry and pride ourselves on having long term relationships with our customers and vendors.

For more information about Admor contact:

Admor HVAC Products, Inc.
 2225 Hoonee Place
 Honolulu, HI 96819
 (808) 841-7400
www.admorhvac.com

In Other News

Unico Attends National "Main Streets" Conference in Oklahoma City, Oklahoma

As part of our partnership with the National Trust for Historic Preservation Unico attended the National "Main Streets" conference held in Oklahoma City this past May. The conference is held once a year and provides a venue where preservationists from across the country come together to share ideas and approaches on renovating historic downtown structures. During the event Unico was able to meet with Main Street organizations from across the country. We were able to educate the attendees on the Unico System and how we can help them heat and cool their historic buildings without changing the original structure. Something that is important to all in the preservation community. We met with several Main Street organizations who were interested in how Unico can provide exceptional heating and cooling for their historical landmarks without altering the structure. We also met with the Missouri Main Street organization and are working with them on a project in St. Genevieve, MO. We are also planning on attending the 2010 Missouri Main Street conference in August which will be held right here in St. Louis. As we continue to grow our relationship with other Main Street groups from across the country our goal is to provide them with exceptional HVAC products that meet their historic renovation needs. For more information you can visit the national Main Streets web site at <http://www.preservationnation.org/main-street/>

UNICO, Inc.

NATIONAL
TRUST
FOR
HISTORIC
PRESERVATION®

The Unico System® Green Series

Small-Duct High-Velocity Air-Handler

The new S.M.A.R.T. (Software Managed Air Rate Technology) Control Board is the brains of our new Green Series Air Handler. Our advanced software gives you unrivaled control of the EC motor, resulting in a constant CFM across a wide range of operating conditions. Advantages 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

Our new ECM is a variable-speed fan motor that adjusts speed to provide a consistent flow of comfortable conditioned air with quieter operation.

Features of the new EC motor:

- Saves Money...The new EC motor is 30% more energy efficient at low speed and 10% more energy efficient at full speed than our PSP motor.
- Operates at 110 or 220V

*Saves Money...The new EC motor will provide annual savings of \$25 off your utility bill during the cooling months and \$30 off your utility bill during the heating months.

The Unico System
Green Series

Features of the Unico Coil:

- A thicker coil provides 30% greater humidity removal
- Higher heating temperatures when used with a refrigerant based heat pump
- Chilled water coil can be used with both hot and cold water

Air Handler available in the following capacities:

- 1 - 1.5 ton
- 2 - 2.5 ton
- 3 - 3.5 ton
- 4 - 5 ton

Air handlers compatible with the following outdoor units:

- Unico UniChiller air-to-water heat pump or cooling only chiller
- Conventional outdoor DX condensers and heat pumps (single and two stage)
- GeoThermal heat pumps
- When matched with a water-to-water geothermal heat pump unit the Unico System qualifies for the 30% Energy Tax Credit**

Stainless steel drain pan adds longevity to the life of the pan.

Unico modular air handlers can be either a vertical, horizontal, or counter flow configuration.

Available Modules:

- Blower
- Cold water coil
- Hot water coil
- DX cooling and heat pump coils
- Return Air
- Electric Furnace

UNICO, Inc.

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Hot Off the Press....
The NEW Green Series
Poster Is NOW
Available

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.

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Announcements and Upcoming Events

- **UNICO TO ATTEND THE MISSOURI MAIN STREETS CONFERENCE IN AUGUST**
- **UNICO PLEDGES SUPPORT TO THE KANSAS PRESERVATION ASSOCIATION**