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A Profitable HVAC System Replacement Starts With Simple Installation And Minimal Downtime

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Would you like to improve the gas mileage on your vehicle by as much as 30% to 50%, in a matter of hours without having to buy a whole new car? Sure you would!



Kelver

Pre-engineered metal building operations can benefit from such a major fuel savings without suffering through a lengthy and costly system changeover. "Ductless" air turnover recirculation systems require no installation of new duct work and no removal of existing duct work or hanging unit heaters.

Air turnover heating units are free-standing and install directly on the floor. They simply require installation of a flue pipe through the roof, an electrical power connection and a connection to existing gas or oil piping. For hot water or steam applications, no additional flue installation is necessary. If the system is replacing unit heaters, infrared or makeup air space heaters, piping and electrical connections are often located nearby to further lower installation costs.

The typical installation time for an air turnover unit varies depending upon the facility, but many installations can be completed in just a day or two. A standard Thermo Rotation unit efficiently heats large open areas of 2,000 sq. ft. or larger.

The simplicity of the installation makes life easier and more profitable for contractors and building owners alike. Estimating installation time and materials is a much more straightforward process when air turnover units are specified and labor exposure is minimized. The heating unit, flue materials and supply line materials



are the major cost components to consider. Building owners profit greatly from the lack of downtime required, as their operations frequently continue at 100% capacity as air turnover units are installed.

When you have decided to upgrade your HVAC system, the following considerations will help you through the planning and purchasing phases while allowing minimal disruptions to the many aspects of your business:

- Project your energy savings and return on investment. Your heating system manufacturer should provide energy cost projections, allowing the building owner to project how long it will take for the new equipment to pay for itself. The significant tax benefits of investing in energy-saving equipment also need to be considered.

- Where in your facility are the optimal locations for heating equipment? Consider where equipment will be the least obstructive while also allowing for easy monitoring and maintenance. Your heating system manufacturer should recommend the best locations for overall efficiency and performance, as well as for maintaining your operation's expediency.

- Schedule delivery and installation to the benefit of your business' schedule. Your heating system manufacturer should make every effort to meet your desired timeline, allowing you to remain productive and receive your equipment in a timely manner so you can start realizing better energy efficiency as soon as possible. You should not be "left guessing" as to when the installation will take place.

- If there is a problem after the installation, what type of support is available? Will your heating system manufacturer take a personalized approach to solving your heating challenges, or are you just a "number" to them? Are they truly providing you a solution to your energy needs, or do they leave you alone needing



crucial answers and information after the product is delivered?

- Air turnover equipment is also less disruptive to an operation after it is installed. Since the units require no duct work, inventory and raw materials can be stored without obstructions. Racking and inventory picking can extend all the way to ceiling height. Overhead cranes and manufacturing processes also are unimpeded from above. Processes and materials also benefit from the elimination of damaging condensation, as no additional moisture from combustion by-products is ever dumped into the building from a properly-vented air turnover heating unit.

The ductless system is the best possible complement to a "clear span" interior design, which is ideal for warehouses, manufacturing facilities and athletic complexes. Clear

span designs generally are viewed as the most pleasing overall—aesthetically and functionally. Air

turnover units are therefore at the cutting edge of architecture and construction design for energy efficient pre-engineered metal buildings.

An HVAC system provider should promise you more than energy savings. They should ensure your profitability with timely delivery, simple installation, post-sale support and improved benefits to your operation. That's how you'll get the most "mileage" from your HVAC system replacement.

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