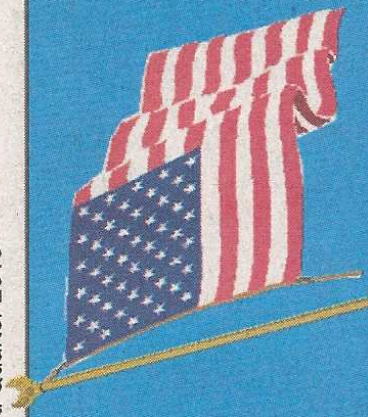




QUARTERLY NATIONAL EDITION HVAC & REFRIGERATION

INSIDER®

AIR CONDITIONING/REFRIGERATION

Haier Air Has the R-22 Equipment You Need

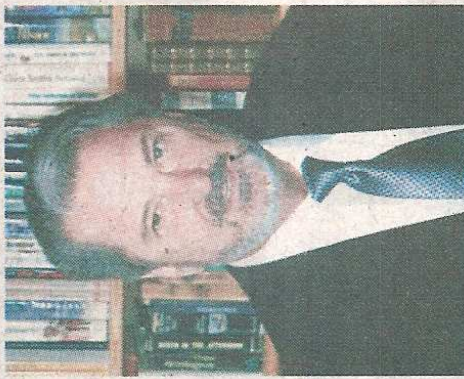
The Remaining US Supply Of R-22 Units Over \$7,000,000.00 Inventory Ready For Delivery!

Haier Air, a division of Outsourcing Trading Group has cornered the market on R-22 HVAC equipment. In an effort to provide the HVAC industry with quality residential units that will give our HVAC marketplace the equipment they need to continue servicing clients and customers.

Through an exclusive partnership with Haier America, one of the mainstay companies in Haier Group the worlds #1 whitegoods appliance manufacturer, they have been able



Lee Smith - Haier Air Division Pres. different countries. Based on abundant scientific research strength, powerful capability, superior and excellent product performance, Haier Air Conditioner is becoming the most famous brand in the world.



THE INSIDE STORY

by Jerry M. Lawson
Publisher/Editor-in-Chief

Ponzi Politics and Corporate Socialism...
A two part editorial.

Ponzi (pon-zee) noun - A swindle in which a quick return, made up of money from new investors, on an initial invest-

Mitsubishi Honors First Annual Donna Applebee Award Recipient



(L-R) Chuck Applebee, Product Mgr., Mitsubishi Electric; Betsy Jenkins, wife of Ron Jenkins, President, HVAC sales and Kim Askew, Daughter of Chuck and Donna Applebee.

At its annual Distributor Conference at the Fairmont Orchid in Kohala Coast, Hawaii, the 2009 recipient of the first annual Donna Applebee Award, Heating Solutions (Mitsubishi) announced Betsy Jenkins as the 2009 recipient of the first annual Donna Applebee Award.

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dollars of new R-22 equipment. This acquisition makes Haier Air the largest most extensive carrier of new R-22 in the United States. We are well stocked with primarily 2.5 up to 5 ton units heat pump and straight cool split systems. Today, Haier central air conditioner has been sold in more than 100 hundred

Heat Pumps Not Just For HVAC Anymore

Gary Lewis, Rheem Regional Manager of Sales

As heat pump technology becomes more familiar to homeowners, it is important that

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just in time for many HVAC contractors who are looking to help their customers save money and increase their own sales by providing affordable solutions. The truth is many customers prefer to use R-22, and it is one of the most commonly used refrigerants in large

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ment lures the victim into much bigger risks. Also called Ponzi game, Ponzi scheme.

Ever since Charles Ponzi, an Italian immigrant, swindled many, gullible Americans out of their hard earned money back in 1919 and 1920, the label "Ponzi Scheme" has been used to brand many such illegal swindles. Charles Ponzi spent two years in prison and was deported back to Italy. There, he became a top economic advisor to Benito Mussolini.

Isn't it ironic that a world class crook would advise a corrupt politician (dictator) on how to manipulate the populace.

Ponzi Politics today

The federal health care proposed by the temporary regime in Washington sounds much like a ponzi scheme to many of us. It sounds great that all Americans will get first class health care regardless of costs. Whether citizen, taxpayer, free loader or perhaps even illegal immigrant, everyone will be covered under federal universal health care... That's another term for insurance.

Rumor has it that companies such as our little news group far exceed the minimum requirements for insurance coverage for employees. Their deductibles are also too low to fit national standards. So why should we complain? We could save money by complying with federal standards... Sure, and the Easter Bunny, Santa Claus, and Tooth Fairy

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HVAC Excellence Hosts Annual Conference With Record Turnout

HVAC educators and trainers representing approximately 900 training centers packed the HVAC Excellence National HVAC Educators and Trainers Conference March 14-16 at the Tropicana Resort and Convention Center.

The conference is an annual event dedicated to providing continuing education exclusively for HVACR educators and trainers. Close to 500 were in attendance for this

Jerry Weiss



Davis Watkins Appointed as Advanced Telemetry's VP of Commercial Sales



Davis Watkins

Advanced Telemetry (www.Advanced Telemetry.com), developer of the EcoView™ smart energy management system for light commercial and residential applications, today announced the appointment of Davis Watkins as its vice president of commercial sales. In this capacity, Watkins is charged with cultivating the company's emerging HVAC&R wholesale distributor sales channel for its industry-leading EcoView Commercial solution.

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Davis Watkins Appointed as Advanced Telemetry's VP of Commercial Sales

"Davis Watkins is a 20-year industry veteran with a litany of successful blue chip eco-product market launches to his credit, also widely regarded as one of the preeminent leaders in high performance climate conditioning systems in the U.S.," said Tom Naylor, CEO and CTO of Advanced Telemetry. "Davis has been a driving force behind

many successful technology-based start-up and fast-growth organizations capitalizing on niche markets. All combined, he's a perfect fit for our organization and we're thrilled to have Davis officially on board in this significant executive-level role."

"I look forward to positively impacting top-line revenue growth and bottom line profitability for Advanced Telemetry through strategic wholesale distribution partnerships that, until now, have not been aggressively pursued," Watkins notes. "My specialty is creating innovative partnership-based business models that dynamically position technology brands in specific marketplace leadership roles, and I intend to do just that as I spearhead the company's distribution sales channel. Advanced Telemetry's EcoView Commercial is truly a best-of-breed business energy

tained growth market for the company for seven consecutive years. Prior to his involvement on the manufacturing sales side of the HVAC industry, Davis was a parts department manager for a residential/light commercial Carrier dealer, and also a territory manager for a regional HVAC & R wholesaler.

About EcoView Commercial

EcoView Commercial, which is revolutionizing technology-based energy management for small to medium-sized facilities, transforms how electricity and other precious resources are conserved in business, resulting in considerable monetary savings and a smaller carbon footprint. Controlled through a simple-to-install wireless touch panel "dashboard" or Web interface and completely independent of a utility company, the system helps business users understand, track and control how they are consuming resources. Advanced

Telemetry's Network Operations Center account specialists are available to remotely monitor user consumption data to immediately detect and diagnose anomalies. This specialist-based remote monitoring can spot

National Edition

wireless control devices, such as thermostats and light switches, enabling users to quickly, easily, and even remotely make adjustments to a home's energy consumption. EcoView Residential's high resolution, flat screen touch panel communicates wirelessly with metering devices that measure a home's electricity and water consumption, providing real-time, graphical illustrations of energy usage or generation for viewing while at home. EcoView Residential also takes advantage of an existing broadband Internet connection to enable remote monitoring and management

of household energy use from any Web-enabled device when away from home.

About Advanced Telemetry, LLC

With a corporate belief that energy and fiscal conservation begins with an awareness of wasteful consumption habits as they occur, Advanced Telemetry offers EcoView™, a proprietary, smart energy and resource management system for both residential and small commercial applications. Server-based and entirely Web accessible, EcoView is the most cost-effective, future-proof system available that completely

independent of a utility company - enables users to easily view, manage and reduce their resource consumption - and thus utility bills and carbon footprint in real-time. These are among the many reasons Advanced Telemetry's has been chosen as a Microsoft® partner and its technology is being utilized by General Electric Co. as part of its Ecomagination™ SmartCommand™ program. Founded in 2007, Advanced Telemetry is headquartered in San Diego, California. For more information, please visit www.AdvancedTelemetry.com or call (858) 549-1083. ■

Address the 2 Biggest Problems with HVAC Split System Components

Contaminant build-up and neglected maintenance are the two top causes of HVAC inefficiency and failure. Letting dust collect on coils and filters and delaying regular maintenance can lead to higher energy bills and service costs while compromising the quality of the building's indoor air.

To protect performance during the cooling and heating seasons, split system components should be serviced twice a year. The experts at Lennox Industries offer this checklist for maintaining HVAC split system equipment.

Clean:

- Remove dust and grime from evaporator and condenser coils.
- Check heat exchanger for signs of corrosion. Replace if necessary.

Address:

- Adjust blower speed for cooling. Measure the pressure drop over the coil to determine the correct blower CFM stated in the unit's service manual.

On belt drive blowers, check

checked for leaks.

- Inspect fan motor and blades for damage, rubbing noise or vibration.

- Visually inspect connecting lines and coils for oil or refrigerant leaks.

- Be sure the flue system is properly attached to the furnace and repair any damaged parts.

- Check heat exchanger for any signs of corrosion. Replace if necessary.

Address:

- Adjust blower speed for cooling. Measure the pressure drop over the coil to determine the correct blower CFM stated in the unit's service manual.

On belt drive blowers, check

efficiency solution, and represents tremendous opportunity for the HVAC & R industry to meet massive marketplace demand for affordable and proven effective Energy Management Systems that will also boost their own bottom lines."

From contracting to wholesale supply to manufacturing sales, Davis brings a 360 degree view to all of his strategies and business dealings. Prior to joining Advanced Telemetry, from 2006-2009 Davis Watkins served as vice president of applied products for Sanyo North America HVAC Solutions. There he established a new and competitive commercial air conditioning division that expanded the multinational company's penetration into the U.S. HVAC market. From 2004-2006 Davis was the national sales director for the HVAC Division of Daikin Industries Limited, where he launched a new HVAC sales organization for this multinational segment leader. Upon his departure, division sales were outpacing prior launches in less mature markets. Prior to assuming the national sales manager role, Davis joined Daikin as an industry consultant to help develop the initial launch plans for Daikin to enter the U.S. HVAC market. From 1995-2003 he was a regional sales manager for Mitsubishi HVAC Advanced Products - A division of Mitsubishi Electric & Electronics America. During his term, Davis transformed a stagnant Central U.S. 20-state region into a sus-

potential problems with HVAC and other resource-dependent mechanicals early on before costly catastrophic failures occur. EcoView Commercial is currently deployed at hundreds of locations across the country, helping users realize significant utility cost savings.

EcoView Commercial Features:

- On-site "dashboard" touch panel for local control of thermostat settings within limits pre-defined by Advanced Telemetry and the customer
- Components communicate wirelessly enabling easy retrofit
- Web-based interface for real-time access, monitoring, reporting and remote thermostat control
- Centralized, remote control of thermostats including set points, schedules, and heating and cooling limits that eliminates suboptimal local control
- Resource Controller to manage lighting, ventilation and any other kind of energy-consuming electrical load that would benefit from scheduling and remote control

About EcoView Residential

Launching in the spring of 2010, EcoView Residential provides real time information on a home's energy and resource usage, allowing owners and tenants to pinpoint consumption from devices ranging from flat screen televisions to computers to light bulbs. EcoView Residential can be readily connected to

denser coils. Dirty coils reduce the equipment's ability to cool your building and cause the system to run longer, increasing energy costs.

- Outdoor coils: Turn off power to the unit. Remove any loose debris from the area, and flush the coil with a water hose. If the coil has a screen, wire cage or louvers and water alone won't remove the debris, you must remove the top of the unit or open or remove louver panels.

- Blower components should be cleaned regularly and adjusted to maintain proper airflow for comfort and energy efficiency. Airflow problems can reduce system efficiency by up to 15 percent, according

to make sure rearing and cooling turn on and off at the programmed temperatures. Check equipment starting cycle to be sure the system start will operate and shut off properly.

- Adjust refrigerant charge if necessary. An improper charge will cause the system to work harder and use more energy, as well as reduce the life of the equipment.
- Tighten electrical connections and measure all motors' current draw.

- Inspect the entire control box including contactors, relays, circuit boards, capacitors and other accessories for damage or wear.
- Ductwork should be

for any belt wear and replace annually or as necessary and adjust tension.

- If the unit is an older model that is not pre-lubricated and sealed, make sure all moving parts are fully lubricated. Otherwise, friction can increase energy usage.

- While the system is operating, monitor its startup and listen for any unusual noises or odors. Measure outdoor dry bulb temperature and indoor dry and wet bulb temperature across the coil.

To learn more about maintaining split system HVAC equipment, or about Lennox HVAC systems, visit www.Lennoxcommercial.com or call 1-800-9-LENNOX. ■

Smart Flow Elbows Improve Air Flow and Reduce Energy Use

Hart & Cooley Inc. was proud to introduce the SMART Flow Elbow at the AHR Expo last month. Mr. Gary Fisher, Vice President of Sales, claimed "The New Smart Flow Elbow attracted a lot of attention and will certainly be one of the best new products for this year".

It is the latest energy-saving product to be offered under the SMART Air & Energy Solutions brand. The patented SMART Flow Elbow forms a 90-degree elbow to provide better airflow and energy savings. Use of this durable elbow support decreases pressure drop by up

to 500% over kinked flex duct saving a significant amount of energy costs.

The SMART Flow Elbow is the economical alternative to the common practice of using galvanized steel elbows both in terms of material cost and labor savings. Installers can rest assured that it has been rigorously tested and UL-2043 Classified. Furthermore, it's 100% recycled.

The SMART Flow Elbow can be installed with any diameter of flexible duct, up to 16" in both new and retrofit situation, residential and commercial applications. Contact your smartairandenergy.com. ■

HVAC distributor to order your SMART Flow Elbows today. Owned by Tomkins plc, Hart & Cooley, Inc. is a leading manufacturer of indoor air quality, air distribution and vent products for heating, plumbing and air-conditioning systems. Major product lines include grilles, registers and diffusers, flexible duct, gas vent and chimney systems, special gas vent, and duct system components. Founded in 1901, Hart & Cooley, Inc. has operations in the United States, Canada, and Mexico. For more information, visit our web site at www.smartairandenergy.com. ■