

# NORTHERN AIR SYSTEMS

FALL 2011

## WELCOME TO OUR INAUGURAL ISSUE!

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For our clients across the globe, especially those rugged travelers in their mobile units, we are pleased to welcome you to *Northern Exposure*, a quarterly publication designed to keep you in touch with the latest news and technical advancements in the air handling industry.

Developing *Northern Exposure* was the logical next step in what has been a fantastic

decade of service and support here at Northern Air Systems. In the last 12 years, we have experienced so many developmental changes within the air handling industry that we wanted to make sure that you had accessible information at your finger tips.



Each issue will feature a SERVICE TIP section with service recommendations to keep air handling units running efficiently. The PRODUCT SPOTLIGHT section features new products on the market with the benefits of each.

ISO 9001: 2000 Certified

At Northern Air Systems we are fortunate to have seen our customer base grow substantially as our customized mobile environment systems continue to make an impact within the *energy, healthcare, radio/TV and Military application fields.*

This growth would not have been possible without your support. We thank you and hope you enjoy this issue of *Northern Exposure*.

### SPECIAL POINTS OF INTEREST:

- **Going green.**  
What is digital scroll technology and how it can save you money.
- **Service manager,**  
Craig Conlon offers helpful tech information.
- **Hot new products and technical releases.**

## CHILLER TALK

Going 'green' with new digital scroll technology.  
Reduce your energy costs and save now.

Northern Air Systems is proud to introduce three new air handling products that are not only safe for the environment, but will save customers up to 70% in energy costs each year. The two new air handling systems are direct replacements for the older front mounted P60 and WA rear mounted series.

**Northern-Air**  
S y s t e m s

## CHILLER TALK – CONTINUED

### Check out our new replacement units.

The new systems will fit in the same footprint as many previously installed units. They are heavy duty systems specifically made to handle rugged road conditions. Older systems were designed with a hot gas bypass system that was a huge energy hog especially if you needed a continuously run system.

The new digital scroll compressor technology, unloads the compressor capacity during normal temperatures to conserve on overall energy consumption.

The new compressors can reduce its capacity to around 10% power consumption all while maintaining a continuous run system. It is a more linear relationship compared to our older systems which were designed to falsely load the compressor which was extremely costly.

Those customers that work solely with systems that require continuously-run air handling units in order to maintain superior imaging quality, will save a bundle. The system can actually pay for itself in as little as 12-18 months depending on the environment. Northern Air Systems have the least “down time” in the market.

Northern Air currently has systems on all continents.



The new air handling products will:

- Reduce diesel fuel costs
- Reduce Storage costs
- Reduce compressor wear and tear
- Reduce greenhouse gases

“The system can actually pay for itself in as little as 12-18 months”

*Up to 70% savings if you use a continuous-run system, that s about \$10,000–\$15,000 in savings each year.*

Just think about.....

Reducing costs saves us all

If you would like to learn more about this new technology, or are interested in Northern Air Systems new replacement units please call us at (585) 594-5050 or email us at: [Sales@Northernairtech.com](mailto:Sales@Northernairtech.com)

**FALL 2011 SERVICE TIP-  
“USE THE RIGHT REFRIGERANT TO KEEP YOUR SYSTEM  
WORKING EFFICIENTLY”**

With everyone going 'green' it is wise to invest in an environmentally friendly refrigeration product. Older systems work well with R-22 refrigerant, a high pressure refrigerant product slated to be phased out in 2010.

Newer systems, such as Northern Air's front and wall mount replacement models, use 407C refrigerant which is not only environmentally friendly, but does not require the use of different refrigeration specialists, compressors, service equipment or tools.

In an effort to keep your HVAC system running efficiently and reliably make sure that proper preventative maintenance services are being completed quarterly. This includes replacing air filters with high capacity pleated air filters, cleaning the evaporator, condenser coils and inspecting chiller plumbing for leaks as well as an overall inspection of the entire system. This will ensure long life and result in dramatically less service issues.

Got a question for Craig? If you have a question or topic of interest, contact Craig at: [Craig@northernairtech.com](mailto:Craig@northernairtech.com)  
If we publish your question we will give you a \$25 American Express gift card.

**134A Refrigerant—  
(available in most of our units)**

- More efficient
- Performs well in ambient temperatures.
- Recommended for temps 50°c and above
- Currently used in Buses and Automotive worldwide
- Broader range temperature applications

**PRODUCT SPOTLIGHT-  
FRONT AND WALL MOUNT HVAC REPLACEMENT SYSTEMS**

**Recommended use:**

To replace existing high-maintenance units with new mobile and wall installations. Wall mount units are designed for universal right or left side service access. Most front mount units can be field converted to accommodate left or right side access

**Applications:**

Oil/Gas • Healthcare • Radio/TV Broadcast • Military Applications

**Benefits of installing Front and Wall Mount HVAC Replacement Units**

- Environmentally safe
- 2 year parts warranty
- Replaces older front mounted P60 and WA rear mounted series
- Systems fit into the same footprint as most competitors units
- Heavy duty systems specifically made to handle rugged road conditions
- Compressors can reduce their capacity while maintaining a continuous no-shut off system
- Reduce fuel (diesel) costs

**Capacity:**

3 -20 Tons—Regular and wall units



**Our latest Front mount design is low profile and available up to ten tons , 208 and 480 Volts.**

## NORTHERN AIR SYSTEMS

*It is the goal of each Northern Air Systems employee to meet our customers' requirements, including on-time delivery of quality products and services, and to continually identify opportunities for improvement.*

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## I N D U S T R Y N E W S .

**N O R T H E R N A I R S Y S T E M S  
P A R T N E R S W I T H I S T , L L C**

**Northern-Air**  
S y s t e m s

Northern Air Systems is proud to announce its partnership with Invisible Service Technicians, LLC. Based in Milford, Ohio the company supplies Northern Air Systems' customers with the IST Monitor, a remote, Web-based monitoring and diagnostic system. The IST Monitor offers customers an affordable and effective solution to the problems caused by unexpected equipment breakdown.



With the IST Monitor you can keep track of vital component performance of medical and ambient controlling equipment found in your mobile specialty vehicles.

The monitor reports data via cellular or VOIP/telephone modem to the IST Data Center. When it detects a problem, a designee(s) is instantly alerted to the impending problem via text message, pager, email, and/or fax. The information generated in the report is used to diagnose the severity and nature of the problem.

From there it can be determined if a simple adjustment or a service call is required.

Generator temperature to high/low pressure to humidity, virtually any component you want monitored can be monitored. Optional plug and play on most of our models is available.

Let Northern Air factory, or field install IST Monitor on your new HVAC equipment.

**For more information regarding the IST monitor, contact Dennis Spar at:**

**1-210-222-2737 or**

**[Dspar@northernairtech.com](mailto:Dspar@northernairtech.com)**