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REFRIGERATION  
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## Going Green

Diversified Refrigeration is proud of our proactive stance on helping our customers best optimize their energy systems. As we deal with our changing economy and dwindling resources, we are even more committed to helping you tap the financial and environmental savings that can be found in green energy practices.

This issue highlights many ways you can implement green energy strategies within your organization and home. We will continue to seek the best products and offer services and advice on green energy utilization moving forward. Just look for our green energy symbol for our latest information on this important topic.

## New Infrared Camera Capabilities

Diversified Refrigeration is taking a step into the future by offering the ability to show you heat loss/gain through the use of our latest service tool – a handheld infrared camera.

Infrared detects temperature and allows us to see what our eyes can't. This means we can detect hot spots in and around reach-in refrigerators or walk-ins, as well as supply and return ducts in ceilings and walls.

If you would like to see this new technology in action, please give us a call and we will be happy to assist you.



## Diversified Refrigeration Staying on the Fore Front

Recently Mark Reynolds and Bill Blade attended the *Solar for HVAC Professionals* seminar. The seminar covered many aspects of the growing solar energy industry including the benefits to businesses and homeowners who install solar energy and how to properly install the solar units. The seminar was given by Dave Austin of Solar, now a leading consultant in the solar field. If you are considering going to solar energy, please call us to discuss your needs and to have your system properly installed.

Also, be sure to check out our Web site's new green energy section where we will be offering more information on new technologies and ideas on reducing your energy needs.



# MATT'S 2¢



By Matt Harman



With heating season upon us, I thought it would be a good idea to discuss some tips on saving energy and money this heating season.

First, start by checking throughout your home and identifying areas where heat can escape. Look around windows, doors, fireplaces or anywhere a draft can be felt. Seal off these areas with caulk, weather stripping or plastic.

Next, minimize the use of ventilation fans. This would include kitchen and bathroom exhaust fans. If these units are left on when not needed, they



are removing heat from your house more quickly than can be imagined.

Despite what you might think, it is important to keep the heat on throughout the season – rooms that are occupied should be kept around 68° to 70° and unoccupied rooms should be around 60° to 65°. If the temperature is any lower than this it will cost you more in trying to bring

the temperature back up. If there are unused rooms, keep the doors closed or, if possible, turn the heat off in these areas only.

These are just a few good tips on saving energy this winter and I hope they work for you. As always, feel free to contact me anytime to discuss these tips or whatever else might be on your mind.



## New Energy Saving Product Offered by Diversified Refrigeration

By Bill Blade

Enviro-Temp from Turbotec is its name, saving energy is its game. While a central air-conditioning (A/C) or refrigeration system cools the air, it creates a lot of excess hot gas. But with Enviro-Temp, that hot gas isn't wasted. Instead, it is diverted through a vented double-wall heat exchanger where it safely and efficiently heats commercial hot water for free, dramatically reducing the use of the existing water heating system. Enviro-Temp is environmentally friendly, eminently practical and exceptionally engineered.

In addition to hot water, Enviro-Temp also delivers longer compressor life

and greater A/C or refrigeration system efficiency. Because Enviro-Temp returns hot gas to the cooling system at a much lower temperature, the compressor does not have to work as hard to cool it, the system draws less power and the work load is reduced – increasing efficiency, reducing the carbon footprint and decreasing dependency on fossil fuels.

Enviro-Temp is easy to add to new or existing commercial or industrial applications or to any facility that utilizes air conditioning. Enviro-Temp's small footprint is the perfect match for 10 to 200 ton

commercial/industrial A/C systems. It is best suited for establishments where A/C use is greater, resulting in a typical ROI of one to three years. Geography is less of a factor where Enviro-Temp is used with a commercial refrigeration system in the 120,000 to 2,400,000 btu/h range and ROI is typically one year or less.

Turbotec is an ENERGY STAR® Partner and U.S. Greenbuild Member. This product assists in meeting LEED goals. For further information on the Enviro-Temp from Turbotec, please contact our sales department.



## Gary's Rant – The Upcoming Crisis



Everyone remembers back in 1996 when electric generation was deregulated in

the hopes of creating a competitive retail market that was supposed to allow customers to benefit from lower rates and better service. What most people didn't realize was during the transition to a competitive retail market, all utility companies were permitted to recover the construction costs of their power plants (costs not recoverable in a competitive market) by assessing a "competitive transition charge" (CTC) on each customer's bill.

As a result of litigation, rates

were capped and most customers experienced little to no rate increases since 1997. Guess what? Rate caps in our area expire in the next two years: PP&L on December 31, 2009, PECO and MetEd on December 31, 2010. So what does this mean? It means that the PP&L customers will see a projected first year rate increase of 37%, PECO customers will see a projected first year rate increase of 25% and MetEd customers are projected to see a first year rate increase of 54%.

What can we do? Plenty! According to a 2007 report by McKinsey Global Institute, the United States has the lowest energy productivity of any developed economy. Chances are, your company makes a contribution to that statistic. To implement green energy activities, begin with the basics such as

replacing incandescent light bulbs with compact fluorescent bulbs, resulting in an energy savings of up to 60%. Replacing standard motors with high-efficiency motors will save up to 7% depending on the size of the motor.

Reducing the speed of centrifugal machines with variable speed drives can result in energy savings in excess of 80%. You can put timers or motion-sensors on non-priority lighting and install set-back thermostats to save electric and other utility costs. (Be sure to read the article on Intellidyne published below.)

If you're really serious, call us and we'll mail you an "Industrial Audit Guidebook" or you can email me with questions. Don't wait - start now!



### Intellidyne Money Savers

*Intellidyne reduces your heating bill.* Two products from Intellidyne for commercial boilers and forced air heating systems can reduce your heating bill by 10%. Intellidyne, noted for its expertise in saving energy in commercial air conditioning and refrigeration, has units for boilers as small as homeowner size and as big as industrial size. The unit for forced air is the FA, or forced air unit. As with all of the Intellidyne units, the manufacturer guarantees a 10% reduction in fuel savings or

your money back. Typical savings usually run between 10 and 20% with a return on investment usually between one to two years. With boilers the return on investment can be as little as one heating season.

The units also feature fail-safe operation, state of the art microcomputer controller and easy installation by trained technicians with no programming or seasonal follow up visits.

Not only does the Intellidyne FA unit save you fuel and electricity when installed, it also eliminates unnecessary starts and cycles thus extending the life of your unit and reducing maintenance costs.

Please contact us to schedule an appointment to review the

FA and boiler units and all the other energy saving products from Intellidyne.



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## Taking Pride in Your Work

When's the last time you did something that you were really proud of? Maybe you helped a friend out in their time of need or you accomplished a goal that you never thought you'd meet. How about at work? Do you take pride in the job you do?

No matter what kind of job you do, it is important to someone. It should also be important to you. The way you do your job says a lot about you. Here are some tips for improving your workmanship:

- ✓ Treat others with the same respect and kindness with which you want them to treat you.
- ✓ Show enthusiasm and interest in all aspects of your job.
- ✓ Present an appearance that is appropriate for your workplace and shows that you take pride in yourself.
- ✓ Learn from your mistakes but don't dwell on them.
- ✓ Don't be afraid to ask for help.
- ✓ Do the best job you can every time and be proud of what you do.
- ✓ **Don't just collect your paycheck.... EARN it!**

## Project Elf-3

This year Diversified Refrigeration, Inc. adopted two girls and two boys to whom we played Santa's elf. The children are part of the 72 area children whose parents are serving overseas. The program is sponsored by the Upper Bucks Senior Center and VFW Post 11322.

Each year they help different children than those they served last year. Diversified Refrigeration made a contribution along with our dedicated employees who individually reached into their pockets to help out. Gary was quoted as saying "It was a great way to give back to those men and women who are defending our nation."

