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comfort • accountability • responsibility • expertise • service

The heating and cooling contractor that c.a.r.e.s

Winter 2007

An Engineer's Opinion

One of my favourite aspects of this business is the customer interaction. With our diverse client base I get inquiries ranging from the latest technology to services that we may or may not offer. Some of the most common questions I receive revolve around energy reduction and indoor air quality. What fascinates me is how so many homeowners and contractors alike see these as two separate entities and often do not see how closely linked they really are.

For example, adding extra insulation and sealing the cracks in your home can significantly reduce your heating bills. However, this can also reduce the natural ventilation that cracks provide and cause your home to become stale and/or trap excess moisture inside, affecting your indoor air quality. You may need to introduce mechanical ventilation in the form of a heat recovery ventilator (HRV) to bring in fresh air and manage humidity. As you can see, the door on this subject swings both ways and only a knowledgeable contractor can give you the correct advice you need to get the best solution for your home.

The Energuide for Houses program offered by the federal government is now gone. If you had your "A" test done, you have until March 31, 2007 to get the upgrade work done and a "B" test completed to validate your energy savings and receive a government grant.

In my opinion, the success of this program seems to transcend the requirement to get a grant. People I have talked to realize that the lifetime of savings from investment in energy saving strategies for their homes was the real prize. As a result, Atlas is now offering an Atlas Energy Audit to our customers as one of the value-added services in our portfolio.



Lastly, I get a lot of calls about duct cleaning and duct cleaners. We probably get more

calls on this subject than anything else. As a result, we now offer a duct cleaning service to our customers. We found the best independent duct cleaning company out there, developed our own specification and training program and coupled it with an unconditional satisfaction guarantee.

This year is Atlas Air's 75th anniversary and we will be celebrating it in a big way. We hope many of you will be able to join us as we present open houses, seminars and special promotions. We know we wouldn't be here without you, and we're looking forward to demonstrating just how much you mean to us. Stay tuned!

Roger Grochmal P.Eng.
President, Atlas Air ClimateCare

Tips for Low-Cost Heating This Winter

With the winter months upon us we thought it would be a good idea to share some “best practices” on how to get the most from your heating dollars. Fuel costs are on the rise and environmental regulations are increasing. Now, more than ever, it is important to ensure the safe and efficient operation of your home comfort system.

Tip #1 – Regular maintenance visits

Like your car, your home comfort system needs a regular tune-up. Regular maintenance visits, when performed by certified technicians, will ensure your system is running smoothly and as efficiently as possible. By maintaining your system you will achieve optimal efficiency and can avoid a mid-winter breakdown.

Tip #2 – Keep the fans “on”

Air circulation is a key factor in maintaining a consistent temperature in your home. Most thermostats have a fan option that reads “auto” and “on”. Turn the setting to “On” and keep it there. The fan will run even when the furnace is not, ensuring warm air is always circulating. This same rule applies to ceiling fans as they serve the same purpose and use very little electricity.

Tip #3 – Two degrees can make a world of difference.

For every degree you lower your thermostat in the winter, you can save two per cent on your energy bill. Lowering your heat when you’re not at home, or at night, can make a significant difference on your energy consumption. Programmable thermostats are an effective way to maintain this without the hassle or worry of remembering to do it manually.

Tip #4 – Take advantage of government rebates.

The Ontario Power Authority’s “Hot Savings Rebate” program has been extended until **March 31, 2007**.

The three rebates are as follows:

- \$100 rebate for the replacement of an existing furnace with a new one equipped with an ECM motor.
- \$500 rebate for the replacement of an existing central air conditioning system with an ENERGY STAR® model.
- (up to) \$75 rebate for the purchase and installation of a programmable thermostat.

Don’t let energy costs burn a hole in your pocket this winter. Conserve energy and save your money!

Hockey is in the “Air” as Atlas Supports Local Youth League

Standing decisively behind the bench at the Vic Johnston arena, Atlas employee George Parry looks on as his team executes their passing drills with skill and precision. Smiling proudly and earnestly he says “I love to analyze this game”.

George is head coach of the Energizer Batteries team in the Streetsville Amateur Minor Hockey Association. The team competes in the boys Midget House League (ages 16 and 17) whose roster includes George’s children. “I’ve been doing this a long time,” jokes George, who started coaching when his children were five and six. George has held the role of Vice-President of the club for the past eight years, and Convener for the last 10.

George speaks of how the skills and experience he has gained at Atlas help him with his role at the Hockey Club. “I’ve been able to bring over what I have learned and apply many of Atlas’ management systems to the Association,” says George. “Atlas has always supported me and the team and it’s a great feeling knowing you’re giving back.”

Atlas has recently demonstrated their support to George and the Association by sponsoring a rinkboard sign at the Vic Johnston Arena where all the League’s games are played.



George kneels with his team in front of the new Atlas CARES sign at the Vic Johnston Arena in Streetsville.

Energy Evaluations by Atlas ensure your home is as efficient and environmentally friendly as possible

When you reduce energy use, you save money on your energy bills. The less energy you use, the more money you save. Energy Evaluations assess the effectiveness of your home comfort system, how well your home retains energy as a whole and the effects your home has on the environment.

Energy Evaluations by Atlas examine all of the major factors that affect energy efficiency in your home, and when completed Atlas will provide you with a detailed report outlining the findings and recommended solutions.

Air Leakage

Air leakage control is the first item reviewed and is especially important in cases of a new renovation or construction. Atlas will go through your home and identify how to block or control air leaks, resulting in increased comfort, reduced energy losses, protection of the building structure, and the reduction of noise and dust from outdoors.

Doors and Windows

Atlas will examine your doors and windows checking for damage, leaks,

cracked weatherstripping and condensation problems. These are all major potential issues.

Insulation

Insulation is as important in the efficiency of any structure as the safe operation and efficiency of your heating and cooling system. Atlas will examine your insulation to ensure the heated or cooled air is not escaping.

HVAC

An ever important aspect in energy consumption is the operation and efficiency of your heating and cooling system. An Energy Evaluation will show how efficient your current heating and cooling system is. Older heating and cooling systems may still run, but may be so inefficient that replacing your heating and cooling system could pay for itself much sooner than realized.

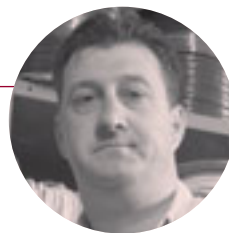
Your home operates as a system.

A change to one component of the house can have an immediate effect on another component.

Call Atlas Air to schedule your Energy Evaluation today!

Tech Tips

If you're heading down south this winter to escape the chill, you probably have asked a friend or neighbour to stop in from time-to-time to check your home. You will more than likely arm them with a checklist of things to do; check the mail, water the plants and feed the cat. **However, don't forget to ask them to check the heating system!**



If you plan to be away from your home for more than two consecutive days, it is recommended that you ask someone to check if your home is still warm. If they arrive and the house is cold, it is more than likely that the furnace has shut-off. Leave your contractor's contact information handy. You do not want your guest to attempt to fix the problem themselves. This can cause even more damage and is not safe. Another simple check would be to ensure that the basement hasn't flooded while you are away as well.

Remember, your home is your most valuable asset. By performing these simple checks you can avoid disaster and potentially save thousands of dollars.

Alan Caruk, Field Supervisor

Product Spotlight:

The future of home comfort is "blue" with the new 90 Series Blue Thermostat from White-Rodgers. Crafted with "easy" in mind, the 90 Series is designed to be easy-to-view, easy-to-understand and easy-to-operate. The large 12-Square-inch touchscreen display is the largest in the industry. Being blue lighted, with larger character size makes it easy to read, even in low-light viewing. It is complemented by extra-large touch keys and a clean uncluttered display area for easier operation and navigation. Programmable up to seven days, the 90 Series offers a +/- 1° temperature accuracy that will keep you comfortable and protect your HVAC system.



The future of programmable thermostats will follow the innovative and easy-to-use blue technology. It won't be long until the market is flooded with imitators. For more information contact us today!

Hydronic Happenings – “Strive for Balance”

In Canada we enjoy a fairly high standard of living and a plentiful supply of energy. However, we need to be aware of the balance required to retain our comfort level during cold Canadian winters, while using as little energy as possible. The reduction of energy use not only keeps our household heating costs low but, just as importantly, helps to reduce environmentally harmful greenhouse gas (carbon dioxide) emissions into the atmosphere.

The boilers we install for our customers range from mid-efficiency models at approx. 82 per cent AFUE (Annual Fuel Utilization Efficiency) to the very high efficiency of 98 per cent for low temperature radiant operation. The highest efficiency boiler with the lowest comfortable thermostat setting will give you peace-of-mind knowing you have done your part in reducing carbon dioxide emissions that contribute to the global warming problem.

On the comfort side of the balance is that hydronic heat provides the most even, draft-free temperatures in a home. The family will also enjoy being able to dry their boots and mittens on the cast radiators after building a snowman on a snowy afternoon.

It is also important to know that hydronic heating is considered humidity neutral. Essentially, the heating system

will not add humidity or dry out a home in its normal operation. Hydronically-heated homes typically have no ductwork. Atlas can provide a properly sized, independent humidifier to add the desired amount of moisture to your home. The proper indoor relative humidity will keep your comfort level consistent and help lessen the shrinking and cracking of wood floors or furniture in your home.



At Atlas, we can help you "keep the balance" between your comfort and helping our planet remain a livable place. The following Web sites highlight two projects that offer interesting perspectives on climate change:
www.vancouvertovancouver.com
www.climatecrisis.org

Atlas CARES! Sunpark and Women’s Habitat of Etobicoke recipients of holiday donations

In the past we have gifted our customers with a calendar that offered important tips, information and discount coupons. Unfortunately, these calendars are no longer available, so we decided to honor our customers and employees by making donations to two very worthy causes. The **Sunpark Energy Corp.** and **Women’s Habitat of Etobicoke** each received a \$5,000 dollar donation from Atlas Air ClimateCare.

The Sunpark Energy Corp. will be using the funds to support the design and development of a solar energy park in Ontario. Solar parks use the sun’s energy to generate

electricity, a process that results in no pollution and no negative effects on the health of individuals. Canada is an ideal location for such an initiative as it benefits from more sunlight in a year than the current world leaders in solar power.

Women’s Habitat of Etobicoke recently moved its shelter to a new location and is looking to refurbish the new facility. Atlas Air’s donation will help build a new playroom for the children. The grand opening of the new facility is scheduled for this spring.

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