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2009 A/C ROUNDUP

A listing of available products in the air conditioning field

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Air Conditioning Equipment Roundup

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BY DEBRA RESCHKE

WITH COSTS OF ENERGY UP AND AFTER LAST YEAR'S SHOCK OF hefty heating prices, people are now paying more attention to how much they are paying in electricity bills and looking to cut any expenses wherever they can.

Now with the recession hitting hard, consumers looking to keep their homes cool this summer may be asking extra questions on how they can keep their bills low.

"The public just finding some relief at the gas pump now finds itself hit even worse by the recession. The combination has really changed the way consumers view their energy consumption," said Roy Kuczera, senior vice president of sales for Fujitsu General America, Inc.

However, the recession might have a silver lining for some, according to Kuczera.

"The new stimulus package sharpens the focus on energy conservation by providing great incentives to improve home and business energy efficiency," he said. "Homeowners can receive up to a \$1,500 tax credit and business owners get up to \$1.80/square foot for installation of high efficiency heating and cooling systems."

That is definitely affecting the sales at Fujitsu. Kuczera said the company is seeing a shift away from 13-SEER minimum equipment to Tier-1 and Tier-2 Energy Star models. Clearly, offering models that have Energy Star ratings are important as well as efficient products.

"When compared to a 13 SEER system, our products can save consumers as much as 50 percent off the cost of heating and cooling their home," Kuczera said.

That energy savings comes from the technological advances of the HVAC products on the market today. Kuczera explained that a lot of forced air systems are single speed on-off systems that have to cool down or heat up an entire home without any capacity control.

"These systems have high in-rush current causing large amp draws during start-up," he said. "They are also inefficient and labor intensive because they required hundreds of feet of supply and return ductwork, which the Department of Energy states can cause 25-40 percent loss of capacity, also decreasing system efficiency."

The result is a home that is either too hot or too cold in certain places. However, variable speed compressor ductless systems are changing all that.

"Energy consumption is dramatically reduced by use of inverter technology, which converts AC to DC to operate a variable speed DC compressor that has a soft start, drawing low amps as it starts-up at low RPMs," explained Kuczera. "The speed of the compressor is then automatically adjusted to provide just the right amount of BTUs to match the load of the home or business. Individual temperature control is achieved by having indoor units located in different living spaces."

This causes the ideal temperature to be set in half the time and creates a more consistent comfort level, all the while reducing energy use and costs.

The following is a sampling of the latest air conditioning products available.

FUJITSU INTRODUCES 26 SEER HALCYON INVERTER MINI-SPLIT LINE



Fujitsu General America, Inc. has introduced 25 and 26 SEER ductless split systems to the North American market, now the most efficient mini-splits available today.

The new 9,000 BTU model provides 26 SEER with an HSPF of 12. The 12,000 BTU system offers 25 SEER with 12 HSPF. Both of the inverter wall-mount systems are available as split system heat pumps, and offer super-quiet operation and nearly full heating capacity down to 5°F ambient and cooling operation down to 14°F. Refrigerant pipe lengths can reach 66 feet between the evaporator coil and the condensing unit. These units are available with these capabilities right off the shelf with no modifications needed for low ambient operation. There is no need to add a crank case heater, fan cycle control or larger suction accumulator to protect the compressor; these are already built-in. Fujitsu's 2009 Halcyon lineup includes 21 single zone systems with capacity ranges of 9,000 to 42,000 BTUs.

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