

## TECHNOLOGY

# Fujitsu split systems, ideal HVAC solutions for hotel and motel installations

For more than 35 years, Fujitsu General America has been perfecting the ideal comfort solution. The global manufacturer produces air conditioners and heat pumps that aim to achieve the highest efficiency, highest quality, and most environmentally friendly products available. Today, Fujitsu sells more than three million comfort systems a year worldwide.

By incorporating the latest technology developments, Fujitsu mini-splits exceed energy-saving standards and can save up to 40% on heating and cooling costs and many systems are Energy Star® qualified.

Many hotel and motel managers and owners have learned that Fujitsu split system technology offers super-efficient, versatile heating and cooling solutions for old and new structures alike. “Mini-split” comfort systems – which do not require inefficient ducts to transport cooled or heated air – offer one of the most energy efficient HVAC solutions available today.

New heat pump models offer extremely affordable heating and cooling at up to 26 SEER (seasonal energy efficiency rating) – making them the most efficient mini-split heat pumps available today.

Though mini-split systems can be used broadly for new construction, a key advantage in using the technology is seen when older buildings are retrofitted. Typically, one of the main challenges when remodeling older structures is the installation of an affordable, efficient HVAC solution. Mini-splits offer many unique advantages, including the ability to install ultra-quiet systems quickly, with little impact on interior design. Mini-splits also provide localized comfort control – optimizing temperature, air movement and humidity.

## Hotel Seville

An example of how easily a hotel can be retrofitted with ductless technology is the Hotel Seville in Harrison, Arkansas – an elegant, Old World-style structure completed in 1929 on the heels of an epic



stock market crash.

A survivor of the great depression, the hotel is known as the first establishment in the area to serve “ice cold water.” Among the hotel’s notable guests have been the 33rd U.S. President Harry S. Truman and Grand Ole Opry comedienne Minnie Pearl.

Its years of greatness led to years of neglect, so its new owners wanted most to return the building to the fullness of its elegance and grandeur.

“We knew that eventually we could overcome the many challenges of bringing the hotel back, even making many contemporary improvements,” said Don Alberson, part-owner of the hotel. “What we have now, after many months of renovation, is a four-star hotel with one of the finest eateries in the state.”

Today, the 56-room, 35,000 s.f. Hotel Seville’s many ornate facets are topped off with a polished entrance, LCD televisions, high speed internet access and – “our crowning accomplishment,” added Alberson – something hotel guests have wanted for decades, and now have abundantly: year ‘round comfort delivered by 30 Fujitsu mini-split HVAC systems.

The multi-zone heat pumps, with condensing units that serve between 2 to 4 evaporator units, including seven ceiling-mounted cassette units, now meet the indoor comfort needs of the entire building, including all public spaces and private guest room areas.

“The key challenge, and what led to our initial research into split system technology, was the great difficulty and expense of installing a central HVAC system,” said Alberson. “The old structure had many spaces that just weren’t suitable to duct runs and trunk lines. Then we looked at overall system efficiency, and at that point the mini-splits – which offered not only super-high efficiency, but the greatest level of control and zone-ability – sold themselves.”



“The Halcyon multi-zone heat pump line gave us 110 component combinations to achieve mix-and-match flexibility,” said installer Phil Curtis. “We wanted the R410A inverter units, but also the highest efficiency systems we could get. The multi-zones we installed offered efficiency ratings of up to 16.5 SEER and 9 HSPF. We could select either 24,000 or 36,000 BTU outdoor units combined with 9,000, 12,000 or 18,000 BTU wall-mounted, concealed ceiling or compact cassette indoor units – a variety that worked well for every need within the hotel.”

Interested? Check out [www.fujitsugeneral.com](http://www.fujitsugeneral.com).

### Fujitsu General America, Inc.

353 Route 46 West  
Fairfield, NJ 07004  
Tel: (973) 575-0380  
Fax: (973) 836-0429  
[www.fujitsugeneral.com](http://www.fujitsugeneral.com)