



Inside This Issue

Trane Broadcast addresses "R-22 Transition Planning"	2
Optimizing Efficiency with ICS	2
Paul Wallace Surpasses 100th Career Chiller	3
Trane Parts	3
Jim Boyce - BAS	4
2006 Calendar of Events	4
Playing it Safe with Trane	4

Upcoming Events

Trane hosts upcoming ENL Satellite Broadcast

"VSDs and their Effect on System Components"
February 1, 2005

Trane participates in lodging industry event

"HAC Conference & Trade Show"
(Hotel Association of Canada)
February 14-15, 2006

Please contact us for more information!

We're On The Web!

www.trane.com/toronto



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Trane Partners with Pure Humidifier

Trane is very pleased to announce our exclusive partnership with **Pure Humidifier Company**. Pure's strong line of humidifiers complements our standard and custom air handling products and broadens our already extensive portfolio of products and solutions.

PURE Humidifier Company offers a complete line of Steam Injection, Steam-to-Steam Heat Exchanger, Gas-Fired, and Electric Self-Contained humidifiers for commercial and industrial applications. Since 1983, PURE Humidifier has been providing humidification solutions no matter how unique or demanding the application. PURE Humidifier has a solid reputation for quality products and customer service which when combined

with the dependable performance of their products, guarantees customer satisfaction.

Please contact your local Trane representative for further details and inquiries and our Parts Centre for any parts needs on your existing Pure products.



Optimizing Efficiency with Integrated Comfort Systems

Modern buildings demand High Efficiency HVAC Systems to reduce operating costs. HVAC Equipment efficiencies have increased dramatically in the past several years, but are buildings seeing the full benefit of a High Performance HVAC System by simply installing high efficiency equipment? A proper Building Automation System (BAS) should ensure that the complete HVAC System is operating to its full potential, maximizing sustainable energy efficiency and minimizing operating costs. With today's technology, a Building Automation System should offer a lot more than simply monitoring equipment and turning it on and off.

equipment with integral Microprocessor DDC controllers designed to operate the unit to its peak performance. Programmable and Application Specific controllers to properly control HVAC equipment not manufactured by Trane. And System Level controls in our Trane Tracer Summit Building Automation System to optimize the operation of the complete HVAC System.

With the power of microprocessor controllers all communicating to Tracer Summit, we can offer complete 'Optimized Systems', where each piece of equipment has its capabilities maximized by operating as an integral part of the system.

At Trane we offer complete 'Integrated Comfort Systems'. High efficiency Trane

Continued on bottom of Page 2

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Trane Broadcast Addresses “R-22 Refrigerant Transition Planning”

On November 30, 2005, Trane hosted a Comfort Solutions Live broadcast on R-22 refrigerant transition planning, which was hosted by Jeff Moe, program director, Trane Environmental Policy, and Jim Wolf, vice president and chairman, Trane Environmental Policy Council.

The broadcast covered:
 ??Why refrigerant regulations are changing
 ??How and when R-22 will be affected
 ??Trane recommendations for R-22 replacement

R-22 will not be produced in the U.S. and Canada after 2020. After 2020, though no virgin R-22 will be available, manufacturers will still have access to reused or reclaimed R-22, which is not regulated, and which can serve as a suitable replacement for R-22. Though R-22 currently accounts for the vast majority of

the refrigerant used today, the U.S. Environmental Protection Agency predicts that supply will still exceed demand well after the production phase-out. One fact supporting this prediction is what occurred with the R-11 phase-out, which is still available at a reasonable cost ten years after it's phase-out. “Though we've seen R-22 prices increase for 2006, we believe this is a short-term concern about supply that will soon be contained,” said Wolf.

“The R-22 transition is the most significant regulatory impact our industry has ever faced,” said Moe. “We feel it is absolutely critical to understand the broad set of facts and logic to help us wade through this transition to deliver environmentally responsible solutions while at the same time minimizing cost impact.”

R-22 Phase-Out Plan
 Trane intends to discontinue

use of R-22 on all new equipment as of 2010. For new product development, it has developed the following criteria for choosing a refrigerant:

1. Regulatory compliance is mandatory.
2. Consider all criteria desired by the industry, including efficiency, cost, size, weight, application fit, etc.
3. Ensure solutions are environmentally responsible, from a balanced perspective, taking into account ozone depletion, global warming and efficiency.
4. Focus on the system's peak performance, not on optimizing components.
5. Develop new products that are expandable and can lead to increasing efficiency over time.

R-22 Alternatives:

1. R-410A - To be used for residential, light commercial and packaged terminal

2. R-134A - To be used for larger unitary systems, helical rotary chillers and scroll chillers.

“All allowable refrigerants can be applied in an environmentally responsible manner and there is not one single alternative to R-22,” said Moe. “It is critical to focus on the customer's current and future needs and, most importantly, the system or product line to determine the best refrigerant.”

Optimizing Efficiency with ICS Continued from page 1



For more information regarding Trane's Integrated Comfort System, please contact your local sales representative.

For example:

Chiller Tower Optimization ensures that the condenser water temperature from the cooling tower to the chiller is at the optimum setting to minimize energy used by both the tower and the chiller. Overall chiller plant energy is significantly reduced.

Fan Pressure Optimization ensures that the supply fan in a VAV system delivers the volume of air at the minimum pressure required to meet

space demands. Controls on the vav boxes and central air-handling units communicate to ensure proper comfort is maintained and energy is not wasted moving excess air.

Dynamic Ventilation Reset optimizes the amount of energy put into heating and cooling outdoor ventilation air. Again, the control system has the information to ensure proper ventilation and indoor air quality, while not using excess energy over-ventilating the space.

At Trane, these and other energy saving 'Systems Strategies' are an integral part of our Tracer Summit Building Automation System, and can be easily implemented in any building. A Trane Integrated Comfort System can provide a cost effective, high performance, 'Optimized' HVAC system for your building.

Your Trane Account Manager would be glad to help explore the opportunities on your next project.

Paul Wallace Surpasses 100th Career Trane Water Chiller

Trane Central Ontario's **Paul Wallace**, surpassed his 100th water chiller sale this year with a career total of 109. Paul joined Trane 15 years ago as a co-op student from the University of Waterloo and sold his first chiller in 1995. Trane has a full line of HVAC products and solutions but Paul really takes our heavy metal to heart.

Paul recalls his first love being automation systems, which was his primary role at Trane in the first few years: "Growing out of an understanding of how buildings actually operate, and react to changes, has really benefited my customers as we develop solutions to sometimes complicated water chiller distribution issues and restrictions". Having an understanding of electronics, software, and how chillers react with weather and building characteristics is foremost in

Paul's solution strategies.

"Applying a chiller to a building air conditioning system is not actually complicated, but there are so many interactions with other equipment, controls, people, diversity, and so on that many times finding a solution to a given problem can seem daunting."

Paul is an expert in energy analysis and comparing building systems and takes great pride in showing our customers the best system and financial solutions. When you compare the energy consumption of any building to a chilled water system, the chilled water system will almost always win. Because the life-cycle of the equipment is also typically twice of most other systems, it really requires a proper life cycle analysis when you start looking at new building construction.

Paul's true passion is big central chilled water plants. He has been involved with some of the biggest installations in Ontario including casinos, hospitals, and university campuses. With chillers becoming virtually twice as efficient as they were only 30 years ago, and distribution becoming more and more suburban, Paul has his customers in these large plants working towards the coldest water they can make. Trane centrifugal machines will now make 36F (2C) water easily and as low as 34F (1C) without any antifreeze in many applications. When a system is running variable pumping and two way control valves, the colder water actually helps the coils dehumidify and its cooling effectiveness improves greatly.

Paul has always been a strong performer and has twice been named to Trane's prestigious North American "Million

Dollar Chiller Club" but still works on solutions for all sizes of building including packaged rooftops, custom air handling, and of course controls. Paul's expertise in some of the largest buildings pays huge benefits when working on some of the smallest problems.

Paul and his wife Sheila have three children, and recently took a new assignment this past year building the Waterloo - Wellington territory for Trane Central Ontario.

Congratulations Paul!

Trane Parts Centre Meeting your Heating Needs!!

The heating season is well under way! Did you know the Trane Parts Store's offer a wide range of replacement components, products and tools to meet your HVAC service and installation needs. We strive to provide value to our customers through professional and prompt service, and industry competitive pricing!

The **Trane Unit Heater** represents a technological breakthrough in quality and rugged construction. The Trane Unit Heaters feature high thermal efficiency to deliver

lower operating costs to the owner. Our Parts stores offer a complete line of Trane Unit Heaters to meet your replacement needs, backed by a ten year warranty, letting you know Trane will be here for the long haul. The new **Trane PTAC** unit provides a quiet, efficient and reliable solution that combines the best technology with an affordable package to service the hotel/motel, nursing home, apartment and office markets.

When it comes to your tool needs, look to Trane to provide industry leading tools from

Bacharach and **Fluke**. The Bacharach combustion analyzer offers the best in design, quality, and easy of use, providing you with a quick payback by reducing service time through accurate, electronic test results instantly. The Fluke products provide you with a full line of world class, easy to use meters to meet your HVAC servicing needs.

Drop in and see us at either of our two locations or call one of sales associates to let us help you today.



Trane offers a complete line of Trane Unit Heaters backed by a 10 year warranty. Contact your local Parts Centre for more information.

Jim Boyce

Sales Manager, Building Automation Systems



Jim Boyce - Sales Manager of BAS

Jim Boyce grew up in Burlington, Ontario and graduated from McMaster University in 1989 with a Bachelor's Degree in Mechanical Engineering.

Jim joined Trane immediately after university and attended Trane's Graduate Engineer Training program in Lacrosse in 1990. Jim was part of the Trane Canada manufacturing and product support center in Etobicoke from 1990 to 1996 where he worked in roles with HVAC product support, system applications, marketing management, and pricing management.

In 1996 Jim and his family moved to Calgary, Alberta to join the Trane Calgary district office as a Sales Engineer. Jim worked directly with Owner, Consulting Engineer, and Contractor

customers in the Calgary market to grow and support Trane's business. Jim held positions as Sales Engineer, Sales Team Leader, and General Sales Manager of the Calgary office. During Jim's 9 years in Calgary, Trane saw continued growth in their equipment, services, and controls systems businesses.

Jim, his wife, and daughter were happy to move back home to Ontario this fall. Jim has joined Trane Central Ontario as Sales Manager of Building Automation Systems, effective November 1, 2005. We look forward to utilizing Jim's 15 years of experience in HVAC Systems as we pursue our goal of growing our Building Automation Systems business and becoming a True HVAC Systems Solutions Company for all of our customers.

Playing it Safe with Trane: Avoiding Back Injuries

- ??Minimize your carry by having materials delivered close to where they will be used.
- ??Try to store materials at waist height. If possible, raise your work to waist level.
- ??Make sure floors and walkways are clear and dry. Slips and trips are a big cause of back injuries.
- ??Use carts, dollies, forklifts, and hoists to move materials - not your back.
- ??Use carrying tools with handles to get a good grip on wallboard or other odd-shaped loads.
- ??If materials weigh more than 50 pounds, do not lift them by yourself. Get help from another worker or use a cart.
- ??When lifting or carrying materials, keep the load close to your body.
- ??Try not to twist, when lifting and lowering materials. Turn your whole body.
- ??Lift and lower materials in a smooth steady way. Try not to jerk the lift.

Simply follow the guidelines and you too can adopt a safety attitude and prevent yourself and the people around you from becoming another safety casualty and statistic in the Canadian workplace!

2006 Calendar of Events

Mark your calendar! In 2006, Engineer's Newsletter Live will broadcast the following topics:

- Feb 1** VSDs and their Effect on System Components
- May 3** HVAC Systems and Airside Economizers
- Sep 13** HVAC Design for Places of Assembly
- Nov 8** Energy-Saving Designs for Rooftop Systems

To receive your invitation to these or any other upcoming clinics and events, please send an email to events@trane.com.

This year, the **Trane Customer Learning Centre 2006 Training Calendar**, will offer a variety of topics including:

- ?? **Air Conditioning Clinics**
- ?? **Engineered Systems Clinics**
- ?? **Building Automation Systems**
- ?? **Product Training** - incl Intellipak, Voyager & Precedent Rooftops

These courses are ideal for engineers, contractors, owners and property managers. Trane also provide a variety of self study training for those too busy to attend an evening class.

Please look for your copy of the **Trane CLC 2006 Training Calendar** in the mail this February 2006!

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