



# News

## TBT's Expanded Controls Capability



Today we're ready to work on almost any system, whether it's one building or an entire campus – Johnson, Siemens, Honeywell, Alerton, Novar, or Richard Zada. We're also ready to deliver a solution in any language – BACnet, LONWORKS, Modbus or any combination. The controls world is a different place. Why?

One of the main drivers has been our new relationship with control vendors who are licensees of the Niagara Framework software that talks in almost any language to almost any currently installed building automation system. These vendors also manufacture devices that can replace most defective components that are no longer available from the original manufacturer and upgrade the system's software without throwing out what you have already bought and paid for.

This open system architecture software and hardware is nothing short of amazing and the cost to improve your system, using most of what you already own, is very affordable. The system can be driven by its current front-end, an existing Tracer Summit front-end or a new Tracer Summit or Niagara front-end.

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**M**any Tampa Bay Trane customers have purchased or acquired facilities with building automation systems of vendors other than Trane. These same customers have experienced Tampa Bay Trane's outstanding support work on Trane's Tracer Summit and have asked us to apply our skills to service and/or upgrade their non-Trane systems.

In the past, our answer was almost always "No". The commonly cited reasons: "Your software is proprietary", "We can't get the vendor to train us on the software" or "The vendor no longer supports the product you own". Over the last six months our outlook has changed by 180 degrees and our response is now nearly always "YES". YES, we can and we do want to help.



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# Managing Building Moisture

**M**anaging building moisture is one of the top challenges of air conditioning providers in Florida's hot and humid climate. Maintaining temperature set point is seldom a problem. However, as most have learned, improperly maintained indoor humidity levels can result in occupant discomfort, mold, mildew-damaged building contents and lawsuits.

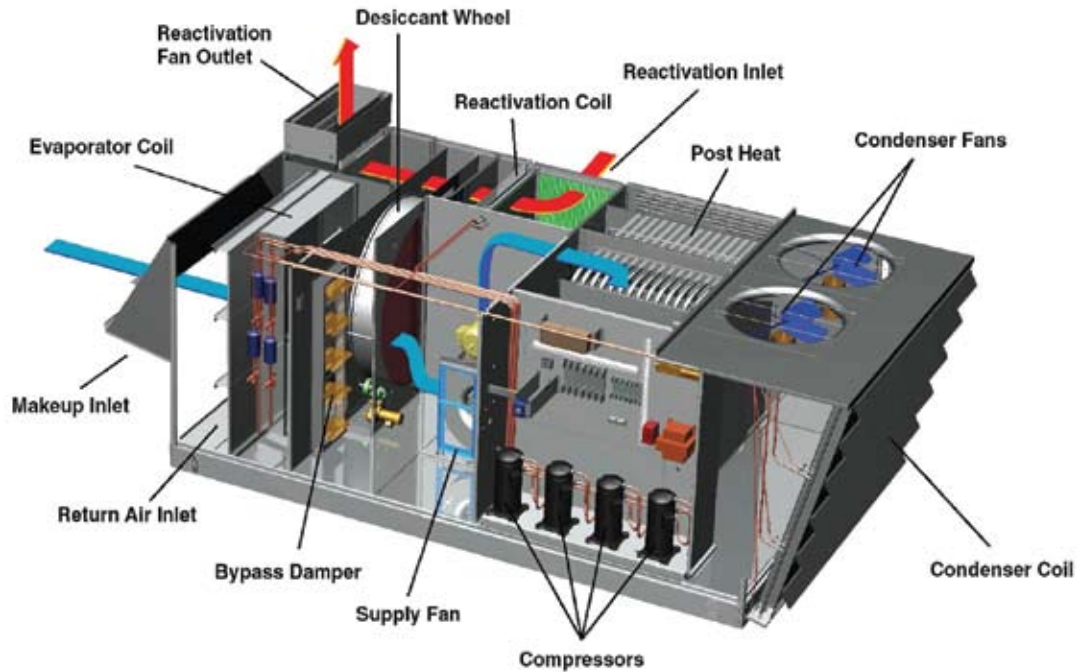
There is more than one way to tackle the challenge of building moisture. At Tampa Bay Trane we have equipment, controls, and systems that allow us to select from several approaches depending on the project's size, design criteria and budget.

**TBT alternatives include:**

- Trane CDQ (Cool, Dry, Quiet)
- Trane Stacked Dehumidification Units
- Trane Low Temperature Chillers
- Trane "Morganizer" Packaged Rooftop Units
- Trane Tracer Summit Outdoor Air Optimization
- Calmac Ice Storage Systems
- Des Champs Wringer and Wringer Plus

To this list of options, we are proud to add the Munters "Dry Cool" product line. Available in standard sizes from 1,500 to 16,000 cfm (larger units are available as design specials), this product provides many features that help to ensure building moisture will not be a problem.

In fact, the availability of the Munters offering has changed many designers' approach to treating large quantities of outdoor air. The Munters Dry Cool unit design is a significant change from the previous Munters desiccant cooling unit designs, as this model – "The Dry Cool Unit" – does NOT use natural gas or any other external heat source to achieve the ultra-low dew points it delivers. Because of the



effectiveness of the unique "Dry Cool" process, designers now have the option of delivering treated outdoor air at conditions well below the commonly specified target of "room neutral" (75 degrees dry bulb and 50% relative humidity). The Munters Dry Cool air units utilize desiccant dehumidification to achieve these ultra dry air conditions but they employ condenser heat to complete the desiccant reactivation cycle. The "Dry Cool" unit can efficiently deliver pre-treated outdoor air so dry that the air can absorb all of the remaining moisture given off by the building occupants or processes, thus relieving all other conditioning system components from performing any significant moisture removal. With this type of design, the indoor cool coils will operate near-dry (with little or no condensation on the coils) much of the time, as the entire latent load is taken care of by the pre-treated super-dry outdoor air. The results – humidity levels that meet and exceed design conditions with room to spare.

The "Dry Cool" unit utilizes a combination of desiccant adsorbing air exchanger coupled with a patented-design compressor or chilled water mechanical cooling system to enable air to be delivered at ultra-low moisture content levels previously available only from industrial products.

Can your project benefit from looking at "Dry Cool"? Give us a call.

# An even better Trane Centravac!

**B**elieve it – Trane has been building centrifugal water chillers since 1938. That’s over 70 years. In that time span, we have shipped over 65,000 machines totaling over 35,000,000 tons of cooling.

The Centravac has defined the industry’s standard for chiller efficiency and long-term reliability. These machines are also the industry’s quietest. Backed by the area’s best trained staff of graduate sales engineers, the largest staff of field service technicians, six local “Trane HVAC Parts and Supplies” stores with \$4 million in inventory and local operator training, the Trane Centravac continues to earn the highest marks from owners, consulting engineers and contractors. Trane started with the safety, simplicity and efficiency of a low-pressure refrigerant, direct-drive chiller design and has for seven decades continued on this very same path. R-123 is The Centravac’s refrigerant and it’s the industry’s most efficient fluid. Trane believes R-123 is here to stay.



Seven TBT technicians recently traveled to Charlotte and Dallas to participate in factory training on the AdaptiView Panel. They returned excited and ready to handle new machines as they arrive in our market.

If you own a single compressor Centravac with MP 530 controller, you can purchase an installed upgrade kit from Tampa Bay Trane which will be available in May 2008 and provides all the features noted above. Pricing on this conversion will be available within the next 60 days.

Please contact your Trane representative to learn more.



This new controller began shipping on single compressor units in March 2008, and dual compressor units and units with factory mounted Variable Frequency Drives will ship later in the year without a change in pricing.

**Features include:**

- Color, Animated, Graphical, Touch Screen (that’s right...TOUCH SCREEN)
- Open Protocols (Modbus RTU, BACNet, LONTalk)
- Adjustable Height “Dental Arm”
- 24 Local Languages

**Software capabilities include the following industry leading control algorithms:**

- Adaptive Control
- Feed Forward Control
- Variable Flow Compensation
- Adaptive Frequency Drives
- Compatible with Tracer
- Chiller Plant Control

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Furthermore, we have a growing list of highly skilled control technicians who possess the needed experience and training to work on many vendors’ systems. In the past six months, several Tampa Bay Trane technicians have traveled to our new vendors’ facilities and received weeks of intensive training. Locally, we’ve already begun work on several

major projects using these new software and devices and would be pleased to take you to see real installations and discuss their performance directly with their end users. Please contact your Trane representative or call Jon Cramer at 813-391-1019 for more information.

# LEED AP

(Leadership in Energy & Environmental Design, Accredited Professional)

The following Tampa Bay Trane individuals have earned their LEED AP designation.

- **STEPHEN KOONTZ**  
(Tampa Bay Area LEED-AP Trainer)
- **JOHN SIEGENTHALER**
- **DOUG COHN**
- **TONY MORELAND**
- **MATT KRUSE**
- **KEENAN SANZ**

## Large Rooftop Replacement Program

**A**s you know, R-22 will no longer be allowed to be used in new commercial air conditioning equipment as of January 1, 2010. In addition to the refrigerant change, new units will have to comply with higher efficiency standards.

The impact of these changes is that, in the near future, replacement rooftop units will be longer, wider, higher and weigh more. There are thousands of Trane large rooftop units in the field and many of them, because of their age or proximity to salt water, are approaching the end of their useful life.

If you have units that fit this description, we ask that you take immediate action. Trane is still manufacturing units that are direct replacements for many of the older units. If you delay, you may be faced with higher first costs related to the refrigerant change coupled with the need to rework your roof and the high cost structural supports. To encourage you to act, Trane is offering a special incentive that runs through June 2008. If Trane large rooftop units are covering the roof of your building, please give us a call and we'll provide you with the details.

### What else is new?

- 1.** Effective March 31, 2008, our Sarasota Trane HVAC Parts and Supplies store will relocate to:  
2224 - 72nd Terrace  
Sarasota, FL 34243  
(at the SW Corner of 301 and Whitfield Avenue (69th avenue).  
Ph. (941) 360-0010 Fax (941) 358-0032
- 2.** Visit the newly redesigned and updated Tampa Bay Trane's Web site: [www.tampabaytrane.com](http://www.tampabaytrane.com)
- 3.** The NEW Trane HVAC Parts and Supplies Store in Pasco County:  
16521 US Hwy. 19 N.  
Hudson, FL 34667  
Ph. (727) 245-1320 Fax (727) 245-1321



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