



*Tampa Bay Trane
Southwest Florida Trane*

High Performance Buildings

Spring 2010 | Issue 14 | Vol. 8



Naples Daily News

Like many industries, the newspaper business faces tough competition on many fronts. The print media world is confronting a global move to electronic media with news being delivered instantaneously via the internet to one's computer or cell phone in addition to increased challenges from its more traditional rival – television. Critical to the industry's future is finding a solution to the sea-change among younger people who have moved away from the time-honored habit of reading the daily local paper. The Naples Daily News and the completion of its sparkling new facilities on Immokalee Road are a tribute to its owner, Scripps News Corporation, and to the strong local staff and community commitment that have enabled the paper to thrive in these very difficult times.

Trane is pleased to have been a key team member working on the project with the General Contractor, Gates General Contractors, and Mechanical Contractor, B & I Contractors of Ft. Myers. Southwest Florida Trane sales engineers Jason Allen, Sam Moreland and Mike Brousil teamed with Gary Griffin



and Jason Grabowski of B & I to deliver a world-class HVAC system.

The air conditioning was designed using Trane's Earthwise System concept, delivering an HVAC System that minimizes

first cost while also insuring maximum on-going operating efficiency. The cooling system employs three Trane Centravac water chillers, producing 43 degree chilled water with a 16 degree temperature spread to reduce pipe sizes, optimized Marley Cooling Towers, a Variable Primary pumping system to minimize pumping energy, and Trane Modular Climate Changers with factory-mounted controls to minimize field installation labor. A Trane Tracer Summit Building Automation System controls the comfort levels throughout the News facility, and also provides immediate access and control of all of the system components from a central location within the structure or remotely via the Internet.

Tampa Bay Trane Delivers On-Site Operating Personnel

The State of Florida requires that a hospital's central energy plant be manned 24 hours a day, 7 days a week, 365 days per year. All hospitals are aware of this requirement and staff accordingly.

What happens when you all of the sudden have two chiller plants? You guessed it – you need another complete set of on-site operating personnel to man the second location. This was the exact situation with a major Florida West Coast hospital that recently completed a large 5,000-ton central energy plant employing Trane Centravac Chillers, but could not, for various reasons relating to the construction schedule, shut down all elements of their old plant for several months after the new plant was up and ready to run. During this transitional period, the hospital needed a second set of staffers to cover first the new plant while it was in a standby



mode, and then the old plant as the two plants moved from lead plant to stand-by. The hospital's permanent crew handled the energy plant that was designated as the lead operation.

After being notified of the situation, Rene Andreatta, Tampa Bay Trane's Facilities Operations Manager, swung into motion and using current Tampa Bay Trane operating personnel, as well as part-timers recruited just for this project,

manned the customer's site, 24 x 7 for more than three months. The result was the customer met the State's requirements and did not find it necessary to hire then terminate temporary staff. Tampa Bay Trane took full responsibility for training and scheduling as well as providing all needed paperwork to meet the hospital's Human Resources requirements.

Trane's Performance Climate Changer comes to Tampa

On February 22, 2010 the new Trane Performance Climate Changer was on view right in the lobby of Tampa Bay Trane. Models 3- 31 have been shipping from Trane Lexington since September 2009, but this was the first face-to-face view many Trane customers have had with this exceptional new product.

Trane's new offering offers a wide range of options including:

- Low leak rates – less than 1% at +/- 8" WG
- 2" R13 foam insulation
- No-thru-metal thermal conductivity in panels or doors
- Single metal handle with multiple latches, or multiple door handles
- Variable height vertical discharge plenum with variable size and type of openings
- Dual sloped drain pans

In addition to the casing offerings noted above the new air handler also features:

- Extensive fan selection options including direct drive Fan Arrays
- Multiple filter alternatives



Trane Factory Mounted Controls are a major ingredient of the new Performance Climate Changer. Options include:

- Certified and tested sequences
- Open Protocols
- Piezoring measurement devices standard to measure fan airflow
- Traq Dampers for accurate measurement of outdoor air

Ask your Trane Sales Engineer to help you with your next commercial air handling unit need.



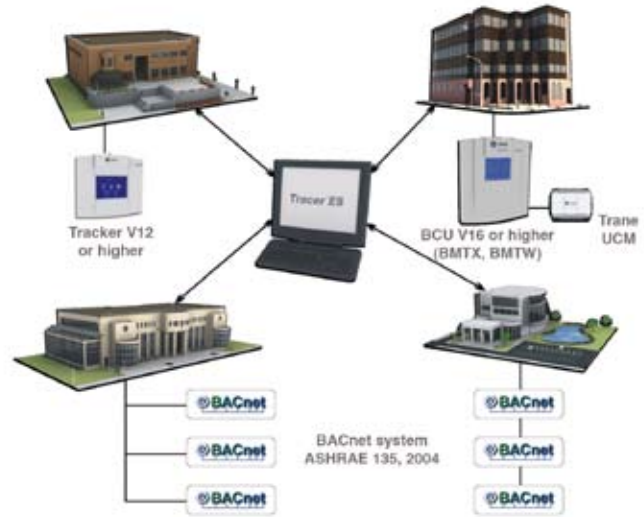
New Trane Tracer Summit Capability – Tracer Summit ES

If your facility has numerous buildings and perhaps Trane Tracer BCUs everywhere, or your enterprise involves several remote locations across the state or across the continent, then Tracer Summit ES might offer just what you're looking for.

Tracer ES is a Web-based systems integration solution that gives facility managers an online, enterprise-wide view of all their buildings and systems, from any PC on the network. Tracer ES is fully customizable, easy to install and lets users perform daily operations such as online scheduling, alarm management, troubleshooting, status updates and data analysis.

Tracer ES can help educational, healthcare, government and retail organizations create healthier, more comfortable environments for their occupants – while allowing management to make better operational decisions to reduce energy usage and maintenance expenses.

Now in full production, Tracer ES provides a software package that will reduce your work load, speed global changes and help



you manage your facilities more efficiently – all from Trane and designed to fit perfectly with Trane Tracer Systems both new and old. Tampa Bay Trane has successfully completed several installations of Tracer ES and would be pleased to provide both a demonstration of the system, as well as a face-to-face visit with a current ES owner. Give us a call.

Need Trane Rooftops or Trane Split Systems, but Need 'em Fast?

Trane Light Commercial Unitary Equipment is now in stock and available through your local Trane HVAC Parts & Supplies locations.



Your six(6) Trane Parts Centers are now an additional source for Trane 2-20 ton Light Commercial Unitary (LCU) Equipment. Trane split systems and packaged rooftop units are available for commercial replacement projects from your nearest Trane Parts Center or from your Trane HVAC Parts & Supplies Representative. This equipment will be in stock at most locations and will be immediately available using your Tampa Bay Trane line of credit – thus avoiding the need to utilize Trane's arduous and often time-consuming credit approval process. Tampa Bay Trane's local Credit Department can quickly approve your order and our Parts Center personnel will get you the equipment you need from our new local inventory, enabling you to quickly be on your way to solving your customer's air conditioning problems.



If you currently purchase Trane LCU Equipment from a Trane Sales Engineer in our Tampa or Ft. Myers Office, nothing needs to change – that should remain your method of doing business. If you have an emergency need where you require same

day availability, your sales engineer can handle those special transactions through Trane HVAC Parts & Supplies. You will still receive the same high quality Trane LCU equipment – just faster and easier than dealing with the national Trane credit process.

Trane LCU Equipment...1.5 to 20 ton Split Systems, 2 to 20 ton Rooftop Packages...Now in stock at Trane HVAC Parts & Supplies in Tampa, Clearwater, Hudson, Sarasota, Ft. Myers and Naples. We're ready for your business!

Hurricane Season

Wow, what a winter! Lots and lots of cool and darn right cold weather. But spring will soon be here followed by you-know-what – HURRICANE SEASON.

A couple of reminders.

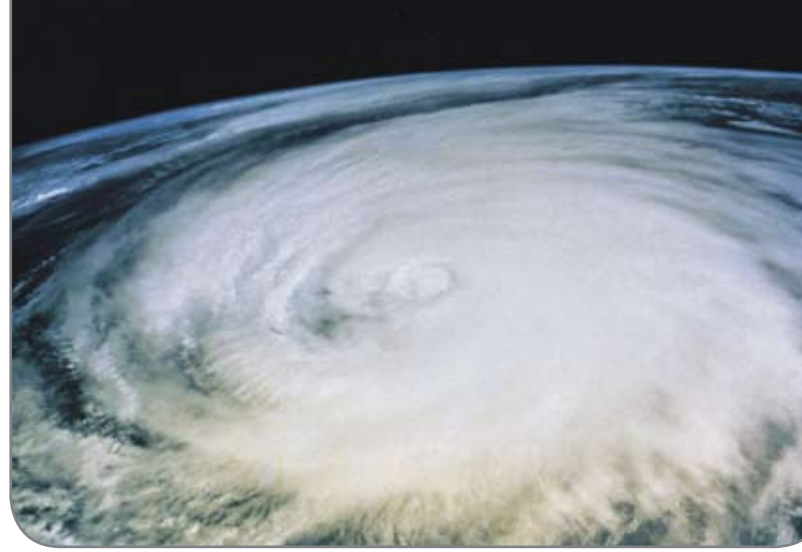
1. Time to check your rooftop equipment and all outdoor equipment tie downs. The gear might be big and it might be heavy but make no mistake – its size just makes it a larger target for a storm. Mother Nature has a habit of showing us who's in charge, and we all know it's not us.



phone numbers and arrangements made for priority service if your facility's operation is of a critical nature.

3. Time to get your Chiller Contingency Plan in place too. Trane can help you secure a priority position so that you're at the top of the list for rental chillers, air units, pumps, or cooling towers. Much of Trane's rental fleet is housed just up I-4 in Orlando and can be on-site and operating within hours.

2. Time to put your Disaster Recovery Plan in place. Tampa Bay Trane can help. You'll want to get all of the key emergency



4. Time to get your facility ready should you ever need to add rental equipment. As stated above, getting the rental units to your location might take just a few hours, but then what? Is there a place to park several 40-foot trailers? How much flex hose do you need to connect the rental into your system? What about the installation of valves and stub-outs – will you be forced to drain your entire chilled water system during an emergency so that you have a place for the rental equipment to connect? What if you lose power – where and how will you tie in an emergency generator? What length of cable will you need to tie a rental generator into your switch gear, and where will you tie it in?

Hurricane Season happens every year whether we like it or not. We can help you be better prepared.



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