

Sav Mor Mechanical

A team of professionals partnering with LIPA and reaping the benefits!

General Manager, Phil Garofalo and Sales/Marketing Manager, Diane Vestigo were just one of our 26 contractors with two or more paid incentives for their contribution to providing cleaner energy on Long Island in 2003. Projects completed under LIPA's Commercial Construction Program prescriptive component have paid off for Sav Mor Mechanical and their customers, but the question they asked us was... "where were all the other contractors?"

Sav Mor Mechanical is an HVAC company focusing on the needs of commercial and industrial customers, from design inception to completion. Located in a 21,000 square foot facility in Ronkonkoma, Sav Mor was established by brothers Frank and Gandy Schiavone more than 25 years ago. Although they presently employ 82 people, and do an average annual business of over 18 million dollars, Sav Mor Mechanical thinks of themselves as a family company, dedicated to superior customer service through professional performance.

Both Diane and Phil have high praise for LIPA's rebate programs, that include incentives for both contractors and customers. They also praise the professionals at LIPA whose knowledge and willingness to help are invaluable. Sav More utilizes LIPA's programs as a sales tool, providing valued engineering to their customers. They bring the rebate program to the table when seeking prospective customers, using the incentives to bring the cost down while increasing the efficiency of the equipment. That, coupled with long-term energy savings, and equipment that pays for itself in a matter of years, usually seals the deal.

Sav Mor's customers include a range of commercial establishments, from small retail to multi-million dollar corporate facilities. Fifty percent of the business they try to obtain utilizes LIPA's rebates as a means to secure business and Sav Mor facilitated more than \$500,000 in rebate dollars for its customers since the program's inception.

When asked what advice they would give to their fellow HVAC contractors, Diane and Phil both said, "don't be afraid to use the rebate program to help obtain work." "The paperwork is really quite easy", said Diane. "After the first few times, it is a piece of cake. I do not understand why more contractors don't take advantage of the program, although their not doing so gives us an edge on the competition!" Phil's advice was to take on small jobs as well as larger ones. "In today's economy, and with LIPA's standard rebates, servicing small business customers can be just as profitable as the larger ones," said Phil. "Don't be afraid to use the rebate program to get work because LIPA's staff goes out of their way to be helpful and are always there to assist you."

Sav Mor's philosophy of excellence and customer satisfaction, coupled with their concern about the environment, is closely aligned with LIPA's goals. So the question is, why aren't you stepping up to the plate and getting your share of the business?

To learn more about the Commercial Construction Program log on to www.lipower.org/cei/commercial.html

If you'd like to be included on our e-mail list to receive this publication electronically, please call us at

1-800-692-2626

www.lipower.org

Solutions Providers

| SALES/SUPPORT REP | WORK PHONE |
|-------------------|--------------|
| Joel Lein | 631-436-5767 |
| Rob Scipioni | 631-436-5759 |
| Jim Soria | 631-436-5773 |
| Joe Tartaglione | 631-436-4050 |
| Ken Trypuc | 631-436-5772 |



Sav Mor Mechanical from left to right Diane Vestigo, Phil Garofalo and Frank Schiavone

Technology Update: Using Variable Frequency Drives to Drive Efficiency

Boilers should always be supplied with more combustion air than theoretically required in order to ensure complete combustion and safe operation. At the same time, boiler efficiency is very dependent on the excess air rate. Therefore, the excess air should be optimized to increase the system efficiency.

The effect of the excess air ratio on the efficiency of a boiler system was investigated in a water tube boiler that has the capacity of producing 20 bar pressure and 55 ton steam at 245°C.

The boiler combustion air is supplied from a fan driven by a 30 kW induction motor turning at 1450 rpm. Since the fan motor, running at nominal speed, has

supplied the same air flow rate, excess air amount and exhaust gas temperature were very high at low loads. In that stage, boiler efficiency was low due to thermal energy losses, which also consequently lead to electrical energy losses.

In order to increase the boiler efficiency, the fan motor speed is decreased to 400 rpm from 1450 rpm by using the variable speed controller. After installing the variable frequency drive (VFD), the stack temperature was reduced from 195°C to 145°C. This caused an increase of boiler efficiency of 2.5 percent, and 10,000 kWh of electrical energy saved in a month. An overview of such conservation measures, complete with the analysis of potential energy and cost savings, implementation cost, and simple payback periods are available through the Association of Energy Engineers and your LIPA Energy Solutions Provider.

LIPA's Clean Energy Initiative rebates VFDs in two ways.

LIPA's Commercial Construction Program has rebates that are available for VFDs when used with HVAC and process related motors.

Prescriptive incentives are available for VFDs used to control motors within HVAC systems from 7.5 HP to 20 HP. Incentives for these systems range from \$1,800 to \$2,500. Custom incentives are available for VFDs on HVAC systems larger than 20 HP, and are available for process related motors (typically 7.5 HP and larger). Incentive amounts are based upon VFD costs and projected electricity savings.

Further information regarding LIPA's prescriptive and custom program

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rebate amounts is available by calling 1-800-692-2626.

Article Reference: "Energy Conservation in Boiler House by Using Variable Speed Control" Volume 101 Number 2/February 2004 of Energy Engineering available on the Fairmont Press - Association of Energy Engineers web site at <http://aeecenter.metapress.com>.

Important 2003 Red Book Updates

Posted October 24, 2003: (Red Book Update)

The following pages have been updated: Chapter 4, Page 19 and Chapter 11, Page 30. Go to the LIPA Web site for details on changes. www.lipower.org/pdfs/commercial/redbook/Chapter4pg19.pdf

Posted February 9, 2004: (Red Book Update)

Drawing D22 has been revised to show the 1' Gas/Electric meter clearance starts from the Gas meter union. Go to the LIPA Web site for details. www.lipower.org



MESSAGE BOARD

Professional Development Notices (PDNs)

If you'd like to find out more about one the below programs and/or register, simply go to our online message board at: www.lipower.org/commercial/trade/message.html

2004 Upcoming Events:

April 22 (1 PDHs or 0.1 CEUs per class)

AISC Course on Steel in Residential Buildings
AISC Course on Architecturally Exposed Steel
JW Dye Center, 131 Hoffman Lane, Islandia NY
Sponsored by: LIPA and NYSSPE

April 23 (8.0 PDHs certified through the NYS DSD of Code Enforcement and Administration)

Inspecting PV Systems Course
Sponsored by: Farmingdale University and LIPA
(631) 420-2000, www.farmingdale.edu

May 7 (10 PDHs or 1.0 CEUs)

(Bonus 10 PDHs for Registered Architects 5th session on Architectural and Design issues for PV)
Third Annual LI Solar Energy Conference (Includes 5 workshops and product displays!)
Sponsored by: LIPA, Spectra Solar Engineering and Farmingdale State University
To register: <http://info.lu.farmingdale.edu/depts/met/solar/solarLI2004.html> or contact Farmingdale State University at 631-420-2450.

May 11 MANUAL J: training in cooling load calculations for residential applications, proper sizing techniques, Cool Homes incentive criteria and software applications.

May 12 System Charging and Airflow - instruction in refrigeration circuits, charging methods, troubleshooting, callback reduction and Cool Homes incentive requirements.

May 17 - 19 2004 Power Quality Applications Conference and Exhibition

Hosted by: LIPA and the Electric Power Research Institute, PEAC
This three day conference will focus on security, quality, reliability and availability needed for modern power systems. If you'd like to attend this conference or participate as an exhibitor contact Terresa Daniels at 631-436-5728 or go to the LIPA Web site to download a free brochure.

June 22, 2004 New York State Energy Codes (8 Hours)

Approved by Tri-County Electrical Licensing Board)
Two half day workshops assisting in developing code-compliant design for commercial and residential building.
8:30 am - 12:00 pm
Building Envelope Course (4.0 PDHs)
1:00 pm - 4:30 pm
Electrical/Lighting Course (4.0 PDHs)
Sponsored by: LIPA, AIA and NYSERDA
REGISTER FOR NY ENERGY CODE TRAININGS ONLINE: www.ers-inc.com

Builders Operator's Certification - offered in conjunction with NEEP (Northeast Energy Efficiency Partnerships, Inc.). A series of eight classes will be offered to facility operations and maintenance personnel for Level I and seven classes for Level II. The training includes instruction in electrical systems, energy conservation, HVAC, indoor air quality, codes, lighting, preventative maintenance, HVAC troubleshooting and HVAC controls and optimization. Students completing the BOC series are eligible to apply for 5.6 Continuing Education Credits.

Dates for Level I: May 11 & 12, June 8 & 9, September 14 & 15, October 12 & 13

Dates for Level II: June 29 & 30, September 28 & 29, October 26 & 27, November 16



TRADE NEWS

Volume II

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