

## Vent-Axia On-Air Newsletter February 2011

### Welcome From Ronnie George

Happy New Year and welcome to the February issue of On-Air, Vent-Axia's newsletter.

Innovation will continue to be key for Vent-Axia in 2011 and we are continuing to look at ways to raise the bar in terms of both energy efficiency and reduced carbon emissions. With the launch of some new products as well as the re-structure of our sales force, an exciting year lies ahead for the business.

Vent-Axia also celebrates its 75<sup>th</sup> anniversary in April. Look out for details of specific promotions that we will be running to our distributors marking this very special occasion.

I would like to thank you for your continued support and wish you prosperous trading in 2011.

### NEW: Lo-Carbon™ Tempra

The Vent-Axia Lo-Carbon™ Tempra is designed to fit in a 100mm diameter hole, allowing it to replace standard 100mm extract fans whilst giving all the benefits of heat recovery.

Tempra is suitable for refurbishment, kitchen, bathroom or utility applications. The unit meets the performance requirements for continuous and intermittent extract fans under the Building Regulations Part F for bathrooms and toilets and can be used as a wholehouse approach when installed in all wet areas.

The unit is available in three models; a standard version with pullcord, a T version with overrun timer and an H version with a built-in humidistat. The manual summer setting allows the unit to be set at extract only, helping to prevent a dwelling becoming too hot.

Tempra can be set to run continuously at 6 l/s or 9 l/s, boosting up to 13 l/s, recovering heat from extracted air and returning it to the dwelling. The unique, compact heat exchanger has a temperature efficiency up to 74%, saving energy and reducing carbon footprint.



**Vent-Axia**  
**Lo-Carbon**



### Product Spotlight: eViking

The new range of eViking Air Handling units from Vent-Axia are now available.

Designed to meet the latest European Regulations, the eViking features not only significantly better performance and technical parameters but also offer greater reliability, a reduced carbon footprint and unique panel construction and casing.

The new units offer improved service access including easy to remove panels as well as high efficiency motor options.

The range covers a wide performance range from 3.5 – 16 m<sup>3</sup>/s. With each unit tailored to your specific bespoke requirements, you are offered full flexibility being able to select the unit height and width in the vertical or horizontal.

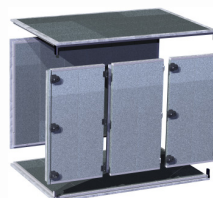
For more information on the eViking, click <http://www.vent-axia.com/files/catdownloads/eViking.pdf> to download the brochure or contact your local HEVAC Sales Executive.

### New Appointments at Vent-Axia

Derek Gow introduces some of the new appointments at Vent-Axia ensuring we are ready for the coming objectives. Demonstrating the company's ongoing commitment to support its network of distributors, four new Sales Executives have been appointed.

Michael Eicke, Neil Houghton and Ryan Lace have joined the Distribution and Refurbishment team. Michael covers the refurbishment market in the North-West Manchester area, Neil covers the distribution market in the Midlands, and Ryan covers the specification market in the north and western Home Counties area.

Steven Molloy has joined the company's HEVAC team covering south-east England.



Steven Molloy



### Vent-Axia Launches New Fan Selector Programme

Vent-Axia is pleased to announce that its new Fan Selector Programme has now gone live.

Featuring a new improved layout split into two screens, the programme contains a wide range of technical data to ensure that the correct fan is selected for the parameters set by the user including volume, pressure, tolerance and voltage.

The new system will now also automatically select a range of suggested accessories to compliment the chosen fan. Once the programme has selected a fan, the user then has the option to download a technical pdf datasheet or the relevant fitting and wiring instructions and ultimately add the product to a trade price quote which will prove more time effective.

Phase one of the project has now been completed and all Industrial products have now been added to the system. Phase two will include the addition of all other Domestic and Commercial products, and this is likely to be completed at the end of February. The final phase will include linking the programme to the company's internal Customer Relationship Management and Quotations systems which will once more increase the speed of customer response and improve the company's customer service offering.

The new Fan Selector Programme can be found at <http://ventaxia.fanselector.co.uk/>

**VENT-AXIA CONTACT NUMBERS** Free technical, installation and sales advice is available

**Sales Centre: Domestic & Commercial**

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**Vent-Axia**®

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### Vent-Axia Re-Focuses Sales Force

Vent-Axia has re-branded two of its three sales teams with a twin focus on “New Build Residential” and “Distribution and Refurbishment”. The move follows the Autumn appointment of the company’s new Group Sales Director Derek Gow.



“In light of continuing changes in the ventilation sector, especially the impact of Building Regulations, it’s important that the terms we, and our customers, use to describe the Vent-Axia sales force represents what it actually does,” says Derek.

Vent-Axia’s New Build Residential team was previously known as Climate Systems and the Distribution and Refurbishment sales force referred to as C&I (Contractor & Installer). The HEVAC team name remains unchanged. Including more than 40 experienced ventilation professionals, Vent-Axia’s sales teams will continue to provide comprehensive, high quality sales support nationwide to contractors, consultants, specifiers, H&V distributors and wholesalers. The new names come into force with immediate effect.



### Vent-Axia Exhibitions: ISH 2011

Vent-Axia are exhibiting at ISH 2011, which is taking place from 15<sup>th</sup> to 19<sup>th</sup> March at Ludwig-Erhard-Angale 1, Frankfurt in Germany.

ISH is the world’s leading trade fair for energy, building, air-conditioning technology and the bathroom experience. Held every two years the exhibition draws around 2,400 companies together on a 250,000 square metre site.

On stand C71 in Hall 11.1 Vent-Axia will be showcasing the latest exciting additions to its comprehensive Lo-Carbon™ range of energy efficient ventilation solutions including the Temptra, a single room heat recovery solution as well as the Sentinel Kinetic MVHR system and a range of commercial, residential and industrial fans.



Visit [www.ish.messefrankfurt.com](http://www.ish.messefrankfurt.com) for more information about the exhibition.

### Case Study: Dun-Laoghaire Flats Get Vent-Axia Energy Efficient Heat Recovery

Vent-Axia’s Lo-Carbon™ Sentinel Kinetic mechanical ventilation with heat recovery (MVHR) system is providing excellent indoor air quality at the first phase of the Honeypark apartments in Dun Laoghaire, a development of 143 social and affordable homes located south-east of Dublin City Centre, whilst helping to cut fuel bills and reduce carbon emissions.



The development accommodates one, two and three bedroom residential apartments in a four-storey block. Under the direction of property developer Cosgrave Developments, Coakley McElligott installed the Sentinel Kinetic units which were supplied by Lindab Ireland in Dublin to serve the kitchen, living room, bathroom and bedroom facilities in each property.

Ideal for this type of new build application, Sentinel Kinetic helps meet the low energy ventilation requirements set out by Dun Laoghaire Rathdown County Council and helps satisfy the requirements of Part F of the Building Regulations.

Having worked on a number of projects with Vent-Axia before, Cosgrave Developments were keen to select the Sentinel Kinetic solution because of its high performance, reliability, and cost effective installation, as Richard McElligott of Coakley McElligott explains:

“With the Sentinel Kinetic system, Vent-Axia has developed a solution that is highly energy efficient and easy to install. It is capable of 90% heat recovery which will be significant in helping reduce the dwelling emission rating (DER) of these apartments. Specifying Vent-Axia on this project gave the added peace of mind that comes with dealing with a leading manufacturer, backed up by the company’s extensive technical support and ventilation expertise.”



Sentinel Kinetic is a wholehouse, multi-room ducted solution which combines supply and extract ventilation in one unit. Warm, moist air is extracted from each apartment through ducting and passed through a heat exchanger before being exhausted to the outside. Fresh incoming air is preheated via the integral heat exchanger which recovers up to 90% of the heat that would otherwise be vented outside and therefore lost. The unit’s energy saving Vent-Axia DC motors further improve its efficiency and carbon reducing capabilities, with Sentinel Kinetic boasting 0.72w/l/s SFP.

The system offers adjustable dual speed options, either continuous trickle ventilation or high speed boost extract flow, and the more airtight the property, the more energy efficient the heat recovery system will prove, which is ideal for new dwellings that need to meet improved DEAP standards. Not only is heat recovery ventilation good at saving energy, it brings other benefits as well.

Heat recovery ventilation reduces excessive moisture in the air, combating condensation and subsequent mould growth, saving money on maintenance and decoration in the long and short-term. Residents are further aided through better indoor air quality which has the dual health benefits of reducing microscopic fungal growth and eliminating the conditions in which house dust mites thrive, both of which are linked to allergic reactions and asthma. With MVHR systems pollutants in the home are extracted and are simultaneously replaced with fresh air.

For further information on the Sentinel Kinetic range click <http://www.vent-axia.com/range/sentinel-kinetic.html>

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