

Vent-Axia OnAir Newsletter June 2011

Welcome from Ronnie George

Welcome to the June issue of On-Air, Vent-Axia's customer newsletter.



We have a number of exciting new developments launched recently and demonstrating our commitment to service through the supply chain we have launched a brand new Ventilation and Heating Design Service that helps contractors specify the correct ventilation products or heating loads for the end user.

Also launched this month are new products extending our high efficiency ranges in the domestic and industrial sectors. PIV (Positive Input Ventilation) helps combat mould and condensation and is a real problem solver for social housing applications. While the new mixed flow duct fans (eMF) with performance up to 5.63m³/s and 1200pa increases our industrial offering.

We have made some exciting new appointments and I am delighted to be able to welcome Peter Love to the business. Peter's appointment is a key building block in our future business strategy, helping us to strengthen our technical sales in a key area of our business. His vast experience and expertise in air handling and air movement applications will ensure our customers have all they need to apply Vent-Axia solutions in the right way.

NEW: Mixed Flow Range (eMF)

We are pleased to announce the launch of our new high efficiency in-line mixed flow duct fans (eMF). The range, featuring high efficiency mixed flow impellers, provides performance from 0.06m³/s to 5.63m³/s with a maximum pressure development of 1200 pa, in a compact and low noise design.



With 15 models across seven sizes ranging from 355 to 710mm diameter, they offer a great solution to a wide range of applications. Features include, temperature ratings up to

80 degrees, long life maintenance free bearings, IP54 rating and all models speed controllable by either Transformer speed control (1 phase) or Frequency Inverter (3 Phase) they will extend the applications currently covered by the Vent-Axia range.

A full range of accessories are available with the "eMF" in-line mixed flow duct fans such as, fast clamps, auto transformer speed controllers, frequency inverters, D.O.L. starters and overloads.

NEW: Heating and Ventilation Design Service



A brand new on-line Heating and Ventilation Design Service has been launched to help contractors ensure they specify and install the right ventilation equipment or heating loads for each and every job, giving solutions

for customers with one-off residential properties (houses or apartments).

Due to recent changes to the Building Regulations, the variables involved in specifying ventilation and heating along with the wide range of potential solutions on the market, system design and specification is not necessarily a straightforward task. Accuracy in design and specification will also make one-off jobs much more profitable for contractors. Our new on-line Design Service takes the pressure off, saves time and will help contractors make the correct and efficient ventilation choice for every project which will keep customers happy.

Contractors simply need to fill in the details to outline the project requirements at www.vent-axia.com/designsolutions.

For ventilation applications, each design will select a unit based on using the most energy efficient products to meet Part F, ducting layouts and terminations and a full bill for material. For heating applications, the designs will provide the heat requirements for each room and the total heat loss of the property. A copy of the full SAP report will be needed for heating design requests.



NEW: Vent-Axia Appointments

As part of our on-going growth and business development, we have appointed Peter Love as Technical Sales Specialist responsible for the industrial air handling and air movement.

Peter joins us having spent 38 years in the industry within senior positions.



"I am thrilled to be joining Vent-Axia," says Peter. "The company sets the ventilation standard for the industry, with a range of solutions for air handling and air movement applications and I am excited to be offering contractors and building services engineers with the support they need to in specification, system design and installation."

We also welcome the following people who have joined us during April and May.

Neil Worth	Area Specification Executive - D & R
Lynn Carr	Sales Executive HEVAC
Matthew Ralph	Production Operator
Andrew Palmer	Area Sales Executive D & R
Alan Belton	Sales Executive NBR
Sandy Tench	Assembler / Packer
Debby Scott	Inbound Project Co-ordinator

NEW: PIV Positive Input Ventilation

The PoziDry and PoziDry Compact provide an especially quick and simple to install solution to control condensation and reduce the time and cost of maintenance caused by excessive damp and mould growth. PIV, or Positive Pressure Units (PPU), works by drawing in fresh air from outside, filtering it, then pushing it into the dwelling via a central diffuser, typically located over the stairwell or hallway. Stale air can be forced out of the property either through window trickle vents or using an extract fan.



The PoziDry is designed for out-of-sight loft installation and available to suit air volumes up to 50l/s or floor areas up to 150m². For properties with no loft space, the PoziDry Compact is small enough to fit within a kitchen cupboard or other convenient location,

meeting air volume requirements up to 34l/s or floor areas up to 100m². Both units are available with or without a heater for comfort.

Both units have been developed to include the latest DC motor technology and backward curved impeller fan arrangement. This delivers outstandingly high energy efficiency and reduced carbon emissions together with ultra-quiet operation. For a PoziDry unit, running continuously (23 hours trickle / 1 hour boost), running costs for a typical dwelling are estimated to be just £3.09 annually – less than one penny per day.

The PoziDry has also been developed to automatically take advantage of 'solar gain' by increasing ventilation airflow when the loft temperature is over 19°C. Each unit can be set to operate at a choice of two to six pre-set speeds, appropriate to the size of the home and are supplied with a five year guarantee plus five year maintenance free EU4 filter as standard.

NEW: Centra Cleverly Combats CO₂

Last year, the innovative Centra extract fan was launched, the first near silent dMEV (decentralised Mechanical Extract Ventilation) solution on the market. Now, we have gone one better with an industry first with a new model which includes an integrated dynamic CO₂ and humidity sensor, enabling Centra to automatically increase ventilation to meet demand.



The unit's energy saving Lo-Carbon DC motors improve its efficiency and carbon reducing capabilities, providing up to 80% energy savings on the motor over traditional AC driven fans alone.



Centra is a Lo-Carbon continuous running axial fan offering constant trickle ventilation and comprising a boost feature which can be utilised as necessary based on specific room requirements.

With the introduction of an integral CO₂ sensor, the fan will slowly increase in speed between the preset trickle and boost speeds in proportion to the ambient CO₂ parts per million (ppm) in the room. This will be set at installation at either above 700ppm or above 1000ppm.

The fan also incorporates an intelligent dynamic humidity sensor which increases the speed slowly in proportion to the relative humidity between 70% and 90%RH. This slow rise effect reduces noise, and ensure that the unit only ventilates on demand increasing the energy saving by an additional 30%.

To prevent activation during the night or cold weather, the fan also monitors the ambient temperature and increases the 70%RH set point to take into consideration the air becoming denser as the temperature falls. This minimises the risk on nuisance night time running ensuring a good night sleep for occupants.

Vent-Axia Launches into Australia



Vent-Axia are proud to partnership Simx Pty Limited, as the exclusive distributor of the brand for the Australian market.

Our joint goal is to deliver unparalleled service, product innovation, competitive pricing, and quality products that meet the needs of the customers.



Legislative pressures will continue to build in the years ahead and increase the demand for equipment and technologies to be specified and sold which raise the bar in terms of both energy efficiency and reduced carbon emissions.

It's at times like these when the top manufacturers in the sector must raise their game and provide the product, sales and technical support you need to succeed. And that's precisely what Vent-Axia strives to achieve.

Vent-Axia Literature

Ensure you are kept up to date with the latest literature from Vent-Axia by visiting www.vent-axia.com/downloads. If you would prefer hard copies please speak to your local representative or contact marketing at marketingdept@vent-axia.com

Latest literature includes the BPEC Training Course Guide and the Design Service Leaflet.

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

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