

Aprilaire®

Fresh Ideas for Indoor Air®

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Model 1700 Dehumidifier Offers Built-In Intelligence-Ventilation Control and Fan Cycling

What is the simplest, best and least expensive way to bring in controlled fresh air when an Aprilaire Model 1700 Dehumidifier is present? The answer is with a Model 1700!

The Model 1700 Dehumidifier uses the same patented “intelligence” technology as the Model 8120 Ventilation Controller. By incorporating intelligence into the dehumidifier, the unit can control blower runtime and ventilation based on conditions inside and outside the home – at little to no additional cost.

So if a 1700 is present, the addition of a single Aprilaire Model 6506 normally closed damper and a transformer is all that is needed to provide just the right amount of fresh air and meet most code requirements.

In addition, the Model 1700 can be used to cycle the system blower as well. By running the blower periodically, even if there is no heat or cool call, the 1700 causes the air to be distributed more evenly throughout the home - increasing homeowner comfort, improving air filtration and decreasing energy usage.

Complete instructions on using the Model 1700 for ventilation control and fan cycling are provided in the installation manual for the Model 1700 and are available from your local Aprilaire District Sales Manager. [n](#)

Let Us Know...

We welcome any comments and suggestions that you may have.

Please direct them to ndk@aprilaire.com (refer to Dealer Newsletter in the subject line).

Aprilaire 2005 Business Building Seminars "STOP SELLING – LEARN TO LET YOUR CUSTOMERS BUY"

"Profits are not made by accident, they are made on purpose. Profits are a result of sound thinking, intelligent planning and deliberate right actions."

Thus opens the homepage of Charlie Greer's web site. Greer's philosophy of intelligent planning is what will drive the Aprilaire Contractor Seminar Series in 2005, *"Stop Selling – Learn to Let Your Customers Buy."*

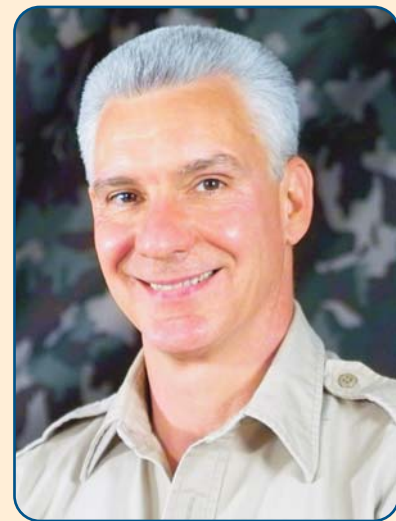
Beginning in the spring, Aprilaire will launch this exciting business building program in twenty cities, more than double the number offered in 2004. This major training effort supports Aprilaire's ongoing initiative to help contractors grow their IAQ business.

The focus of the seminars is how to incorporate a selling frame-of-mind with everyone that interacts with a customer. Greer will share proven techniques on how your sales staff and technicians can talk in plain terms about the benefits of system selling for their businesses and for homeowners. Attendees will learn proven effective ways to:

- „ Overcome the price objection
- „ Become a good "closer"
- „ Practice scientific sales secrets
- „ Sell the company
- „ Close sales on the total HVAC system
- „ Close sales on IAQ accessories
- „ Understand new Aprilaire IAQ innovations

WHO SHOULD ATTEND?

HVAC Contractors, Salespeople, Service Technicians



"Tec Daddy"

Greer's long-standing success in the HVAC industry and his years of solid technician sales training experience will be an outstanding asset to marketing contractors throughout the country.

Greer started in the HVAC industry in 1985 and soon became the number one salesman in one of the country's largest residential replacement contracting companies and eventually took over the position of sales manager and marketing director. He serves on *Contracting Business'* Advisor Board and is the creator of the Sales Survival School seminar series for Plumbing, HVAC and Electrical Service Techs and HVAC Residential Replacement Salespeople.

Look inside for a complete schedule of this important event, call 1-800-334-6011 or ask your Aprilaire representative for dates and locations near your area. n

Top Steam Humidifier Application Questions

TECHNICAL TIP

Aprilaire Steam Humidifiers are already being installed all around the country. As we all know, the more you apply a product, the more unique the jobs and questions that arise. During the last several weeks, the Aprilaire Technical Support Group has received a variety of great questions from contractors around the country. The top three are:

Question:

How much hard piping can you use with the 10 ft. steam hose to extend the distance from the humidifier to the steam distribution tube?

Answer:

The issue is really about how much of a loss in steam capacity is acceptable, because the shorter the distance from the steam humidifier to the distribution tube, the less steam loss there will be due to condensation. This is true whether using steam hose alone or in combination with hard copper tubing.

- Standard vapor hose loss = .15 lbs/hr/ft
- Uninsulated copper pipe loss = .11 lbs/hr/ft
- Insulated copper pipe loss = .02 lbs/hr/ft

Question:

Can I wire this unit up to 208/1/60 voltage?

Answer:

Yes. Operating at 208 VAC, single-phase versus 240 VAC, single-phase will have no negative impact on the life of any part of the humidifier and will not affect the product warranty. However, the capacity of the units will be 25 percent less at the lower voltage.

Question:

What are the minimum airflow requirements for Aprilaire Steam Humidifiers?

Answer:

The answer is based on a minimum velocity within the system, not a minimum cfm. A minimum of 300 fpm must be maintained in the ductwork to allow for proper steam distribution and prevent duct saturation or condensation.

Whenever you have an application that needs humidity, remember Aprilaire has both the product and knowledge you need to make every job a success. Call our tech support group at 1-800-334-6011 and we can guide you through. [n](#)



Steam Humidifier Model 1160

For further details and examples relating to all of these questions, please refer to the Steam Humidifier section of www.aprilairecontractor.com.

Selling Thermostats?

SALES TIP

What a concept - selling a thermostat.

All too often the thermostat is simply a throw-in for a system change-out. You include it in the cost of the system and you choose the least expensive (yet reliable) thermostat you can.

Meanwhile, that \$4,000, \$6,000 or possibly \$10,000 box that heats and cools the house sits down in the basement or up in the attic with the only user interface being the \$20-\$30 thermostat you “threw in.”

It's like buying a new car and deciding to save the \$250 for power windows. Sure, you can get by with manually rolling them down at every toll-way or fast food drive-up. You can yell at the kids in the backseat to leave them up while on the interstate. You can get by just fine.

Your customer can get by just fine with the \$30 thermostat also. It will heat or cool the house. But, considering that it is the only



Aprilaire® Model 8570

visible reminder of the huge check they wrote out to *you*, wouldn't you rather have that reminder be an intuitive, easy-to-use control which keeps the home perfectly comfortable? Which displays the indoor relative humidity and outdoor temperature? Which lets them know when their system needs service and even whom to call?

Don't make your customer settle for the economy sub-compact when what they really want is the full size sedan. [n](#)

Model 1700 Dehumidifier and Float Switch

APPLICATION TIP

For installations where a drain pan with a float switch is called for, it is now possible to wire the float switch to shut off the compressor in the Model 1700 in the event of a plugged drain pan.

By wiring the float switch in series between the Model 1700 and the Model 70 Living Space Control, this can be accomplished without the need for any high voltage wiring, saving time and reducing complexity.

This application delivers other benefits as well.

„ If the 1700 is controlling an outside air ventilation damper, or is used for fan cycling, it will continue to operate the blower as normal, even when the float switch is open and the compressor is turned off.

„ Installing a Model 70 Living Space Control provides the homeowner with accurate measurement of the relative humidity in the living space, eliminating the need for separate and potentially inaccurate aftermarket devices.

„ The Living Space Control gives the homeowner convenient control over the setting of the unit, eliminating the need to access the unit in awkward locations.

Complete instructions are available at www.aprilairecontractor.com or from your Aprilaire District Sales Manager. [n](#)



Model 1700 Dehumidifier and Model 70 Living Space Control