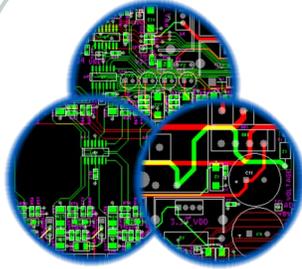




www.mcscontrols.com

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### Special points of interest:

- MCS Automation School
- Smart Communicating Thermostat for the MicroMag
- Inventory doubled on Hanbell compressors and components in our east coast facility
- Ice and moisture sensor kits getting attention
- External Oil Separators now available from Hanbell
- Hanbell factory approved lubricants designed to meet every application

We're on the Web! [mcscontrols.com](http://mcscontrols.com)

### In this issue:

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## Local Utility Contributes Funds to Upgrade HVAC Equipment

When a building begins to show its age concerning the mechanical support system, building owners look for ways to reduce their operating costs and maintain comfort. Advanced Centrifugal Systems Inc. saw the potential for a wise equipment selection opportunity and called on Steve Mertz at DB Sales & Service.



Southern California Edison incentive pays 19% of project cost to install VFD Rotary Screws solution

After qualifying the opportunity by running the energy savings calculations supported by their energy Engineer Alex Ariza at Arc Energy Group, it made the payback easy with the MCS Energy Performance System. The savings was found to be 97,619 kWh and 23 kW for a total incentive from the utility of \$16,900.00. This contributed 19% to the total project cost and reduced the energy use and demand by 10%. The MCS Energy Performance System did this by creating part load efficiencies down to 0.4 kW/ton that equates to a 30 EER.

This performance based technology, coupled with energy efficient software using electronic expansion valves driven by rapid response temperature sensors, is able to change a failing inefficient system into a cost saving solution without the huge capital investment of replacing the entire system.

These opportunities are available across the US and begin with HVAC service companies recognizing the opportunity for their customers to update their equipment using utility provider incentives. This also allows the replacement of phased out refrigerants with environmentally friendly solutions, updating aged technology in an open

protocol control system specifically designed to run the entire HVAC system to its most efficient potential. Contacting your local Hanbell or MCS representative will provide you with cost effective reasons to implement the changes, realizing a solid business decision resulting in bottom line improvements. See more on page 2 about the rebates.



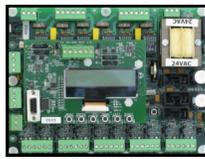
## Expanding to Stay Ahead of Customer Needs

In our Southwest Florida facility we continue to expand our delivery of the most modern product offerings created in the industry today. We are in the process of expanding into our 10,000 sq. ft. manufacturing building located on the MCS Main Manufacturing property to introduce our sister company Sensing Technologies, ([sensing-tech.com](http://sensing-tech.com)), to their own dedicated space. This move opens up the main manufacturing building allowing the expansion of our Hanbell rotary screw storage. By doubling our Hanbell inventory here in South West Florida and Maintaining inventory on the west coast, we are reducing delivery times even further. Our Magnum/MicroMag assembly continues to produce our core automation products and with the additional space created, it permits future expansion of our new product developments. We continue to maintain our industry leading quality control by testing every electronic board that is shipped from MCS.





Email: [Sales@mcscontrols.com](mailto:Sales@mcscontrols.com)



Check out the MicroMag on our website: [MCScontrols.com](http://MCScontrols.com). It has the same "Smart Control" features as the Magnum in a compact footprint designed for packaged units, split systems and even small to medium sized chillers.

**COMING SOON:**

**Ice Sensor Kit;** to improve thermal storage capacity of your electrical demand reduction.

**Moisture Sensor Kit;** accurate and effective loss prevention in multiple applications.

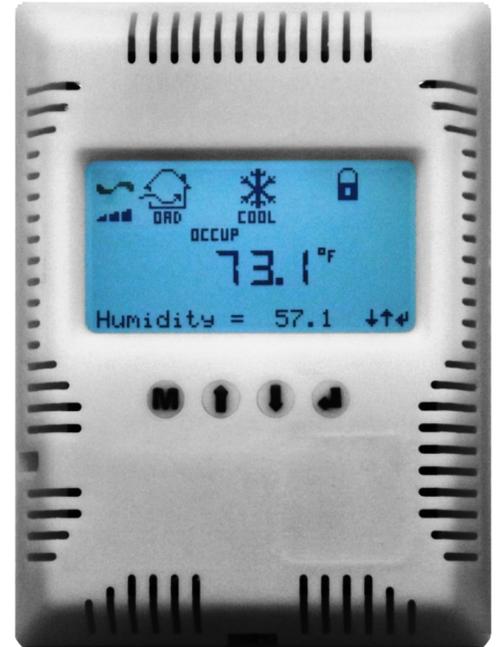
**Rebates**

Utility companies work to provide continuous power for the lowest cost possible by intelligently selecting the most economical electrical source. When electrical demand exceed supply they are challenged with decisions on purchasing power at a higher rate supplied by outside sources. Due to the expense of building a new power generating plant the utility tries other options available. By providing incentives in the form of rebates, utility companies can reduce the peak demand needs of their network and better control costs. In nearly every state, utilities offer programs in the form of rebates that could justify equipment upgrades. MCS has developed the MCS Energy Performance System that provides an energy efficient solution. This allows you to become an added value to your total service offering for your customer. Let us know how we can help. Find more info on Energy Savings at: [mcscontrols.com](http://mcscontrols.com)

The **MCS-THERMOSTAT** is a temperature and humidity sensing smart device with a backlit LCD display permitting remote adjustments to the MCS controller. This user friendly interface allows the viewing of 17 different parameters and has the ability to change 9 adjustable settings including cooling & heating system setpoints, operational schedules, holiday schedules, calibration and password protection.

The MCS-THERMOSTAT screen displays seven icons reporting operational mode and status at a glance. This includes alarm conditions that will be visible on the LCD display using the on-screen icon along with an audible alarm. The alarm condition can be silenced and reset from the MCS-THERMOSTAT screen, avoiding the need to visit the MCS controller. A menu selection permits viewing the last alarm condition. An override switch mounted on the left side of the MCS-THERMOSTAT permits temporary occupied operation of the space during an unoccupied period.

See the full product specification description at: [mcscontrols.com](http://mcscontrols.com)



**MCS-THERMOSTAT**

**CREATING LEADING EDGE SOLUTIONS**  
**EMAIL: [SALES@MCSCONTROLS.COM](mailto:SALES@MCSCONTROLS.COM)**



**High Instructor to student ratio equates to more effective training!**

Visit [mcscontrols.com](http://mcscontrols.com) for more information on future class schedules and availability.

**MCS Automation Academy**

Let Micro Control Systems show you how our products can improve your service installation and retrofit offerings. We have been working with record capacity classroom attendance and have decided to increase our training program due to continuing requests. MCS has been offering a three-day course for the purpose of instructing attending sales and service professionals on the operation of the Magnum and the MicroMag. The class has included our entire line of industry offerings from exercises to navigate through the hardware/software to the

teardown of a Hanbell screw compressor. We have had an interest in creating an advanced class and would like to hear from you. Let James or Kelly Mitchell know if you would be interested in attending a "Part 2" training class focusing further on the Magnum and MicroMag. Our goal over the next year is by working closer with our specialists in the field and alert you of the advantages to using the technology developed by MCS specifically for energy efficient comfort and process needs. The first step is creating a technically advanced workforce by providing a

balanced amount of education on the operating components. This "Smart Technology" allows the successful delivery of intelligent algorithms developed by MCS to keep the controlled equipment operating consistently.

Working with the advances in Variable Frequency Drives coupled with the Hanbell rotary screw compressors, the "Smart Technology" has consistently provided energy efficiencies that have been unachievable to date.