

# FOR EXPERIENCED, CONCERNED PERSONS OF INTEREST !!

IF YOU ARE FRUSTRATED ABOUT A NUMBER OF BUSINESS AREAS THAT ARE REALLY TOUGH TODAY

**JOIN THE CROWD!**



ANSWERS FOR THE ENERGY AND RELATED PROBLEMS FOR  
YOU TO REALLY GET EXCITED ABOUT!!!

FOR THE FIRST TIME YOU CAN DO SOMETHING ABOUT GETTING MEANINGFUL CONTROL  
OF YOUR ENERGY USE AND YOUR BUILDING  
INSTEAD OF THE NO REAL SENSE GIMMICKS TO DATE

THE COENCO ECONOMIC AND RESULT OPPORTUNITIES FOR YOUR BUSINESS ARE  
REALLY QUITE SIMPLE AND A TRULY EFFECTIVE NEW ANSWER

PLEASE TAKE A FEW MINUTES FOR YOUR UNDERSTANDING OF THIS OPPORTUNITY

WE HAVE BOILED THIS DOWN TO AS BRIEF AN EXPLANATION  
AS POSSIBLE, PLEASE STICK WITH US AND YOU WILL KNOW ALL YOU NEED TO KNOW

**FOR A COMPLETE UNDERSTANDING OF THIS REAL OPPORTUNITY!**

**THE FACT IS - THE ANSWERS YOU NEED TO SOLVE YOUR ENERGY COST PROBLEMS OF TODAY  
ARE NOT GOING TO COME FROM THE TRADITIONAL HVAC - CONTROL SOURCES!!**

**BASICALLY IF YOU WANT:**

- GREATER BENEFIT FROM A LOT LESS ENERGY
- MORE HEATING AND COOLING WITH A LOT LESS EQUIPMENT AND MAINTENANCE
- PRECISE DESIRED COMMERCIAL CONDITIONS AND OR COMFORT

**THE COENCO SYSTEM ®IS A NEW RESULT ORIENTED SYSTEM WHICH IS  
REALLY NOTHING BUT COMMON SENSE WITH NEW TOOLS  
AND ANSWERS TO QUESTIONS THAT SHOULD HAVE BEEN ASKED YEARS AGO**

**ANOTHER WAY OF LOOKING AT IT IS  
NOW-- FOR THE FIRST TIME  
YOU PERSONALLY CAN REALLY DO SOMETHING ABOUT YOUR ENERGY  
COST AND THE ENERGY PROBLEM PRECISE CONTROL AND OTHER BENEFITS !!**

WARNING -SOMEONE OR GROUP IN THE ORGANIZATION HAS TO BE IDENTIFIED TO BE  
SUFFICIENTLY STIMULATED AND MOTIVATED TO HAVE THE TOTAL COMMITMENT AND DESIRE  
NECESSARY TO REALLY HAVE ONE GOAL- GREATER BENEFIT FROM LESS ENERGY -  
AND LEARN THAT YOU MUST DEAL WITH ALL INCLUSIVE SYSTEM RESULTS, FACTS AND RESULTS !!  
For starters it is important to realize in traditional buildings whether it is the usual \$22.00 thermostat under the heater or a  
costly \$100,000.00 + fancy set of "COMPUTER" thermostats mounted on a wall or column 5-7 feet off the floor the result is  
the same -**THERE REALLY IS NO MEANINGFUL CONTROL --ONLY WASTED ENERGY AND UNNECESSARY  
EQUIPMENT** ! The ceiling has to be heated and the heat "build down to the thermostat in order to be shut off -in the words  
of a representative from a major control company-COENCO has finally done something about "UP THERE"

**READ ON!**

**FIRST IS THE PROOFS, FACTS AND RESULTS ABOUT  
TRADITIONAL METHODS AND CONTROL VS THE COENCO SYSTEM ®**

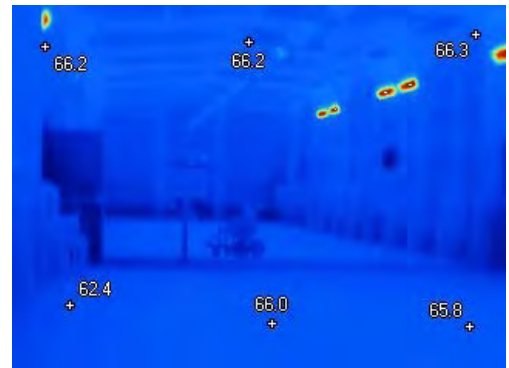
**TO DEMONSTRATE THE DIFFERENCE  
WE HAVE 2 FACTUAL CONFIRMING METHODS**

**1. INFRA RED THERMOGRAPHY -**

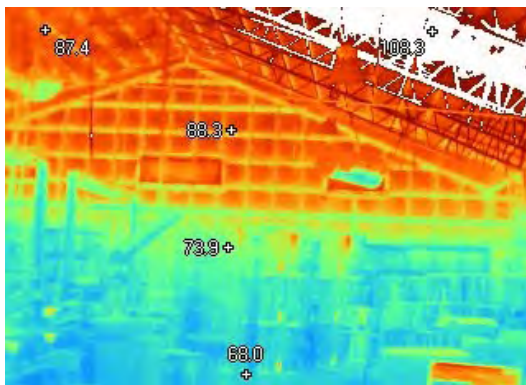
**FIRST PROOF ---TEMPERATURE SURFACE IMAGES TAKEN WITH A  
SOPHISTICATED INFRA RED CAMERA COMPUTER**



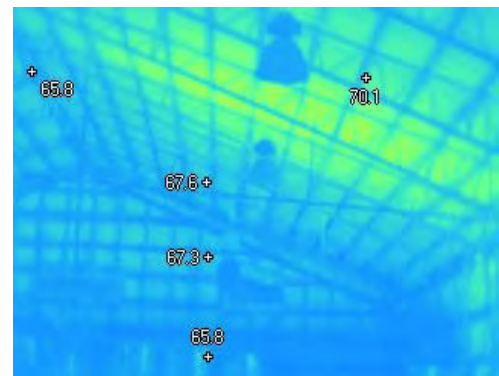
**LOW INTENSITY  
RADIANT HEAT  
NO SYSTEM-ALL HEATERS ON  
OUTSIDE 28 °F  
FLOOR 42°F-- CEILING 90 +°F  
ALL HEATERS ON**



**LOW INTENSITY  
RADIANT HEAT  
COENCO SYSTEM ® ON  
80 % HEATERS OFF  
OUTSIDE 28 °F  
FLOOR 66.0 °F-CEILING 66.2°F  
80% HEATERS OFF**



**HEATING ONLY  
1 HR - 250,000 BTU  
TO DESIRED EMPEPERATURE  
SHUT OFF@70° F  
FLOOR 62 °F -- CEILING 113 ° F**



**COENCO SYSTEM® WITH  
HEATING-7 MINUTE 5,000 BTU  
TO DESIRED TEMPERATURE  
SHUT OFF@68.0 °F  
FLOOR 66.8°F- CEILING 67.6 °F**

**NOTE: THE  
CEILING TO FLOOR DIFFERENCE COLOR/TEMPERATURE AND TIME TO REACH  
DESIRED TEMPERATURE EITHER DURING NIGHT TO DAY CHANGE AT 7 AM**

## 2. COENCO DATA LOGGER -

**SECOND PROOF** -- LOOKING AT THE INSIDE / OUTSIDE DYNAMICS OF THE BUILDING AND RECORDING 38 RELEVANT ITEMS 30 SECONDS 24 HOURS A DAY --ALLOWING FACTUAL SCIENTIFIC ANALYSIS AS NEVER BEFORE

(GO TO WEB SITE TECHNICAL FOR DATA LOGGER TUTORIAL)

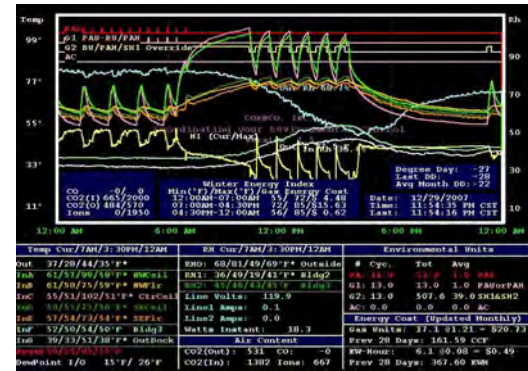
**NIGHT SET BACK MIDNIGHT TO 7AM / 7 AM -3PM-DAY TIME SET POINT  
3PM TO MIDNIGHT- NIGHT SET BACK (IF INDICATED)**

### \* HEATING WITH NO SYSTEM



**24 HOUR PLOT AVG HEAT ONLY  
RED LINE -NO SYSTEM  
4 HOURS TO 70° F SHUT OFF  
NIGHT/DAY/NIGHT  
AVERAGE TEMPERATURE**

**NOTE:  
NO SYSTEM  
DISTRIBUTION OF  
HEAT -  
HOT CEILING / COLD  
FLOOR / NO  
COMFORT -  
LARGE  
TEMPERATURE  
SWINGS HOT / COLD /  
HOT ETC**



**24 HR PLOT HEAT ONLY  
NO SYSTEM  
4 HOURS TO SHUT OFF  
NIGHT / DAY / NIGHT  
5 TEMPERATURE LOCATIONS**

### \*HEATING WITH SYSTEM



**EFFECTIVE HEAT DISTRIBUTION RAPID RISE TO**



**24 HOUR PLOT NO SYSTEM  
NIGHT/DAY/NIGHT  
AVERAGE TEMPERATURE  
RED LINE  
MINUTES TO SHUT OFF**

**OFF  
PRECIS  
ON  
EATING**



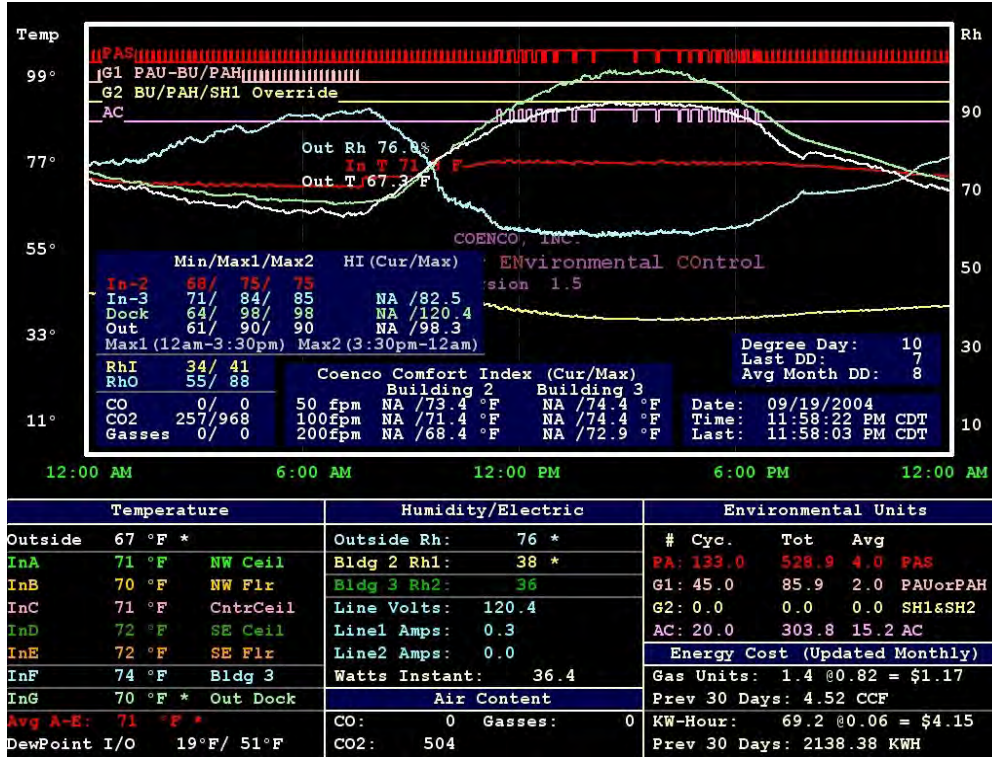
**24 HOUR PLOT SYSTEM  
NIGHT / DAY / NIGHT  
5 TEMPERATURE LOCATIONS  
MINUTES TO SHUT OFF**

**SHUT  
THEN  
E 1° F  
/OFF-H**

# COOLING WITH SYSTEM



AC WITH SYSTEM PROVIDES EFFECTIVE AC COOL AIR DISTRIBUTION IN A LOW HUMIDITY ENVIRONMENT WITH PRECISE 1° F ON – THEN PRECISE ON THEN RAPID DROP 1° F TO OFF



5 TONS SPLIT SYSTEM AC WITH COENCO SYSTEM ® -- AIR MOVEMENT, UNIFORM TEMPERATURE, SUBSEQUENT LOW HUMIDITY AND A ROOF WITH A TEMPERATURE OF LESS THAN 105 ° F ALLOWS 5 TONS CAPACITY TO BE EFFECTIVE FOR UP TO 30,000 SQ FT NOTE RED -AVG TEMPERATURE WHILE WHITE OUTSIDE CONTINUES TO RISE

NOTE --3 OPTIONS WITH RESPECT TO HOT WEATHER ALL MUCH BETTER THAN TRADITIONAL CONDITIONS RESULTS WILL BE CUMULATIVE

- AIR MOVEMENT ONLY
- ROOF COOL II
- COENCO AC

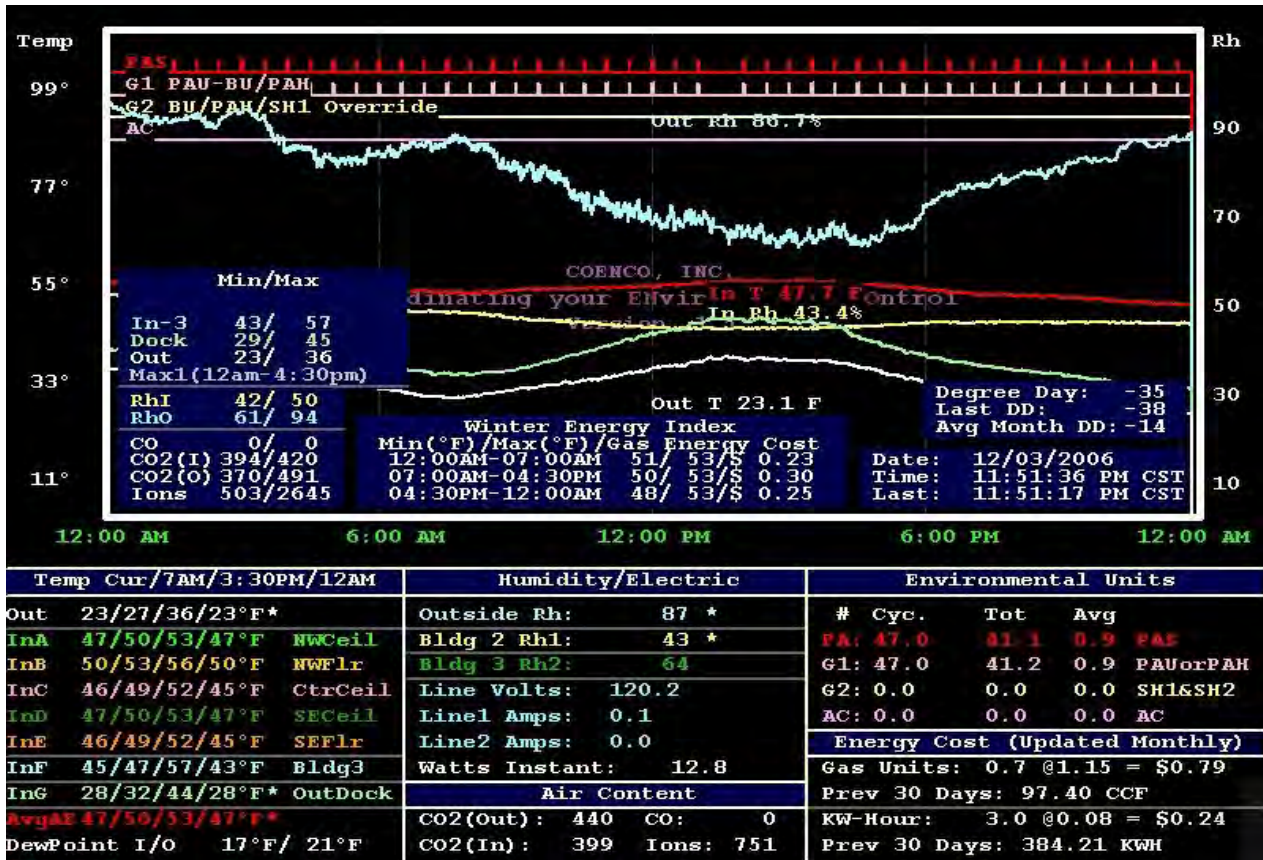
DEPENDING ON COMMERCIAALLY DESIRED CONDITIONS EITHER OF THE ABOVE WILL BE SIGNIFICANTLY MORE BENEFICIAL THAN “FANS “

THE COENCO COMFORT INDEX - WHEN THE TEMPERATURE , LOW HUMIDITY and AIR MOVEMENT ARE TAKEN INTO CONSIDERATION A SIGNIFICANT COMFORT IMPROVEMENT IS ATTAINED ----CCI---( SEE TECHNICAL AREA OF WEB SITE SEE )

# \* SYSTEM CYCLING ONLY

THE REAL GREEN OPPORTUNITY  
IS TO REDUCE ENERGY USE TO INSIGNIFICANCE!!!

SYSTEM CYCLING ONLY MIDNIGHT TO MIDNIGHT  
CYCLING 60 SEC. Per 10 or 30 MIN.



A BUILDING AS DESCRIBED HERE WITHOUT MUCH STORED CONTENTS  
NOTE OUTSIDE LOW 27°F -HIGH 36°F INSIDE LOW 50°F HIGH 53°F

THE COENCO SYSTEM'S UNIQUE THERMODYNAMIC CONTRIBUTIONS TO THE BUILDINGS THERMAL CAPACITY CREATES COMMERCIALY DESIRABLE CONDITIONS BECAUSE OF COENCO'S ABILITY TO CREATE THE THERMAL BANK.

IN THE AVERAGE COENCO SYSTEM® WAREHOUSE, DISTRIBUTION CENTER AND OR BOX BUILDING, THE THERMAL BANK IS CREATED WHEN THE AIR, BUILDING AND CONTENTS ARE UNIFORM.

ONCE THE THERMAL STABILITY IS ESTABLISHED, CYCLING ONLY CAN MAINTAIN DESIRED CONDITIONS AT INSIGNIFICANT COST REGARDLESS OF THE OUTSIDE CONDITIONS , YEAR AROUND !!

**THE FACTORS THAT INTERACT FOR THIS “IDEAL “ STATE AND THE SUBSEQUENT TEMPERATURE RANGE ARE**

- **GEOGRAPHIC LOCATION**
- **SIZE**
- **INSULATION**
- **CONTENTS -AMOUNT AND MAKE UP**
- **COLOR OF ROOF**
- **WINDOWS**
- **SKYLIGHTS**
- **LOCATION OF SHIPPING AND RECEIVING DOORS**
- **ETC**

**A NUMBER OF EXAMPLES WILL BE LATER REVIEWED TO DEMONSTRATE MAINTAINING MORE APPROPRIATE YEAR AROUND TEMPERATURES**

**OR**

**IN SOME CASES IN THE TRADITIONAL BUILDING THERE IS THE EXPENDITURE OF MASSIVE AMOUNTS MONEY FOR UNNECESSARY EQUIPMENT AND ENERGY FOR NO WHERE NEAR THE DESIRED CONDITIONS AS SHOWN HERE !!**

**GENERALLY 1 - AIR MOVER PER 10,000 SQ FT  
AND**

**1- 100,000 BTU HEATER FOR 40,000 SQ FT**

**IN THE CASE ABOVE FOR 40,000 SQ FT  
1 HEATER AND 4 AIR MOVERS = \$1.03 TOTAL ENERGY COST PER DAY**

**IN MANY CASES THE DESIRED CONDITIONS CAN BE MAINTAINED  
WITH THE SYSTEM CYCLING ONLY 2/1/2 HOURS A DAY OR LESS**

**AGAIN !!!!**

**THE THERMAL BANK IS THE RESULT OF THE UNIFORM TEMPERATURE OF**

- **THE AIR**
- **THE BUILDING**
- **THE VOLUME AND MAKE UP OF THE BUILDING CONTENTS**

**THE COENCO THERMAL BANK STABILIZED BUILDING  
DOES NOT CHANGE RAPIDLY WITH THE OUTSIDE WEATHER**

**AT 6 CENTS / KWH OF ELECTRICITY AND \$1.15 / CCF OF NATURAL GAS THE  
ENERGY COSTS IS 24 CENTS ELECTRICITY AND 79 CENTS NATURAL GAS**

**COST PER DAY FOR UP TO 40,000 SQ FT!!**

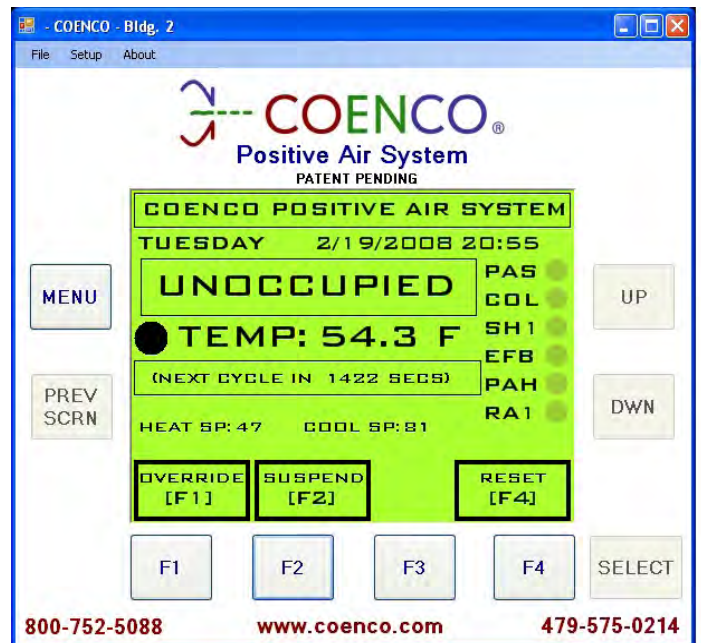
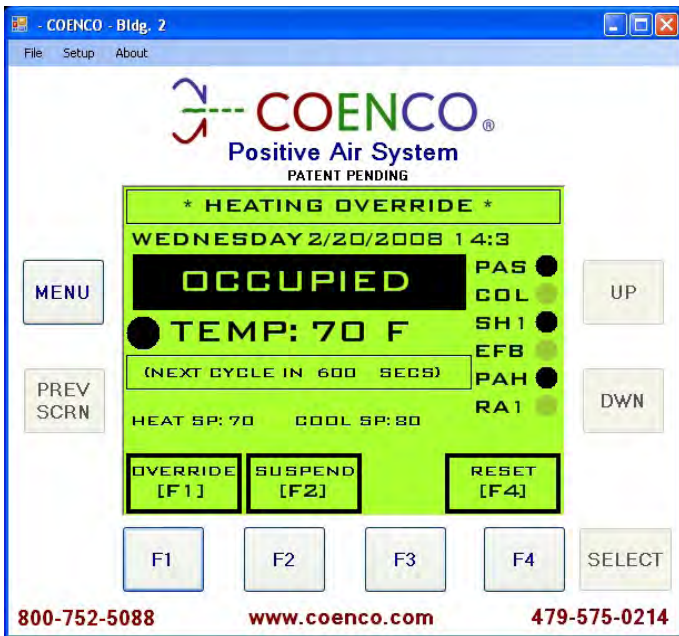
**\* SPECIFIC EXAMPLES WITH MORE NORMAL STORAGE  
CAPACITY TO FOLLOW IN THE NEXT SECTION**

### 3. COENCO CONTROLLER DATA LOGGER ULTRA ©

#### FOR THE MULTI LOCATION INTERNET CAPABILITY SITUATION

**THIS PLC DEVICE ALLOWS A TOTAL CONTROL, MONITOR AND PRECISE ACCOUNTING AND JUSTIFICATION OF EVERY BTU AND KWH USED WHICH IS JUST NOT POSSIBLE WITH TRADITIONAL HVAC AND CONTROL —THE COENCO PACKAGE IS AVAILABLE AT A FRACTION OF THE COST OF THE PRESENT INEFFECTIVE HVAC / CONTROL COST !**

**CONTROLLING AND WATCHING ALL THE OUTSIDE AND INSIDE EVENTS WITH PRECISE LOGGING AND ACCOUNTING FOR ALL ITEMS (INCLUDING ENERGY USE) TODAY SO FAR, YESTERDAY, AND THE PAST 30 DAYS WITH YEAR TO YEAR DEGREE DAY ANALYSIS FOR THE PURPOSE YEARLY DIFFERENCES**



**WHEN DILIGENTLY STUDIED WITH DESIRE, DEDICATION AND COOPERATION ALLOWS THE ONGOING LEARNING AND DETERMINATION OF BETTER OR DESIRABLE RESULTS WITH LESS AND LESS ENERGY AS THE SYSTEM TOOLS ARE LEARNED AND UNDERSTOOD !!**

## **ADDITIONAL SCREENS IMBEDDED IN THE CONTROLLER**

|  |                    |
|--|--------------------|
| ( temperature set points)                      | Occupied Screens   |
| Heating Override                               | Sunday             |
| Cooling Override                               | Monday             |
|  | Tuesday            |
| Test Mode Screens (individual relay functions) | Wednesday          |
| PAS control                                    | Thursday           |
| COL control                                    | Friday             |
| SH1 control                                    | Saturday           |
| EFB control                                    |                    |
| PAH control                                    | Datalog Screens    |
| RA1 control                                    | Today's Temps      |
|  | Today's cycles     |
| Date/ Time                                     | Today's graph      |
| Set time                                       | Yesterday's Temps  |
| Set date                                       | Yesterday's cycles |
|  | Yesterday's graph  |
| Calibration Screen                             | Last 31 days temps |
| Calibration                                    | Electrical usage   |
|  | Gas Usage          |
|  | Degrees Days       |
|  | Comfort Index      |
|  | Sensor readings    |

### ***SUMMARY***

**THE BASIC OPPORTUNITY TO REDUCE ENERGY USE SIGNIFICANTLY AND SIGNIFICANTLY IMPROVE YOUR DESIRED CONDITIONS IS PRESENTED AND SHOULD BE READILY UNDERSTANDABLE**

**YES -ALL THIS IS PROBABLY UNBELEIVABLE ESPECIALLY TO THE TRADITIONIST -BUT IT IS FACT**

**AND WHEN PUT INTO PERSPECTIVE--AGAIN REALLY NOTHING BUT COMMON SENSE !!**

**IF YOU HAVE ANY PROBLEM WITH UNDERSTANDING OR BELIEVING THIS INFORMATION  
AND**

**WANT TO EXPLORE ANY ASPECT FURTHER PLEASE DON'T HESITATE CONTACTING US**

**INFO@COENCO.COM**