

# Studies in success



## Proven performance from Lennox wins the job



Lennox Energy® Gas/Electric Rooftop Units deliver efficiency in low ambience

**When the Fairfax Rural Press expanded their printing hall in Ballarat, VIC they had clear expectations of the air conditioning solution they required.**

Fairfax Rural Press is a multi-award winning printer in the Ballarat region with high expectations of quality and service. Product reliability in low ambient conditions and minimal downtime were paramount concerns during construction time.

*"The previous Lennox Rooftop units proved themselves to be a quality unit. We never had any problems with them and were happy to install Lennox again",*

commented Matt Hancock, Senior Manager at Fairfax Media Print and Distribution Ballarat.

Marmec Pty Ltd - Air Conditioning & Heating Installation specialists successfully tendered the project with specification of Lennox Energy® Gas/Electric Packaged Rooftop Units and worked in partnership with Heatcraft Australia to complete the project.

### Why Gas/Electric?

The heating performance of the Lennox Energy® Gas/Electric units is superior to traditional reverse cycle units, particularly in low ambient conditions. In comparison to a traditional heatpump where the COP reduces as the ambient temperature decreases, Energy® does not require a defrost cycle and continues to heat when the demand is highest, with no drop in efficiency.

Using gas burners in heating mode also increases the lifespan of key components such as the compressor, which only operate in the cooling season. Similarly, the refrigeration circuit in a cooling only system allows the cooling performance to be designed for maximum performance.

## At a glance...

### The Business Need:

Efficient and reliable air conditioning in low ambient conditions.

Project delivery in full and on time with minimal downtime.

### The Solution:

Lennox Energy® Gas/Electric series delivers high energy efficiency as well as significant energy savings throughout the year.

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Lennox roofcurbs were included in the specification to eliminate additional duct work and simplify installation.

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Lennox Energence® Rooftop Units are Type "A" certified by the Australian Gas Association for Australian and New Zealand climate conditions.

## Lennox Energence® Gas/Electric Rooftop Units

Three Lennox Energence® Gas/Electric Rooftop (45kW to 72kW) units were supplied to manage the load. Delivery was in full and on schedule.

Energence® is just one of the Lennox Commercial Rooftop Packages available from Heatcraft Australia. Sound levels and overall performance ratings were initial concerns easily overcome with the Energence® units. The units specified perform at 79dBA (outdoor) and achieve a EER rating as high as 3.58.

Marmec worked with Heatcraft to pre-configure all the units with economy cycle fitted to further enhance the efficiency of the units & power savings for the client.

Roofcurbs were included in the specification to eliminate additional duct work and simplify installation. With technical assistance from Heatcraft, Marmec was able to manufacture these in house, without issue. Heatcraft also provided assistance at the time of commissioning to ensure minimal downtime.

## Prodigy® Controller

Initial start-up & testing of the units was made easy with the Lennox Prodigy® controller, which enabled each separate component to be individually run & tested.

The Prodigy® controller is standard on

every Energence® rooftop unit and helps optimise system performance with more than 250 adjustable parameters.

When it comes to maintenance, more than 100 diagnostic codes detect operating issues to help prevent premature equipment failures and simplify troubleshooting. Plus, the Prodigy® control system tracks the runtime of every major component and records when service or maintenance is performed, helping cut the length and cost of service calls.

The controller also has a built in time clock and the ability to download service reports via USB connection with individual run times available for each component. The Prodigy® controller was also used to set the fresh air percentage to comply with the Australian Building Code Occupancy Guidelines, 2014.

The Lennox Energence® Units also include the environmentally friendly Environ™ Coil System that provides optimal cooling performance with up to 52% less refrigerant than typical rooftop units.

Other options available with the Energence® range include Bacnet & Lontalk compatibility, smoke sensors for return & supply air and CO<sub>2</sub> sensors for indoor air quality.

## Why Heatcraft?

As an OEM and wholesaler, Heatcraft was able to offer a complete competitive package to both Marmec and Fairfax Rural Press, including supply of the Lennox units, commissioning assistance, technical support and the supply of

associated installation products.

The Heatcraft team satisfied Marmec's expectations throughout the project with constant communication in regard to lead times, shipping and delivery updates.

Paul Mahar from Marmec noted, *"The project went very well – from product delivery, to the on-site commissioning and ongoing support from Heatcraft. We would have no hesitation using the Lennox brand for future projects. Lennox offers a unique point of difference. With Heatcraft I can access a complete package"*.

Matt Hancock added, *"For me, I've got confidence the product will perform reliably in our climate. If I need support, I know Heatcraft will provide it"*.

For more information on the Energence® range or other commercial rooftop packages available from Heatcraft Australia, contact your Heatcraft Account Manager on 13 23 50.



Lennox Energence® Rooftop Unit



# 13 23 50

heatcraft.com.au

