



EVENTS

New Product

Contractor installs ventilators that promote healthy crawl spaces, homes and occupants

John Barta of Atlantic Services, Inc., based in Duluth, Georgia, installs HVAC systems in high end homes and light commercial buildings. When Barta went on call backs to service the air handling systems



John Barta has sold his contractor customers on putting Tjernlund UnderAire™ Venters in their homes.

located in crawl spaces, he noticed another problem: "There was a lot of moisture and mold build-up that shouldn't be there. Owners also complained that their homes had a musty odor that didn't go away," he said.

The crawl spaces Barta normally works in range from 2,000 to 6,000 square feet. They have screened openings in the wall. However, in winter, many owners cover the openings with wood or



On large crawl spaces, John Barta installs Tjernlund's double fan model V2D UnderAire ventilator.

other materials because they think it will result in warmer floors. Barta said the lack of circulation within the crawl space traps the moisture. "When there's so much moisture underneath the house,

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by Tom Tjernlund,
Vice President

From Tom's Desk



I recently came across some interesting facts about how much moisture can accumulate in crawl spaces. According to a Mississippi State University study, if the soil is damp, as much as 20 gallons of water can evaporate into the air in a 24-hour

period within a 1,400 square foot crawl space. That's a lot of moisture trapped underneath a home that can travel up through the subfloor and into the interior. Primary sources of this moisture build up are surface runoff water, poor ventilation or the absence of an effective ground vapor barrier.

Symptoms of poorly vented crawl spaces are relatively easy to recognize: moisture-laden insulation, mold or musty smells.

Contractors sensitive to this problem, like John Barta in the article to the left, are looking for opportunities to help their customers as well as increase sales. They are suggesting an active solution, like our powered UnderAire™ Crawl Space Ventilators, to fix the problem versus taking a chance with passive methods.

Power venter systems make mechanical side wall venting easy, safe and cost-efficient

Since most heater manufacturers make new heating equipment with direct vent or side wall venting options, many contractors, especially new techs to the HVAC industry, have not considered using a Tjernlund Power Vent system. The fact is, retrofitted mechanical side wall systems have been used for many years to vent furnaces, boilers and water heaters. These systems play a roll in helping contractors solve a multitude of problems—from avoiding replacement of existing deteriorated chimneys to extending vent lengths and lowering project cost. What's more, many contractors have used side wall venting as an alternate method to gain the edge in competitive bidding.

Many contractors use side wall venting when the

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Tjernlund's Sales/Tech Service Team geared for outstanding customer support

Profiles



Babe Schaefer

Armed with a degree from Century College and a gregarious personality, Babe started at Tjernlund Products nine years ago as a receptionist. When the customer service position opened, she asked her boss, Tim Dwyer, if she could fill the position, to which he said "Of course."

Since then, Babe has been responsible for researching and answering customer inquiries regarding accounts, products, rates, and services offered. She also manages the mass mailings to our distributors and maintains our customer database.

Babe enjoys interacting with customers the most. "I love the diversity—talking to people from all over the U.S. and Canada." She said "Most people have a good sense of humor while others I have to work a little harder at getting them to smile." Babe almost always succeeds.

Away from Tjernlund, Babe relishes spending time with her husband and three sons. She also enjoys crafts, crocheting and gardening.



Scott Stafki

After working as a stone mason for twenty years, Scott went back to school and earned a Degree from Dunwoody College of Technology in HVAC Systems Design. He then joined Tjernlund's Technical Support and service team.

Scott's responsibilities range from processing warranties and issuing credits to providing guidance and technical support for product installation and interlock wiring. "For many contractors, it's easier to have someone talk them through a wiring procedure rather than looking at a wiring diagram." Scott also offers customer service to distributors by checking order status, price and availability.

Having spent three years at Tjernlund, Scott has a deep knowledge of auto draft inducers and side wall vent systems including converting older vent systems to our current product line. Scott's biggest reward is helping a contractor successfully wrap up a difficult installation or service call.

Scott has two sons and enjoys hunting, fishing and being with family and friends.

Tim Dwyer

Tim has been Tjernlund's Director of Sales and Distribution for the past 23 years. He has overall responsibility for sales and customer service of our products sold to distributors by our sales agencies located throughout the U.S. and Canada.



When he isn't assisting our service team, Tim is communicating with reps and customers either on the phone or traveling to do face-to-face investigation and promotion of new opportunities for additional business as well as helping solve problems. For more than two decades, Tim's feedback from the field has been invaluable in carving out Tjernlund's niche and steady growth based upon meeting or exceeding expectations in the marketplace.

Tim graduated with a Bachelor of Science Degree from the University of Minnesota and earned a Masters in Business Administration from St. Thomas College. He is married, has two children in college, is actively involved in his church—and enjoys golf, fishing and golf...in that order.

John Sterner

When customers contact Tjernlund and need to have power venting or draft inducing equipment sized for their jobs, chances are John Sterner will do it. John joined our technical service team this year after spending a year working in the field for an HVAC contractor. He is a graduate of Century College's HVAC program.



John is also an excellent wiring troubleshooter and regularly assists contractors, distributors and occasionally homeowners with answers and guidance to successfully complete their projects. He enjoys this field of work and interrelating with a wide variety of people on the telephone and in our office.

After a summer of camping and fishing, John is looking forward to a snowy winter where he can get back to snowboarding and snowmobiling.

expense of relining a deteriorated chimney is greater than the total installed cost of a power venter and vent run to an outside wall. Side wall venting is also the most practical way of venting conversions from electric to gas or oil heaters in homes without chases.

On existing commercial building installations, contractors have often employed side wall venting and power venters so they can more easily install heaters in poorly located mechanical rooms.

Moreover, side wall venting has been the solution when vent diameters need to be reduced smaller than the heater's flue outlet to make vent runs more manageable through building interiors or when vent run lengths, including elbows, exceed the equipment manufacturers' factory specifications.

Tjernlund is a leader in mechanical, side wall venting technology. They offer a complete range of power venters and controls to vent any oil-fired or gas-fired heating equipment that can be vented into a traditional chimney. This includes all 80+ efficient non-condensing equipment.

Tjernlund's family of SideShot® vent systems

are engineered for residential oil heat installations. The zero clearance to combustibles design allows for placement between floor joists helping assure terminations at least one foot above the outside grade. Models are available for inputs up to

2.25 GPH for oil. SideShot's patented termination propels flue gases at a high velocity away from the home's exterior to prevent staining.

Tjernlund HS-Series power venters

are available for gas-fired heaters in residential and commercial installations. Capacities range from 25,000 BTU/hr. to 1,825,000 BTU/hr.

Tjernlund has designed several auxiliary controls to make it easier and more cost-efficient for the

system. Millivolt control systems require the addition of the WHKE millivolt control kit.

Tjernlund's MAC1E and MAC4E controls easily interlock multiple appliances with a single power venter for multiple heater, single termination applications. For example: a furnace and water heater in a home or multiple boilers and/or water heaters in commercial buildings. MAC kits get their intelligence from Tjernlund's exclusive (UC1) Universal Control.

Tjernlund VP-Series

venting packages

are designed for side wall venting millivolt gas water heaters where there is no existing chase or when side wall venting is preferred in new construction. VP packages provide contractors with an opportunity to profit from flammable vapor ignition resistance ("FVIR") heaters being introduced into the marketplace. Besides standard FVIR models, many manufacturers are offering upscale models with factory supplied side wall venting options at significantly higher prices.

By using the Tjernlund VP-Series package, contractors can side wall vent standard FVIR water heater models at total cost typically lower than purchasing the upscale models. What's more, when the heater needs to be replaced—especially pertinent in areas where water heater life is shortened by adverse water quality—the venting system can remain intact resulting in a savings for the owner.



Some of Tjernlund's sidewall venting products and accessories are shown above.

contractor to accommodate a wide range of project requirements.

All HS-Series power venters are equipped with a UC1 Universal Control to easily interlock the power venters with the burners. This proprietary control is compatible with all burner control systems and sets a new standard for ease of installation, safety and trouble-free system operation. The UC1 Control includes LED lights and fault code indicators to assist the technician while installing and/or servicing the



Tjernlund Products
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New, FREE resource CD is packed with draft, combustion air & ventilation information plus valuable sales aids

Tjernlund offers a free Resource CD containing a wealth of information and tools for wholesalers and contractors. Included are copies of brochures, spec sheets, wiring diagrams, installation instructions, parts cross references, product photos, PowerPoint presentations and combustion air videos. The CD is available several ways: on our website at tjernlund.com. (Click on Document Library, Literature and Display Materials request form). It is also available by email at fanmail@tjfans.com or phone 800-255-4208.



Attention-Getting Mobiles available for display in showrooms



Mobiles are easy to assemble. 17.75" x 10" panels can also be placed on wall or counter front. Mobiles promoting the Duct Booster®, In-Forcer™ and SideShot® lines are available.

Special limited time offer! Buy 5 UnderAire Crawl Space Ventilators, Get 1 Free* ...plus counter display!



Display includes a "Take One" literature holder, literature and ventilator stand. Contact us or your Tjernlund Rep today about this limited time offer!

* Model V1D

New Product—Continued from front page

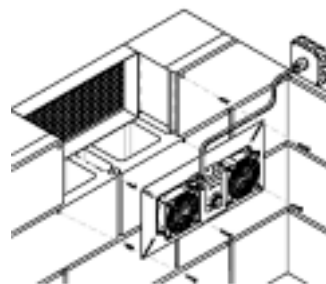
it travels up through the floor into the whole house and then penetrates drapes, furniture...anything that holds the humidity," said Barta.

In November 2005, Barta was discussing the crawl space ventilation problem with Tjernlund Products' representative Charley Gosling of Blackwater Sales, Alpharetta, Georgia. Barta mentioned that he rigged up a fan with a humidistat in order to increase air circulation." Gosling told him: "Heck, Tjernlund has the answer on the drawing board right now."

Within a month, Barta had a prototype from Tjernlund of the UnderAire crawl space ventilator on his desk and installed it at his first opportunity.

Since then, Barta has been purchasing UnderAire ventilators from Ken Malloy at Heating and Air Conditioning Supply Co, a distributor in Loganville, Georgia. Barta promotes their use on all homes with crawl spaces. "The builders have electrical outlets installed where I need them. All I do is attach the units to the wall and plug them in." Because the crawl spaces

are usually very large, he uses mostly the 220 cfm double fan model.



Ventilators are easily installed inside crawl space behind existing ventilation opening. Screws and masonry wall anchors are included.