

Q: What is the difference between a 17 Year Cicada and this HVAC unit?



A: The Cicada will be back before the Boxcar unit gets replaced

Think back to 1996

- People were worried about Y2K
- Independence Day was the biggest movie of the summer
- Dolly, the first cloned sheep, was born

HVAC Units replaced this summer will be around longer 17 years. If your customers use pre-coolers and down sized equipment can persistently cut peak KW by roughly half with no loss of cooling capacity.

If you miss the chance to influence these units at change out, the cicadas will be back before you get another chance.

**KW of 50Ton
Air cooled unit
at 97.2F**

64.9 KW

**Measured KW
of Pre-Cooled
40 Ton Air
cooled unit at
97.2F**

30.1 KW

Permanent Peak load reduction: the opportunities you miss this summer will be around for a very long time