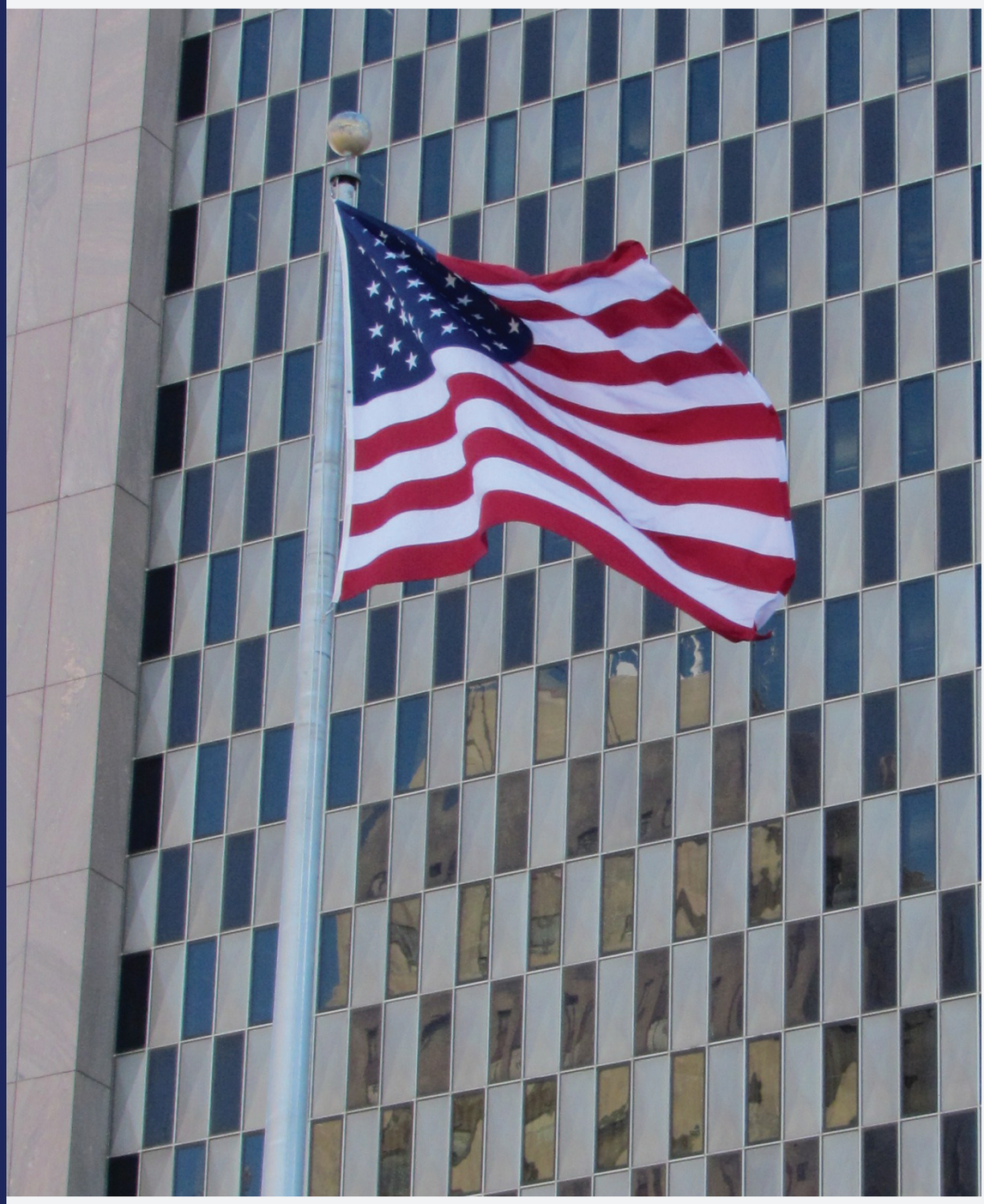
AES

ASSOCIATED EQUIPMENT SALES



HOT PRODUCTS • COOL SOLUTIONS

Our History

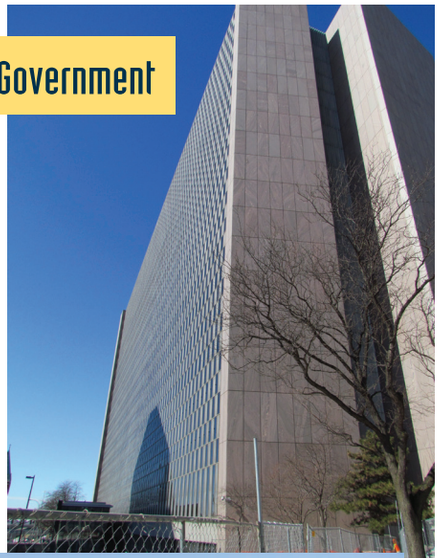
Associated Equipment Sales is a very unique company serving as a representative to over 30 North American manufacturers of heating, cooling and hydronic equipment. The core business is providing boilers, chillers, pumps, cooling towers, heat pumps, and all accessories to support heating and cooling applications in the Power, Industrial and Commercial markets. The company serves engineers, contractors and owners with unique solutions for their buildings and processes.

Established in 2004, Associated Equipment Sales focuses on heating, cooling and other equipment solutions that save energy and provide long lasting solutions to demanding requirements. This focus has grown the company quickly into one of the largest and most well respected firms for complete equipment solutions with main offices in the Kansas City area. They provide equipment to Federal Complexes, State/County Buildings, Hospitals, Schools, Universities, Prisons, Industrial Applications, Power Plants and even Historical Sites.

With a client centered approach, Associated Equipment Sales excels at customer care from project inception to owner acceptance. The company's dedication to "Green Solutions" is applied through all product lines, from heat pumps and chillers to boilers, pumps and cooling equipment. The result is better solutions to the increasing demand for energy reduction and longer lasting systems. This approach is represented in company's motto of **"HOT PRODUCTS • COOL SOLUTIONS."**

Industries Served

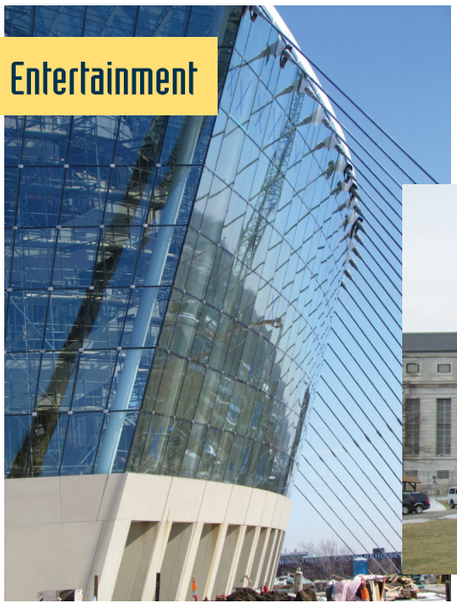
Hospitals



Government

Education

Industrial



Entertainment

Prisons

Product Solutions

Water Source Heat Pumps are available for geothermal and tower/boiler system applications. They can be provided as individual indoor units, central plant systems, roof mounted and other configurations to meet specific job requirements. These designs are ultra high efficient solutions for comfort heating and cooling and are the new standard for building owners wanting to achieve LEED building status.

Chillers are available in both flooded and modular designs. These chiller products are available with leading compressor technology that offers the industries highest efficiencies. A unique approach termed "N+1" is often used to provide high efficiencies, very low turn down rates and redundancy at an affordable first cost. Small footprints are achievable based on the compact design, so retrofit applications can be performed with minimal downtime and with rapid project completion cycles.

Cooling Towers are available with a long lasting fiberglass construction. An emphasis on low maintenance, high efficiency, redundant fans and modular design makes the cooling tower solutions very unique with long term life cycle costs among the lowest in the industry. The modular fan design allows Owners to operate their cooling tower systems without fear of the traditional single fan or drive failure. These systems can routinely provide the necessary cooling with one fan/drive out of operation.

Data Center Cooling and Heat Management Systems provide efficient "mission critical" cooling solutions with an emphasis on both small and very large data center designs. These high efficient systems can be chilled water, air cooled or glycol cooled all with optional free cooling. These systems can be configured in a central plant design for "in-row" cooling or individual floor mounted units supporting raised floor or overhead designs.

Product Solutions

Boilers are available in a variety sizes and types based on the diverse requirements for steam, hot water and domestic water. Different styles of boilers are available in sizes ranging from power plant to residential and in many fuel choices including gas, oil, electric, bio-fuels, etc. The condensing hot water boilers are the Owner's choice for high efficient hot water applications. With system capabilities up to 99% efficient, the financial payback is short. Modern steam solutions routinely incorporate energy recovery, high performance burners and elaborate control upgrades to maximize performance. All solutions look at customer energy costs and constraints to provide the "Best Fit" products to the specific application.

Pumps are available in configurations including end suction, in-line, spilt-case, vertical and others to ensure customer requirements are met or exceeded. Complex variable flow pumping packages incorporating multiple pumps are a significant opportunity to increase system efficiencies and provide sizable turndown for demanding hot water, chilled water and domestic water pumping applications. Additionally, systems for boiler feed and condensate return in steam applications are available. All products and systems are evaluated for energy and water conservation.

Air Handling Equipment is available to serve a variety of applications from small individual space units and fan coil units to very large custom units capable of integrating boilers, chillers, pumps and energy recovery systems. Air handling equipment can also be provided for warehouse solutions in both direct and indirect fired designs. Both standard and custom units provide the diversity necessary to satisfy any project.

Venting Solutions are available to serve a variety of applications from boilers and generators to demand control ventilation of high rise buildings. These systems often incorporate energy recovery and serve to allow equipment to function properly and at peak efficiency. These systems are provided with "fail-safe" controls as an added benefit.

Project Experience

Fort Leavenworth

Renovations at multiple buildings and barracks at Fort Leavenworth present an opportunity for rapid paced, "Design-Build" project to support the needs of our US ARMY troops and personnel. Diverse requirements resulted in multiple projects with geothermal and tower/boiler heat pumps, high efficiency condensing boilers, high performance chillers, air handling units, fiberglass cooling towers, pumps, data center cooling and a variety of other products to support HVAC requirements. Associated Equipment Sales supported these projects with technical expertise and rapid project management of product deliveries in concert with multiple contractors to ensure successful execution of these high performance projects.

VA Hospitals

When Veterans Administration was looking for boiler and boiler control updates at their Kansas City, Leavenworth, and Topeka facilities, they turned to Associated Equipment Sales for solutions. Boiler control updates represent a great opportunity for energy savings by managing the entire boiler plant operations for maximum performance all integrated under one system. At the Kansas City facility, new field erected boilers with high performance burners were installed along with the boiler control system and energy recovery to ensure maximum energy savings and a long lasting system for this facility.

Pemberton Heights

This Department of Housing and Urban Development (HUD) project provided a challenging opportunity to replace two pipe vertical stack fan coils in the 120 room senior living facility. New vertical stack water source heat pumps were installed while the facility was occupied and without interruption to the current senior citizens living in the facility. Entering water at 100°F was pumped through both the old and the new units during the transition period to provide heat to the apartments.

Project Experience

USDA Data Center

Glycol cooled Computer Room Air Conditioning (CRAC) units were installed at this important USDA data center along with free cooling modules to maximize energy savings. An emphasis on reliability, redundancy and energy savings were the key ingredients on this very successful project. Large groups of dry coolers reject the condenser heat in the mild to hot days and then provide free cooling with 45°F to 50°F glycol in the cool to cold days. The system controls include features that prohibit units within a zone from operating in opposing modes. Thus, additional energy savings are realized through the application of specific controls. Utilization of plenum fans with direct drive Electronically Commutated Motors (ECM) provide saving of 30% on fan energy and eliminate costly maintenance of fan belts.

Bolling Federal Building (Front Cover)

When the need for efficient, fast response and high turndown boilers were needed for at the Kansas City Federal Building, The team turned to Associated Equipment Sales to provide two electrode boilers. With a combined output of 45,000 pounds per hour of dry steam (99.95%), these units serve the comfort need of the 1.2 million square foot building in downtown Kansas City. The units are powered with 13.2 KV electrical power and thus, no emissions are produced from the 99% efficient boilers. Complete auxiliary equipment, switchgear and controls were provided to make a fully functioning energy plant.

Bell Prairie Elementary School

North Kansas City School District's Bell Prairie Elementary School was certified as a U.S. Green Building Council's LEED "Gold" facility for their sustainable designed elementary school in North Kansas City. This school utilized individual geothermal heat pumps in conjunction with geothermal energy recovery air handling units to provide the highest efficient heating and cooling systems available. This facility is the first educational facility in the state of Missouri to be LEED certified and achieve the status of LEED Gold.

Associated Equipment Sales is a unique family of knowledgeable, passionate people that are "turned-on" everyday to create exciting and highly successful projects for our clients. It is not enough for our employees to be the very best in their industry. They strive for perfection in serving their clients with the very best solutions for energy conscious buildings and processes. Each day our goal is to develop projects with

"HOT PRODUCTS • COOL SOLUTIONS."

Keith Williams – President

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ASSOCIATED EQUIPMENT SALES

14535 West 96th Terrace
Lenexa, Kansas 66215
Ph: (913) 894-4455
Fx: (913) 894-4459
www.aeskc.com

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