

A nighttime photograph of a modern building's interior courtyard. The space is illuminated with warm, yellow lights. In the foreground, there is a swimming pool with a large, dark rock formation on the left side. A tall palm tree stands in the center of the courtyard. The building features large glass windows and doors, and a balcony with a black metal railing is visible on the upper level. The overall atmosphere is elegant and sophisticated.

GREEN BUSINESS QUARTERLY

WINTER 2009

FAMILY-RUN HVAC OPERATION
HELPS BUSINESS OWNERS
REDUCE ENERGY CONSUMPTION

ENCON MECHANICAL CORPORATION

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BY ALYSIA SHIVERS

Above: Sometimes large energy hogging equipment can be repaired with high-tech equipment that is more energy efficient.

MARTIN INDIURSKY WAS A CONSERVATIONIST long before being a conservationist was in style. It was the 1970s, and Martin questioned why schools were running their boilers all day and all night in the summer to maintain hot water. His solution was to develop a panel that would control the boiler's activity, and significantly reduce the schools' energy bills. "Although some people were interested, it was amazing how many were not," he says. However, that lack of acceptance did not deter him, and Martin continued to focus on the growth of his HVAC business, Encon Mechanical.

The company's number one goal "was to become a design-build, heating and air-conditioning professional operation, with the ability to do engineering, installation, and controls at the same time," Martin explains. Additionally, running the business in an energy-conscious manner was another goal of Encon Mechanical. The Ocean, NJ-based business faced a lot of obstacles along the way. For the most part, business owners were concerned about making a living, but not necessarily about conserving energy. "It's not that they didn't care. It's just that [most people] don't become energy conscious until the

“You can take any building, and by doing good maintenance, the owners will see a positive cash flow from day one.” *Byran Murphey*

energy bills start to dig into their bottom line,” Martin says.

David Indursky, Martin’s son who is now president of the company, explains that the advent of digital controls in 1976 spawned a more energy-minded consumer, and began to show how energy efficiency helps both the environment, as well as the individual. “My father built systems back in the mid-1970s that nobody was doing at the time. And today it would just be another green idea,” David says.

The core ideal of Encon Mechanical has always been to create systems to help buildings run more efficiently, and more comfortably. Little did Martin know that he was implementing green practices before anyone was even using that term. “We had the train all the time, just no passengers,” Martin says. “Thanks to the media, our passengers are now lining up.”

Today, Encon’s 45 employees and technicians design, construct, service, and control HVAC systems for a myriad of structures, including Class A office buildings, factories, surgery centers, historical landmarks, including Thomas Edison’s home, and even clean room environments where parts of the Hubble telescope and Space Shuttle components are developed.

With growing public awareness of energy conservation practices, Encon, a member of the USGBC since January 2008, still finds itself educating the public on ways to make an HVAC system more efficient. Such methods include:

- Controlling the amount of outside air

being heated and cooled; by keeping it to a safe and healthy minimum, a large amount of energy and thus money, is saved, says Martin.

- Measuring the carbon dioxide in the air; by doing so, Encon Mechanical is able to indirectly determine the number of people in a building, and control the amount of outside air that should be introduced. A great example, David says, would be a large meeting hall, a movie theater, or a congregation center. “Instead of bringing in enough outside air for 400, we can bring it in for 20,” he explains.

- Controlling the system’s capacity, with regard to water flow and the speed of fans, can also save a large amount of energy and actually increase comfort, adds Martin.

While these steps are critical to optimal energy output, Martin stresses that the “unsung hero of energy management is simple routine management.” Such practices are “no different than checking the tire pressure in your car in order to get the maximum fuel efficiency that the car is designed for,” adds David.

Bryan Murphey, who joined Encon Mechanical’s staff four years ago and whose background as a service technician, system designer, and building control specialist, gives him a unique perspective, points out that the first order of business in finding energy and comfort solutions is to take care of the basics, including:

- cleaning evaporator coils;
- changing air filters;
- adjusting the operating sequence;
- removing dirt and scale from

- condenser coils
- eliminating belt slippage and poor alignment;
- adjusting air/fuel ratio of burner;
- cleaning burner assemblies;
- removing soot from fire side of burner;
- turning off unneeded lighting and connected loads;

These are just some examples of no-cost or low-cost techniques that often reduce utility costs by as much as 15 percent. And more importantly, the payback is almost instantaneous. “You can take any building, and by doing good maintenance, the owners will see a positive cash flow from day one,” Murphey adds.

The goal for the company is to become a premier energy contractor, not just an HVAC-service provider. “We want to be someone who can solve a lot of the owner’s problems with unique solutions,” concludes David. GBQ

ENCON MECHANICAL AT A GLANCE

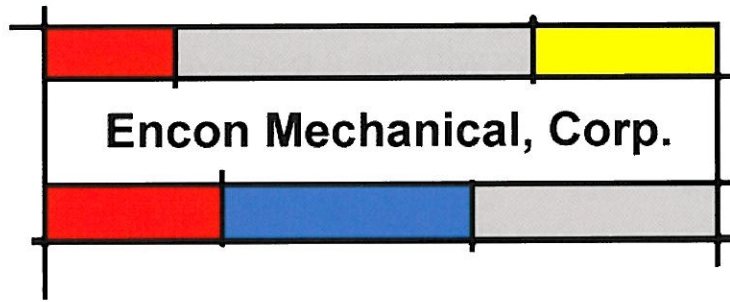
LOCATION: Ocean, NJ

AREA OF SPECIALTY:
Designing, construction, servicing
and controlling HVAC systems

AVERAGE ANNUAL SALES:
\$25 million

EMPLOYEES: 45

**POTENTIAL SAVINGS WITH HVAC
MAINTENANCE:** 10%+



From factories to office buildings, from the critical, clean room environments to historical landmarks, Encon can provide the solutions to any of your heating, cooling, environmental and control problems.

Our team of highly trained professionals provides you decades of experience installing, maintaining and monitoring virtually all types of commercial and industrial HVAC systems.

Encon can improve your tenants comfort and thereby improving your tenant retention. We can analyze and resolve indoor air quality issues, and find unique solutions to your complex HVAC issues.

Contact us today for a Building Audit or Consultation.

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