

# Global Revenue for Commercial Energy-Efficient HVAC Systems Is Expected to Total \$340 Billion from 2015 to 2024

*Corporate sustainability efforts are helping to drive the energy-efficient HVAC market*

A recent report from Navigant Research analyzes the global market for seven energy-efficient technologies that are the primary components of commercial heating, ventilation, and air conditioning (HVAC) systems, including market forecasts for revenue, through 2024.

As concerns about the environmental impact of energy generation and uncertainty over future energy

prices continue to build, commercial building owners are looking for ways to reduce energy spend. This drive for efficiency is increasingly targeting HVAC systems, which can account for roughly 40 percent of a building's total energy consumption.

"The current push toward energy efficiency and greenhouse gas reduction is opening the market for energy-efficient HVAC systems, but system cost is

still a major consideration before investment," says Benjamin Freas, senior research analyst with Navigant Research. "Most energy-efficient models are at least 15 percent to 20 percent more expensive than conventional systems, and while the return on investment for more efficient systems can be substantial, shorter payback periods are required to drive these upgrades."

Many large corporations,

especially those with consumer-facing brands, have started using sustainability as a tool for reducing operating costs and building public image, according to the report. Retrofitting buildings within a corporate portfolio is often one of the most cost-effective ways to achieve both goals and includes making sure building systems, including HVAC, are energy efficient.

The report, *Energy-Efficient HVAC Systems*

for Commercial Buildings, analyzes the global market opportunity for energy-efficient commercial HVAC systems, including unitary systems, heat pumps, furnaces, boilers, variable refrigerant flow (VRF) systems, chillers, and geothermal heat pumps. The report provides a comprehensive assessment of the demand drivers, business models, and policy and regulatory factors. Global market

forecasts for energy-efficient HVAC systems, segmented by region and technology, extend through 2024. The report also examines the major technologies related to these systems and profiles key industry players in depth. An Executive Summary of the report is available for free download at [www.navigantresearch.com/research/energy-efficient-hvac-systems-for-commercial-buildings](http://www.navigantresearch.com/research/energy-efficient-hvac-systems-for-commercial-buildings)

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## A Transition from a Contractor to an Innovator



**Claudio Santini with the SST that fits all major brands of air handlers**

Claudio Santini worked his way from an installer to a service and sales manager and then to a general manager in the air conditioning industry before he ventured out on his own. With the help of his cousin, Nick Raissis, he started a one truck company located in Houston in 2009. This time just happened to coincide with and transpire in the midst of the worst recession in decades. Santini did the work of growing the business while Raissis took care of the books. Initially their main focus was on service. Santini continued to note over time, that his goal to perform top notch service each time and really inspect an air handler was being hampered and time consuming, taking 2-4 hours to complete most jobs. In addition to that, most of these jobs were in attic spaces where the working conditions were less than ideal. After many hours in the attics, torn shirts and jeans ruined with mastic, he felt there had to be a better way. The idea of the **System Service Transition**, or "SST", was born. Originally drawn

on a napkin, then revised hundreds of times, Santini, Raissis and partners created and now hold four patents for the SST in the US and Canada. The idea was simple: install a transition that will allow the service tech to thoroughly and quickly inspect and clean the coil or heat exchanger if necessary, without having to disassemble the system. They also needed it to fit all of the industries' furnace designs. The "SST" accomplishes both. The journey from concept and napkins to patents and now distribution, has taken four long years, but the finished product has been well worth it for the partners. The SST is manufactured in Texas by both the Cody Company and McDaniels Metals. Both companies were instrumental in making the concept a reality, and have ensured a quality product is being delivered at a fair price. The SST is currently being distributed in Texas, Louisiana, Arkansas and New Mexico. Visit [www.HVACinnovate.com](http://www.HVACinnovate.com) for more information.