

## The opportunity for DOAS units in today's market

Where do developers spend their money these days on new construction? The answer is Medical Office Buildings, or MOB. This has been true for the last couple of years but this segment is now about the only action in the private sector. The reason is that the health care industry is the only segment that *added* jobs (over 222,000) in the first half of 2009...and the trend continues.

If you want to get in on the action then you need to understand how your Dedicated Outdoor Air System products from Sierra can fill the special needs of the MOB.

The following list shows the special MOB design considerations identified by the NAIOP (National Association of Industrial and Office Properties) and how your DCV or ZFR can address the issue:

- ◆ Medical Office Buildings HVAC design considerations and DCV/ZFR solutions:
  - **Vibration control for sound and sensitive medical equipment**
    - Spring isolation option
    - Dynamically balanced fan assemblies
    - Laser aligned fan drive assemblies
  - **Many small exam room zones**
    - Higher static capability for more complex zone ducting
    - VFD option to respond to zone controls
  - **Avoid cross contamination between rooms**
    - Higher static capability for more complex zone ducting
  - **Temperature sensitive medical equipment**
    - DHTD and optional digital scroll for precise temp control
    - DDC controls for precise control and real-time monitoring
  - **High filtration requirements**
    - Up to four levels of filtration including MERV15
  - **Frequent air changes for odor control**
    - Dedicated outdoor air design
    - Humidity control
    - Filtration
  - **Higher than normal toilet exhaust cfm**
    - High outside air delivery requirements
    - Humidity control
    - Filtration



Sales Note: SNSI-2  
Effective: November 13, 2009

During a recent walk in the Dallas area I came across a typical MOB and snapped this picture. Note the combination of conventional rooftop units (the 2 smaller units to the right) and a DOAS unit....***JUST IMAGINE....THE NEXT ONE COULD BE YOURS!***

Good luck and good selling!



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