



STAN WEAVER AND COMPANY

To the HCHMA Members;

We are excited to be Allied members with your association and see many opportunities to partner with you in business. Thank you for allowing me the time to tell you a little about Stan Weaver and Company.

Stan Weaver and Company is the premier manufacturers' representative for air conditioning products across central Florida. We were founded in Tampa in 1977 and offer design experience, engineering solutions and a wide variety of HVAC products. We currently have four engineers working in our Tampa location, including a Florida licensed Professional Engineer, and we work closely with the mechanical design professionals across the state. Our experienced sales staff partners with contractors to deliver quality products and meet their project deadlines.

You can see our full product offering at www.stanweaver.com, but I would like to detail one product specifically. Heat Pipe Technology is a product that is tailor-made for hotels and motels.

As you are aware, your hotel is required to meet strict "fresh air" requirements. Bringing outside air into your space is very challenging in our Florida humidity. Your hotel probably exhibits one of these two scenarios:

- 1) You are **paying a tremendous amount in electricity** each month.
- 2) You have **moisture problems** – maybe even mold and mildew.

The first problem is greatly magnified if your air conditioning system is utilizing electric reheat to allow the cooling coil to dehumidify. The second problem is because your air conditioning system is not dehumidifying enough. Either way-

HEAT PIPE TECHNOLOGY IS YOUR SOLUTION!

Heat pipes save electricity and improve your efficiency allowing for more dehumidification.

Heat Pipes can be factory installed on your existing systems. They are totally passive units, meaning they have no moving parts. We have several successful case studies, including Disney Resort Hotels, the University of South Florida, the Salvador Dali Museum, the University of Florida and the Omni Hotel- whom we saved an estimated \$300,000 annually in electricity cost. Mike Garrison, Director of Engineering for the Omni Orlando Resort at ChampionsGate states, " Heat Pipe Technology has not only met our expectations, they have far exceeded them."

Stan Weaver and Company looks forward to meeting you and your engineering team to work together to make your hotel or motel a comfortable and efficient destination for your customers.

Sincerely,

Lance Wooles