



## Hill York's HYStat Monitoring Helps Small Businesses Put A/C On Cruise Control.

Responding to a growing need among small and medium business owners to save on operating expenses, Hill York has launched HYStat – a 24/7 remote monitoring and fast-response A/C service.

Previously reserved for Florida's largest facilities, the new program brings Hill York's leading air conditioning expertise and service to facilities as small as neighborhood insurance offices, churches, barbershops, and more.

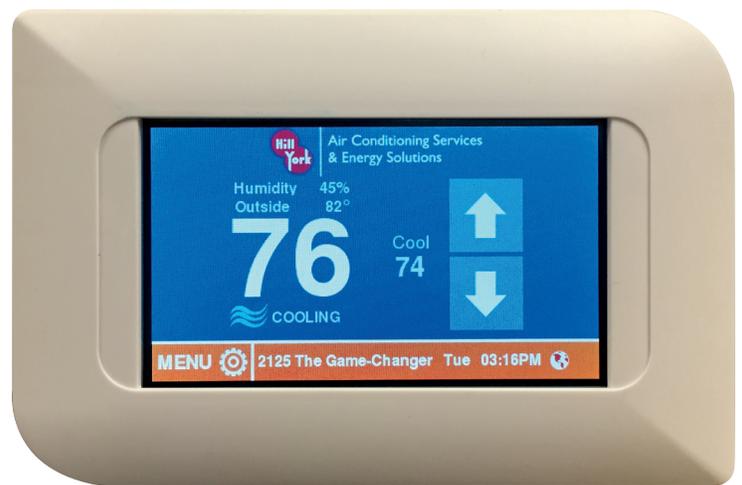
To help smaller businesses save time and money, Hill York installs HYStat smart technology thermostats to monitor cooling systems and catch problems before they become expensive and create uncomfortable conditions. For just \$10 a month per piece of equipment after an initial setup fee, the program provides continuous performance analysis and an immediate response to any notification of system trouble.

"HYStat is truly changing the way HVAC maintenance is done as we harness technology that raises our industry's service standards," explained Hill York HYStat Manager Bob Lafferty. "Our remote diagnostic capabilities give our technicians detailed data before they even enter a building, which leads to shorter, less expensive maintenance and repair times."

Because Hill York's team of engineers and data analysts monitor performance on an ongoing basis from their network operations center, they're able to make recommendations to building management that generate cost reductions and efficiency gains over the long haul. Energy savings can range from 10 to 40% for HYStat-monitored facilities. Hill York also provides its HYStat customers with an annual Unit Report Card that summarizes key data. A rating system based on equipment performance, runtime, age and physical condition allows the user to set realistic expectations for their equipment.

From any location, HYStat users are able to manage their indoor environment more effectively with an app that enables remote connectivity through smartphone, tablet or web. Feature-rich functionality includes the ability to easily view and change settings, set schedules, lock units to limit local control, and see multiple facilities all at once.

Since starting the program less than a year ago, Hill York has brought hundreds of HYStats on-line, with orders ranging from 100 for a group of buildings under one management company, to single stat installations for individual small businesses.





According to Lafferty: “The old school thinking was that you needed to invest big bucks in a maintenance contract for your cooling system with service at scheduled intervals. But maintenance contracts don’t fix day-to-day issues and the tenants pay the price. Using advanced technology backed by our experienced team, we’ve created a more cost-effective way to get service when it’s needed – not just when a maintenance contract calls for it.”

Early HYStat adopters include:

**A Community Church.** A 75-year-old church had a cooling system that ran at full capacity all the time and had recurring breakdowns. After two HYStat thermostats were installed in the sanctuary, they’ve been able to identify and resolve any A/C issues ahead of their Sunday services each week as well as schedule temperature setbacks to efficiently manage cooling for special events like weddings and community gatherings.

**A Retail Location.** Owners of an outdoor gear retail store wanted more efficiency from their cooling system. The installation of two HYStat thermostats in one of their three stores enabled them to stabilize performance, optimize energy management, and limit access to system adjustments to select personnel. They’ve since decided to make similar changes at all their Florida stores.

**An Insurance Office.** With locations throughout Florida, a small business insurance company wanted to monitor all of their offices from a single hub while giving managers access to control their own buildings. The HYStat solution allowed the group to put the savings from their old, out-of-date contract into a pool for service and better plan large capital decisions with the unit data provided.

**A Construction Company.** A general contractor was required by their landlord to have a maintenance contract on their South Florida headquarters. They elected to install six HYStat thermostats under a monitoring contract saving them on unnecessary maintenance. The monitoring and service upgrade has provided more reliable system upkeep while affordably meeting their maintenance coverage requirements under a simpler agreement.

**A Country Club.** A members-only golf club was having unit and humidity issues that their old A/C contractor couldn’t fix. Enter HYStat. Installed on the troubled equipment, the HYStat thermostats and sensors fed live data 24/7 to Hill York’s team of analysts. The data revealed the problem that was passed on to a Hill York technician to fix the units. After experiencing the analytical power of the smart technology, the golf club installed ten more HYStats throughout their clubhouse.

For a growing number of building owners and facility managers, putting cool air and energy savings on cruise control with Hill York’s HYStat isn’t just about smart technology. It’s a smart business decision with a year-round return on investment.

A full-service commercial air conditioning company, Hill York provides energy efficient solutions for the installation, maintenance, and repair of a wide range of heating, cooling and ventilation systems. Founded in 1936, the company serves the state of Florida. For more information, visit [www.hillyork.com](http://www.hillyork.com).

