



[CLICK HERE TO VISIT UNICO SYSTEM INTERNATIONAL LIMITED](#)

[GET IN TRAINING!](#)  
[TEAMING UP WITH RON WOODHAM](#)  
[GRAHAM SHOWCASES UNICO SYSTEMS FOR SELF BUILD MARKET](#)  
[DISTRIBUTION BY CLIMATE CENTER](#)  
[THE HOUSE THAT JACK BUILT](#)  
[CONTACT a Unico System Representative](#)  
[UNICO ON SHOW](#)  
[COMFORT NEWS, Issue 7, June, 2004](#)

### TEAMING UP WITH RON WOODHAM

We have teamed up with Woodham Management Services, headed up by Ron Woodham, a very well known figure in the HVACR industry, Ron will assist in market development in Europe and will be using his unrivalled industry experience to help set up our network of European distributors and representatives. Ron is best known for his 25 plus years at HRP, during which time he rose through the sales and marketing ranks culminating his career with them in the position of Managing Director. He is extremely enthusiastic about the exciting opportunities that Unico System International offers: "The product really is unique and offers contractors, specifiers and end users a completely different solution for heating and cooling. My experience will be of major benefit in developing sales potential in Europe."

### DISTRIBUTION BY CLIMATE CENTER



Climate Center, the UK's largest and leading wholesaler of heating and air conditioning products, is now distributing Unico System products. Air handlers and all associated products are now being stocked by Climate Center branches throughout the UK, making them readily available to professional installers, service engineers and maintenance contractors. The Unico System can be matched with the High Cool condensing unit range from Climate Center – which is designed for simple installation and is available in a range of capacities. Ian Smith, Sales Director of Unico System International says, "The agreement with Climate Center will make our products more readily available to contractors throughout the UK. We are delighted to be associated with the UK's leading wholesaler."

[Visit Wolseley Climate Center Site](#)

### CONTACT a Unico System Representative

Looking for a sales office or Unico System representative? [Click to locate a rep near you](#)

[COMFORT NEWS, Issue 7, June, 2004](#)



Comfort News is published by Unico System International Limited. If you have questions or comments contact Scott Intagliata or Cerys Freeman, via e-mail listed below, or call: (44)-01443 684828.

Scott, [scott@unicosystem.com](mailto:scott@unicosystem.com)

Cerys, [cerys@unicosystem.com](mailto:cerys@unicosystem.com)

### IMPORTANT LINKS

Visit our partners' web sites, listed below. [Visit CPD web site](#)

[Visit Wales Trade web site](#)

[Visit the Royal Institute of British Architects web site](#)

[Visit the Taylor Alden web site](#)

[Visit HRP's web site](#)

### GET IN TRAINING!



Unico System takes training very seriously. You have already heard about the company's CPDs initiatives in our last newsletter. But training goes way beyond that – we can undertake product and installation training anywhere in the UK – your place, your customers' premises and of course here at HQ every Thursday. Now, we have signed an agreement with leading underfloor heating and piping company Uponor and as a result have a brand new facility at Lutterworth, just off the M1. Ask Cerys for more details... e-mail for more information:

Cerys, [cerys@unicosystem.com](mailto:cerys@unicosystem.com)

[Click Here for more photos](#)

### GRAHAM SHOWCASES UNICO SYSTEMS FOR SELF BUILD MARKET

To increase penetration of the self-build market, the Unico System is now available from branches of Graham the builders merchant throughout the UK. Graham is the leading supplier of heating and plumbing products and the Unico System is a natural complement to their range. As part of the promotion of the Unico System by Graham, promotions are planned within selected branches to local contractors together with many other marketing initiatives.



To support its activities in the buoyant Self-Build market, a new Unico System website [unicosystemselfbuild.co.uk](http://unicosystemselfbuild.co.uk) is under construction. Look out for the details of its launch over the summer. Further activities in this market are also planned through advertising and PR in some of the leading magazines such as Homebuilding and Renovating

[Visit Graham's web site](#)

### THE HOUSE THAT JACK BUILT

At the almost legendary eighteenth century coaching inn, Jack Straw's Castle on Hampstead Heath, luxury apartments are being developed which benefit from the Unico System. Developer, Barry Angel of Albany Homes is demonstrating to potential purchasers that homes with air conditioning are viable and the installation does not have to be noisy, expensive or unsightly. Indeed with the Unico System, they are exactly the opposite, with the only visible sign of the installation being small outlets



points in the ceiling just 13.3 cm in diameter. From an interior design point of view, the Unico System has provided total freedom. No wall or floor space is taken up by radiators or air conditioning cassettes, giving much greater flexibility. The occupants will be assured of draught and noise free air conditioning in the summer. In the cooler seasons they will get exactly the desired heat levels with a temperature evenness throughout every room. There will be none of the variations resulting from cold spots or from ceiling to floor temperature differentials experienced with traditional water based radiator systems. [Click here to view case study](#)

### UNICO ON SHOW



London, Milan, Kiev, Birmingham, Switzerland... the list of European wide locations where Unico System has been exhibiting to major audiences continues to grow. Not bad for just the first half of 2004!

As the pictures show, Scott and the team have had some highly successful days resulting in fantastic exposure for the product ...and major sales opportunities too.

We're looking forward to a second half year which will be just as busy – especially in the Self Build market where several shows are planned. Watch out for details.

(Pictured above, Scott Intagliata (with back to camera) consults with John Lyman of JC Watsons at the recent Interbuild Show at the NEC. Graham Nash, Unico System representative in the Northwest, lists the benefits of our system to a contractor.)



Tony Martin, USIL Engineering Director, conducts one of the ongoing Thursday trainings at the USIL office in Wales.



*Jack Straw's Castle*

At the almost legendary eighteenth century coaching inn, Jack Straw's Castle on Hampstead Heath, luxury apartments are being developed. These include two penthouse suites – one a show residence - which benefit from air conditioning provided by the Unico System.

Developer, Barry Angel of Albany Homes is demonstrating to potential purchasers that homes with air conditioning are viable and the installation does not have to be noisy, expensive or unsightly. Indeed with the Unico System, they are exactly the opposite, with the only visible sign of the installation being small outlets points in the ceiling just 13.3 cm in diameter.

The system also provides central heating through the same outlets and it is this combination which was a major attraction to the developer. There was no need to install mains gas and its costly infrastructure for heating. To provide both cooling and heating using a heat pump, the system features just a heat pump coil. Air is pulled across the coils to provide either cool or warm air. This reaches the room outlets through flexible mini-ducts which pass through existing cavities within the walls and ceilings of the apartment. They absorb sound and provide quiet airflow, resulting in virtually noiseless operation.

From an interior design point of view, the Unico System has provided total freedom. No wall or floor space is taken up by radiators or air conditioning cassettes, giving much greater flexibility.

The occupants will be assured of draught and noise free air conditioning in the summer. In the cooler seasons they will get exactly the desired heat levels with a temperature evenness throughout every room. There will be none of the variations resulting from cold spots or from ceiling to floor temperature differentials experienced with traditional water based radiator systems.