



■ Heat Reflectors Reduce Costs

If you own or manage a building that was built before 1980, typically it will not have a 'well insulated' exterior wall. To deliver heat to your tenants, the hot water from the boiler is circulated through convectors (baseboard, inset or cabinet) or radiators. These heating units are near to or mounted on poorly insulated exterior walls.

If, you are concerned about saving heating costs, improving tenant comfort and/or improving the air quality in your buildings, then the Novitherm™ Process may be of interest to you.

When a heating unit is located near an exterior wall and under a window, there is a disproportionate heat drain to the exterior of the building. By installing metalized Novitherm™ Heat Reflectors they effectively reflect 94% of the radiant heat emitted by the heater back into the room. This improves the efficiency of your heating system and most importantly, enhances your tenant's comfort. The result is enough "heat gain" into the room that tenant comfort complaints decrease, and, you can lower your boiler water temperature 5°F or more, which reduces your fuel consumption.

After 15 years of installations in Canada, there are many studies that indicate a 10% or better consumption savings per year. For multi-residential buildings in Alberta, with current gas rates, this would equate to a 2 to 5 year pay back.

Improve Hot Water Heating Systems

The Novitherm™ Process includes cleaning the heating unit and installing the Novitherm™ Heat Reflectors between the heating unit and the exterior wall.

Novitherm Canada offers professional installation crews that clean, vacuum and brush away years of dirt, dust and debris. This improves the airflow through the convective finned tube heaters and improves the heat distribution throughout the room and building. This also provides a healthier environment for tenants and reduces complaints from tenants with allergies.

MULTI-RES: To date, over 500 multi-res buildings have been upgraded to include Novitherm™ Heat Reflectors. Companies such as CapRiet have upgraded over 86 buildings across

Canada; many Ontario companies such as Skyline Apartment Reit are in the process of doing their portfolio of 70+ buildings.

EASY TO INSTALL OPTION: Novitherm™ Heat Reflectors are installed in thousands of homes, churches, hospitals, and municipal buildings in Canada. Not all were installed by Novitherm™ professional crews, many building owners and thousands of home owners have self installed Novitherm™ Heat Reflectors.

INSTRUCTIONS: For easy to install instructions go to www.novitherm.com go to Residential then Installation See a live video or print off the manual instructions.

MULTI-RES ALBERTA: Novitherm Canada is now able to work with building owners / managers in Alberta to include this energy efficiency measure for their buildings. There is no option to paying your utility bill whether you budgeted for it or not. Therefore, when rates are low, it is an ideal time to implement measures which will

...continued on Page 17



INSIDE THIS ISSUE

Welcome New Members.....	2
President's Message.....	3
Appts & Awards.....	4
Editor's Message.....	5
Renters on the Move.....	6
Energy Star.....	8
Recycled Paint.....	9
Deposit Interest Rates.....	10
Elevator Life Expectancy.....	11
Bed Bug Tips.....	12
Trade Show.....	13
Upcoming Courses.....	14
Tax Reforms.....	15
Report Pay Habits.....	16

Edmonton Apartment Association

Phone: (780) 413-9773 Fax: (780) 423-5186
208, 10544-106 Street, Edmonton, AB T5H 2X6
www.eaa.ab.ca executive@eaa.ab.ca

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Reflectors Cont...

... Continued from Page 1

reduce consumption and save costs as rates rise. Here are two examples for EDMONTON APARTMENT BUILDINGS. Novitherm examples, if these building were in Edmonton:

Four storey walk up with 32 apartments and heated by radiators: Annual gas consumption is 3,833 GJ ... 3,066 GJ for heating and 767 GJ for DHW. Gas rate is presently low at \$3.60 per GJ plus delivery at \$1.58 = \$5.48 per GJ. Estimated NHRs product costs of \$1,611+ installation @ \$1,527 = total \$3,138 + tax. Consumption savings of 10% = 306.5 GJ = \$1679.62. Simple payback is 1.9 years. Return on Investment (ROI) is 53.5%.

Twelve storey apartment building with 144 apartments and heated by baseboard convectors: Annual gas consumption is 10,415 GJ ... 7,291 GJ for heating and 3124 GJ for DHW. Gas rate is presently low at \$3.60 per GJ plus delivery at \$1.58 = \$5.48 per GJ. Estimated NHRs product costs of \$9,284+ installation @ \$9,720 = total \$19,004 + tax. Consumption savings of 10% = 729.1 GJ = \$3,995. Simple payback is 4.8 years. Return on Investment (ROI) is 21%.

Note: if the gas rate was \$7 per GJ, payback would decrease to 3.7 years and ROI increase to 26.9%.

When gas rates are low, now is the time to invest for the future, as we all know that gas rates will be higher - even in Alberta.

For further information about the Novitherm Heat Reflectors, you may visit www.novitherm.com or call toll free 1-866-382-5505.

TVS

The Successful Landlord's Guide

Successful Landlord's Checklist

Applicant's Name _____ Co-Applicant _____
 Completed TVS rental application received on DD ____ MM ____ YR ____

If Applicant meets landlord criteria based on information contained in the rental application, then conduct tenant screening as outlined below.

Credit Report Obtained: Yes No
 Criminal Record Check Obtained: Yes No
 Address Verification Obtained: Yes No
 Employment Verified: Yes No How long employed here? _____
 Pay Stub Requested: Yes No bi-weekly income is \$ _____
 Current Landlord Contacted: DD ____ MM ____ YR ____ Telephone# _____
 Previous Landlord Contacted: DD ____ MM ____ YR ____ Telephone# _____

Notes from conversation with current landlord: _____

• Noise problems: _____

• Paid rent on time: Yes No How many times late: _____

• Was security deposit refunded? Yes No

• Would Landlord rent to this individual again? Yes No

• Ask for the Landlord's address to compare to what the applicant put on application and to ensure that it is a Landlord that you are speaking with and not a friend. A friend likely will give a wrong address, or hesitate giving you one. _____

Lease Reviewed with Tenant(s): DD ____ MM ____ YR ____
 Rent & Security Deposit Paid: DD ____ MM ____ YR ____
 Move-In Inspection Form Completed: DD ____ MM ____ YR ____
 Maintenance issues required prior to move in: _____

Tenant has read and signed Notice to Tenant: DD ____ MM ____ YR ____
 Tenant has been advised of Certificate of Satisfactory Tenancy DD ____ MM ____ YR ____
 Tenant was referred to www.tenantsinfo.com for responsibilities and rights information Yes
 Notes: _____

This checklist is available in the forms section at www.tenantverification.com.

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- Comprehensive product warranty
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