

Colchester county firm's innovation worth

Celebrating During Small Business Week

Great Village, NS - Instrument Concepts is pleased to announce exciting new products will be coming off the production lines of three Nova Scotia manufacturers, thanks in part to the company's help in designing leading edge electronic controls for their products.

"These home grown companies have one thing in common," says Instrument Concepts Founder Mark Wood. "They want products that will put them well ahead of their competitors. Those products include the modern electronics expected from today's consumers. I'm proud of the fact that these new controls are designed and built in Nova Scotia, and will be going into Nova Scotia-made products."

Benjamin Heating Products makes wood and oil-fired boilers and furnaces. When it was time to move into electric boilers, they found that none of the existing controls had the features they were looking for, so they made their own. "Our new electric boiler product has features unique in the marketplace, -improving efficiency, product life, and ease of installation". says Steve Benjamin, president.

Nu-Air Ventilation Systems designs and manufactures Heat Recovery Ventilators

with advanced electronic controls and features. Their challenge



Mark Wood has been designing, creating and using electronic measuring instruments for two decades. An electrical engineer, he is the founder of a company called "Instrument Concepts," based in Great Village, Colchester

has been to make these features easily understood and accessible to homeowners.

Benjamin says the market for Nu-Air's products has grown both geographically and in application.

"The way an HRV is used in Victoria in August is much different than one used in Quebec City in February." Says Nu-Air VP of Engineering Brian Gibbon. Instrument Concepts created a simulation that ran on a PC. We critiqued it, and they improved it. Finally the simulation was converted into a real control.

"Now that's an easy way to get your product to the head of the

pack",

Both of the above products are built in Amherst, at C-Vision's modern assembly plant.

In addition, Debert-based Newmac was looking ways to improve the efficiency of its furnaces. They changed to a new type of blower motor that improves efficiency, and is very controllable. Instrument Concepts took advantage of this second feature to create an innovative control that 'learns' the best way to provide comfortable heat. "This feature is unique in the industry" says Newmac R&D engineer, Kevin Karnis, "If a homeowner adds rooms, this product will adapt to the changes. We plan to introduce it into all our forced-air products."

Instrument Concepts has its roots in deep-ocean sensors and electronics used in the offshore energy and surveying industry, serving customers outside of Canada.

"About three years ago I decided that we should work more with Nova Scotia companies, to reduce my time away from home, and because there are some great manufacturers here that could benefit from our experience in advanced measurement systems" says Wood. "Since then we've worked with 8 Nova Scotia companies, generating nearly two-thirds of our total business this year".