

Insider News

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“Choices”

I recently read that the average adult in the United States makes 35,000 decisions a day. That figure seems amazingly high to me, but I guess when you think about all the minor decisions we make as soon as we get up in the morning, it could be reasonable. We decide when to get up, what we will wear, whether we will read the paper or workout, when we will leave for the office, how fast we will drive.....well you get the picture, we make hundreds of decisions before we ever arrive at work.

Many of the decisions we make, are made unconsciously and by habit. That is why many New Year’s resolutions and goals are never accomplished or completed. We just don’t have the discipline to make the right choices consistently.

In our last company newsletter, I wrote about The 4 Disciplines of Execution book and program. I am pleased to report that after seven months of working the disciplines outlined in the book, our company and individuals at MRI are making choices that are positively changing the way we do business and how we serve our business partners. Are we hitting the targets all the time? Absolutely not, but we are more focused and intentional with our purpose and our goals. It does take discipline and a high level of accountability, but it all starts by first making a commitmenta choice.

With many of the choices we make, we don’t fully consider the consequences of those decisions.....we just continue to make choices through patterns and habits or choosing a path that is easy or constitutes little risk. Or we just procrastinate making a decision all together.

In his book, “Take The Stairs-7 Steps to Achieving Success” Rory Vaden says,


*Easy short-term choices lead to long-term difficult consequences.
Difficult short-term decisions lead to easy long-term consequences.*

He also says:

- If we take short cuts....in other words, indulge and procrastinate, it’s like those short cuts are “creditors that charge you interest.”
- To have permanent change in action, you must have permanent change in thinking.
- When it comes to making commitments to other people, sometimes one of the hardest things to learn to say is no when we mean no.
- You always get paid for how hard you work....sometimes now, often later, but always eventually.

These are all powerful words that we all can embrace. They should challenge us all to make important choices and decisions more quickly, more intentionally and more correctly.

Regards,


Larry R. Bloomquist, P.E.
CEO Mechanical Reps, Inc.



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*Pictured:
Doug Bell*



*Pictured:
Nicole Magness*



*Pictured:
Debra Thomas*



*Pictured:
Nicolas Villegas*

Newest Additions –

Doug Bell

Mechanical Reps, Inc. is excited to announce that we will be opening a branch in Corpus Christi, TX.

We welcome Doug Bell, as the Sales Representative for the Corpus Christi market. Doug joins us with over 18 years of experience in the HVAC industry. Previously he worked in sales, project management and estimating as well as serving as the General Manager/CEO for one of South Texas' largest mechanical contractors. Doug grew up in Central Texas and currently lives in Portland with his wife, Sheri, of 20 years and daughter, Ericha. He attended Southwest Texas State University. Doug enjoys anything outdoors: hunting, fishing and water skiing.

Doug is looking forward to working with MRI in their expansion in the Corpus Christi Market and using his skills and contacts to make this transition successful. He will be training in our San Antonio office during the transition.

Nicole Magness

Nicole Magness, joined Mechanical Reps San Antonio branch, to fill the role of our new Estimating Administrator. Nicole graduated in 2011 from Texas State University with a Fashion Merchandising degree. She lives in New Braunfels, TX and enjoys shopping and crafting. Please join us in welcoming her.

As an Estimating Administrator, you can contact Nicole for all items pertaining to bid processes, proposals, plans, specifications and addendum. She will also be involved in implementing Bid Tracer within our organization.

Debra Thomas

Mechanical Reps San Antonio branch is excited to announce the newest member of our customer service team, Debra "Dee" Thomas. Dee joins us with over 12 years of accounting experience and has worked in sales support. She has an Associate's degree in Business Administration and is presently working on getting her accounting degree from Ashford University, hoping to graduate 2014. Dee has 5 kids ranging in age from 18-30 yrs, and grandkids. She is a member of Crosspoint Church, and enjoys camping, outdoors, and cooking.

Nicolas Villegas

Mechanical Reps Austin branch welcomes Nicolas Villegas to the Warehouse team. Nick has prior experience in the HVAC field. He has lived in Austin for 10 years with his wife Esmeralda and their 8 year old daughter Anna. He enjoys spending time with his family.



The International Mechanical Code (IMC)

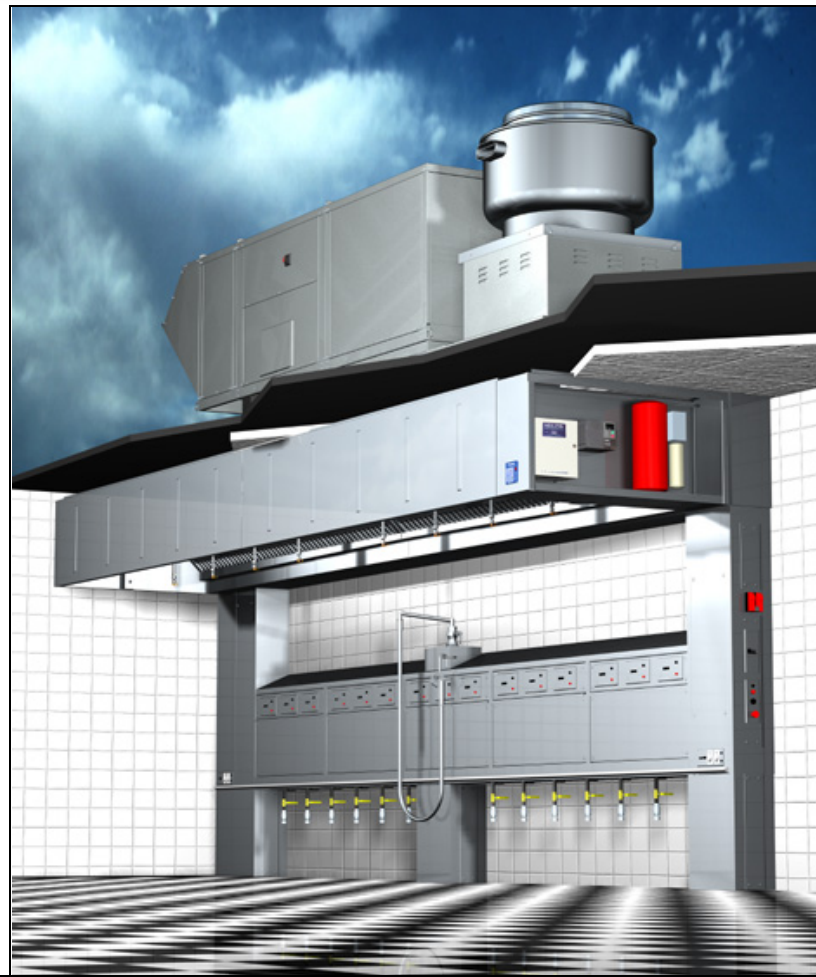
Section 508 – Commercial Kitchen Hoods

508.1.1 Makeup air temperature

The temperature differential between makeup air and the air in the conditioned space shall not exceed 10 degrees F.

For the sake of our taste buds, we all want happy cooks, so let's keep them comfortable. Therefore, on a summer design day, a makeup air unit needs to be conditioning the supply air to 85-90 degrees if the kitchen is to remain 75-80 degrees. Likewise, on winter days, the unit must heat the air to 55-60 degrees if the kitchen is to remain above 65-70 degrees.

Is this implemented 100% of the time on makeup units? No. Is it enforceable by code? Yes. Design to code and keep cooks happy.



We are pleased to announce that **Greenheck** has been selected as the **2012 Wisconsin Manufacturer of the Year**.

Nominees for this award are reviewed by an independent panel of judges representing industry, education, and the public sector. Companies are evaluated in areas such as financial growth or consistency, technological advances, product development, environmental solutions and sustainability, operational excellence/continuous improvement, commitment to employees, community support and involvement, and effective research and development.

This is the second time Greenheck has received the Wisconsin Manufacturer of the Year Award in the Mega Category where the state's largest corporations compete. The first time the company won this prestigious honor was in 2004; Greenheck also won a Special Recognition Award for Sustained Excellence in the 2001 competition for Manufacturer of the Year.

All our success however, would not be possible without you, our valued customers.

Thank you for placing your trust and business with us!

COMBINATION AIR ELIMINATORS / DIRT SEPARATORS

SPIROTHERM

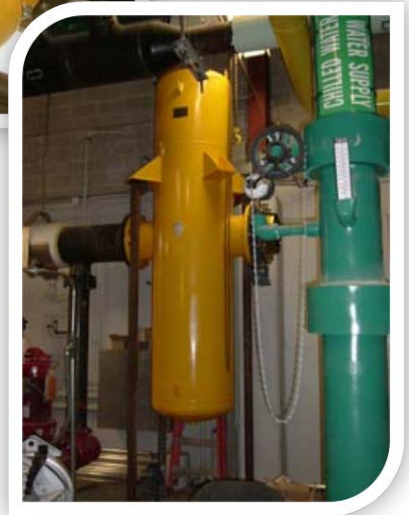
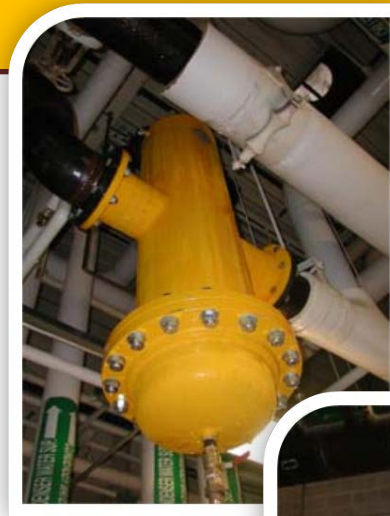
- 2" through 36" Pipe Size
- Patented Spirotube® Element
- Element Fills the Entire Vessel
- Cost Effective Full Flow Applications
- 2 Full Flow Applications - One Vessel
- Flow Rates to over 30,000 GPM
- Unsurpassed Efficiency

Click here for [animation](#) or [selection assistance](#).

Spirovent® Air / Dirt Separator

The Spirovent® Dirt and Drain Air Eliminator / Dirt Separator employs a patented Spirotube® coalescing / barrier medium that “scrubs” the air from the system fluid and gives the dirt something to collide into. Simple to install with a straight in-line design it is available in the “Dirt” model as a sealed vessel and the “Drain” model that includes a removable head and tube sheet construction. This allows access to the Spirotube bundle for inspection or cleaning.

- All units are fabricated steel and available from 2” through 36” pipe size and can handle flows to over 30,000 GPM.
- Custom fabrication is available for special project requirements.
- For large high velocity systems the “HV” Series is available specifically for central plants and district systems where large volumes of water are being distributed.



Inspection & Application of Life Safety Products

Want to learn more?

Mechanical Reps June 2013 MRI University will feature *Critical element of HVAC: Life Safety Dampers*

- What do the building codes say?
- What are best practices?
- Who can be held liable?

Various Life Safety Dampers will be highlighted including installation and meeting local code requirements enforced by the inspector.

**REGISTER
TODAY!**

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Austin

TopGolf

TopGolf's \$15 million sports entertainment complex is set to open the first week of May in Austin, TX. The 65,000 sq ft facility will feature three levels and 102 hitting bays that can accommodate up to six players at a time, restaurant, bar, lounge areas and a patio for live outdoor music. Mechanical Reps worked with Airco Mechanical providing them Price air distribution, Berner air doors and Markel heaters. MRI also provided Greenheck fans, fire dampers, gas fired make up air unit, kitchen hoods with Ansul systems and duct sump.



*TopGolf
Austin, TX*

San Antonio



*UHS New Tower
San Antonio, TX*

University Hospital Medical Center New Tower

University Hospital expansion is a 1,000,000-square-foot, 390-million-dollar, new eleven-story tower with an upgraded Central Utility plant. University Hospital is the lead Level 1 Trauma Center for San Antonio and the surrounding communities and will provide the latest in emergency medical care, surgical and critical care. University Hospital has national recognition in the fields of transplantation, orthopedics, urology, cardiology, endocrinology and pulmonology. The Health System in collaboration with the Health Science Center, the Center for Health Care Services, the San Antonio Metropolitan Health District, San Antonio AirLife and consultants Broaddus & Associates developed the Master Facility Plan. The UHS addition features 35 operating rooms and 420 patient rooms. The UHS Tower houses Greenheck lab exhaust systems and general fans, Price single duct air terminal units and air devices, Dri-Steam humidifiers, Pro Hydronic automatic valve kits, Cemline steam generators, Thermaflex elbows and flex duct and Ductmate access doors all of which were supplied to Dynamic Systems, Inc. by Jamie Henderson with Mechanical Reps, Inc.



Please join us each month in 2013 for an informative seminar on the latest technology and advances in the HVAC industry.

PRICE



January 7 - 10, 2013—MRI University January featured **Proper Selection and Application of Air Terminal Units** presented by Jerry Sipes, Vice President of Engineering at **Price Industries**. We explored the challenges and benefits of parallel and series fan powered terminals, covered key system differences between single duct and fan powered terminal units, unit energy consumption characteristics and current status of ASHRAE Standard 90.1, PSC versus ECM motor performance and payback periods and integration into dedicated outdoor air systems and control

February 11 - 14, 2013—MRI University February featured **Energy Labs Custom Air Handling Units**. Tom Lennon, Sales Manager at Energy Labs, covered emerging trends in custom AHU designs, construction, and configuration, fan array technology, the level of controls that are available in custom AHU's, the best way to design units for current and future capacities and loads, case studies on local Data Center projects, how to achieve Power Usage Effectiveness (PUE) of 1.2 and less, and why hybrid cooling systems are a better option than CRAC units



GREENHECK

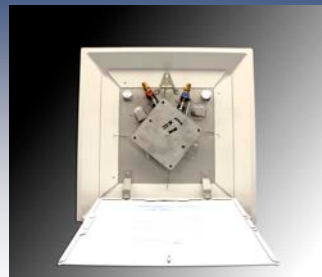
Building Value in Air.



March 4 - 7, 2013—MRI University March featured **Dedicated Outdoor Air Systems** presented by **Greenheck**. Scott Laurila, Tempered Air Products Product Manager, gave an overview on outdoor air systems, optimizing outdoor air equipment and product selection and configuration. Attendees took an up-close look at Greenheck's fully packaged rooftop ventilator. The AIRTOUR Mobile Learning Trailer (pictured to the left) houses a full-size Model RVE unit, fully accessible and ready to view.

April 8 - 11, 2013—MRI University April featured **Acutherm Thermafuser VAV Design**. Chuck Weaver, Managing Director, presented on superior comfort that thermafusers provide, how they work, sustainability, application examples and energy savings to include significant LEED points available

For more information or future classes please contact marketing@mechreps.com.





Solve this new riddle!

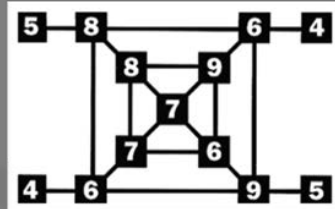
Arrange the digits 1-9 and create two numbers, one of which is the square of the other.

And the answer to last quarter's riddle is...

Start at the center number and collect another four numbers by following the paths shown (and not going backwards). Add the five numbers together. What is the lowest number you can score?

ANSWER: 30. $7+7+6+4=30$

Congratulations to the first four to submit the correct answer!



*Jon Whittaker with MEP Engineering, Inc.
Colby Brock, P.E. with Jose I. Guerra, Inc.
Randy Barnhill, P.E. with Cleary Zimmermann Engineers
Orlando Palacios, P.E. with UT Health Science Center SA*



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