

Insider News



“An Attitude of Gratitude”

Summer is here in Texas and yes it is HOT! Summer is a time for vacations for many people. I hope each of you can take time off with your family and friends. It is important to take vacations from work to provide balance in our lives and build memories. Summer vacations are also a good time to reflect on the many things we should be grateful for. Little

did I know how blessed we are just to be living in the United States until our family completed a recent church mission trip to Africa.

This trip was very different from all the previous vacations I have ever taken. For one, I was gone from the office for 12 consecutive business days, which was a first in my 30 year working career. Secondly, we traveled to a remote section of Zambia, Africa where internet service was very limited, thus communication with the office was challenging or non-existent. Not surprisingly, the company ran very well during my absence. I am very blessed to be surrounded by competent and caring co-workers who know their roles and pitch in for others when they are away. I can't thank them enough for going the extra mile to maintain a high level of service to our business partners when our manpower levels are reduced.

The third reason this vacation was different was that it stretched me personally, emotionally and spiritually. When our family decided to go on this mission trip with five others from our church (Westlake Hills Presbyterian Church) and a friend of the family, we knew we were going to be living among people of a different culture and lifestyle experiences. However, I underestimated the extreme nature of those differences.

After a ten hour overnight flight from London to Lusaka, Zambia, we were picked up by Nancy Collins, a missionary who works in Lusaka for the Presbyterian Church USA, and driven to Justo Mwale Theological University College. During the thirty minute trip from the airport to the college, I was amazed to see how many people were walking along the side of the road.

Men, women and children by the hundreds walked on the shoulder of the road. Some men and women carried bags, while many women had baskets on their heads carrying food or other goods. Nancy gave us some facts about the Zambian people that were very startling; such as the fact that the average life expectancy is 42 years, largely due to HIV/AIDS and malaria. Many children are orphaned because the death

of men and women in the 25-35 age group. Many children die due to lack of medical treatment. Unemployment is approximately at 50%. The average annual income of the people in Zambia is \$800 per year - that's right, per year.

We arrived at the college and unpacked in our stark, but adequate dorm rooms with mosquito nets on the beds. This was going to be our home base for the duration of our stay in Lusaka. The next morning we headed to the village called Linda. The village would be the place where we would spend the bulk of our time during the day in Africa. It did not take long to realize how deep the poverty level was when we drove to the compound. Neither the church nor any of the homes in the village had running water. Water for drinking, bathing (bodies and clothing) and cooking were drawn from nearby community wells and carried to the homes on foot by women and children. Bathroom facilities consisted of primitive outhouses with no plumbing fixtures; just a deep hole in the ground.

Most homes were less than 1000 square feet and constructed of clay bricks or cinder blocks with tin roofs. Floors were mostly dirt but some of the nicer homes had a concrete surface. Some structures had wood doors but most used cloth curtains hung in the opening. Electricity was very sparse and I saw no HVAC. Cooking was done outdoors over an open wood or charcoal fire.

I could expand more, but I think you get the picture. (For some photos, go to <http://www.mechreps.com> and click on the link *Larry's Africa Mission Trip*.)

Lacking the basic amenities that we take for granted in the US, you would think the people living in the village would be in despair and would lack hope - quite the contrary. Our group was warmly greeted by men, women and children full of joy, love and hope. The Christian church is growing rapidly in Zambia and it is evident that their faith is instrumental in their attitude of love and hospitality. The value of community is very strong. I learned so much from people that have so little.

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We were able to bring ten large suitcases full of clothing, soccer balls, books and school supplies to the people in the villages, community schools and orphanages in the area. We built relationships and assisted the Linda church with a door-to-door evangelism campaign in the village. The experience gave me a new prospective on taking risks and leaving results in God's hands.

I also have a heightened sense of gratitude for so many things we have in the USA; clean running water, reliable electrical systems, quality transportation and roads, living conditions which are luxurious by Zambian standards, and employment. I also have a greater sense of the need that exists in that part of the world. I was encouraged to see so many people associated with other American churches and organizations at the airport rendering aid and assistance to this country with so little.

I thank each of you for giving me the privilege to earn a living in this country and for having the resources to take part in this incredible experience. We should all thank God for our many blessings.

Regards,

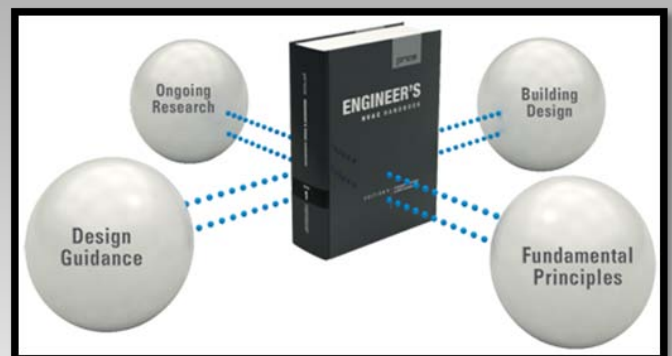


Larry R. Bloomquist
CEO

Price Engineer's HVAC Handbook

Introducing the most comprehensive guide to HVAC fundamentals.

Price has long been innovative in the presentation of technical content and product information, and with a need to present the growing content of the upcoming 7th Edition Price Catalog in a more efficient way, the next innovative step for Price was to create the Price Engineer's HVAC Handbook.



The past two years has seen the Handbook change form and concept several times. What was originally a collection of design guides, quickly changed into a more comprehensive manual. Along with the existing design guides, a discussion on the theory of HVAC, including Psychometrics and Thermal Comfort, has also been included.



With functionality in mind, this reference text features 99 examples, 15 research highlights and over 1,000 graphics to help illustrate and explain concepts and systems. Each chapter builds on fundamental concepts and presents in detail the applications of the relevant technologies. Where appropriate, highlights of advancements in research through summaries of recent technical papers are included in order to present new ideas that may have yet to be incorporated into the industry's reference manuals. It is intended to be used on a daily basis by engineers, architects, contractors, students, and anyone else interested in HVAC systems.

No reference guide of this type could be introduced without a significant effort to ensure that the material is useable and correct. As such, a thorough review of this volume was completed by a notable and generous group of industry leaders, without whom, this handbook would not be possible. The Price team understands the commitment that is necessary to review such a document in detail and provide candid and constructive feedback, and we are sincerely grateful for the review team's contributions.

The creation of the Price Engineer's Handbook has been one of the largest and most rewarding projects we've had the pleasure to be a part of. The journey from inception to print has been an enjoyable and thoroughly educational one for the entire Price team and we hope that the end product brings value to the HVAC community.

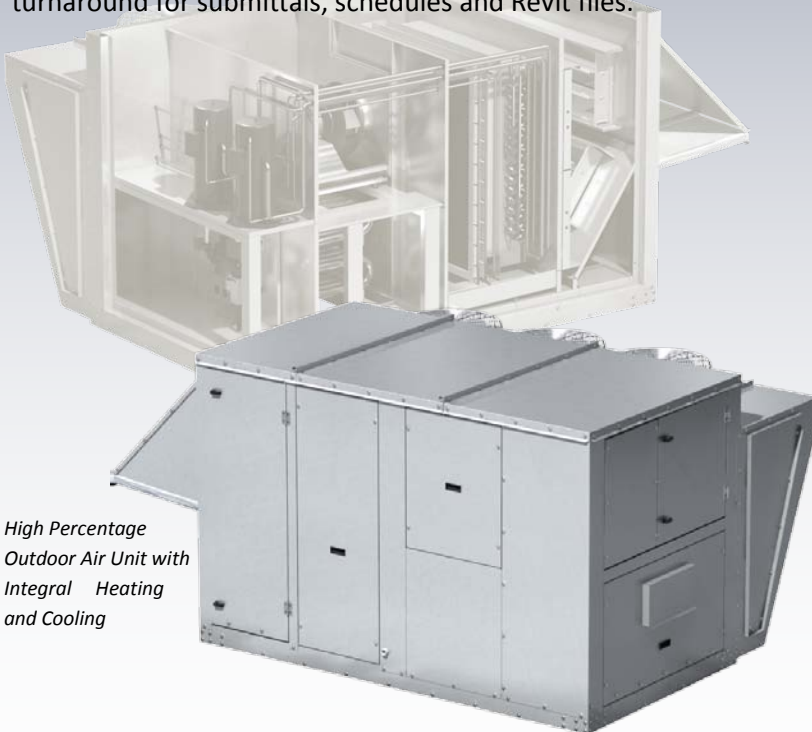


High Percentage Outdoor Air Unit with Integral Heating and Cooling

Model RV

- Commercial, Institutional, and Light Industrial Applications
- 1,000-9,500 cfm Supply Air
- Up to 3 in. wg of External Static Pressure
- Packaged DX (5-30 tons), Chilled Water, Split DX Cooling
- Indirect Gas, Hot Water, Electric Heating

Providing the required amount of conditioned outdoor air to keep a building and the occupants healthy creates a serious challenge for any HVAC system. The model RV is a pre-engineered rooftop ventilation unit designed to answer that challenge by controlling the amount of outdoor and return air while fully tempering the supply air to desired conditions. The pre-engineered design ensures quality and consistency in this equipment and offers an economical alternative to custom-built products. Product sizing and selection is simplified by using Greenheck's Computer Aided Product Selection (CAPS) tool. CAPS provides fast turnaround for submittals, schedules and Revit files.



High Percentage Outdoor Air Unit with Integral Heating and Cooling

Standard Features	Benefits	Results
2-inch double-wall construction	Prevents condensation	Reduced maintenance costs
	Heating and cooling energy savings	Lower operational cost
Direct-drive plenum fans with factory provided VFD	Eliminates belt losses	Lower operational cost
	Easy to balance	Simplified startup
Modulating outdoor air damper and recirculating air damper	Easy to balance airflow mixture	Simplified startup
	Accommodates energy saving control sequences	Lower operational cost
Microprocessor controller	Factory programmed sequences	Optimized unit efficiency
	Easy adjustment	Simplified startup
Double-sloped stainless steel drain pan	Fully drains condensate	Maintains high indoor air quality (IAQ)
		Reduced maintenance costs
Hinged access doors	Quick, easy access to maintenance points	Reduced maintenance costs
Integral control center and single point wiring	Less electrical work	Lower installation cost
	Easy access to control components	Simplified startup
Horizontal or downblast supply discharge	Flexible duct connection location	Easy design and installation

Austin

Caliber Biotherapeutics, formerly G-Con, is a Texas-based company dedicated to bringing new technologies and processes to the therapeutic manufacturing industry. They recently constructed a new custom-designed 145,000 square foot biotherapeutic production facility in Bryan, Texas. The 21-acre site will utilize the latest technology to develop influenza and other infectious disease vaccines.

The Mechanical Reps, Inc. Austin branch provided a large amount of equipment on the job by working directly with Energy Engineering & Associates, the engineering firm, during the design phase of the project. Mechanical Reps, Inc. provided 20 custom air handling units from Energy Labs with a combined total of 328,100 CFM. Several of the units had extremely unique requirements due to the facility's needs that necessitated hand-in-hand involvement with the engineering staff. MRI also provided 3 Fulton Pulse Combustion Condensing boilers at 2,000,000 BTUs each and dozens of Greenheck fans with special construction requirements. The General Contractor was The Beck Group and the Mechanical Contractor was Garrett Mechanical. Multiple salesmen worked on this project including Jon Hermann, Larry Bloomquist, Kevin Schaal, and Mike Davidson.



*G-Con
Biotherapeutic Production Facility
Bryan, TX*

San Antonio



*Toyota Manufacturing Plant
San Antonio, TX*

Toyota Motor Manufacturing, Texas, Inc. (TMMTX) vehicle assembly plant in San Antonio manufactures the Tundra full-size pickup, and the Tacoma pickup truck. The facility broke ground in 2003 and employs approximately 2800 team members. Recently, Mechanical Reps sales representative Mike Layman worked with Toyota's local Plant Engineering department to supply air distribution and zoning improvement products. Applications included FabricAir dispersion systems in the plant area, Acutherm Therma-Fuser self-contained VAV diffusers in offices and Price Industries VAV boxes with Price's own digital controls.



*Pictured to the Left:
Mike Voyten*



*Pictured to the Left:
Wes Weissgarber*

MRI Engineering Sales Department

Mechanical Reps, Inc. is pleased to announce the addition of Mike Voyten and Wes Weissgarber to the Mechanical Reps San Antonio Engineering Sales Team.

With these additions, Mechanical Reps will be able to provide stronger technical support, quicker response time, be proactive in pre-design projects, have more MRI products being basis of design, Revit / Autocad experience, and build better relationships in the engineering community.

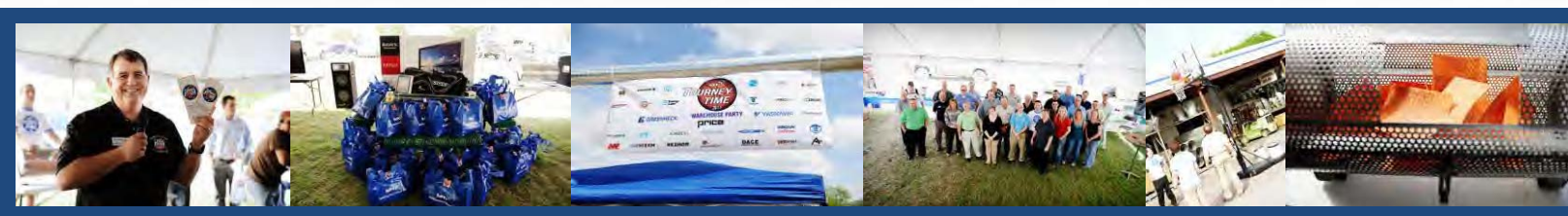
Mike Voyten has 10 years of experience in the MEP consulting engineering field. He has resided in Texas for 7 years now and is originally from Pittsburgh, PA. He has an Associate Degree Specializing in Technology in Mechanical Engineering and Design from Triangle Tech in Pittsburgh. He was previously employed by Goetting & Associates, now TMAD Taylor and Gaines, and Joshua Engineering, where he worked as a mechanical design engineer. His background involves a wide range of air and water side design for commercial building projects and government projects. He enjoys playing golf, mountain biking, exercising and social activities.

Wes Weissgarber joins our engineering sales team with 2 years of experience as a mechanical design engineer. He graduated from Texas Christian University with a Bachelor of Science in Engineering. He is a native of San Antonio and was previously employed by Jacobs in San Antonio. His experience includes engineering design in HVAC systems for the Corps of Engineers, Defense Commissary Agency (DeCA) and other private organizations. His hobbies include golf, cycling, wakeboarding, snow skiing and fishing.

We are excited to have them as part of the Mechanical Reps family.

News Flash

**FOR YOUR PARTS REQUESTS contact:
Tim McGrath in Austin (512) 444-1835
Jaime Cook in San Antonio (210) 650-9005**



March 24, 2011 —The Mechanical Reps, Inc. Austin branch hosted their annual warehouse party. This year's theme was "Tourney Time". With an abundance of attendees, everyone was given a chance to win many prizes including SPURS tickets, an Apple iPad, 46" LCD TV, NCAA Final Four Tickets, as well as 30 gift bags. The basketball shoot-out was a hit as were the delicious pulled pork sandwiches with all the fixings and fresh cut fries. In the banner above (from left to right) is Larry Bloomquist giving away the Final Four Tickets; all the give-a-way prizes; our wonderful sponsors; the group of manufacturers in attendance; the Shoot-Out in action; and the barrel of winning tickets! The Shoot-Out was sponsored by our top sponsors: Greenheck, Price and Yaskawa. We extend a special thank you to all our manufacturers for their ongoing sponsorships that make this event possible.



MRI Austin Warehouse Party



BAC Cooling Tower at Chase Bank-Oak Park (Managed by Travis Commercial)

May 24-25, 2011—The Mechanical Reps Austin and San Antonio Offices hosted Baltimore Air coil (BAC) for a Contractors Training on Aftermarket Maintenance & Service on Cooling Towers. BAC Aftermarket Director, Justin Peters instructed local contractors on cooling tower basics along with replacement and upgrade options now available. Attendees were provided with an opportunity for a hands-on cooling tower inspection. Thank you to Travis Commercial and Brandt Engineering for providing the installation site as an outstanding example.

June 28-30, 2011—Mechanical Reps Presents Yaskawa VFD Trainings in the Rio Grande Valley given by John Cook who is our Yaskawa certified trainer. He facilitated two VFD trainings for Valley contractors and owners. Attendees participated in a two-day certified start up class. Topics included theory of operation, basic drive configuration, programming & set-up with certification. Congratulations to the following attendees for qualifying to perform Yaskawa certified start-ups: Daniel Andrade – Delta Temp Services, James Webb – Texair Co., Pete Cueller – Texair Co. and Roel Salinas – Victoria AC. Representatives from Weslaco ISD, McAllen ISD and Rosemark attended a one day owner orientation for VFDs. Topics included basic drive configuration, VFD applications, maintenance, basic troubleshooting and programming set up.

Pictured in the rear is Trainer & MRI Service Manager: John Cook





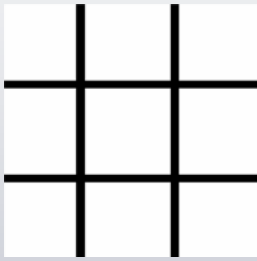
Solve this new riddle!

Suppose you have a list of numbers from zero to one hundred. How quickly can you add them all up without using a calculator?



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

Arrange the numbers 1 through 9 on a tic tac toe board such that the numbers in each row, column, and diagonal add up to 15.



Answer: 4, 3, 8,
9, 5, 1,
2, 7, 6,

HINT: There is a swift way to add these numbers. Think about how the numbers at the opposite ends of the list relate to each other.

Congratulations to the first four to submit the correct answer!

Fred Buck with Truform Metalservice, Inc.
Maureen Scanlon with Austin Energy
Hugo Avila with McAllen ISD
Tom Parish with South Texas Blood & Tissue Center

*E-Mail your answer to
admin@mechreps.com.*

*The first four correct answers
win a \$25 gift card.*

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