

Insider News



“Taking the Narrow Road”

“Business is Really Tough”....I’m sure you have heard that phrase many times over the last nine months during this current economic climate. I am reminded by that comment of the first line of M. Scott Peck’s 1978 best seller, “*The Road Less Traveled*”, which states, “Life is Difficult.”

Many people struggle accepting the fact that we all will face setbacks at some point in our lives. Many people believe that life and business should be relatively easy. The road **most** traveled is the road of complaining. The road **less** traveled is the road of accepting life’s difficulties and facing them with courage and determination.

I recently recalled some of the more difficult periods of my career at Mechanical Reps, Inc. In early January of 2000, just a few short months after becoming President, we discovered that an employee had embezzled from the company over about a two year period. Not long after that incident, we were forced to terminate two salesmen who violated our company’s ethical standards. I also remember the tough times when we were forced to close our Houston, Dallas and Ft. Worth offices. After losing a lot of money in those branches and having to lend our personal savings to keep the company going, Mike Davidson and I were forced to shut down those operations. Business was tough for Mike and I during those times.

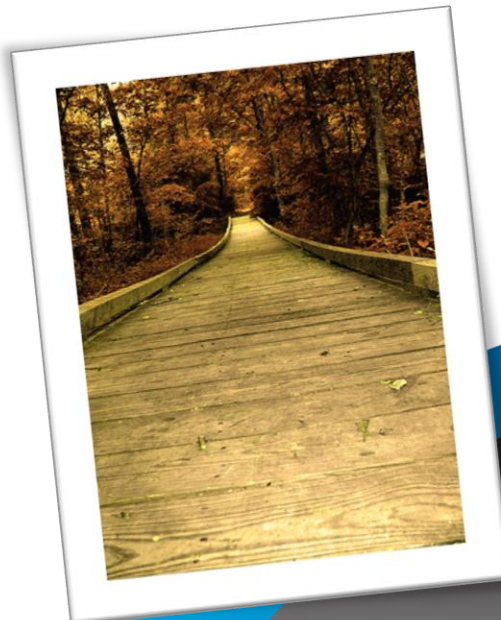
We might have taken the road **most** traveled if it wasn’t for our faith in God and the belief that with His guidance we could make it through these challenges. We were humbled through the process of dealing with these issues. Tough decisions and many sacrifices followed. However, we did not compromise our morals or our ethics. We paid all of our bills and did not miss a payroll.

So has life been difficult? In many ways...yes, but we have remained positive and grown stronger through those trials.

So now that we are experiencing one of the country’s worst economic recessions; are we going to complain and moan about how bad things are? Are we going to quit doing what is right, just to gain more sales? We are all human, so it is easy to fall prey to the road most traveled. But hopefully we have learned from the past. We know we can’t control the economy, but we can control our attitude and our actions. Jesus didn’t promise us everything would be easy if we followed Him, but He did promise it was the way to abundant life if we **took the narrow road**.

We have been blessed to have many loyal employees, customers and business partners. Even though we know we will make more mistakes and live through some tough times, we will continue to work hard to do our best to solve your needs and help you be successful. We will remain true to our purpose and take the narrow road.


Larry R. Bloomquist
CEO



Matthew 7:13-14; “Enter through the narrow gate. For wide is the gate and broad is the road that leads to destruction, and many enter through it. But small is the gate and narrow the road that leads to life, and only a few find it.”

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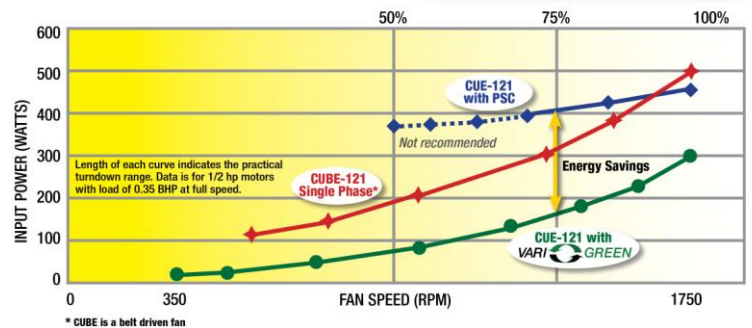
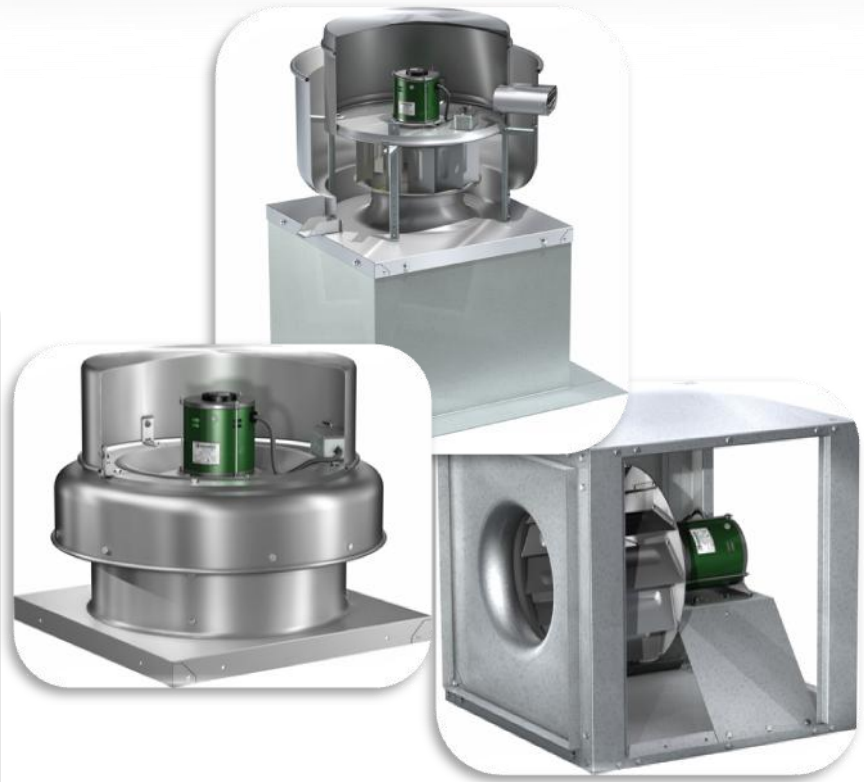
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The best, green alternative to the PSC motor with speed control.

Low air volume fans (<2,000 cfm) are commonly used in commercial ventilation systems. For ease of airflow balancing, they are often specified as direct drive fans with PSC motors that are compatible with a rheostat speed controller. This configuration can also be used for applications that require varying airflow rates. And, even though speed controller turndown is limited, and PSC motor efficiency is poor, it has been the most practical option for low air flow fans... until now.

Greenheck introduces the next generation in variable speed control for fractional horsepower fans— the Vari-Green motor. With cutting-edge green technology it delivers efficiencies over 85% for ¼, ½ and ¾ hp motors and is proven to outperform any PSC motor. Watch real savings add up when the fans run at less than 100% of full speed. Plus, the Vari-Green motor is capable of operating from 20% to 100% of full speed versus just 70% to 100% for PSC motors.



Now that's green!



Energy savings for the Vari-Green motor is easily demonstrated

The small price add can be recovered quickly for applications where turndown is needed. And, the Vari-Green motors run quieter, cooler and have longer life than PSC motors with rheostat speed control.



Austin

Mechanical Reps, Inc. is pleased to have taken part in the Texas Workforce Commission cooling tower replacement project. The project, which is located on 15th and Brazos downtown near the state capitol, is currently undergoing some major HVAC renovations/upgrades. Currently, on the roof level exists three wooden field erected towers which are being dismantled and removed. Temporary cooling towers have been set in place to handle the building's current demands. The new towers to take their place will be **BAC Series 3000 Stainless Steel JE Premier towers**. This upgrade will provide many benefits from improved efficiency to reliability and maintenance. The towers are soon to be lifted by crane to the roof top where they will be set in place. These towers will provide the facility with roughly 900 tons of condenser water cooling.



*Texas Workforce Commission
Cooling Tower Replacement Project
Austin, TX*

San Antonio



*Brooke Army Medical Center Expansion
SAMMC North Project
San Antonio, TX*



The billion-dollar Brooke Army Medical Center expansion SAMMC-North project is quickly rising against the Northeast Side skyline and has entered an accelerated phase. The SAMMC project involves additions and renovations to Brooke Army Medical Center (BAMC) on Fort Sam Houston. The changes to BAMC will add almost 760,000 square feet to the existing hospital, expanding the facility by roughly 50 percent. A multi-story addition will house a level 1 trauma center, operating rooms, clinical and administrative space, and an extension of BAMC's internationally acclaimed burn center. A 5,000 space parking garage will also be built, as well as a central energy plant. Approximately 288,000 square feet of the existing BAMC facilities will be renovated. When the project is complete, BAMC will become the SAMMC North Campus, which will be one of the largest inpatient facilities in the Department of Defense. Mechanical Reps, Inc. is involved with Brandt Engineering in providing **Price** air devices and terminal units, as well as **Greenheck** general exhaust and **Vektor** laboratory high plume fans, fire and fire/smoke dampers, **VMC/Amber Booth** vibration isolation, and **Pro Hydronic Specialties** coil valve packages. More than 1 million labor hours have been devoted to the project, according to the U.S. Army Corps of Engineers. Completion is expected in September 2011.



John Cook



Michelle McNatt



Robert Schuette

Service Department of MRI

Mechanical Reps' service department provides technical support and services for mechanical contractors and owners on HVAC equipment. Our team consists of John Cook and Michelle McNatt located in San Antonio and Robert Schuette located in Austin. We're proud to have them as a part of our MRI team.

John Cook is our service manager and has been with Mechanical Reps, Inc. for nine years. John attended Texas A&M Extension in San Antonio earning his HVAC certification and has 15 years of experience in the HVAC field. He is responsible for owner trainings, start ups, and owner/contractor support. He has learned through manufacturer's training schools to start up, maintain, and troubleshoot equipment. His passion is variable frequency drives but he enjoys the challenges of other HVAC systems. John is an avid hunter and loves the outdoors. He lives in San Antonio with his wife, Laura, and three beautiful children.

Robert Schuette has been a service technician for Mechanical Reps, Inc. for four years. He is based out of our Austin office. He has seventeen years experience in the HVAC field. Robert attended TSTC in Harlingen earning his degree as a certified HVAC technician. Some of his duties include, but are not limited to, start up of new and existing equipment, troubleshooting, warranty, repairs and customer support. He currently lives in Hutto, Texas with his wife, June, and daughter. Aside from his weekly duties he enjoys hunting, bay fishing, barbequing, going to church and spending time with his family.

Michelle McNatt is the service coordinator. In house, she is the point of contact for scheduling, owner trainings and accounting. As an employee of Mechanical Reps, Inc. for eleven years now, she has over thirty years experience in the construction industry and serves as our office manager. Michelle lives in San Antonio with her husband Richard and loves to shoot skeet, play tennis, shop and spend time on the water.

SAVE THE DATE!



Thursday, October 28th, 2010 –Mechanical Reps, Inc. San Antonio branch is having our annual Warehouse Party and Fish Fry. Come join in the fun!

To view the invite please visit our website:

www.mechreps.com

You asked and we listened! To participate in this year's theme, ride your bike, moped or motorcycle; park it in the back and **receive a free t-shirt.**

November 30th – December 3rd, 2010 – Mechanical Reps, Inc. will be hosting the Greenheck Mobile Learning Center in College Station, Austin, San Antonio and the Rio Grande Valley. The show-stopping, custom 53-foot mobile learning center is equipped to provide a classroom educational environment with hands on demonstrations. The AIRTOUR Learning Center physically features make-up air, energy recovery and laboratory fume exhaust products.

Professional Development Hours (Continuing Education Credits) may be earned for educational sessions. The educational seminars may also qualify for individuals who need to attend continuing education sessions to maintain their LEED Accredited professional status. Certificates will be distributed on-site.



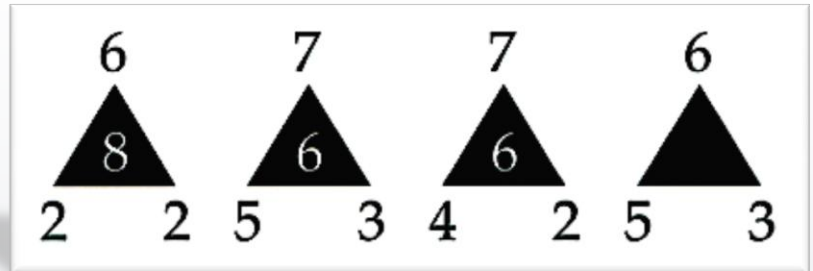
January 2010 – Mechanical Reps, Inc. will be providing a Lochinvar Boiler Application Seminar in Austin and San Antonio. This seminar will cover application, design and installation; including condensing and non-condensing boilers. Lochinvar is pleased to announce their new Crest boiler, which will be a stainless steel condensing fire tube boiler. The Crest ranges from 1.5 million to 3.5 million BTU's with a 25-1 turndown ratio.

Professional Development Hours (Continuing Education Credits) may be earned for educational sessions.



Solve this new riddle!

Which figure should be placed in the empty triangle?



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

By moving one of the following digits, make the equation correct.

$$62 - 63 = 1$$

Answer: $2^6 - 63 = 1$

Congratulations to the first four to submit the correct answer!

Don Lipinski with Energy Engineering Associates
Jeff Roberts with O'Connell Robertson
Stillman Jordan with HDR One Company
Gary Vonfeldt with Brandt



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

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

Austin

3901 Woodbury Drive
P.O. Box 41869
Austin, TX 78704
Tel: 512.444.1835
Fax: 512.444.5522

San Antonio

4710 Perrin Creek #300
San Antonio, TX 78217
Tel: 210.650.9005
Tel: 800.650.6507
Fax: 210-590-1645

Rio Grande Valley

1409 N. Stuart Place Road
Suite E
Harlingen, TX 78552
Tel: 956.412.1110
Fax: 956.412.1350