

## Insider News



### **“Stepping Up Our Training & Education with XII in 2012”**

Training and Education: Most engineers desire it, most representatives provide it, all can benefit from it....if it is done well and consistent. Education is something we all need if we expect to keep up with emerging technologies, want to

understand proper applications of equipment and provide our clients the best design products and systems possible. In the fast paced age we all live in, employers have less time to train their staff and themselves, thus manufacturers and their representatives need to help fill the void.

Mechanical Reps, Inc. has always put a strong emphasis on education and training, but in 2012 we are stepping it up to a new level with our **XII in 2012 Campaign**. In the past several years, the Austin and San Antonio MRI branches have sponsored two or three large group training seminars per year, typically in hotel meeting rooms. These training sessions are supplemented throughout the year by multiple face-to-face meetings at engineers and building owner’s offices. However, we are sponsoring a large training seminar/initiative with a different manufacturer **EVERY month in 2012, thus XII in 2012**. We will continue to also provide individual office training sessions as requested and scheduled. One of the other priority components of this campaign is for the manufacturers to provide training for MRI’s sales staff. It is our expectations that our sales personnel become experts in our products and systems. We are even administering tests to our sales personnel.

As most of our business partners know, we have already scheduled the training topics through December of 2012. Some of our manufacturers were not scheduled in this year’s **XII in 2012 Campaign**, but we will continue training opportunities with them in between our campaign’s monthly events.

In the first four months of the year, we have provided training to more than 500 individuals, not including MRI staff. So far the response has been very favorable.

XII in 2012 has been a large financial and time investment for our company, but we feel education is vital to MRI’s effort to live our purpose, which is **“to provide the best value in HVAC products, training and services for our business partners, to provide growth opportunities for our employees and to maintain the highest ethical standards in all we do.”**



So if you are an engineer, contractor or owner’s representative and have yet to participate in our XII in 2012 campaign, I encourage you to take the time to attend the remaining events. If you have attended, **we thank you**.

Our goal is to help you do your job better; whether it is to design the best valued HVAC systems for your client or understanding what equipment is best suited for your building and your budget.

We welcome your feedback on how valuable the training has been and how we can best serve you in the future.

Regards,

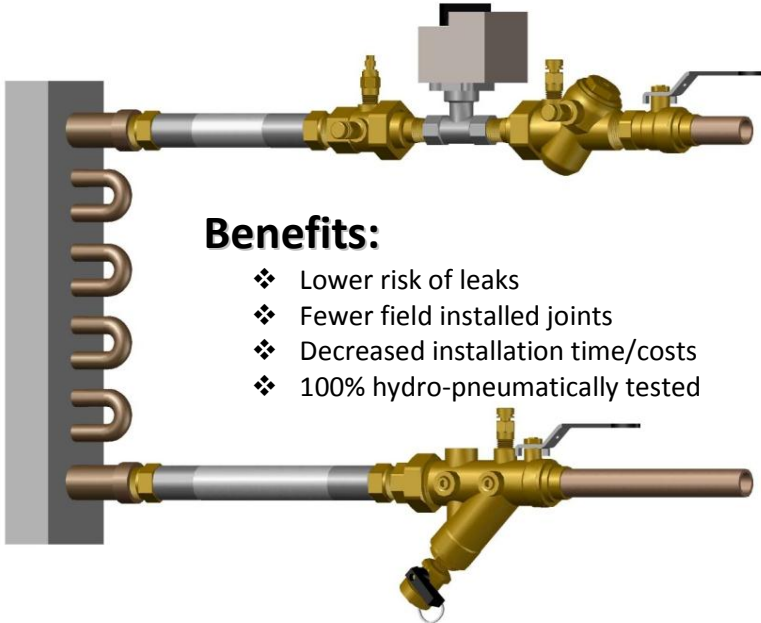
Larry R. Bloomquist, P.E.  
CEO Mechanical Reps, Inc.

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**PRO** *Hydronic Specialties*  
 Physics Driven Solutions for Hydronic Balancing

# Coil Hookup Kits



## Benefits:

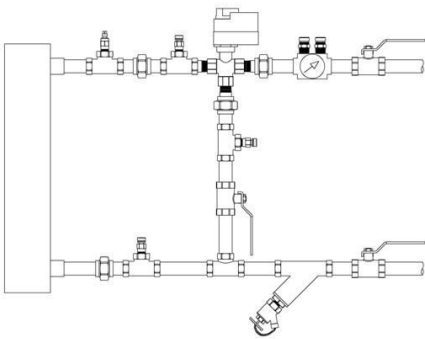
- ❖ Lower risk of leaks
- ❖ Fewer field installed joints
- ❖ Decreased installation time/costs
- ❖ 100% hydro-pneumatically tested

## Less Is More

Perhaps the most valuable of all offerings at PRO Hydronic Specialties are our coil hookup kits. Coil hookup kits are pre-engineered packaged systems that will save you time, labor and money during your hydronic piping installation. By combining accessories like P/T ports, air vents, drain vales and unions with our manual or automatic valves, we are able to decrease the number of field joined connections.

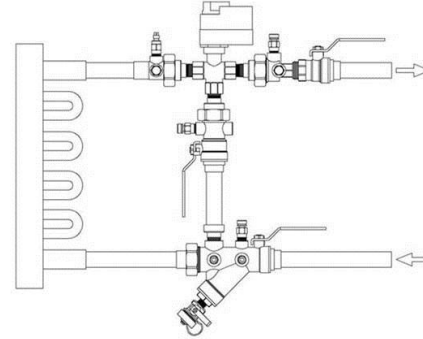
Additionally, we hydro-pneumatically test 100% of all coil hookup kits that leave our factory. These measures all help to reduce the risk of leaks, time on the job and overall installation costs. And, with our tag and bag service, each kit, bag and box is tagged with the pertinent terminal unit information.

### THE OLD WAY



37 Pieces  
 39 Joints  
 Labor Cost.....\$204.75  
Material Cost....\$114.83  
 Total Cost.....\$319.58

### THE PRO WAY



2 Pieces  
 6 Joints  
 Labor Cost.....\$31.50  
Material Cost....\$143.67  
 Total Cost.....\$175.17  
 All reducers & adapters included

\* Costs based on 3/4" components, \$35/hour labor rate & 9 minutes per joint. Temperature control valve cost not included.

## Why PRO Hydronic Specialties?

With over 30 years of combined experience, PRO Hydronic Specialties will provide you physics based hydronic designs at competitive prices.

From initial quote to support during installation, your team at PRO Hydronic Specialties has you covered. With our coil hookup kits, you can rest assured that your complete assembly will arrive on site, assembled to order, leak tested and on time!

## Other Products & Services Available:

- Full product line of automatic and manual devices (1/2" & up)
- Custom coil hookup configurations & welded fabrications
- P/T ports, air vents, hose end drain valves & ball valves
- Special fittings, including Pro-Press®
- Factory installed control valves
- Quick-ship capabilities
- Custom flush kits
- Tag and bag

## Austin

After taking a 5 year break from having a race in the United States, Formula 1 has returned to America with a race in Austin, Texas. To accommodate the world-class series, Austin is building the first purpose-built racetrack for Formula 1 in the United States. The brand new complex, with an estimated construction budget of \$300 million, sits on 890 acres in southeast Austin near the airport. The specially designed track will be 3.4 miles long and will host multiple racing series. The first Formula 1 race is scheduled for November 2012 and construction is going at full speed.

Austin Commercial is the General Contractor on the project and is working with The Porter Company who is the Mechanical Contractor. MEJ & Associates, Inc. performed the MEP design on this portion of the project. Mechanical Reps, Inc. was selected to provide the equipment on the Pit Building – including ten Greenheck rooftop units with packaged DX cooling systems and electric heating coils, Greenheck kitchen exhaust fans, Greenheck and Price air distribution equipment, and Markel heating equipment.



*Formula 1  
Austin, TX*

## San Antonio



*Naval Air Station  
Kingsville, TX*

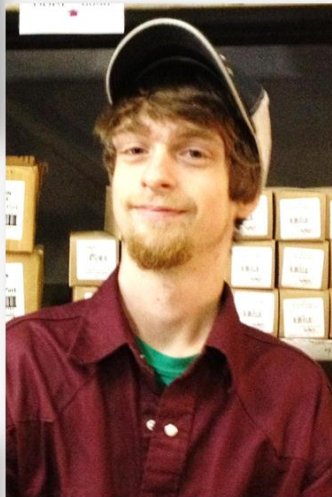
The Naval Air Station in Kingsville, TX has recently decided to renovate their Corrosion Control Facility that is located on base near the Gulf coastline. The Corrosion Control Facility is an approximately 140,000 sq/ft existing metal building where they provide the FLASHJET stripping and painting process of the United States Naval fighter jet fleet. The Boeing FLASHJET Process is designed to safely and economically remove aircraft coatings from both metals and composites without the use of hazardous chemicals or potentially damaging impingement media. It significantly reduces the amount of hazardous waste generated compared to chemical stripping or media blasting processes.

Mechanical Reps worked as a part of the design build team alongside Air Pro Mechanical and NRG Engineering to insure the equipment being replaced was selected and sized properly for this very sophisticated FLASHJET process. Once the project was designed MRI provided twelve 45,000 CFM Greenheck model IGX indirect fired make-up air units and ten 50,000 CFM Greenheck model QEI mixed flow roof mounted fans with spark C resistant construction. In addition to the products above, Yaskawa variable speed drives and Greenheck general exhaust fans, louvers, and motorized dampers were provided. The project is scheduled to be completed by the summer of 2012.





*Pictured Above:  
Carrie Jones*



*Pictured Above:  
Adam Brown*



*Pictured Above:  
Sarah Israel*



*Pictured Above:  
Mario Rodriguez*

## MRI Austin Staff Updates

### Carrie Jones

Mechanical Reps, Inc. would like to welcome Carrie Jones in our Austin branch. She will be serving as a sales assistant for Mike, Richard, Lane and Kevin. Please contact her for order status, delivery information, invoicing, etc. Carrie comes to us with experience in the HVAC industry and is already showing to be a great asset. She has two children, Caiden ~ 9 years old and Sedona ~ 7 years old. Carrie enjoys running, cooking, crafts and hanging out with her kids.

### Adam Brown

We look forward to you meeting Adam Brown who works in the Austin warehouse. He is 19 years old and graduated from American Youth Works. He is quite the artist. When he is not at work he enjoys hanging out with friends and drawing.

### Sarah Israel

Sarah Israel, who is a Junior at the University of Texas at Austin, works for Mechanical Reps part-time as a file clerk. Sarah is the daughter of Kathy who has worked here for 28 years. Kathy is the sales assistant to Larry, Stuart, Jon, Tim and Eric.

### Mario Rodriguez

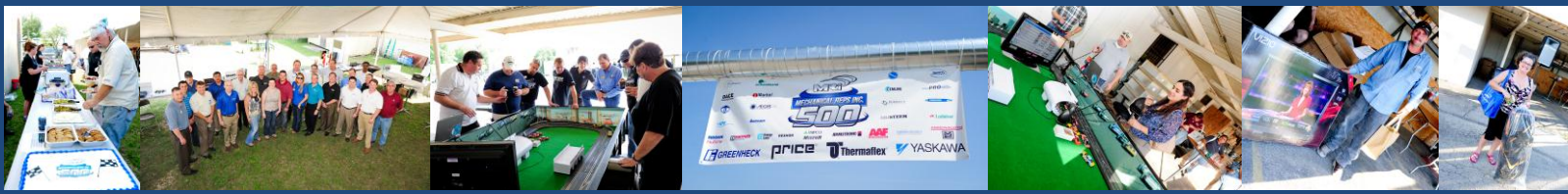
Mechanical Reps, Inc. is proud to announce Mario Rodriguez as the Warehouse Manager in Austin. Mario has worked for MRI for a little over 3 years. He is a hard worker and always has a smile on his face and something friendly to say. Come by and see Mario and Adam on Thursday's for our Customer Appreciation Day in the warehouse and pick up your HVAC products and a breakfast taco.

## News Flash

XII in 2012 Campaign is underway!



[Click Here  
for Details](#)



**February 21 – March 2, 2012**—XII in 2012 February featured the Greenheck Mobile Learning Center, which traveled to College Station, Austin, San Antonio, McAllen and Corpus Christi over a two week time span. Attendees witnessed the most comprehensive selection of air movement and control equipment in the world, learned about the latest advances in the industry, discussed their projects with knowledgeable Greenheck product engineers and received professional development hours for their participation.

## GREENHECK

Building Value in Air.



**April 5, 2012**—The Mechanical Reps, Inc. Austin branch hosted their annual warehouse party with MRI 500 racing as the theme. We hosted 26 manufacturer booths, approximately 150 attendees and had an outpouring of prizes to give away; 47" LCD TV, Apple iPad, Netbook, Samsung 500 tickets and hotel package and 50 gift bags. In the pictures above (from left to right) is the amazingly great food; all the manufacturers in attendance; our Daytona Tri-Oval Slot Car Race in action; the banner with all of our generous sponsors; and a couple snapshots of some of the prizes! The Daytona Tri-Oval Slot Car Track Race was sponsored by our "TOP CHAMPION" sponsors: Greenheck, Price, Thermaflex 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

**March 19-22, 2012**—XII in 2012 March featured the new Yaskawa Z1000 variable speed drive. Topics covered included product application, installation, understanding harmonic distortion and the IQ Pump Drive. Attendees included Contractors, Owners, Engineers and Architects from Austin, San Antonio and surrounding areas. Upon completion attendees were provided with Professional Development Hour credit(s).



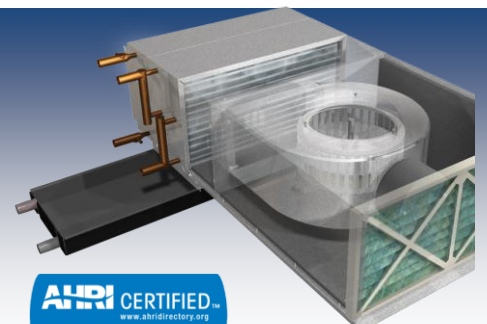
## YASKAWA™

Z1000 HVAC Drive  
3 HP to 500 HP  
Fan and Pump  
Applications

**April 9-12, 2012**—XII in 2012 April featured an Introduction of new Fan Coil Units manufactured by Price Industries. It was a well-attended event in both Austin and San Antonio. Topics covered were Fan Coil Basics, Product Overview, High Performance Fan Coils, Acoustic Considerations – Case Study, Controls – Innovations, Applications – LEED, Sustainable Projects, Selection and Software. If you missed out on any of these event(s) please contact Gina Engler to schedule a one-on-one training session.

## PRICE®

Introduction of  
New Fan Coils







## Solve this new riddle!

If 6 horses eat 6 bales of hay in 6 days, how many bales will 12 horses eat in 12 days?



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

How many squares are in a chessboard?

**ANSWER:** 204 squares: 64 one-by-one squares, 49 two-by-two, 36 three-by-three, 25 four-by-four, 16 five-by-five, 9 six-by-six, 4 seven-by-seven, and 1 eight-by-eight.

## Congratulations to the first four to submit the correct answer!

*Cameron Labunski with Tom Green & Company Engineers, Inc.*  
*Ahmad Hamiyeh with Jose I. Guerra, Inc.*  
*Rajesh Kapileshwari with ACR Engineering, Inc.*  
*Jennifer King with Merrick & Company*

E-Mail your answer to  
[admin@mechreps.com](mailto:admin@mechreps.com).

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

### Austin

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