Mechanical Reps Inc.
Resource

Insider News

SUMMER EDITION 2012 | Volume 1, Issue 8

"Discipline"

What comes to mind when you hear or see the word **discipline**? It could be the act of punishment or instruction; however, the one definition of discipline I want to discuss in this newsletter "is the pattern of self-controlled behavior."

Discipline is what we all strive to possess if we want to achieve something of importance, like eating healthy foods, sticking with an exercise program, or even reading your Bible. In our business, we have to be disciplined in many areas if we want to live into our purpose. We have to be disciplined to keep updated on our products and training, our estimating procedures, our communication internally and externally (like this newsletter) and our recruitment of quality personnel….just to name a few.

The late author and speaker, Jim Rohn said this… *"Discipline is the bridge between goals and accomplishments." …and… "Success is nothing more than a few simple disciplines, practiced every day."*

If you combine **discipline** and **execution** you can really achieve your goals. But that is not very easy to do. Many companies, including Mechanical Reps, Inc. spend a lot of time on strategy, but fail to execute due to a lack of discipline. Goals are just dreams unless you have the discipline to execute the plan. That is why I was intrigued to read the book, **"The 4 Disciplines of Execution"** by Chris McChesney, Sean Covey and Jim Huling.

> ***We must all suffer from one of two pains: the pain of discipline or the pain of regret. The difference is…. discipline weighs ounces while regret weighs tons.***
> *- Jim Rohn*

The Four Disciplines are:
1. Focus on the Wildly Important
2. Act on the Lead Measures
3. Keep a Compelling Scoreboard
4. Create a Cadence of Accountability

After I read the book, I had to share it with some others in our company. Chris Graham read it with a business colleague. They both became excited about its content, including some of the case studies. The Marriott Corporation was featured in the book as a company that had implemented The 4 Disciplines of Execution (4DX). Chris and his friend contacted the maintenance managers at the Marriott Rivercenter in San Antonio to see if this hotel had experience with the 4 Disciplines. Chris was pleased to hear the success stories achieved by the Marriott Rivercenter departments after 4DX was implemented at their hotel over a year ago.

While I didn't plan for this message to be a review of the book, I can tell you MRI is in the early stages of implementing The 4 Disciplines of Execution and I am excited about the opportunities it presents. I truly believe if we follow the disciplines outlined in the book, our company will move closer to living into our purpose which is ***"To provide the best value in HVAC products, training and services for our business partners and to maintain the highest ethical standards in all we do."***

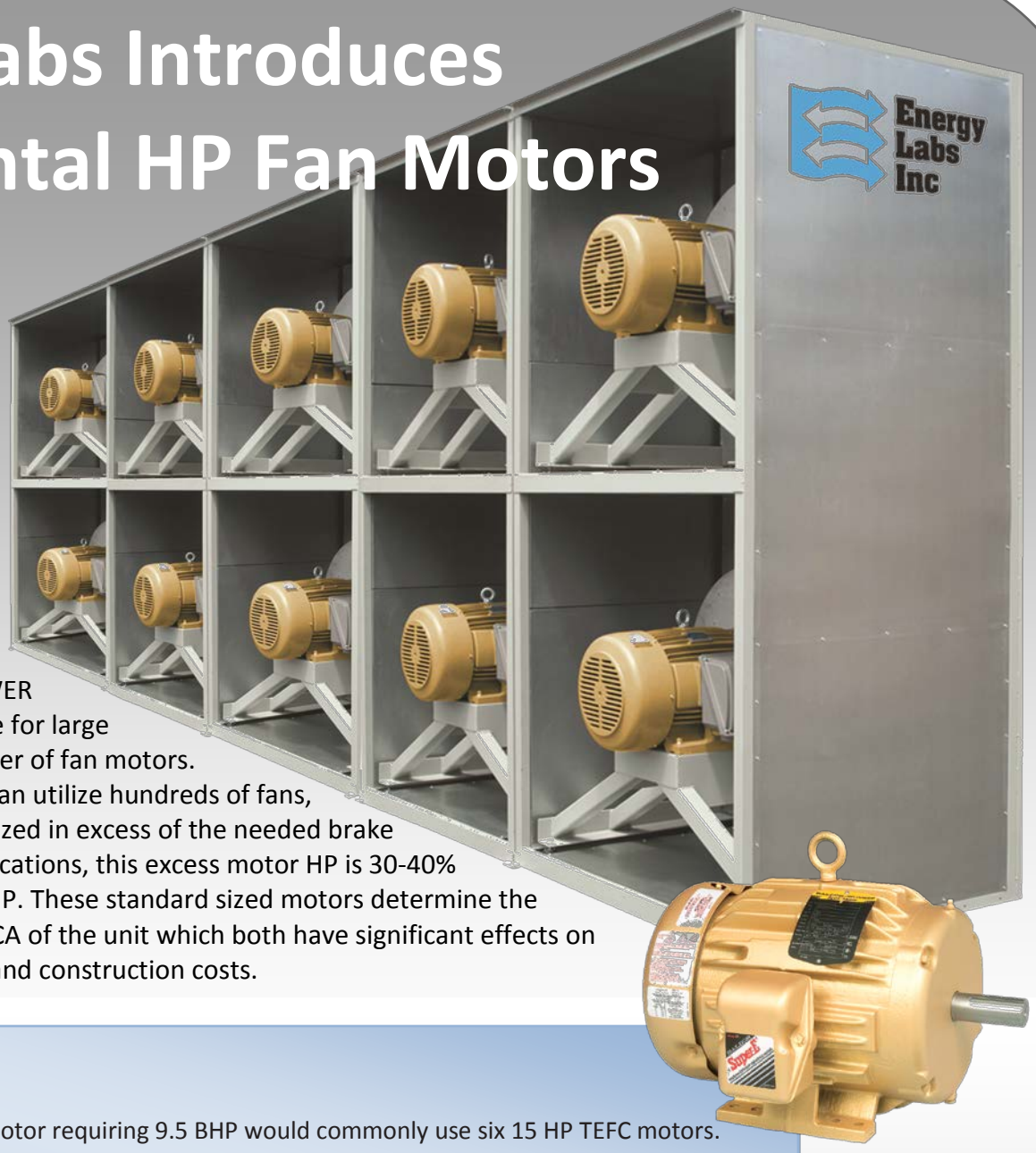
Regards,

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

In this Issue:

Insider News	PG 1
Technical Tips	PG 2
Product Spotlight	PG 3
High Profile Jobs	PG 4
Departmental Highlights	PG 5
Events	PG 6
Mind Exercise	PG 7

Energy Labs Introduces Incremental HP Fan Motors



INCREMENTAL HORSE POWER MOTORS OFFER A SIGNIFICANT REDUCTION IN ELECTRICAL POWER DISTRIBUTION SYSTEM COMPONENTS, AND THEREFORE SUBSTANTIAL COST REDUCTION IN MANY APPLICATIONS

INCREMENTAL HORSEPOWER MOTORS are a good choice for large projects with a large number of fan motors. Projects using fan arrays, can utilize hundreds of fans, each one having a motor sized in excess of the needed brake horsepower. In many applications, this excess motor HP is 30-40% more than the required BHP. These standard sized motors determine the VFD sizes as well as the MCA of the unit which both have significant effects on building electrical system and construction costs.

EXAMPLE:

A 3 x 2 fan array with each motor requiring 9.5 BHP would commonly use six 15 HP TEFC motors. This fan array would require either one 100 HP, two 50 HP, or three 30 HP VFDs. Using two 50 HP VFD's the MCA would be 302 Amps.

If the same fan array were to use 12 HP Incremental TEFC motors, it would reduce the VFDs to one 75 HP, two 40 HP, or three 25 HPs. Using two 40 HP VFDs the MCA would be 234, a reduction of 22.5% and the motors maintain the NEMA required minimum efficiency of 91.7%.

Energy Labs

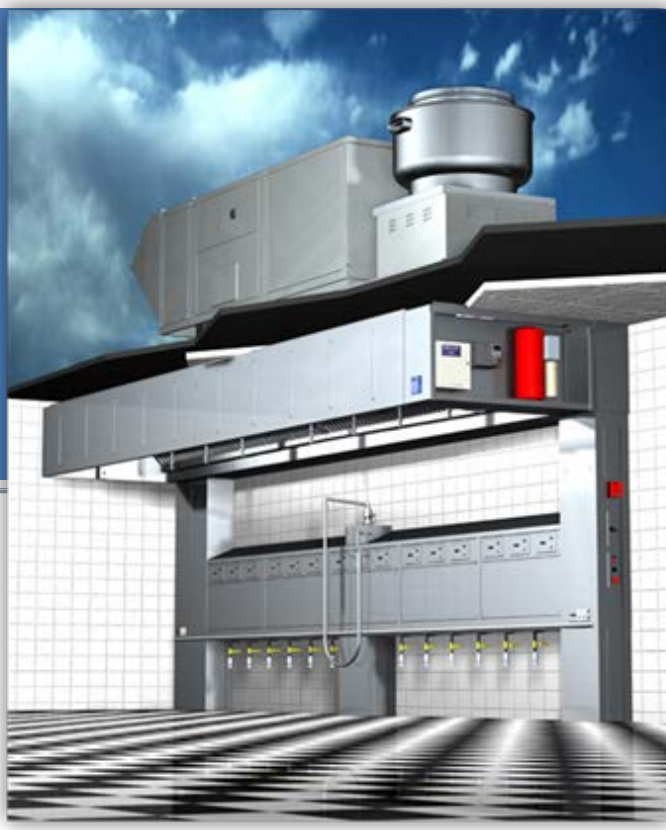
In addition to reducing the cost of VFDs, building wiring costs can be reduced as well. The reduction in the MCA can be especially important for facilities that utilize emergency backup generators for fans systems such as Hospitals and Datacenters.

Mechanical Reps Inc.

Vari-Flow System

LOW MAINTENANCE | ONGOING PAYBACK

Saving energy is as simple as recognizing that cooking loads vary throughout the day. The Vari-Flow System detects these changes in cooking activity and modulates the exhaust and supply air based on demand, saving energy and reducing operating costs.



GREENHECK

Exceptional Value

The Vari-Flow system is an all-around cost-saver considering upfront costs, maintenance and ongoing payback.

Space Pressure Control

The Vari-Flow system controls the supply air unit by sensing static pressure in the space, independent of the exhaust fan speed, to ensure proper room pressurization at all times. Proportional tracking is also available.

Capture Tank Mounted Temperature Sensor

Responds up to 5 times faster than duct mounted temperature sensors when sensing temperature change.

International Mechanical Code (IMC) Compliant

Meets code requirements to automatically start fans when cooking operations occur.

Keypad Interface

To control fans, lights, manual override conditions and identify system events.

100% Override

Pressing a button will increase fan speed to 100% for a preset period of time when desired.

Save energy and reduce operating costs!

Reducing energy consumption has been a priority for designers, owners, and operators to improve the environment and reduce operating costs.

Want to learn more?

REGISTER TODAY!

admin@mechreps.com

Mechanical Reps September's XII in '12 event will cover proper design of variable volume kitchen ventilation systems, understanding differences between filter efficiencies, why kitchen systems should be incorporated into the mechanical design, ASHRAE's recommendations on conditioned make-up air, common installation issues and solutions, and much more…

Austin

Back in 2010 ,Texas State University President Denise Trauth announced plans to begin a $32 million north side end zone expansion of Bobcat Stadium. This expansion included adding another 13,500 seats thus increasing the capacity of Bobcat Stadium to nearly 30,000. Also included in this project were a new university book shop, ticket offices, concessions, visitor's locker room, and storage, service support areas.

Mechanical Reps was proud to be involved in the project from start to finish and worked closely with O'Connell Robertson Engineers and WK Mechanical in providing Greenheck Fans, louvers and fire smoke dampers as well as Price Air Distribution and over 30 Markel electric unit heaters to the project.

The Stadium is now complete and the Bobcats are getting ready for another exciting season of football with their new affiliation in the Western Athletic Conference.

TEXAS STATE UNIVERSITY
SAN MARCOS

TSU Bobcat Stadium
San Marcos, TX

San Antonio

UIW Physical Therapy School
San Antonio, TX

Beginning in January 2012 the University of Incarnate Word began renovation of a former Albertson's and converted it into a New Physical Therapy School that opened in mid-August. The estimated cost for construction and renovation of the now two-story 77,000 square foot building is $7.5 million. This new site includes a physical therapy clinic, research lab and classroom and office space.

Mechanical Reps worked closely with the construction department at UIW, HMG & Associates and A.J. Monier Company to ensure that the Ice Storage Application was a success. MRI supplied a vast array of product to include the BAC Ice Storage System storing 761 tons per hour of cooling, Armstrong pumps, Price air terminal units and air distribution, Yaskawa variable speed drives, Lochinvar water heaters and Greenheck fans, louvers and roof hoods.

A grand opening celebration is scheduled for early September.

Pictured:
Jamie Denton

MRI Austin –

Jamie Denton

Mechanical Reps, Inc.'s Austin branch is pleased to announce the newest addition to the MRI team. Jamie Denton, Sales Representative, is returning to MRI after six years of working for another manufacturer's rep firm. With over 13 years in the HVAC industry, we are excited to have her back. Jamie currently resides in Kyle, TX with her husband of sixteen years, Robin and their three boys; Cameron, 13, Cooper, 11 and Cash 6.

Pictured:
Stephen Greco

Stephen Greco

Stephen Greco, Manager of Engineering & Owner Sales, returned to MRI in May after working for two other manufacturer's rep firms for the past 11 years. With over 28 years in the HVAC industry, both as a contractor and rep, Stephen has a wealth of knowledge and experience. Stephen is a 1984 graduate of Texas A&M University with bachelor's degree in Building Construction. He currently resides in Dripping Springs with his wife Debbie and their two children; daughter Morgan, 20 and son Perry, 13.

MRI San Antonio –

Chris Graham

We are excited to announce that after working 9 years for the Mechanical Reps Sales Team, Chris Graham has been promoted to the new Sales Manager for the San Antonio office. His leadership, knowledge of the industry and ethics will bring him much success in his new position.

Pictured:
Chris Graham

Gina Engler

Gina Engler has been promoted to the new Director of Marketing for all branches. Gina has worked for MRI for 10+ years and brings to this position a sincere passion for creativity. She looks forward to working with management in continuing event planning, marketing communications, and business development. Her background and expertise brings to this position a distinct advantage as we move forward.

Pictured:
Gina Engler

Events

Mechanical Reps Inc.

If you missed out on any of these events please contact our office to schedule a one-on-one training session.

May 7 – May 10, 2012—XII in '12 May featured Pro Hydronics balancing water systems efficiently. Topics included methods of hydronic balancing, balancing technologies, manual balancing valve features, automatic flow limiter features, coil connection kits and much more. Attendees got to experience the products first hand with knowledgeable presenter and received professional development hours for their participation.

June 4 – June 7, 2012—XII in '12 June featured Greenheck new trends in lab exhaust systems. Chris Cummings, Director of Applied Product Sales for Greenheck, covered laboratory exhaust fan systems, including industry standards, design references and third party performance certification (AMCA, Air Movement and Control Association); fan systems and their benefits, particularly focusing on system performance and reliability, performance validation, maintenance, safety and energy conservation; as well as methods for conservation of energy with these systems, including a newly patented technology introduced by Greenheck that is changing the industry. This was a well-attended session.

Building a Better Environment

price®

July 9 – July 12, 2012—XII in '12 July featured Price displacement ventilation systems. Attendees were impressed with the wide array of applications: Health Care, Schools, Auditoriums, Theatres & Offices. We covered LEED Points & ASHRAE Guidelines, how to reduce outdoor air and increase IAQ, system and humidity control and selection of product. Sample underfloor air distribution product was displayed along with brochures.

August 6 – August 9, 2012—XII in '12 August featured VMC IBC Code requirements utilizing seismic and wind loading in Texas. Reed Heath, a Sales Engineer for VMC, spoke on wind load compliance, proper sizing and placement, accurate calculation, Code Requirements, adequately restraining equipment, application, installation, design and risk management. We traveled to Corpus in addition to the Austin and San Antonio markets.

THE VMC GROUP
The Power of Together™

Mind Exercise

Mechanical Reps Inc.

Solve this new riddle!

Starting in the bottom left corner and moving either up or right, adding up the numbers along the way, what is the largest sum that can be made?

2	3	6	2	4
2	3	1	5	1
6	1	1	1	7
5	3	5	2	2
3	2	7	2	3

And the answer to last quarter's riddle is…

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

ANSWER: 24 bales. There are twice as many horses eating for twice as many days, so they will eat 4 times as much hay.

Congratulations to the first four to submit the correct answer!

Morgan Stinson *with EEA Consulting Engineers*
Zeke Gowin *with The Porter Company*
Rajesh Kapileshwari *with ACR Engineering, Inc.*
Steven Butler *with PBK*

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