

# FEBRUARY NEWSLETTER

The talk of the town in January is always, who's going to ASHRAE/AHR EXPO (who's got the largest booth) and what manufacturer is going to showcase a showstopper!? This year, Quentin, Bill, Jim and Joe went to Atlanta to make the rounds with our 20+ manufacturers that display, attend or host parties. Walking the lengthy aisles of HVACR booths to learn about the latest technology typically takes 9 hours, so the afterparties are usually hydrating 😊 Johnson Controls' YZ Magnetic Bearing Centrifugal Chiller was a 2019 Award Winner under the "Cooling" Innovation category. The product is as complex as the name and offers the most efficient chiller on the market with the low pressure refrigerant 1233zd. During the show we were approached by multiple manufacturers, then agreed to rep 3 new lines. Thus Bry-Air, Waterfurnace and Vibro-Acoustics have been added to our line card. While we have an extremely secure business model with a long list of well-known and concrete vendors, these additions will solidify our ability to provide the ultimate customer service and flawless outcome.

## VENDOR SPOTLIGHT BRY-AIR

A "small town" company based out of Sunbury, OH that has been manufacturing the most robust Desiccant Dehumidifiers since the 60s. Don't be fooled by this rural operation, because they have taken the global market by storm and have flown under the radar for many years. Owners are shocked they were going to that "M" guy that for so long at such a steep price tag. From 200-30,000cfm; whether you're working with refrigeration, grain silos or candy making, these guys have sharpened their pencil with a perfect calculation! Keep in mind that corrosion prevention and rust control are also their bread and butter. Another large market that these guys focus on is Waste Water Treatment Facilities. To learn more of their parameters and solutions, visit:

<http://bry-air.com/>

## EMPLOYEE SPOTLIGHT TYLER SEALS

Coming from a former P.E. role as a partner of BG Buildingworks, in the mountains of Vail, Tyler has transitioned well into the role of a salesman these last 5 years at MGI. He knows more about Snowmelt that we could ever need in KC and is an avid Purple Wildcat. Nights and weekends are spent, with his wife, Mary at the "Box" Crossfit 913 and his 3 daughters' sporting activities.

Favorite Quote:

**"I can do all things through Christ who strengthens me"**

Fave eatery: **Rye**

Perfect lunch with: **Mary**

Random Fact: **Walk-on Basketball Player for 2 years at KState**

## VENDOR SPOTLIGHT Vibro-Acoustics

While this is a spotlight, changing vendors was one of the hardest decisions, Quentin and Rod have had to make as owners. While Mason is a very strong representation of the acoustical market and has been a line of McQueeny's for over 20 years, our organization felt it is was time for a change. Vibro-Acoustics will support us and our market with state-of-the-art vibration isolators and solutions. Please note, the acoustical portion of their organization is handled by another firm, locally. Although our sales force is very familiar with this commodity, we will learn in the coming months, what sets Vibro-Acoustics apart from the competition and how they will become a staple of future projects. In the meantime, check them out here or give us a call!

<https://virs.vibro-acoustics.com/>



Bry-Air's manufacturing facility is located in Sunbury, Ohio with affiliate locations in India, Brazil, Malaysia, Switzerland, China, United Arab Emirates, Philippines, Indonesia, Vietnam, and Bangladesh. Throughout the world, the company maintains a network of more than 400 representatives in 145 countries.

### MISSION STATEMENT

- Consistently offering responsive, innovative and cost-effective solutions to customer problems.
- Providing external and internal customers with products and services that exceed their expectations
- Providing our employees with a safe, secure and enjoyable place of employment
- Continuously improving in everything we do
- Contributing to improve the quality of life in the communities in which we live and work
- Building long term partnerships

### QUALITY POLICY

- Provide external and internal customers with products and services which meet their requirements and exceed their expectations
- Continuously improve in everything we do

### MiniPAC® Compact Desiccant Dehumidifier

Model	Process CFM	Process External Static	Process React CFM	React External Static	Voltage	FCL Amps	Weight	Performance LB/HR **
MP-100	100	0.70" wc	34	0.45" wc	208-240/1/60	19.3	139	3.3
						16.5		
						22.8		
MP-175	175	0.60" wc	58	0.40" wc	208-240/1/60	19.8	158	5.9
						28.8		
MP-350	350	0.90" wc	117	0.70" wc	208-240/3/60	13	222	11.7
						49.3		
MP-600	600	0.75" wc	200	0.45" wc	460-480/3/60	22.3	306	20
						62.7		
MP-900	900	0.75" wc	300	0.45" wc	460-480/3/60	28.4	392	29.7
						79.6		
MP-1200	1200	0.75" wc	400	0.45" wc	460-480/3/60	36	411	39.6

\*\* Moisture removal capacity based on entering air conditions of 75 deg F and 100 gr/lb



- 300 to 30,000cfm
  - Electric, steam, direct or indirect fired gas reactivation
- Hinged access doors with air handler style handles for easy inspection, cleaning, and maintenance
  - Cleanable or disposable 30% inlet air filters on process and reactivation airstreams
    - Allen Bradley PLC based controls for simple reliable operation, VFDs
  - Chain driven desiccant rotor for a lifetime of reliable performance and easy to clean
    - Desiccant rotor manufactured in a Bry-Air, ISO Certified Facility
      - Hinged filter access doors with quick release fasteners
    - Circuit breakers (not fuses) for over-current protection; UL 508A certified electrical panels
- 0.125" thick aluminum welded cabinet specifically designed to prevent moisture infiltration and leakage

<http://bry-air.com/>



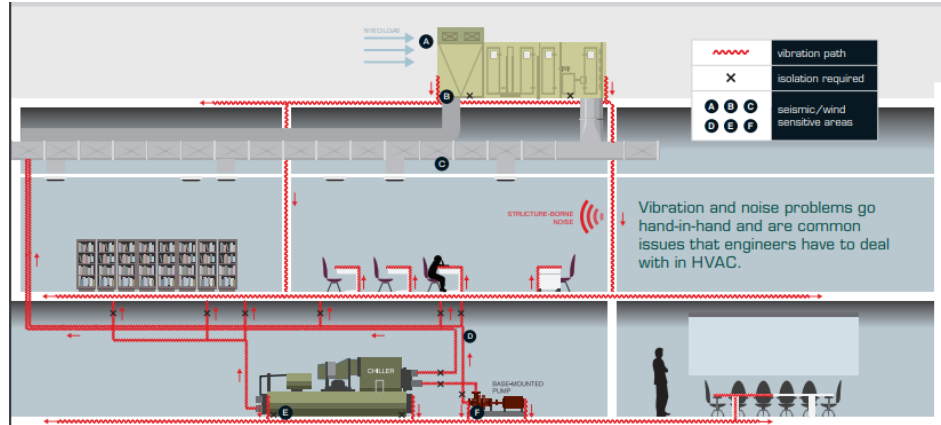
**Our values support our mission.**

We focus on Customer Empathy, Trust and Commitment when providing labor saving products and services, customer service and engineering expertise.

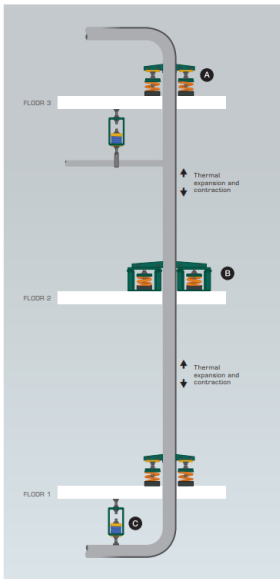
**Our goal is to save contractor's labor.**

We focus on delivering labor savings to installing contractors throughout the projects timeline. From scope discussions to site visits, we will help reduce labor costs.

- **Vibration Isolation**
- **Seismic/Wind Calculations**
- **Equipment Attachments**
- **Floating Floors**
- **Lateral Bracing Markups**



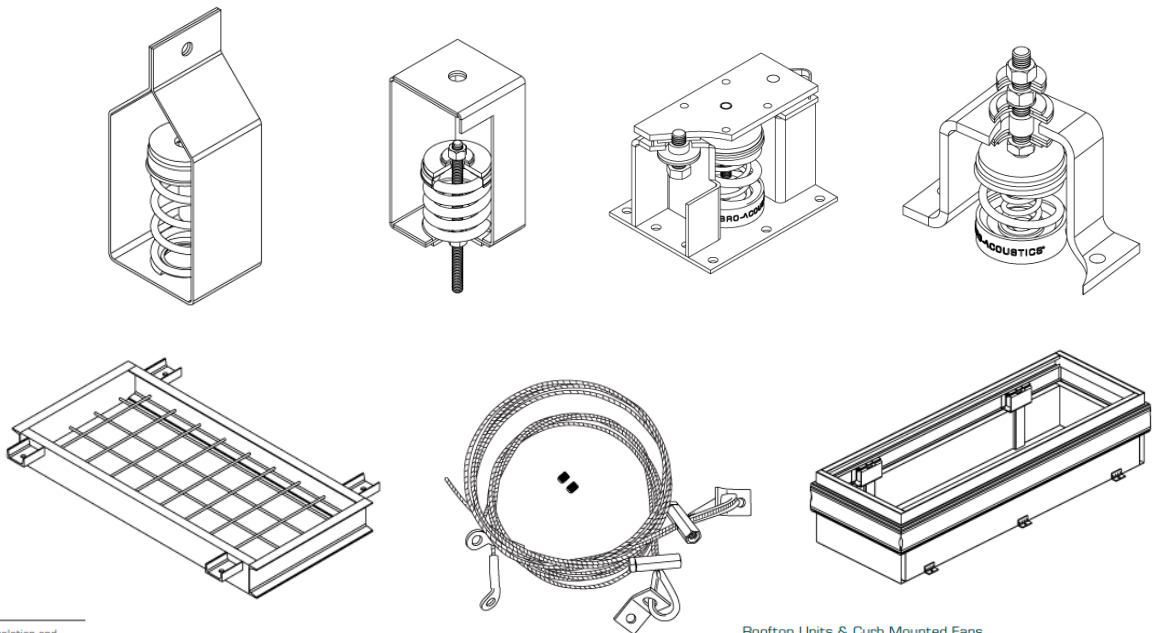
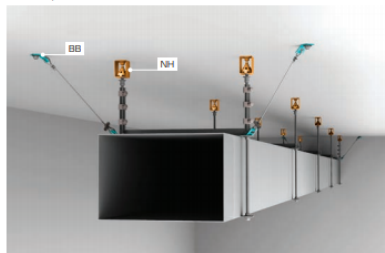
**Floating Riser Solutions**



**Ductwork**

Vibro-Acoustics offers a variety of standard and custom isolation and restraint solutions for duct systems. These solutions, combined with our seismic engineering capabilities, give contractors and engineers the advantage of single-source responsibility.

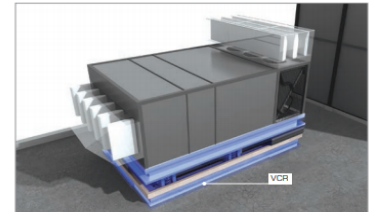
isolation products: NH / SH  
 restraint products: BB / BBR / VAC / RRK



**Rooftop Units & Curb Mounted Fans**

Rooftop units, primary sources of vibration problems, are often culprits of non-compliance with background sound criteria. To avert a vibration or structure-borne noise problem, engineers should specify Vibro-Acoustics' noise control curb, which provides external vibration isolation, not just isolation of the usual suspects inside the unit (fan, compressor, etc.). Rooftop units with curbs require additional calculations and bracing for extreme events to secure the two attachment planes: the unit to the curb, and the curb to structure. The Vibro-Acoustics VCR curb for extreme event applications comes with the necessary calculations, stamped by a PE/PEng.

isolation/restraint products: VCR / RTR / RC



Vibro-Acoustics is able to provide stamped calculations for seismic and wind restraint selections in all 50 U.S. states and all 10 provinces plus 3 territories of Canada.

<https://virs.vibro-acoustics.com/>