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:

https://www.bryair.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 Fave eatery: Rye
Fave eatery: Rye
Perfect lunch with: Mary
Random Fact: Walk-on Basketball Player for 2 years at KState

VENDOR SPOTLIGHT
Vibro-Acoustics

Recently adding this Swegon Group Company to our toolbox, Vibro-Acoustics sets the stage and the future of vibration isolation. With over 60 products to choose from and even specialty solutions like Floating Floors, they are a partner to help us, help you, succeed in the market! Suspended systems is a regular application for their engineered staff as well as seismic analyses and certification. At the end of the day, VA’s main focus is reducing a contractor’s labor, while remaining code compliant. g^2^1 will be possible through spec discussions and getting YOU on board with our newest partner! We’ll be having them in town over the next month and then again when needed so that we can fully understand and support what sets Vibro-Acoustics apart from anyone else in our market! Feel free to check them out:

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

<table>
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<th>Model</th>
<th>Process CFM</th>
<th>Process External Static</th>
<th>React CFM</th>
<th>React External Static</th>
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<th>PDL</th>
<th>Amps</th>
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** 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

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/