

# Thermal Notes

A publication of Fluid Handling, Inc.



## Major Changes Strengthen Fluid Handling's Product and Customer Service Lineup

Fluid Handling Inc.'s management has always believed that if we fail to move ahead, then we risk falling behind. We have recently taken steps to improve our customer support capabilities with:

- **New Products**
- **New Services**
- **Additional Staff**
- **Expanded Facilities**

This newsletter summarizes recent changes in each of these areas.

**For a complete listing of all our current product offerings, please see our new line sheet on pages 3 and 4 of this newsletter.**

### New Products

Today's hydronic market demands high-efficiency, high-quality products and systems that provide increased comfort at reasonable costs. To meet the demand of today's hydronic marketplace, we have reached agreements to represent Viessman Manufacturing Co., Baxi Luna, Roth Industries, Slant Fin and International Environmental. Each of these companies brings new products to our lineup:

**Viessmann Manufacturing Company** offers high-efficiency, condensing, residential and commercial boilers. Highlights include a 98% efficient boiler rated up to 3.4 million BTUH. This boiler has no minimum flow requirements and no maximum system temperature drop!



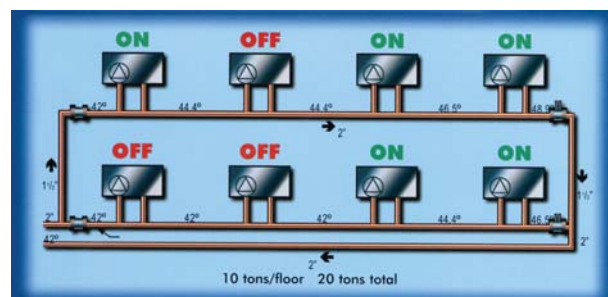
**Baxi Luna** builds high-efficiency, wall-hung boilers equipped with unit-mounted system circulators and expansion tanks.

**Roth industries**, the world's largest radiant heating equipment company, makes everything from PEX tubing to radiant manifolds and radiant controls.

**Slant Fin** produces cast iron boilers and fin tube radiation for residential and commercial applications.

**International Environmental** builds fan coil units for commercial, institutional, and multi-family construction.

International offers an innovative, single pipe system called *Sure Flow*, which is a take off on Taco's *Load Match* pumping system. *Sure Flow* fan coils ship complete with unit mounted and wired circulators. System design is simplified with an Excel-based design/selection software.



## New Services

Our new **Engineering Department**, consisting of John Strachota and Joe Herbst, provides support for the sophisticated software offered by our new manufacturers. If you are a design professional and need help designing a Roth radiant floor system, John and Joe can show you how to use the Roth software, or submit a complete layout for your approval. If you wish to design a Sure Flow system, John and Joe are here to help.

In addition, it will be John and Joe's responsibility to continue to expand our successful custom pump package and heat transfer package business, as well as to develop FHI designed and built standard packages. Designs on the boards include glycol fill packages and water-to-water pool and spa heater packages.

## New Staff

We have recently added three experienced HVAC professionals, Gary Jansen, Mark Mireau and Molly Hannigan.

**Gary** has joined our sales force as a wholesale products specialist calling on the

northern half of the state. Gary previously owned Kimberly Hardware, a contracting firm specializing in, among other things, the sale of and installation of boilers, hydronic systems, and radiant in-floor heating systems. He will be operating out of his home office in the Fox River Valley most of the time, but will spend some time each week at our office in Milwaukee. We think that Gary's hands-on installation experience will be a great benefit to our customers.



l to r: Mark Mireau, Molly Hannigan, Gary Jansen

**Mark** has extensive experience in after market sales with the Trane Company. Initially, Mark will be in charge of two areas. One area of responsibility will be to keep building owners informed of the products and services available from FHI. His other responsibility will be to market FH Controls line of motor control products to mechanical contractors. His lineup of products includes ACI and GE motor starters, Mitsubishi variable frequency drives, Functional Devices power relays, as well as custom control panels from ACI and TLC Controls.

With her experience as a sales engineer with both York International and Johnson Controls, **Molly** is a valuable addition to our HVAC department. She is currently working on a project to streamline and improve our submittal process and will soon be involved in bidding, product application, customer training and engineering calls.

## Expanded Facilities

We built the original portion of our building in 1991. It consisted of 7500 square feet of office and warehouse. We assumed that we had enough space to accommodate our needs forever. In 1999, we added 4,000 square feet and KNEW we had enough space to last forever; however, our recent investment in new product lines and new people caused us to reconsider that "fact." As a result, in May we contracted with MSI General to add 3,000 square feet of office, warehouse, and assembly space, to be completed by the end of this summer.

## Summary and Thank You

Fluid Handling has always offered its customers products from solid, reliable manufacturers. With our new lines, people, and building expansion, we hope to offer the latest in hydronic technology along with the personnel and facilities to support our efforts. We sincerely thank the many loyal customers who have made this possible.



Fluid Handling represents the following quality manufacturers. Please note that we offer HVAC/ General Industrial Products as well as Power and Process Products. We also design and build custom, skid-mounted process heating and cooling packages.

### HVAC and General Industrial Products

**Pumps, Pumping Systems and Hydronic Accessories** – Circulators, Pumps (Inline, End Suction, Split Case, Boiler Feed, Vertical Turbine, Sump, Sewage Ejector), Air Control & Elimination Systems, Expansion Tanks, Pump Protection Products, Packaged Pressure Booster & Variable Speed Pumping.



**Boilers** – High Efficiency Copper Tube Boilers & Water Heaters, Cast Iron Boilers, High Efficiency Wall Hung Boilers & Water Heaters.



**Heat Transfer Products** – Heat Exchangers (Shell and Tube, Plate & Frame, Brazed, Refrigerant Condensers & Evaporators), Refrigerant Desuperheaters, Heating & Cooling Coils, Fluid Coolers, Cooling Towers, Evaporative Coolers, Fan Coil Units, Radiant In-Floor Systems and Accessories.



**Steam and Condensate Handling Products** – Condensate Pumps, Boiler Feed Pumps, Pressure Motive Pumps, Vacuum Pumps, Pressure & Temperature Regulators, Steam Traps, Strainers, Flash Tanks, Steam Accessories.



**Vibration Control and Pipe Motion Control Products** – Vibration Isolators, Spring Roof Curbs, Flexible Pipe Connectors, Flexible Metal Hose, Seismic Isolation, Expansion Joints, Piping Ball Joints, Pipe Guides.



**Water Quality Products** – Centrifugal Separators, Disc Filters, Screen Filters, Sand Filters.



**Controls and Instrumentation** – Control Valves, Constant Flow Regulators, Balancing Valves, Boiler Controls, Zone Control Products, Flow & Level Switches, Radiant Control Products, Flow Meters, Thermometers and Gauges, P/T Plugs.



### Pressure Vessels and Tanks



**Motor Control Products** – Motor Starters, Contactors, Variable Frequency Drives, VFD Bypass Systems, VFD Transfer Switches, Custom Control Panels.



# Represented Manufacturers

## Power and Process Products

**Steam Turbines and Turbine Generator Sets, Portable Blowers** – Back Pressure Turbines, Condensing and Extraction Turbines, Turbine Generator Sets.



**Heat Transfer Products** – Heat Exchangers (Shell & Tube, Plate and Frame, Brazed, Spiral, Heating & Cooling Coils, Fin-Fan Units), Steam Condensers, Heat Exchanger Repair, Electric Heaters.



## Pressure Lube Systems



## Expansion Joints for Piping and High-Temperature Ductwork



## High-Speed Gear Boxes and Couplings



With more than 25 years in the business, you can always count on us to deliver reliable performance with top quality products and related accessories from leading manufacturers of fluid handling, thermal and power-related equipment. Our experienced sales engineers have the knowledge and experience to help you with specifying the right product for the right application. Then, we back it up with superior support, service and training.

Call us today to discover firsthand the Fluid Handling difference. Or, visit our website at [www.fluidh.com](http://www.fluidh.com) for additional information.

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