

# the NEWS

THE HVACR CONTRACTOR'S WEEKLY NEWSMAGAZINE SINCE 1926



MARCH 21, 2011 ■ \$5.00 ■ VISIT US ONLINE AT WWW.ACHRNEWS.COM ■ A bnp PUBLICATION

## fyi

INDUSTRY BRIEFS

### Price Increase

■ Johnson Controls (Waynesboro, Pa.) announced a 3 to 4 percent price increase on all Frick brand industrial refrigeration products and aftermarket parts sold in North America. The new prices will become effective on April 1.

### Contractors

- Ideal Services (Raleigh, N.C.) hired Lyon Britt as operations manager.
- Greenhomes America (Auburn, Maine) has hired Jason Todd as a home performance training manager, primarily focusing on company locations on the East Coast.
- ARS®/Rescue Rooter® (Memphis, Tenn.) acquired the assets of McCarthy Services (Washington D.C.).

### Manufacturers

- Camfil Farr (Riverdale, N.J.) appointed Rhys Anderson as area sales manager, with headquarters in Indianapolis.
- Dell Heatrix Manufacturing Corp. (Fort Lauderdale, Fla.) recently celebrated its 50<sup>th</sup> year in business.
- Heat Controller Inc.'s (Jackson, Mich.) board of directors elected Lou Rasmussen as executive vice president.
- Polygon (Amesbury, Mass.) has named Jeff Rainville director of sales and marketing.
- Glasfloss Industries (Dallas) is celebrating 75 years in business.
- M&M Manufacturing (Fort Worth, Texas) announced its acquisition of the Wilkins Corp. (Little Rock, Ark.)
- Palmer Wahl Instrumentation Group (Asheville, N.C.) is celebrating 175 years of manufacturing industrial instrumentation.



## Is Collective Bargaining at Risk?

By B. Checket-Hanks  
Of The NEWS Staff

The resolution of the weeks-long standoff in a Wisconsin state-employee union contract "negotiation" has all union locals and contractors paying close attention throughout the country. All have been wondering what the ramifications will be for them.

We asked a sheet metal union executive and a unionized HVAC contractor a few questions to compare their points of view

— with the hopes of finding that they are not so very far apart.

### POSTURING

George "Butch" Welsch, of Welsch Heating & Cooling Co., St. Louis, said that a lot of the problems in Wisconsin were originally caused by the overuse of hard-line posturing, which is rather typical of contract negotiations.

"Nobody wants to seem to give in too easily," he said. "It's a fact of negotiation to look like they're fighting tooth and nail."

Regarding the actions there to remove collective bargaining, "I don't see that ever happening [in this industry]," Welsch said. "That's probably the most sacred thing the unions have."

"Where is the need to be together if there is no collective voice," asked Patrick Landgraf, president and business manager of Sheet Metal Workers' International Association (SMWIA) Local 18, Waukesha, Wis. He agreed that the union's greatest strength is in its numbers.

■ See COLLECTIVE BARGAINING page 22

## IAQ and Energy Efficiency Are Linked

By B. Checket-Hanks  
Of The NEWS Staff



A properly sized air conditioning system will help manage humidity levels, but over sizing can have adverse effects.

For some time, energy efficiency and IAQ were thought to be mutually exclusive HVAC goals. They actually can have negative or positive effects on each other that can be mitigated by contractors in a number of ways: coil care, duct repair, and the judicious use of specific equipment among them.

Neither poor IAQ nor low operational efficiency occurs in a vacuum. A recent trend has been linking the impacts they can have on each other.

### BEYOND ALLERGIES

"The trend is towards integrating IAQ practices into building operating and maintenance procedures," said Nitish Singh, director of marketing and product development, Rheem Manufacturing Co., A/C Division. Customers who see the value in an IAQ system "recognize the improved health benefits and comfort that come from it."

Contractor Steve Lauten, duct-repair proponent and president of Total Air & Heat, Plano, Texas, pointed out some hard

■ See IAQ, EFFICIENCY ARE LINKED page 18

ONLINE AT WWW.ACHRNEWS.COM

R  
E  
P  
A  
I  
R  
N  
E  
W  
S



#BXNPNR \*\*\*\*\*0U10\*\*3-DIGIT 838  
#R0695484# JUL13 R REG SCK 364  
KIRK NELSON  
SPUNSTRAND  
620 N POST ST  
POST FALLS ID 83854-8681

Attend this FREE webinar!

**SCREW COMPRESSOR RETROFITS:**  
THE SMART WAY TO UPGRADE A CHILLER

DATE: March 30 • TIME: 1 PM ET

Register for FREE at [webinars.achrnews.com](http://webinars.achrnews.com).



For over 50 years  
**There's Still Only One!**

Watertight Underslab Tested & Code Approved Duct



New insulation values & underslab duct silencers to  
 ASTM test standards

**Spunstrand**

www.spunstrand.com  
 208-777-7444

eProduct #70 atachrnews.com

# FOCUS

INDOOR COMFORT & HEALTH FOR THE HOME

## Comfort Solution for a High-Ceilinged Dilemma

By Nina Wolgelenter  
 For *The NEWS*

**T**all ceilings can be both a builder's dream and an HVAC contractor's nightmare. The nature of residential great rooms and lofts allows for an extreme variance in temperature — an unwelcome feature in terms of both occupant comfort and energy consumption. Heat stratification in the



Large-diameter, low-speed fans can provide comfort for outdoor living spaces as well as for indoor environments.

**“Many homeowners are frustrated by the performance of their small ceiling fans. Running at full speed, they can only feel the air if standing directly underneath a 48- or 52-inch fan. With tall, 15- to 25-foot ceilings, the airflow is almost nonexistent.”**

winter months, and stale air in warmer months, make a big difference in the usability of a space.

The introduction of air movement by means of large-diameter, low-speed fans can provide the necessary comfort, further optimize HVAC system effectiveness, and save money on both energy use and building supplies. And it's not just for indoor environments; the comfort of outdoor spaces can be enhanced as well.

### OPERATION

Year round, high ceilings can be problematic for homeowners in terms of comfort. Similar to

traditional ceiling fans, large-diameter, low-speed fans (like the Isis<sup>®</sup>) increase air velocity, creating a more comfortable environment for occupants. This 8- to 10-foot-diameter fan uses little energy to move a goodly amount of air.

“Many homeowners are frustrated by the performance of their small ceiling fans,” said Casey Becker, residential market specialist for the company. “Running at full speed, they can only feel the air if standing directly underneath a 48- or 52-inch fan. With tall, 15- to 25-foot ceilings, the airflow is almost nonexistent.”

The effectiveness of a large-diameter fan lies in its ability to

**Laufan**



ISO9001  
 CERTIFIED



Residential-Duty  
 Propellers in the  
 most sizes

High-Efficiency,  
 Low Noise Propellers

Furnace Wheel with  
 Proprietary Dovlok™  
 Center Disc

Flexible, Affordable  
 Blower Packages

- | AMCA accredited testing facility.
- | Robust engineering and design team to meet aggressive design schedules.
- | More shipping locations to reduce inbound freight costs.
- | Factory direct sales staff available when you need them.

**Innovation + Expertise**  
 It's what we deliver.

Learn more at [www.laufan.com](http://www.laufan.com) or call 937-476-6500

eProduct #30 atachrnews.com