



elmco  
duddy

# Dollars & Sense



July 2010

## Announcing Affiliation & Unification of Acorn Engineering Company and Jay R. Smith Mfg. Co.

### Two Locations:

- \* Industry
- \* San Diego

### Sister Companies:

- \* Sacramento
- \* Las Vegas
- \* Phoenix

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**Acorn Engineering Company**, City of Industry, California and **Smith Industries Inc.**, Montgomery, Alabama, proudly announce a new business alliance and a jointly owned company. Effective June 15, 2010, Jay R. Smith Mfg. Co., a division of Smith Industries has joined the Acorn family of companies, and Acorn Engineering will be a fifty percent owner of Smith Industries. **The name of the company will remain Jay R. Smith Mfg. Co. a Division of Smith Industries, Inc.**

This new business venture follows a similar alliance when Acorn Engineering purchased a portion of Potter Roemer in 2002. Smith and Acorn have successfully owned and operated Potter Roemer since that time. Don Morris is President of Potter Roemer and Jay Smith is

Chairman of the Board of Directors.

Jay R. Smith (Smith Industries) and Earl L. Morris (Elmco Sales Inc. and Acorn Engineering) were both modern-day pioneers in the industry and founders of their individual companies. They each developed strong companies and have been partners and friends since 1954 when Elmco became a Jay R. Smith representative. The instant relationship and personal bond transcends three generations and continues with the Smith and Morris families.

Jay L. Smith, Don Morris, and Don's brother Dennis Morris, second generation sons of Jay R. and Earl, have continued their business and personal relationships for over 50 years. The third generation (Jay L.'s daughters Dr. Holly L. Roth and Debbie

Smith and Don's children Kristin Kahle, Randall Morris and Barrett Morris) pledge to continue what their grandfathers started. The Smith and Morris families will be represented on the new Board of Directors.

The new alliance of Acorn Engineering and Smith Industries will be the foundation for an exceptionally strong company and will be competitively anchored in our industry. For the realigned Smith Industries, Don Morris will assume the role of Chief Executive Officer (CEO) of Smith Industries, Jay R. Smith Mfg. Co. division and the Canadian subsidiary. Jay L. will continue as President and Chairman of the Board of Directors. The management teams of both Acorn Engineering and Jay R. Smith will remain the same. **"Good Relationships are Timeless."**

## [DSIREUSA.ORG](http://DSIREUSA.ORG) - Energy Efficiency Rebates & Tax Credit Info

DSIRE is a comprehensive source of information on state, local, utility and federal incentives and policies that promote renewable energy and energy efficiency. Established in 1995 and funded by the U.S. Department of Energy, DSIRE is an ongoing project of

the N.C. Solar Center and the Interstate Renewable Energy Council.

In the state of California alone, there are more than 150 rebates or incentives listed.

Searching on DSIRE is easy... You can

look up by map, tables, key word or look at only what is new to the site.

They've even added a new section that is specific to Solar. It's a focused on topics that promote the adoption of solar technologies.

## Emerson VFD's IN STOCK!

Do you need a variable frequency drive in a hurry? We stock **Emerson's Affinity** models from 3 to 125 HP in various voltages here at our City of Industry facility.

The Affinity is the energy saving AC drive specifically designed for HVAC

building automation systems. It delivers reliability, ease of use and customer satisfaction.

The Affinity product line is manufactured under ISO 9001 and ISO 14001 certifications, and is approved for use by UL & CE.



Check out the **NEMA 1 UL Type 1** models we have in stock we have today...

- **BA1204** 3hp 208V/3PH/60HZ 11fla
- **BA1406** 7.5hp 460V/3PH/60HZ 11fla
- **BA2203** 10hp 208V/3PH/60HZ 28fla
- **BA2403** 20hp 460V/3PH/60 29fla
- **BA3403** 40hp 460V/3PH/60 56fla
- **BA4403** 75hp 460V/3PH/60 104fla
- **BA5402** 125hp 460V/3PH/60 168fla

Give us a call now to will call one today!

*"To accomplish great things, we must not only act, but also dream, not only plan, but also believe."*

- Anatole France

## Enhancements made to Knight Boilers from Lochinvar

All **Lochinvar Knight Boilers** now have several new and enhanced standard features such as a Multi-Colored Graphical LCD Display, Efficiency Optimized Cascade, Three Temperature Inputs, Variable Speed Boiler Pump Control, and Multiple Expanded Capabilities for BMS System Integration using a 0-10V Signal.

A new optional feature that is now available on all Knight Boilers is

MODBUS protocol for two way BMS communication.

The Knight Boiler also offers up to 94.6% thermal efficiency, less than 20 ppm NOx, and a 5:1 modulating firing rate.

These new models are available immediately and may qualify you for up to \$1,500 Energy Tax Rebate!



## New Product: 5900 Hydraulic Separator

Taco's patented 5900 **FlexBalance** and **FlexBalance~Plus** Separators act as a hydraulic bridge between the primary and secondary circuits in hydronic heating and cooling applications. The FlexBalance~Plus product line incorporates Taco's patented Pall Ring technology for deep micro-bubble and dirt removal.

the requirements of ASME Section VIII, Div I.

This Green Building friendly series provides improved system energy efficiency, allowing the use of smaller pumps for each system circuit.

Both styles are available for pipe sizes from 2" to 12".

All FlexBalance Separators are designed, manufactured and tested to

**Taco's FlexBalance (left) & FlexBalance~Plus Separators (right)**



## NEW! Acorn Aqua Cast Iron Fountains & Bubblers Kits

Acorn Aqua now offers the one and two-bubbler Aqua Contour Barrier-Free, Bi-Level, Cast Iron Wall Mounted Drinking Fountains to compete with Haws models 1311 & 1501. They are available for immediate specification, selection and installation.

These new units are certified to AB1953 as are all of the Acorn Aqua Drinking Fountains and Water Coolers.

Also available are Stainless Steel Bubbler Retrofit Kits for single, two and three-station drinking fountains.

Ready for installation, the bubbler retrofit kits fit easily into the existing faucet housing. Better still, it offers the added benefit of reduced labor costs because facility managers do not have to remove fountains from walls.

Model A151J00S (right) & Model A152J00S (below)



Importantly, the bubbler meets California's AB1953 mandate, and the National Sanitary Foundation standard (NSF/ANSI Standard 61, section 9, annex G).

Acorn Aqua's bubblers are 100% lead free. For school districts, the daily ritual of flushing thousands of faucets is no longer necessary, a double-barrel benefit of the bubbler; they conserve water and reduce man hours.




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*"It is not the strongest of the species that survive, nor the most intelligent, but the one most responsive to change."*

-Charles Darwin

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## JRS Products – for Light Commercial & Design/Build

Do you need PVC body floor drains and cleanouts for a strip mall construction project? Does your design-build, multi-floor project require PVC or ABS body drains for showers, bathrooms and kitchens? How about Grease Interceptors and enamel coated floor sinks in a fast food restaurant project?

If these projects sound like your type

of situation then JRS Products provided by Jay R. Smith Mfg. Co.® can help you.



This product line offers a variety of products that include: roof drains, floor drains, floor sinks, cleanouts, interceptors, sillcocks, water hammer

arresters, backwater valves and more.

For additional information, go to [www.jrsproducts.com](http://www.jrsproducts.com)



## A first of its kind: Powers TempTAP™ Thermostatic Faucet

Powers has introduced the first thermostatic faucet with a built-in tempering valve inside the faucet itself.

The new TempTAP (Temperature Assisted Protection) is the perfect solution for lavatories where temperature protection is mandated by code or users are at greater risk of scalding.

It is listed to ASSE 1070 as a hot water

limiting device for providing safe, tempered water to lavatories. It is also IPC, UPC and AB1953



compliant.

Available in standard or gooseneck styles, both feature a variety of installation options, including ADA-compliant handles, low flow outlets and grid strainers

Along with being awarded the WaterSense label for its reduced water flow models, the energy efficient TempTAP will also help earn LEED credits for water efficiency.

# POWERS™

Go to [www.powerscontrols.com](http://www.powerscontrols.com) to download the cut sheets and sample specification today.



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**Creating demand for all our products**

## The Lochinvar Service Class is coming to San Diego: August 13th

We recently hosted a service school at our City of Industry location on June 25, 2010.

Our 17 attendees were maintenance engineers, building owners and service contractors from Orange County up to Lompoc.

They learned the "5 things you should know" when installing Lochinvar water heaters, boilers and pool heaters.

You're invited to...

**Lochinvar** Installation, Service & Troubleshooting School

Come find out the **5 Things You Need to Know** when installing, servicing or maintaining a Lochinvar Copper-Fin II Boiler, Water Heater or Pool Heater.

**When:** Friday, June 25th  
**Time:** 8:00am - 1:00pm  
**Where:** ElmcoDuddy

**Registration Fee:** \$50.00 (Includes Service Manual & Instructional CD-Roms, Certificate of Completion, Hat & Lunch)

**RSVP:** by June 21st to Carrie at 626.333.9942 or [rservations@elmcoaddy.com](mailto:rservations@elmcoaddy.com)

**Space is limited.**

Each attendee received a full set of Copper-Fin & Copper-Fin II installation and operation manuals and CD-roms displaying the recommended procedures of start-up, maintenance and trouble-shooting. They also received a certificate of completion and a Lochinvar hat.

**Call us now to reserve your space at the next class!**

## BOMA Trade Show, June 28-29, 2010



Did you see us at this year's **The Every Building Show** at the Long Beach Convention Center?

We were in booth #1303 and featured a Lochinvar Shield Water Heater, Emerson VFD, TowerTech Cooling Tower, Chronomite Instantaneous Water Heater and a Acorn Aqua Drinking Fountain. If you missed us, we'll be back next year, for sure!

## Lochinvar Product Trailer: On the Move to You

It's that time again! We'll be on the road through the end of August visiting Southern California's wholesale suppliers, contractors, engineers and owners.

If you haven't already been visited by one of our associates, chances are you will be able to see Lochinvar's dynamic products pull right up to your front door.

Invite your customers to take a hands-on approach to products they have questions on or haven't seen before. The product van features the **Shield, Armor, Knight XL, Copper-Fin II and the Sync.**

Give your sales rep a call to arrange a time to visit you!

**At M.E. Engineering (top) & DEC Engineers (bottom)**

