



elmco
duddy

Dollars & Sense



Spring 2010

Two Locations:

- * Industry
- * San Diego

Sister Companies:

- * Sacramento
- * Las Vegas
- * Phoenix
- * Reno

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Introduction To Elmco/Duddy

A customer-driven company, Elmco/Duddy has been in business since 1953 when by Earl L. Morris (ELM Co.) began a manufacturer representative agency in Los Angeles.

Today, known as Elmco/Duddy, we continue to represent the majority of our manufacturers since our inception plus many more.

Our team consists of 13 inside customer service and 15 outside sales people, two factory-trained service personnel as well as strong management and support staff.

Our entire sales staff attends weekly training sessions by our dedicated sales manager. Additionally, we have one "champion" for each product line who is responsible for updating us on

new products, factory communication and continued education.

Aside from the sales experience, we offer support with:

- Product Education
- Sizing & Selection
- Competitive Quotations
- Sales & Marketing
- Warehousing & Local Inventory
- Service & Replacement Parts

Elmco offers reliable, state-of-the-art customer service for the smallest commercial applications up to very large applications.

**Elmco/Duddy Headquarters,
Shipping Bays & Warehouse**



Now Representing Jomar

Elmco/Duddy is pleased to announce representation of Jomar Valve in the Southern California marketplace.

Jomar is the leading supplier of innovative valve and component solutions to industries worldwide.

Jomar's diverse products support a wide variety of industrial, plumbing, utility, HVAC and process control applications.

Their innovative products include lead-free ball valves, tankless water heater

valve kits, Add-a-valve, and basket strainers.

See inside for more details...



Upcoming Product Training: Emerson VFDs

Come learn more about **Emerson** Variable Speed Drives on May 14th at our Los Angeles location from 8:00am–2:00pm. We will be hosting a Product Training Class with instruction by David Yankaskas, Western Regional Sales Manager for Emerson.

The class will highlight Product Selection, Features & Options, Installation & Maintenance topics.

Emerson's HVAC-R solutions include packaged products; electronic bypass, active front end, 18 Pulse for harmonic mitigation/reduction which all employ either our flagship Affinity VFD for building automation or our Commander HSK VFD for specific purpose applications like simplex and multiplex pumping or our soft

starters. The Variable speed and variable frequency AC drives are efficient and save significant energy especially when it comes to centrifugal fan and pump applications. HVACR applications that are suited for our solution include: Air Conditioning, Cooling Towers– Nema 3R, Chilled Water Pumps, Exhaust Fans and Air Handling.

For more information please contact one of our sales representatives or www.hvacr-drives.com.



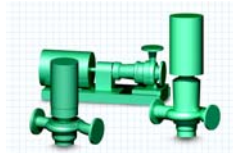
"The customer doesn't expect that everything will go right all the time; the big test is what you do when things go wrong"

-Sir Colin Marshall

Autodesk Revit® 3D Drawings Available Now from Taco and Lochinvar!

Taco recently became the first HVAC pump manufacturer to offer a full line of fully attributable 3D and 2D digital design files of its commercial pumps through their website.

If you use Autodesk Revit for building information modeling (BIM) for your projects, or want to start, Taco offers a Revit File



Wizard on their website to assist you in finding the file you need, Fast!

One-click download of Revit files for an individual product, or a complete product family.

Taco's search wizard also offers a set of how-to videos and tutorials, including how to find and download Taco Revit files, and how to insert Taco Revit files into your Revit projects.

Lochinvar has also announced the availability of more than thirty 3D Revit computer models available for free download on www.lochinvar.com.

Go to "Products / Product Documentation" and look towards the bottom of "Support Documentation" for "Revit" models.



Customers for Life!

TowerTech is invested in getting customers for life. They firmly believe in factory startups and warranty activation.

To assure successful start-ups and promote the complete satisfaction of customers, they have developed and

Go to www.towertechinc.com to view the new virtual tour of the Revolutionary High Efficiency Cooling

instituted a *Start-up & Warranty Activation Policy*. Through this policy they verify that a new tower has been installed correctly, is started

properly, and that the warranty is activated promptly. Universal adherence is so important that they discuss the policy at every annual sales meeting and in each Tower Tech University class - including new rep training sessions.

Approximately 3,000 Tower Tech Modular Cooling Towers have been sold, they know what works and what won't work.



Featured Product: Lochinvar Shield™ Commercial Water Heater

Shield water heaters operate at 96% thermal efficiency, with inputs up to 500,000 BTU/HR. Because Shield water heaters have no flue tubes inside the tank, they also provide 100% effective defense against the lime scale buildup inside the tank that is the worst enemy of any high-efficiency tank-type water heater.

With the industry's most advanced stainless steel heat transfer system, sealed combustion technology that delivers quiet and environmentally friendly operation, plus drawdown

capacity as much as 15% higher than typical tank-type heaters. Shield water heaters are a great choice for your next job.

- Five models from 150,000 to 500,000 BTU/HR
- Fully modulating burner with 5:1 turndown
- 100% defense against lime scale buildup in the tank
- Virtually silent operation
- "Smart" control
- Venting up to 100 ft.

To Learn more about Lochinvar Shield

commercial water heaters visit www.shield.lochinvar.com.



See The All-New Chronomite Website: www.chronomite.com

Chronomite just recently launched their new state-of-the-art website. We are confident that you will find it user-friendly and easy to navigate.

It now offers:

- Step-by-step instructions on [how to install](#)
- Updated [submittals](#), [downloads](#), [comparison charts](#), and online

manuals

- Streamlined searches and tailored resources specific to a user (i.e. [Specifier](#), [Contractor](#), and [Owner](#))
- An [online configurator](#) to determine the precise model required
- A new Price Guide, featuring

product information from Chronomite and Omni, including voltage and breaker/ampage size

- A link to the redesigned www.OmniFlowControls.com
- Featuring a live produce spokesman on home page

Visit the site today!

"The Shield runs so quietly that I had to put my hand on it to feel if it was actually on!"

-Van Merrill,
Western State Design

Jomar's Revolutionary Lead-Free Products

Now in stock at Elmco/Duddy...

Lead-Free Ball Valves from Jomar are compact, 1/4 turn, lever operated, hot forged special LEAD FREE brass alloy with TEA coated ball and 100% full port. They have a blow-out proof two-piece design and are made in Italy. They comply with California AB1953 - NSF 61 Annex G and have these additional approvals:

UL Listed (VQGU, MHKZ, YQNZ, YRBX,

YRPV, UL 842), CSA Approval for classes 3371-12 and 3371-92, FM Approved, NSF 61.

And "One ball does it all!" The **Tankless Water Heater Valve Kit** from Jomar includes two forged brass valves each with a single, 3-way style ball—Lead-free and AB1953 Certified.

Each valve is quarter-turn operation, standard port with color coded hot and cold lever handles. A pressure

relief valve is included with each kit. They are available in threaded, sweat and press connections.

We also stock Jomar's **Basket Strainers** & the **Add-a-Valve** series.





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www.elmco-duddy.com

Creating demand for all our products

Customer Feedback

After a recent Lochinvar Installation and Service Training class, we received the following email:

"Dear Mr. Root,

Thanks for the training you provided to our maintenance crew. We learned some very valuable lessons. We have a much better understanding of the equipment. Reliability and efficiency will be enhanced. Above all, improved service to our end user. We are working toward making the recommended changes that you suggestion to improve our system."

- Rick Nelums, Pride Industries



Lochinvar Product Trailer: On the Move to You

We've been on the road all month 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!



Lochinvar's Product Trailer