



## From The Vice President

... Sean Steimle

### Picking "Green" Fruit



Sean Steimle surveys green roof system which incorporates CPG custom products

Architects, engineers and builders have picked most of the low-hanging fruit in the first wave of green building. Commercial Products Group of Hart & Cooley (CPG) has recognized that green trends are becoming more evident as architects and engineers minimize operating inefficiencies, indoor air quality (IAQ) issues, and environmental impacts of the buildings. Wholesalers and distributors who were prepared for the Green Building Revolution have utilized their experience to reap the numerous advantages of this trend.

The next wave of commercial building products and services offers further custom choices, often at higher price points and better margins for the contractor. Understanding Hart & Cooley's "green" pay-back features will assist building owners, architects and engineers with the knowledge needed to specify our products.

Our Commercial Products Group offers Continuing Education to specifiers who want to expand their knowledge on these evolving HVACR/Roofing products and how to incorporate them into LEED-Certified building plans. LEED-Certified buildings incorporate green principles such as reduced energy consumption, sustainable building material, comprehensive recycling programs, and green processing supplies. By gaining "green" product expertise, specifiers will be equipped with the information needed to educate their builders and customers.

Although many utilize the term LEED compliant or certified, the definition and application is not as well known. The letters in LEED represents "Leadership in Energy and Environmental Design". The LEED certified process is based



on multiple categories and are individually scored and totaled to a maximum of 100 points with an opportunity for 10 bonus points. The bonus points are based on local environmental criteria. LEED is a design recognized system that measures 7 key categories which are the following: sustainable sites, water efficiency, energy & atmosphere, material and resources, indoor environmental quality, innovation and design, and lastly regional priority. A certified project needs to acquire at least 40 points. In addition to the certification, a project can receive recognition for points exceeding 49. The recognized tiered levels are the following: Silver 50+, Gold 60+, and Platinum 80+ points.

LEED® Criteria for New Construction	
Sustainable Sites	26
Water Efficiency	10
Energy & Atmosphere	35
Material & Resources	14
Indoor Environmental Quality	15
Innovation in Design	6
Regional Priority	4
<b>Total Possible Points</b>	<b>110</b>

Leadership can crumble if you are not vigilant. Communicating with our customers and proactively seeking industry trends will allow Hart & Cooley to remain "sustainable" as the green building movement spreads from commercial to residential markets. The trend is long term, and our company's stake within the "green" initiative is considerable. Our goal is to partner with distributors, wholesalers and specifiers as we stake our claim in the future. There are both business and emotional issues at play in the "green" building trend. The values that people hold high can prove beneficial for business.

The trail into green has already been well established by those who left their reduced carbon footprints to follow. The question is, will you leave a size 16 foot print or something smaller?

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## Showroom Displays

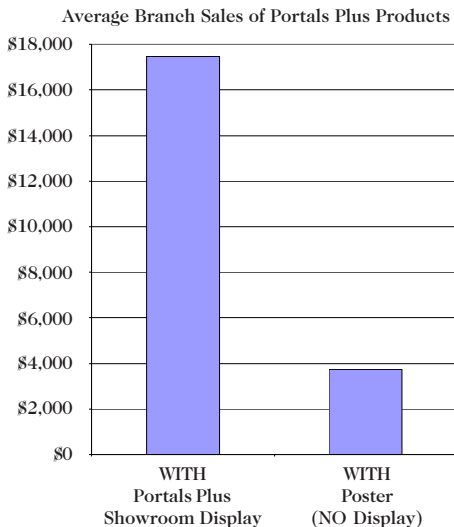
You may have heard many times that our Showroom Displays are *necessary* for a distributor to be successful in marketing and selling accessories. The graph below is an average of one national distributor's accessory sales both with and without Showroom Displays. Here is proof of the difference that a Showroom Display can make.

Yet, there are still distributors who do not have displays. Worse still, there are distributors who had a Showroom Display but it is now gone. What happens to accessory sales after a Showroom Display is gone? What happens to all of the hard work invested in creating a successful distributor?

We have looked at 3 different Master Distributors who each had a Showroom Display, but no longer do. Over the course of three years, it was found that after Showroom Displays disappeared, there was a much lower sales frequency and smaller orders. Each of the three used to frequently place stock orders with additional fill-in orders between the stock orders. Sales were increasing.

Then the Showroom Display disappeared- we don't know exactly when it disappeared, but a good guess could probably be made as we look at the order rates. Momentum will normally carry sales for a few months at most- then the frequency and size of orders will diminish as people just plain forget about accessories when they aren't in front of them.

Do you want to stop the sales declines in profitable accessory products? Do you want to increase your sales of high-margin accessory products? CPG Showroom Displays are critical to those ends. Put a Showroom Display in each of your locations. The rack, sign, and literature holder are free with the package- how can anyone resist free?



## Life Saving Heat & Smoke Vents

... Don Fessenden, Product Manager- Milcor

A lot is being said about the value of Heat & Smoke Vents versus Early Suppression Fast Response (ESFR) sprinkler systems. Sprinkler advocates say their system is enough to suppress fires. So why do we need Heat & Smoke Vents?

Quite simply, Milcor Heat & Smoke Vents save lives! Smoke is the main culprit that takes the lives of building occupants. Milcor Heat and Smoke Vents provide fail-safe life-saving ventilation to allow the rapid release of deadly smoke.



Heat and smoke vents provide the ability for the release of trapped smoke even before the arrival of firefighters. The release of trapped smoke for occupant safety is also an effective tool for firefighter safety by eliminating the need for firefighters to climb to an often unstable roof to cut holes for ventilation. In addition, open heat and smoke vents assure increased visibility for firefighters within an often darkened building. In large conflagrations, the fire can often be fought with sprays from snorkel or ladder trucks through the open heat and smoke vents which provides a further measure of safety. This is especially true in large area buildings where access from the exterior is limited at best.

Milcor Heat & Smoke Vents are installed on the rooftop, strategically placed, based on building design, intended use and code requirements. They open when the UL-listed fusible link (typically 165° F) melts, releasing the covers and providing ventilation of trapped smoke within the space below. Milcor Heat and Smoke Vents can also be fitted with an electro-thermal McCabe link which permits independent opening by a mechanical thermal link and additionally provides for remote hook-up to a fire or smoke alarm system.

Whether galvanized steel, aluminum (for lighter weight or other environmental conditions), or a combination of both metals, recycled content of the primary metals used in the Milcor design offers LEED® compliance. Where interior light is desired, Milcor offers domed skylight heat and smoke vents, also providing the potential for LEED® compliance credit.



Milcor's Heat & Smoke Vents are engineered and tested to meet stringent UL and FM testing requirements. They are designed to operate in all weather conditions, including increased wind pressure and snow loads.

Milcor Heat & Smoke Vents are built better to perform when lives are on the line.



## Just In Time

... Tom Sauer, Product Manager- Roof Products & Systems

Since the "Just in Time" philosophy got its roots in Japan starting in 1948 and culminating in 1975, and is continuously being improved upon, American manufacturers were very slow in acceptance and implementation.

However, beginning in the mid 1980's tenets of this philosophy, designed as an inventory control process and the roots of "lean manufacturing" began to be seen in the construction industry.

We began to see "phased construction" under the control of a construction management team. Project bids were issued in phases known as "bid packs" which meant that site work could be bid and started prior to concrete work being bid, which was prior to structural steel, etc.

This helped control costs because inventory maintained (and paid for) did not have to be stored on-site where it could be damaged, vandalized, or lost. Vendors, as well, could maintain less inventory because when they received news of a successful bid they knew it wouldn't be long before it went to the submittal process and became an order. This helped them have some control over their suppliers.

Projects such as this have allowed much smoother construction cycles and this has resulted in much smoother manufacturing cycles for companies such as Roof Products & Systems Division of Commercial Products Group.

We also, because of our commitment to 3-5 days fabrication irrespective of complexity or size of order, are perhaps the only roof accessory manufacturer that fully complies with the "JIT" philosophy and have done so long before it was "fashionable" in American industry.

Our forward looking vision some twenty years ago, and still not followed by any of our major competitors fully integrates the "JIT" system into our manufacturing flow and is a major benefit to our customers nationwide. Deliveries are the best in the industry and our costs are controlled better than any of our competitors'.

You needn't worry about receiving your material when you need it. You won't need to store on site, and we have an experienced staff to insure that the entire process from bid - to submittal - to fabrication - to delivery from one of our three facilities strategically located throughout the nation will proceed as smooth as possible.

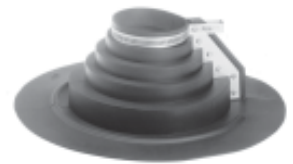


## Reroofing Solutions You Can Count On

... Matt Meyer, Product Manager- Portals Plus

During reroofing there are several aspects that pose difficult solutions for watertight applications. Most notably is how to flash pipes that cannot be disconnected. The Portal Plus Retrofit Flashing solves these difficult details.

The Retrofit Flashing offers a quick and easy installation, eliminating roof leaks at pipes and other roof penetrations without disconnecting the penetration. Additionally, the Retrofit Flashing allows for movement between the penetration and roof, while maintaining a perfect seal. The perfect seal is achieved with an integral tongue and groove closure, plus an overlapping flap, and is mechanically fastened with stainless steel hardware, which is included.



Retrofit Flashings are available in EPDM for single-ply roofing and Neoprene for built-up asphalt, coal tar pitch, modified bitumen, and cold process systems. Both materials have excellent resistance to ozone and ultraviolet degradation and a serviceable temperature range of -60° F to +270° F. There are two Retrofits available: Small, for pipes up to 3" and Large, for pipes 3-1/2" through 6". The Retrofit Flashings also have the added benefit of the use of a variety of adapter rings allowing for even greater versatility. The adapter rings are available in Angle Iron, Square Tube, and Round applications.





## A New Idea for a Familiar Process

... Justin Johnston, Product Specialist- Ward Industries

According to the SMACNA HVAC Duct Construction Standards, "A duct system is an assembly whose primary function is to convey air between specified points". In fulfilling this function, the duct assembly must perform satisfactorily with regard to certain fundamental performance characteristics. Elements of the assembly are metal sheets (duct envelope), reinforcement, seams, and joints. Obviously, since a ductwork system is not simply one large element, but rather composed of smaller individual sections which are assembled at the jobsite, secure, leak-free joints of the individual components must be provided.

Some of the things to consider when designing joints are the static pressure class, applicable sealing requirements, materials involved, duct support intervals, and other provisions for the proper assembly of ductwork outlined in the construction standards. It is a given that square/rectangular ductwork will try to become round as a result of the air pressure within. That air pressure, along with the size of the duct and the gauge of the ductwork sheets, must be considered when selecting the type of suitable ductwork joint. It is probably most common in square/rectangular commercial ductwork applications that the joints will be composed of a connection system designed and engineered for that specific purpose- most commonly, a system manufactured to SMACNA standards for J Class.

Ward Industries has become known as Consultants to the Sheet Metal Industry by manufacturing both J and H Class duct connection systems that are referred to as "Slip-On Flange" by SMACNA. The J and H Class duct connection systems manufactured by Ward Industries are unique in the industry with an integral reinforcement rib for a stronger connection, often allowing the use a lighter gauge of metal ductwork for significant material savings; three times the butyl pocket depth for security of sealing against leakage at the end of the metal ductwork; and tighter pockets for receiving the corner reinforcement resulting in a more rigid and stronger assembly.

Adding to those unique qualities, Ward Industries has improved both the J and H Class Flanges again with the inclusion of pre-punched holes for ease of securement to the ductwork metal. These revolutionary J and H Class Flanges are known as Quick Flange™. Quick Flange™ creates tremendous shop labor savings by eliminating cumbersome steps normally associated with connecting flange to the duct work and the tools required to accomplish that, such as special screw guns, pneumatic drivers, or clamps. All that is needed to attach Quick Flange™ is a common driver-drill. For a cleaner, safer, and more user-friendly method of attaching flange to ductwork, use Ward Industries Quick Flange™.



## Improved Zero Clearance Grease Duct

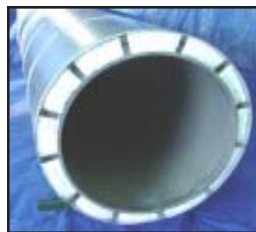
... Joe Poremba, Product Manager- C-I Venting  
(This article is shown again due to editorial revisions)

Factory-built grease ducts have been around for over 25 years now. Over the years significant improvements in the design and application have expanded the versatility of these pre-engineered systems. Currently, versions are offered in single wall as well as air and fiber blanket insulated, twin wall versions. In fact, our latest zero-clearance system incorporates an integral 2-Hr. fire-rated chase, eliminating the need for a separate fire rated enclosure commonly required with grease ducts. Popularity is also growing because of the modularity and the elimination of on site-welding. These design improvements make the cost/benefit analysis more attractive to contractors and provide building owners a far superior and safer, yet cost-effective alternative to conventional welded grease ducts.

Zero-clearance pre-engineered UL Classified, (2 Hr.) Fire-rated systems are increasingly being specified in lieu of site-built black iron ductwork (with a fire-rated wrap system) which is very labor intensive and requires multiple code inspections during installation.

### Benefits

- Ability to withstand intense heat without loss of structural integrity
- Cylindrical- Improved Air Flow
- UL approved system
- Stainless Steel
- High-Density Insulation
- Air/Moisture-Tight Coupling Systems
- Modular- no field welding required
- No field-inspection of weld integrity
- Zero Clearance to Combustibles- no chase required
- Visually Appealing
- Complimentary factory assistance on sizings, ACAD layouts, and BOMs



Factory-built



Black Iron locally fabricated

Shown above are two examples of grease duct after being subjected to 2000°F exposure for 30 minutes in accordance with UL2221. The black iron duct on the right incorporated a single layer of generic fire wrap material and collapsed. The zero clearance factory-built duct on the left retained its shape and seal against the spread of fire beyond the interior of the duct.