



elmco duddy Dollars & Sense



March 2011, Volume 6

Two Locations:

- Industry
- San Diego

Sister Companies:

- Elmco & Assoc, Sacramento
- Elmco/Ford, Las Vegas
- Elmco/Stewart, Phoenix

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Acorn Now Offers Stainless Steel Replacement for Vitreous China Toilets

We are pleased to introduce **ACORN's** new line of Dura-Ware replacement toilets for vitreous china closet fixtures. The stainless steel fixtures will match the rough-in dimensions of most existing china toilets in commercial, industrial, and institutional facilities. These durable 16 gage type 304 stainless steel units are available for immediate shipment from our City of Industry distribution center.

Unlike fragile china fixtures, these durable units can withstand the most strenuous use, and will provide decades of impeccable quality. And there's no need for new plumbing—these stainless steel fixtures will match the rough-in dimensions of most existing china toilets, saving you time, money, and valuable resources. If stainless steel isn't what you're looking for, these toilets can be powder-coated in the color of your choice.

Replace a vitreous china fixture for the last time, and "go green" doing it! Along with all Acorn Engineering plumbing products, our replacement toilets are made from 80 percent recycled stainless steel: the material of choice from the company's beginning in 1954. This stainless steel "footprint" is an eco-friendly and economical feature. Recycled content contributes to sustainability and lasts the lifetime of the building. Replacement toilets are also compatible with water-saving flush valves, with no special modifications required. Water-saving features contribute to

Leadership in Energy and Environmental Design (LEED) certification.

The replacement units are available in four styles, front access only:

R2100T/W-1
Off-Floor
Blowout Jet
Toilet with
Wall Waste
Outlet



R2105T/W-1
Off-Floor
Siphon Jet
Toilet with
Wall Waste
Outlet



R2115T/W-2
On-Floor
Siphon Jet
Toilet with
Wall Waste
Outlet



R2141-T/W-3
On-Floor
Siphon Jet
Toilet with
Floor Waste
Outlet



Contact us at (626) 333-9942 for a cross reference from Kohler, American Standard, Crane and Eljier.

Another new featured product offered by Acorn is the Dura-Ware Waterless Urinal.



Waterless Urinals

are engineered to combine attractive looks, versatility and intended for mounting onto a finished wall from the front side. Urinals feature a contoured interior to facilitate cleaning. Urinals mounted at 17" rim height comply with ANSI, ADA, UFAS accessibility requirements and IAPMO classified IGC-161-2007. Compliance is subject to the interpretation and requirements of the local code authority.

The housing is fabricated of 18 gage, bowl of 16 gage type 304 stainless steel with exterior surfaces polished to a satin finish. This unit has an open bottom for servicing and installation.

Click here to for more information on Acorn's Dura-Ware toilet offerings click [here](#).

Just released, Acorn Engineering offers a complete interactive catalog showcasing their Family of Companies. Click here to download the Portfolio of Acorn Products Brochure [here](#).



Est. 1954

MECHANICAL

Taco Streamlines Revit File Handling With New CADworks BIMXchange



Engineers and specifiers who use TACO BIM objects for the Autodesk Revit® platform will find selecting and importing these files faster and more convenient with the CADworks BIMXchange application now available for download on the Taco website.

BIMXchange is a fast, reliable Revit content tool and a powerful accompaniment to Autodesk Seek®. It enables users to:

- Quickly find Taco equipment within the library of indexed and searchable Revit content.

- Import the selected files into design models in fewer steps than previously.

With its intuitive user interface, BIMXchange improves productivity by eliminating redundancy and increasing uptime and reliability for users.

The addition of BIMXchange to the Taco site, enhances Taco's technical support as well as fulfilling customer requests for faster, more convenient handling of Revit files.

Taco also offer instructional videos showing how to utilize, find and download, as well as insert a Taco Revit family file. The videos also demonstrate Revit Mechanical System Design Basics and how to create a Revit pump schedule.

Click [here](#) to go to Taco's website and download the Revit plug-in.



HCI Introduces New Pressure Independent Control Valve

HCI's EVOPICV (pressure independent control valve) is a combined constant flow limiter and full stroke, full authority equal percentage temperature control valve.



The PICV features an interchangeable advantage. The valve bodies can be equipped with a complete range of interchangeable actuators available for Stand-alone or BAS control inputs. It can also be used as a flow limiting valve without the actuator head.

The EVOPICV comes in 1/2" to 1"

NPT connection sizes with maximum flow rates from 2.7 - 9.7 GPM.

Here are a few features of the new valve:

- Suitable for many applications, due to wide range of available actuators.
- High precision large diameter lockable hand-wheel with simple linear setting scale.
- The flow rate is adjustable via the hand-wheel even when an actuator is fitted.

- Full stroke equal percentage temperature control valve give maximum control under all flow conditions.

Typical applications include: Fan Coils, Chilled Beams, Radiant Panels and Radiators, Heater Batteries, Small Air Handler units, Heat Recovery Units, Over-door heaters, Unit Heaters, Convectors, Heat Pumps, Cabinet Unit Heaters, Unit Ventilators and Duct Coils.

For a copy of the PICV brochure, click [here](#).

Griswold Offers Chemical Bypass Pot Feeders in Three Styles



Griswold's GE Series (shown above) & FB Series (below)

GRISWOLD's chemical bypass feeders are ideal for chemical injection in recirculating loops and can be isolated for easy access and cleanout. Their chemical bypass pot feeders are constructed of carbon steel or optional stainless steel and can be used as chemical feeders or converted into filters with optional cartridge assemblies. An ASME stamp for pressure vessels can be provided at additional cost. Griswold's innovative safety-bar top closure on our FB series potfeeder means

easy access when you need it fast. A range of funnel and valve accessories allows for quick chemical dosing of your cooling or process water.

Each style of pot feeder comes in three standard sizes, 2 Gal., 5 Gal., and 12 Gal. capacity.

The FB series comes standard as a carbon steel, powder coated Feeder Tank with three 3/4" FNPT connections.

The GE Series Pot Feeder is ASME

rated. The standard equipment on the Pot Feeders consist of the Feeder Tank with four 3/4" FNPT connections.

The CF Series Pot Feeder standard equipment consists of the Feeder Tank with two 3/4" FNPT connections.

Click [here](#) for spec sheets, installation instructions and warranty information.



Acorn Safety Units Meet ARRA & Buy American Act

ACORN SAFETY has created a group of models specifically to meet the requirements of the American Recovery and Reinvestment Act and the Buy American Act. To denote that these products are of “domestic origin”, Acorn Safety has added the ARRA suffix to model numbers. These models are now stocked at Industry, CA.

- S0430-ARRA: Wall Mounted Eye Wash, Stainless Steel Bowl



- S0440-ARRA: Wall Mounted Eye/Face Wash, Stainless Steel Bowl
- S1100-ARRA: Vertically Mounted Emergency Safety Shower, Plastic Showerhead
- S1200-ARRA: Horizontally Mounted Emergency Safety Shower, Plastic Showerhead



- S1330-ARRA: Combination Station, Stainless Steel Bowl Eyewash and Plastic Showerhead
- S1340-ARRA: Combination Station, Stainless Steel Bowl Eye/Face Wash and Plastic Showerhead
- S0000-AL2-ARRA: Electric alarm with flashing light and horn



For a list of QUICK-SHIP Products, click [here](#).

Contact us at (626) 333-9942 for additional information.

Getting Started with Lochinvar Solar

The basics of a solar thermal system are very straight forward. **LOCHINVAR** uses a solar thermal flat plate collector to harvest the sun’s energy. They transfer the solar thermal energy into a dedicated pre-heat tank or heat exchanger for maximum efficiencies.



a collector, pump, differential controller, heat exchanger, expansion tank, air management and tank storage. Although this sounds like quite a few components, the components found in a forced circulation solar thermal system are identical to those in a closed loop heating system.

find the proper balance of collector square footage and storage volume so that the system will operate at the highest efficiency and provide the quickest return on investment.

After collector and storage have been selected, responsibly incorporating the other key components ensure years of trouble free service. Proper pump sizing and flow, placement and sizing of an expansion tank, as well as sensors will all enhance the performance of the core group of components.



For more information on Lochinvar’s solar thermal product offering, click [here](#).

A solar thermal domestic water system consists of

A properly designed solar thermal system will strive to

Look for QuantumFlo in the May issue of Plumbing Systems & Design Magazine

David Carrier, **QUANTUMFLO**, CEO discusses the use and application of variable speed boosting for the 21st century. Don't miss this article in the May issue of *Plumbing Systems & Design Magazine*.

Domestic water boosters are a necessary aspect of most commercial plumbing systems, but most designs have not evolved to keep up with new technologies. This article explains some innovative sizing methods to account for redundancy and make

booster pump system designs more energy efficient.

"Over the course of my travels throughout the land, I receive many questions regarding the proper application and sizing of variable speed boosting. As a pioneer in this field, I have compiled, what I believe to be the key elements to consider when sizing VFD Boosters. I hope this article provides food for thought and discussion as variable speed replaces constant speed as the exclusive control for our industry,"

says Carrier.

QuantumFlo was founded to promote and expand new packaged system technologies to the pump systems market. As engineers shift from old, inefficient constant speed technologies toward variable speed, modbus, adaptive and associated controls, no single company has completed committed themselves to advancing these technologies until now.



Genius E Booster System by QuantumFlo Features CIBF End Suction Pumps in all



Event Schedule

4/5/11

Counter Day at Ferguson
Long Beach

4/7/11

Acorn Master-Trol Training
San Diego

4/22/11

AcornVac Installation Training
Chino

5/6/11

ASPE Orange County Golf
Outing, Chino Hills

5/12/11

Acorn Master-Trol Training
City of Industry

5/17-18/11

Emerson Affinity Certification
School, City of Industry

For information on or to RSVP on any of the above events, please contact Carrie at cpunsalang@elmcoduddy.com or 626/333-9942.

15070 Proctor Ave.
City of Industry, CA 91746
Phone: (626) 333-9942
Fax: (626) 855-4811
www.elmcoduddy.com

Creating demand for all our products

The PHCC's FLOW EXPO was a giant success!

At this month's show, we featured Acorn Aqua drinking fountains, Acorn Safety emergency equipment, Flex-Hose flexible pump connectors, Jomar tankless water heater kits and Lead-free ball valves, Jay R. Smith trench drain, and Roof Top Blox rooftop piping and mechanical support blocks.



Just in case you missed us the show, here is what our booth looked like.

According to our Ventura Sales Representative, Stephanie Miner, the trench drain was the big attention-getter, followed by Jomar's Add-a-Valve product. Quite a few end-users were interested in Aqua's full-line of drinking fountains and water coolers, especially since one of the competitors is now out of the cooler business.

We were able to touch base with several of our current customers as well as make new connections for our products... even overseas!

If you have any questions about any of the above products, just give us a call or link to our website at www.elmcoduddy.com.



Find us on Facebook as well as Chronomite, HCI Hydronic Components, QuantumFlo, Taco HVAC, Taco Advanced Hydronics, & Weiss Instruments

Social Media: Is it a Fad?

Here are some interesting points recently made about Social Media from Erik Qualman & Hult Int'l Business School.

- 50% of the world's population is under 30 years old and 95% of the Millennials are on a social network
- Facebook tops Google for weekly traffic in the U.S.
- Social Media has overtaken pornography as the #1 web activity
- One out of 8 couples married in the U.S. met via Social Media
- Years to Reach 50 million users... Radio = 38, TV = 13, Internet = 4, Ipod = 3, Facebook added 200 million in less than one year, Ipod application downloads hit 1 Billion in 9 months.
- We don't have a choice on whether we do Social Media, the question is how well we do it.
- If Facebook were a county, it would be the world's 3rd largest... #1 China, #2 India, #3 Facebook, #4 U.S., #5 Indonesia, #6, Brazil, #7 Pakistan, #8 Bangladesh
- 80% of companies use Social Media for Recruitment, 95% use LinkedIn.
- Generation Y & Z consider email passé
- Some universities have stopped distributing emails. Instead they are distributing eReaders, Ipads, Tablets.
- What happens in Vegas, stays on Facebook, Twitter, YouTube, etc.
- YouTube is the 2nd largest search engine in the world. While you read this, 100+ hours of video will be uploaded to YouTube.
- Wikipedia has 15M+ articles, Studies show it is as accurate as Encyclopedia Britannica
- If you were paid \$1 for every article posted on Wikipedia, you would earn \$1,712.32... per hour.
- There are over 200,000,000 Blogs
- Word of mouth = World of mouth
- 35% of bloggers post opinions about products/brands.
- 60M status updates happen on Facebook per day.
- We no longer search for the news, the news finds us...
- We will no longer search for products/services, they will find us via Social Media.
- Social Media isn't a fad, it's a fundamental shift in the way we communicate.
- Successful companies in Social Media act more like Dale Carnegie and less like Mad Men. Listening First, Selling Second.
- The ROI of Social Media is your business will still exist in 5 years.

Welcome to the world of Socialnomics™.