

mechanical supply news

Johnson Controls Expands Operations with Purchase of York

Building control systems provider Johnson Controls will hand over approximately \$3.2 billion to acquire York International Corporation, a supplier of HVAC/R equipment, in a deal that is set to close in December. Many in the industry find it noteworthy that in this case a controls company has purchased an equipment manufacturer, instead of the other way around.

"In the past large equipment manufacturers looking for an advantage over their competition would add a controls company to their operation in what we call 'bundling,'" said Johnson Controls account executive for central Canada George Artemenko. Artemenko expects that, "The acquisition will reaffirm the company's position in the systems and services marketplace and allow Johnson to become a significant player in the commercial and residential HVAC marketplace."

Giant President to Receive Bravery Award

Claude Lesage, president of Giant Factories Inc, will be awarded the Governor General's Medal of Bravery after risking his life to save a man from a burning boat. On June 14, 2003 there was an explosion at the gas pier of Quebec's Dorval Marina. Moments after the blast Lesage and another man ran toward a yacht that had caught fire and



Medal of Bravery recipient Claude Lesage (l) accepts a CIPH 50-year service award from Mike Dennis of Moen at a recent CIPH meeting.

pulled a man trapped inside out through a small opening in the boat's pilothouse. They then carried the man away from the fire, where others performed first aid.

New BOC Division

BOC Canada, a manufacturer and distributor of liquid and compressed gases, has announced the development of an operations and technical group. The new group includes the company's supply chain, production, transport and engineering functions. It will oversee the safe filling, handling and transportation of BOC's industrial, special and medical gases to customers across Canada. Doug Bonnar will oversee this group. BOC Canada can be reached at tel. 905-501-1700 or online at www.bocgases.ca.

Unit Heater Shipments/Chiller Bookings Up

With a 15 per cent increase in shipments, unit heaters showed the largest gains in the second quarter of 2005, according to a report released by the manufacturers division of the Heating, Refrigeration and Air Conditioning Institute of Canada (HRAI). The report showed 8,443 unit heater shipments in the second quarter of 2005, in comparison to 7,319 the year before.

Chiller bookings, which were up 12 per cent from 184 to 206, showed the second largest increase compared to the second quarter of 2004. All other sectors showed decreases. Residential air conditioning shipments decreased by 12 per cent, commercial air conditioning by five per cent and residential furnace shipments by seven per cent.



KeepRite Refrigeration has come a long way since starting out in the 1940s with a staff of nine.

KeepRite Celebrates 60th Anniversary

Founded in Brantford, ON, KeepRite Refrigeration celebrates six decades in the manufacturing sector this year. The company began producing commercial refrigeration products in 1945 with a staff of nine people. By 1948 KeepRite's staff had grown to 100 and by 1951 sales had passed the \$1 million mark. Over the following years the company continued to expand, first opening a sales branch in Montreal, then going on to open branches across Canada.

The company's manufacturing space is constantly expanding to accommodate the production of the KeepRite's growing list of products. KeepRite currently manufactures specialized products for food storage and processing, industrial process cooling products including evaporator coils, condensing units, condensers and heat transfer, as well as heat recovery and air conditioning products.

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Union Energy Rebrands

Starting with a new branch in London, Ontario, Union Energy has commenced plans to introduce its new name, Reliance Home Comfort, to customers. The company, which sells, rents, installs, and maintains heating, air conditioning, indoor air quality equipment and water heaters, says the new name will give customers a better idea of the company's priorities.

"We're very excited about adopting Reliance Home Comfort as our new name as it better reflects our service promise to our customers," said Union Energy LP president and CEO Roger Rossi. "The plan is to roll out the Reliance Home Comfort name to all of our branches over the course of the next two years," said Jennifer Garland, Union Energy's director of corporate communications.

Festive Year at Madok

Madok Manufacturing Limited, in Brantford, ON, is celebrating its 30th year in business as a manufacturer of custom designed copper tube and aluminum plate-fin heat transfer coils. The company first gained success supplying customers with replacement coils to take the place of those that had frozen or corroded. Now Madok also supplies heat transfer coils for new applications and is the Canadian licensee for Heresite Protective Coatings, Inc.

IPEX Wins Web Award



Thermostatic piping supplier IPEX recently received a bronze award at the Horizon Interactive Awards in Toronto for its website. The company says their site, which was entered in the business-to-business category alongside companies like Honda and IBM, is visited by an average of 30,000 people per month.

The competition is an annual event that attracts submissions from around the world and is judged by a panel of graphic design, multi-media and marketing professionals. Entries are judged on creative concept, artistic excellence and technical execution.

Decline in Manufacturing Shipments

July's decrease in manufacturing shipments is the fourth such occurrence this year, according to Statistics Canada (StatsCan). Shipments were down 1.4

Commitment Beyond the Standard

Doug McDonald, codes and standards manager for Uponor Canada Inc., recently received the Joseph K. Seidner Award from the Canadian Institute of Plumbing and Heating (CIPH). The award acknowledges the outstanding commitment of plumbing industry volunteers to developing safer plumbing codes and standards.

McDonald has provided over six years of service as a member of the Saskatchewan CIPH board of directors and as a member of the Plumbing Industry Advisory Council and more than two years of service as a member of the Canadian Hydronics Council. He has also been a member of the Canadian Standards Association, the National Research Council Standing Committee on Building and Plumbing Services and the American Society for Testing and Materials. McDonald, who joined the plumbing industry in 1965, has been with Uponor Canada since 1997.



Doug McDonald,
recipient of the Seidner
Award.

per cent to \$50.1 billion in July and new orders decreased by 0.4 per cent. 16 out of 21 industries posted declines and this accounts for 92.5 per cent of total shipments. StatsCan attributes the decline to a host of factors beyond manufacturers control including the rising cost of inputs, the strength of the Canadian dollar and the increase in foreign competition.

Ontario and Alberta reported the most significant decline in shipments for July. Ontario experienced a \$525 million decrease overall, while Alberta reported a \$219 million decrease. For more information, visit www.statcan.ca.

Wholesale Sales Drop

Wholesale sales fell 0.5 per cent from June to July, according to Statistics Canada (StatsCan). In July \$39.7 billion worth of goods and services were sold compared to \$39.9 billion the month prior. This drop represents the first such occurrence in six months.

Four of seven sectors posted declines and these accounted for 67 per cent of total sales, according to StatsCan. Much of the drop in total sales is attributable to declines

in the building material, machinery and electronic equipment sectors.

Wholesalers in Prince Edward Island and Newfoundland posted the steepest declines overall. For more information, visit www.statcan.ca.

DISTRIBUTION NEWS

Barclay to Represent ECR in BC

ECR International Ltd – Olsen Division has announced that Barclay Sales Ltd. will now be representing its HVAC products in British Columbia. Andrew Dyck, formerly of ECR, joins Barclay Sales at 1441 Keblet Way, Port Coquitlam, BC as the company's new HVAC specialist. Contact numbers are tel. 604-945-1010 and fax. 604-945-3030.

Versa Fittings Expands into Manitoba

Versa Fittings and Mfg. Inc. has announced the opening of a new branch office in Manitoba. Michael Fustey will manage the new branch, which will be located at 983 Century Street in Winnipeg.

CECG to Distribute Intellidyne

Canadian Energy Conservation Group (CECG) has signed an agreement with a U.S.-based manufacturer of energy-saving products for heating, air conditioning and commercial refrigeration systems. Under the terms of the agreement CECG will become the exclusive Canadian wholesale distributor for Intellidyne, LLC products in all provinces except Alberta. CECG will also be responsible for sup-



CIPH Launches Fundraising Campaign

The Canadian Institute of Plumbing and Heating (CIPH) has officially kicked off its 2006/2007 fundraising campaign on behalf of Habitat for Humanity. The 2006 CIPH charity committee is aiming to raise \$1 million in cash and products in the coming year and help to build 110 homes. A highlight of the 2006 campaign will be the CIPH Gala, which takes place on March 22, 2006.

porting a network of independent, authorized dealers who will market IntelliDyne's IntelliCon product line across the country.

IntelliCon products are installed in existing heating, cooling and refrigeration systems and are designed to reduce energy usage by automatically compensating for load and outdoor temperature changes while working with a system's temperature controls. CECG can be reached at tel. 877-422-3978 or online at www.savingenergy.ca.

Roth Names New Rep, Adds Line

E.S. Gallagher Sales Limited is now the manufacturer agent for Roth Canada in the Great Metropolitan Toronto Area and Southwestern Ontario. Roth Canada recently added a PEX plumbing system to its product line. E.S. Gallagher can be reached at tel. 416-789-5385 or online at www.esgallagher.com

CFM Teams Up With RSR

As part of a new partnership, RSR Wholesale and RSR Home Comfort Products will now distribute CFM Specialty Home Products in Ontario. RSR will set up various design centres across the province to showcase CFM's brands, the first of which will be located in Mississauga. RSR's new location can be reached at 905-829-9728.

MERGERS & ACQUISITIONS

Bradford White Buys Laars

In order to further expand its presence in the plumbing and HVAC industry, Bradford White Corporation has purchased Laars Heating Systems from Waterpik Technologies. The purchase means that Laars will become a wholly-owned subsidiary of Bradford White. With the acquisition Bradford White takes control of a manufacturing facility in Rochester, NH and a distribution centre in Oakville, ON.

TSI Takes Over Airflow's Instrument Line

TSI Incorporated has purchased the test instrument portion of Airflow Developments Limited (ADL), a company based in High Wycombe, United Kingdom. With the acquisition, TSI will take control of ADL's instrument manufacturing, assembly, sales and service.

Don Park Purchases C.M.W.

Don Park LP has acquired C.M.W., a manufacturer based in Hamilton, ON. C.M.W. produces A-Vent and B-Vent products for gas and all-fuel burning appliances in commercial and industrial applications. Don Park LP plans to maintain the production facilities in Hamilton and promote C.M.W. products to its existing customer base.

DuPont Acquires Refrigerant Blends Business

DuPont has completed the purchase of the Isceon hydrofluorocarbon (HFC) refrigerant blends business from the Rhodia Organics Enterprise. Isceon's

range of refrigerants include non-ozone-depleting blends, which can be used as a replacement for ozone-depleting refrigerants in air conditioning systems, cold storage, domestic refrigeration and process cooling.

Acquisition Increases Ontario Holdings

Deschenes Group has acquired Bardon Supplies Limited., an Ontario-based wholesale distributor of plumbing, HVAC and industrial pipes, valves and fittings. The combined company will have a workforce of 1,100. Bardon Supplies will retain its name and operational structure. **HPAC**

PEOPLE



R. Yoder



I. S. Farwell



W. Peterson



M. Tarantino



P. Gay



N. Mierkalns

Elkay Canada has named **Frank Profiti** vice-president of sales and marketing. In this role he will be responsible for the sales of Wessan, Elkay and AMI brand products to wholesale, retail and boutique channels across Canada.

Russ Yoder has been appointed president and CEO of **Thermo Manufacturing, Inc.** He brings to the position seven years of experience gained as the company's vice-president and general manager.

After 30 years with Rheem, **Ian Stewart Farwell** is retiring from the position of executive vice-president and chief operating officer of **Rheem Manufacturing Company**. Over the past three decades Farwell has been general manager of Rheem Canada, president of the water heater division and president of the air conditioning division.

Wade Peterson has been promoted to vice-president of sales and marketing for **Uponor North America**. Although this has meant a move from Canada to the U.S., Peterson will still retain responsibility for Canada as a sales territory. Peterson will also oversee Uponor's sales, marketing, customer service and business development departments.

SFA Saniflo Inc. Canada has announced that **Daniel Cayer** has been named national sales manager and **Cindy Campbell** has been appointed as Ontario sales manager. Both bring more than 10 years of experience to these positions.

Michael Tarantino has recently been appointed **Aqua Tech Sales and Marketing Inc.'s** new Greater Toronto Area technical sales representative serving wholesalers, contractors and engineering clients. He will represent Lochinvar boilers and water heater products, as well as the Weil McLain Canada cast iron boiler line.

Peter Gay has been appointed the Atlantic Canada sales representative for Monarch Industries in Riverview, NB.

LG Electronics has recently appointed **Norm Mierkalns** as national sales and marketing manager for A/C products.

Previously general manager of **Sporlan Canada**, **Jeff Kavanagh** has been promoted to division marketing manager for Sporlan based in Washington, MO.

Jerry Fairborn has joined **RG Dobbin** as sales and marketing manager for eastern Canada.