

# The Monroe Igniter



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## MULTI-UNIT TERMS INDUSTRY'S BEST KEPT SECRET

*Matt Schneider*

It amazes me that many of the manufacturer's and manufacturer's distribution partners still push "preseason" discount programs. They put pressure on the contractor to predict what product mix is going to be popular during the heating or cooling season, often well before the season has begun. In addition, they expect you to predict the btu sizes of furnaces and tonnages of condensing units needed during the season. Often the savings are great (in the 5-7% range) and include some sort of dating, but in order to get these discounts and dating, you need to order enough product to take you through the season and often you have the wrong mix, leaving product to sit on your shelves long after the last payment has been made.



Monroe Equipment participated with these manufacturer's preseason programs in the 80's and 90's, but realized that there had to be a better way to serve our customers needs, while still realizing the shipping and receiving benefits of handling multiple pieces of equipment at one time instead of one piece multiple times. For this reason we instituted an everyday six and twelve lot cash discount program so that our customers could take advantage of discounts on multiple lot orders, while realizing more control over what they place in stock with smaller quantity requirements.

It would not surprise me if you have never heard about these discounts because I call it Monroe Equipment's best kept "secret". The program is an everyday incentive program. Our customers can place a six or twelve lot order of motor bearing equipment (condensing units,

heat pumps, furnaces, boilers, ductless mini-splits or unit heaters) a receive a cash discount of 3% on a six lot order and 5% on a twelve lot order. In addition, the entire purchase order would receive the discount, so we encourage you to add all of your accessories on at the same time and receive the discount on these items as well. The entire purchase order would have to be delivered in one shipment on our truck for local customers or LTL for our Northern and Western customers.

This discount is a cash discount. This means that your account must be current and the invoice would have to be paid in full by the 5th of the next month. If done right, you could have over forty days to pay for the invoice and still receive the discount if you place this order on the 26th of the month and had until the 5th of next billing period to pay. If you were to place a twelve lot order once a month, at an average of \$800 cost per piece of equipment, you could be saving close to \$6,000 annually on the equipment alone. Add in the accessory items and the savings will only grow. The best part about this incentive is the savings goes directly to the bottom line! The "secret" is out. It is just another reason why Monroe Equipment should be your distributor of choice.

# CONTROLS AND SAFETY DEVICES (CSD-1)

*Kenneth Jung*

ASME CSD-1 has been in effect since its first edition, which was approved by The American Society of Mechanical Engineers committee on Controls and Safety Devices for Automatically Fired Boilers and designated as an ASME standard in April of 1977. As with most codes, revisions occur. Now in its 10th edition, the State of Wisconsin has adopted and is enforcing the 2009 CSD-1 standard.

As a contractor, what does this mean to you? First, as briefly mentioned above, this standard has to do with boilers, applying to both steam and hot water systems. Inspectors are enforcing the CSD-1 standard along with all other applicable codes that apply to hot water or steam boilers and pressure vessels.

CSD-1 is applicable to all boilers that are 400mbh or larger. The type of burner (atmospheric, power, oil, etc.) and the type of application (residential or commercial) are irrelevant. As the boiler Btu input increases, the standards, controls and safety device requirements change as well. For the most part, the CSD-1 standard breaks the firing size of the boiler into four groups: 400,000–2,500,000 Btuh, 2,500,000–5,000,000 Btuh, and 5,000,000–12,500,000 Btuh. Each firing rate and burner type has different criteria. A different set of standards apply to boilers firing above 12,500,000 Btuh. *\*(Reference tables CF1, CF2, CF3, CF4 and CF5 for oil fired burners)*

As a brief overview to the CSD-1 standard, I am providing a few key items to be aware of:

- All burners or burner assemblies must be tested and listed by an authorized testing agency and must comply with certain ANSI and CSD-1 standards. These standards list information such as the type of ignition control, type of flame proving, closing timing and types of gas valves that can be used in order to comply. (Testing agencies such as CSA, UL, ETL, etc.) *\*(Reference CG-140)*
- Manual reset Low Gas Pressure and High Gas Pressure switches are required. Specific mounting locations for the switches on the burner or gas train and pressure test ports may be required. *\*(Reference CF-100, CF-110, CF-162 and Appendix B)*
- Manual reset auxiliary high temperature limit is required. It must be located in a separate location or immersion well apart from other limit devices. *\*(Reference CW-400, CW410)*
- Low Water Cut Off device is required. *\*(Reference CW-110, CW-130)*
- Means of burner electrical disconnect must be provided outside of the mechanical room to allow safety shutdown of the burner boiler system before entering the boiler/mechanical room. If more than one entrance to the boiler/mechanical room exists, means of electrical disconnect must be provided at all entrances. *\*(Reference CE-110)*
- Reports – complete start up and control test information must be provided. This information along with periodic maintenance and control/safety testing documentation must be maintained at the boiler location. *\*(Reference CG-400, CG-500, CM-100 and the appendix & forms section of CSD-1 standard)*

Please contact Monroe Equipment, Inc. on your next boiler project. We look forward to helping you, providing quality equipment and professional customer service so that your job is profitable and goes smoothly.



## OUT WITH THE OLD AND IN WITH THE NEW

*Donna Inman*

**I**t is the time at the end of the year when resolutions and changes are often made. I have chosen this time of the year for some changes in my life. I am retiring from Monroe Equipment to become a stay-at-home wife and grandmother and super volunteer!

After over 10 wonderful years of being a Monroe Co-worker, I leave behind many fond memories and good friends. In those years, there have been college graduations, marriages, babies born and funerals to attend in my own family as well as my Monroe family. I have truly enjoyed my gal Friday position at Monroe Equipment and appreciate the fun and fellowship enjoyed with my co-workers at work and at play.

People often ask what I will do after retirement and I usually say, "Whatever I want, I guess." I do plan to spend more time with the very special grandchildren that I have; my husband and I will be able to do some traveling around. We own a small farm in Vernon County and will be going there more often since we can!

Barb and I have operated the front desk for several weeks now. We are a great team working toward the transition for Barb to go solo in January. Some people have said that she has some big shoes to fill. My shoes are getting smaller each and every day as she takes on more tasks and responsibility with great courage and confidence.

Barb Ortlieb is a fun loving gal and takes her work seriously.

Hi. I'm Barb. Even though I am new to Monroe Equipment, I am very familiar with the surrounding area. I could walk to Monroe Equipment from my last two part time jobs. Donna is retiring at the perfect time for me since I was looking for one full time job!

I have two children. My son, Derek, is a great hunter and fisherman. If he could live in the woods, he would be a very happy camper. He always had a great imagination and when he was a little kid and ran away from home, he packed his wagon and went to live in the woods where he was going to kill a deer with his bow and arrow for his food. He seemed to have it all figured out – at the time. He presently works for Giertsen. They



*Donna Inman and Barb Ortlieb*

offer restoration services when locations have been damaged by fire, water or wind.

Ashley, my daughter, is a recent graduate of UWM and presently is in an internship program. Already an international traveler, she was in Paris during her last semester for an international business class. She was very active in cheerleading while in high school and is presently the head of the cheer program and the varsity coach right here in Menomonee Falls.

Last, but not least, another favorite person in my life is my fiancé, Rick. Together we put over 8,000 miles on his motorcycle this year. He has had quite the influence on me since I just got my license to drive! I still like being in the passenger's seat sometimes. Rick and I enjoy attending festivals in the summer and listening to various bands.

I am very happy in my new position at Monroe Equipment and am looking forward to getting to know my new co-workers and our customers.

## NOW STOCKING ICM CONTROLS

Larry Bellman

Monroe Equipment now stocks ICM Controls. ICM Controls is a leading manufacturer of heating, ventilating, air conditioning and refrigeration controls. We have replacement controls for HONEYWELL, CARRIER, LENNOX, GOODMAN and RHEEM. The best part is that the controls are all **MADE IN THE USA**.

Call our Parts Department at 262-783-8184 for more information or visit our website at [www.monroeequipment.com](http://www.monroeequipment.com)

We Are **HEATING** It Up!



At the close of 2012, we all want to take this opportunity to thank you for your business. We look forward to a prosperous New Year for all.

Our goal for 2013 is to improve all aspects of our service and gain more of your business. We want to be your #1 Supplier and will try our best to meet your needs.

*Happy New Year and  
THANK YOU!*

### Up Coming Events

JANUARY 1, 2013

*Monroe Equipment CLOSED*

EARLY 2013

*\*NEW\* Oshkosh Branch Opening*

MARCH 2 - 9, 2013

*Armstrong Air Dealer Incentive Trip - Mexico*

*The Monroe Igniter is a quarterly publication created exclusively for customers of Monroe Equipment, Inc.*



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