



MONROE COUNTER DAYS SUMMER SERIES

Allen Ausprung

This year we are trying something new here at Monroe Equipment Inc. We are holding Counter Days every other Wednesday throughout the summer. Our remaining Counter Days are July 14th, July 28th, August 11th and August 25th.

During these days we have specials on products and you have a chance to speak with industry reps. A free lunch is also offered on all Counter Days.

In addition, our vendors have gener-

ously worked together with us to hold a raffle for a \$500 gift card to be drawn at our annual Customer Appreciation Days in September.

This year our Customer Appreciation Days will be on Thursday, September 23rd & Friday, September 24th. Once again we will have great specials on equipment and accessories, prizes and giveaways, along with our Car and Bike show on that Friday!

One of the coolest things with our car and bike show is that all of the vehicles are owned by you, the contractors. If you have a classic or hobby

car or bike or just something you want to bring in to show off and enjoy the afternoon with us, please give your customer service representative a call at 262-783-8161.

**You could win
a \$500
Gift Card!**

THE Rx11 FLUSH

Ken Jung

The Prescription to Clean Line Sets for R410A Conversions

It is always the “best practice” to replace the entire system when changing out an existing R22 air conditioning system, thereby providing your customer with all new materials and providing you, the contractor with peace of mind that there are no “ghosts” to worry about! But I am a realist and know there are jobs out there where it is not physically or financially practical to change out the refrigeration line set. In these situations what do you do?

Well, since you are starting out with a new condensing or heat pump unit outside and have a new matched coil for the inside, the only thing you can do is bring the existing line set back to “as new condition” as possible. It is imperative that any remaining refrigerant oil or other contaminants are totally flushed out of the existing lines to prevent pre-mature failure of the new system.

For you old timers out there, we once had a great solvent refrigerant available to help clean out old burnout systems... R11 was a great solvent refrigerant with a very low boiling point. It did a remarkable job of cleaning a contaminated system. Unfortunately, R11 was a CFC refrigerant and is no longer in existence.

Now a new product on the market called **Rx11-flush** is the next best “environmentally friendly” thing out there. It is highly recommended and provides a fantastic way to accomplish line set flushing as well as cleaning out of the entire refrigeration system after a compressor burnout. This product will economically clean the mineral oil and other contaminants from the exiting line set. It is non-toxic, non-flammable, easy to use and available in 1lb., 2lb., & 13lb. canisters.

Please contact me or your customer service representative for additional information. Now through August 31, 2010, receive a 5% discount on any order of **Rx11-flush** by mentioning this article and the code CALGON.

COMPETITIVE ADVANTAGE

Matt Schneider

Everyone at Monroe Equipment and Allied Air would like to extend a huge thank you to everyone who took time out of their busy schedules to attend our dealer meetings. It was a pleasure to talk to you all and to introduce a new product line that has been in the works for over half a decade. As many of you know, I am a semi-neurotic over analyzer. I have been thinking about all the presentations that were given at the meeting and the phrase that keeps coming to me is “*Competitive Advantage*”!

Wikipedia states that “*Competitive Advantage* occurs when a company acquires or develops an attribute that allows it to outperform it’s competitors”. There are a multitude of developments that were expressed at the dealer meeting that ensure that our dealer base has a *Competitive Advantage* over our competitors. I would like to highlight the major ones that stood out to me.

1. Allied has just introduced a furnace platform that has five different 95% furnace platforms encompassing over 25 different models of furnaces that qualify for the Federal Tax Credit. Whether you are looking for a single-stage, PSC or a two-stage, X13 or modulating ECM, we have it. I am certain that the sheer size and scope of the new product offerings gives us a *Competitive Advantage*.
2. After reviewing the most current list of Federal Tax qualifying condensing units and heat pumps, I was amazed that we had a total of 20 different units that qualify with one of our G2D95CT or CG95TC furnaces and 39 total matches. 39 opportunities to provide your customers with a Federal Tax qualifying system offers us a *Competitive Advantage*.
3. Lennox International, Allied Air’s parent company, has spent more money this year in product development than last year and more last year than the year before. This dedication to developing products that you need to be successful, while other manufacturer’s are dealing with warranty and product issues, ensures that now and in the future we have a *Competitive Advantage*.
4. Allied Air has just introduced two new condensing unit models that will be available in all the trade names that give us a 14 SEER condensing unit that meets the Federal Tax Credit qualifying minimum of 16 SEER in 1 1/2, 2, 2 1/2, 3 and 4 ton sizes. These units allow you to satisfy your customers request for a Federal Tax Credit qualifying system at an affordable price. You guessed it, *Competitive Advantage*.

On a personal note, I think that Monroe Equipment’s *Competitive Advantage* is our partnerships with you. Whether you have been a customer of ours for 40 years or four days, we appreciate your business and are here to help you succeed and prosper.

MONROE PARTS PROGRAM

Larry Bellman

I am happy to announce that Ron Wilson will be taking over the Monroe Parts Program. I have been handling the Parts Program for over 15 years now and I just don’t have as much time to go out any more.

Ron has been with Monroe Equipment for over five years and has shown a great deal of interest in the program. I also think that a new person in a new role sprouts new ideas

and it may help the program grow. This in turn means better service for our dealers.

I will be training Ron during the next few weeks and I will continue working with him until a smooth transition can be made. If you have any questions or concerns, please give me a call.



Ron Wilson

R410A Refrigerant Tips

Kenneth Jung

The hot weather is here so that makes it a great time to offer some service tips on R410A refrigerant. Key things to be aware of relating to R410A air conditioning systems...

- R410A is a high pressure refrigerant. Operating pressures will be between 40 and 70% higher than systems using R22.
- Even though R410A is “Ozone friendly,” and is classified as a HFC refrigerant (50/50 blend of R-32 & R-125), it **MAY NOT** be released or vented into the atmosphere. It must be recovered per Section 608 of the Clean Air Act.
- Special gauges, recovery machines and recovery tanks must be used when servicing R410A systems.
- R410A air conditioning systems use Polyol-Ester (POE) oil. This type of oil is “hygroscopic” meaning that it absorbs moisture very rapidly. It is very important that the system be kept closed and as clean as possible until connections are made. Having a system open for longer than 15 minutes can contaminate the oil to a level that even a deep evacuation will not remove the moisture. The result will be oil that becomes highly acidic and greatly shortens compressor life expectancy.
 - *Caution – wear safety glasses and gloves; skin irritations and mild burns may occur.
 - *POE oil can damage rubber roof membranes. Oil spills need to be wiped up immediately and washed in order to minimize the potential of roof leaks.
- The use of silver alloy brazing rod or solder is required for installing systems utilizing R410A refrigerant. 5-10% silver alloy for copper-to-copper connections, 45% silver alloy for copper-to-brass or copper-to-steel connections.
- A “Nitrogen Sweep” while brazing or soldering is strongly recommended.
- System evacuation at or below 500 microns is required. A micron gauge must be used to verify these levels!
- High side change-outs are not recommended! Condensing units should only be installed as part of a complete system using a new line set and matching evaporator coil. Do not use old evaporator coils! If an existing line set must be used, it must be properly flushed to insure that no residual oil remains.
- Evaporators used with R410A refrigerant must be pressure rated at or above 235 PSIG, older coils were typically rated at only 150 PSIG.
- Line set length should not exceed 50'. For installations requiring line set lengths in excess of 50', please contact Monroe Equipment, Inc. for additional support. Besides resizing of the line set, compressor oil quantity and refrigerant charge need to be adjusted.
- It is vitally important that when a field installed filter drier is to be used, it is opened and installed no more than 15 minutes before the evacuation process starts. Filter driers used on R410A systems should not have a rated working pressure less than 600 PSIG.
- When installing the thermostatic expansion valve, the Schrader valve core (if applicable) needs to be removed from the suction line fitting before connecting the TXV external equalizer line. There is no core depressor in the TXV equalizer line. If the Schrader core is not removed, the thermostatic expansion valve will not meter refrigerant flow properly. The result will be rapid flooding of the coil at start up followed by quick shut down and a starved evaporator coil. (Depending on the manufacturer, not all coils or suction fittings come with a Schrader valve core).
- System charging with R410A must be done with caution. Only charge R410A systems with liquid refrigerant throttled into the suction side of the system. Even though R410A is a near-azeotropic refrigerant with a temperature glide of less than 0.3° F and a low level of fractionation, the only way to insure the proper refrigeration composition is to charge with liquid. Check each refrigerant drum for labeling to indicate the cylinder direction for liquid charging.
- R410A systems can be “topped off” if found to be low on refrigerant. As always, follow good refrigeration practices in trying to keep systems leak free. As a recommendation; residential/light commercial A/C systems that lose more than 35% of the system charge in one year, should not just be recharged. A good faith effort should be made to find and repair leaks at or above this rate. (Example: system with total system charge of 12 lbs. of refrigerant 12 x .35 = 4.20 lbs)



GETTING TO KNOW YOU

Donna Inman

The Inside Scoop on Matt Schneider

Matt is special. He is one of the oldest as well as one of newest co-workers at Monroe Equipment! Becoming an employee for his Uncle Claude while in 8th grade, he definitely has worked his way up in the company.

While starting his “career” here, he was cleaning bathrooms, mopping floors and whatever else needed to be done. During his life as a student at MSOE, where he received his degree in Architectural Engineering, he became involved in the Engineering Department at Monroe. Later he took business classes at UWM and also became the head of the Magic-Pak sales force for the entire state of Wisconsin. After 16 years at Monroe, Matt left for another job. When Randy took over as President of Monroe in late 2008, Matt was hired back and is now Vice President of Operations here.

Matt is a family man who enjoys time with his wife, Sara, and 3 daughters, Cassie, Ruby and Grace. When he talks with his Grandpa, he is very tender hearted. He rode a Harley for awhile but enjoys his truck for transportation now. You can find him enjoying time away up north where he and his buddies have the ritual of deer hunting and drinking beer in the Fall.



Matt Schneider

Up Coming Events

July 3-5, 2010
Monroe CLOSED for 4th of July

July 14, 2010 -
Honeywell Counter Day

July 28, 2010 -
Grundfos Counter Day

August 11, 2010 -
Caleffi Counter Day

August 25, 2010 -
General Aire Counter Day

September 4-6, 2010
Monroe CLOSED for Labor Day

September 23-24, 2010 -
Customer Appreciation Days

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



MONROE EQUIPMENT, INC. N50 W13941 Overview Drive, Menomonee Falls, WI 53051
262-783-8190 • Fax 262-783-8180 • info@monroeequipment.com • © Copyright 2010