



HOW TO PROTECT YOUR LIEN RIGHTS

Lisa Swance

Lien Waivers

If someone requests a Lien Waiver from you at any time, do not supply this until you have been paid. Do not release the waiver without having your money. By signing a waiver you are giving away your rights to lien the property.

10 day or 60 day notice

In Wisconsin, in order to protect your lien rights for residential jobs (four or less residential living-units), a subcontractor is required to supply the **owner** of the property with a 60 day notice (Subcontractor Identification notice). This notice must be given within 60 days of first supply and two copies must be given to the Owner of the property via hand delivery or the preferred method of registered or certified mail (any mail delivery system where the recipient signs confirmation of receipt). The 60 day notice is not required if the improvement is more than 4 living units or a commercial project.

If you are the prime contractor, you must provide a 10-day notice of a small project (four or less living residential units) to the owner. *If no subcontractors or material suppliers are used in improving the owner's property this is not necessary.* **This notice must be in a written contract with the owner.** If you do not include it in your written contract, the notice must be provided within 10 days after first labor or material is furnished via registered mail.

Notice of Intent to File Lien

If you haven't been paid in full on the project within 5 months from the date you last supplied labor or material, you will then give a Notice of Intent to File Lien Claim. Be sure you watch your dating on this as this notice must be given at least 30 days before the actual lien claim is filed.



Claim for Lien

The Claim for Lien must be filed within six months from the date you last supplied labor or material. You file the Claim for Lien with the clerk of courts at the county courthouse where the property is located.

After the lien has been filed, you must send a copy of the filed lien to the owner within 30 days of the filing via registered mail, return receipt requested. You then can file a suit to foreclose on the lien within two years of the date of the filing.

If you receive payment in full after a

lien has been filed, you will need to complete a Satisfaction of Lien at the circuit court to release the lien.

Tips

If you do not have the correct owner on the paperwork, your lien will be unsuccessful. Obtain ownership information from a title insurance company if necessary, or there are companies you can hire to do your liens and they will verify owner information.

In order to file the lien, you will need to provide a legal description of the job location which should be obtained from a title company.

These laws change periodically so always be sure to get the most recent regulations to protect your business.

Some of the forms you will need can be found at www.wisbar.org/forms

The laws, forms and deadlines for Bonds (on public or private bonds) are somewhat different so be sure to look into that information if needed.

This article is not to provide legal assistance but just offer some general tips. If you are unsure of any steps or need assistance you should contact a lien company or legal counsel. A lien can be difficult to enforce so you must be sure all of your steps and information have been done correctly.

MONROE EQUIPMENT - HYDRONIC POWERHOUSE?

Matt Schneider

I remember when I first started in inside sales at Monroe Equipment. If the phone rang and the customer on the other end was asking about a boiler, I froze in fear. If the guys in inside sales knew it was a hydronics call, a virtual rock-paper-scissors game would take place to see who was going to pick up the phone. Monroe Equipment was not a hydronics company. We sold forced air products and that was our specialty.

Buderus came calling shortly after that and our management team was so impressed that we agreed to bring on their products, expand our market presence and become a full hydronics distributor. Randy and I were just reviewing our equipment sales for 2010 and were pleasantly surprised that our hydronics products are our strongest product sector. I was shocked when Randy questioned out loud: "Are we becoming a hydronics powerhouse?" After further review, I could make the case that we are!

Buderus Boilers are quite possibly the world's finest hydronic products. The GB142, residential, condensing boilers have been in service in Europe for almost 30 years, every model is 96% efficient and with the recent addition of a factory supported five year parts and labor warranty and limited lifetime warranty on the heat exchanger, this product is the clear industry leader. Buderus also provides us the finest cast iron products on the market with silicone injected, "flexible", cast iron. All of these products are stocking items here in Menomonee Falls.

Lochinvar Knight boilers give those of you who need a competitively priced condensing boiler, but still want to provide a high level of quality, a clear alternative. This wall mount or floor mount condensing boiler has a stainless steel heat exchanger and can easily compete in price with other, value priced, lower quality products. Many distributors in our area advertise Knight boilers, but Monroe Equipment stocks all of the residential and many of the commercial products right here in Menomonee Falls.

Our customer base continually asked for a price conscious cast iron product and late last year we responded with the introduction of Williamson cast iron products. Williamson is owned and operated by Weil Mclain and features many of the same benefits of their most popular models. Williamson was founded in Milwaukee and still distributes from their north side Milwaukee distribution center. With cast iron products starting at the \$1,000 mark, Williamson is a great option for customers desiring value. We stock the gravity and power

vented models in our Menomonee Falls location.

All of the success that we have had with these products have lead to Bosch (Buderus's parent company) to ask us to promote their Bosch Pro Tankless Water Heater line.

These units are as technologically advanced as you can get and if you have ever thought about offering tankless water heating products, please ask your Territory Manager to present the Bosch products to you. Bosch Pro Tankless Water Heating products are **ONLY AVAILABLE** through Monroe Equipment, eliminating the homeowner from checking your prices with the "Big Box Stores".

Let's not forget about the accessories. We are proud to distribute several fine hydronic accessory products including: Grundfos Circulator Pumps, Caleffi Zone and Mixing Valves, Eerie Zone Valves, Honeywell Hydronic Products, Watts Radiant and Legend Valves. All of these products combined with our team's acquired knowledge of how these systems operate, can help you be successful. As always we humbly ask for the opportunity to earn your business.



Buderus
HYDRONIC SYSTEMS

 **Lochinvar**
High Efficiency Water Heaters, Boilers and Pool Heaters

 **Williamson**

 **CALEFFI**  **GRUNDFOS**  **Honeywell**
Hydronic Solutions

 **LEGEND VALVE**

 **WattsRadiant**
Floor Heating & Snowmelting

GETTING TO KNOW YOU

Donna Inman

Do you have a favorite hat that you wear? Lisa Swance, Vice President of Finance here at Monroe Equipment, wears so many hats you would think she would be only 18" inches tall from being crushed by the weight of all of them! (Lisa is so multi-skilled it would take many talented people to fill her shoes – or I should say, wear her many hats.)

Lisa started working at Monroe over 13 years ago to take over the accounts receivable department. She was also the office manager and one of the interviewees when I was hired. I remember her warm smile and kindness from that time on.

Of the utmost importance to Lisa is her family, 2 legged and 4 legged. Her only child, daughter Kasey, started college this fall. Another new hat to go on Lisa's head – the "empty nester" hat. Lisa's husband Marty works near Monroe so they often make the 45 minute to 1 hour commute together. She then wears the chauffeur's hat. With the return of her mother to this area, Lisa also wears the hat of "card player" for

enjoyment. Sometimes the hat of a carpenter or remodeler can be found on top of Lisa's head.

An animal lover hat also fits very well on Lisa's head. Included in her 4 legged family are pets Riley (Australian Shepherd) and Maddie (Golden Retriever) as well as Siberian cats – Alex and Fortuna. Lisa also has raised Conure parrots. Lisa also knows how to clear horse stalls of their muck as she has owned horses and a cowboy hat! If she can ever find spare time, Lisa will be wearing a good work out hat since she enjoys a great "work up a sweat type" exercise.

Over the years she has just taken on more and more responsibilities here at Monroe and gained more and more hats. Lisa is THE go-to person for any questions connected with computer operations or internet activities. She can be found on the floor fixing a printer or in the hallway carrying a dead monitor or on a ladder looking up in the ceiling tiles trying to figure out which wires go where to do who knows what!



Lisa Swance

You probably know her as the person handling your account but her co-workers see her for the flexible multi-talented person that she is. Because of her dedication and problem solving skills and positive attitude, Lisa has gained the respect of her co-workers. I think if she acquires any more hats she may just disappear!!

ALLIED AIR 10 YEAR PARTS REGISTRATION

Sandy Burns

All Armstrong, AirEase & Concord units installed in a residential application can be registered online for a ten year parts warranty. It must be an owner occupied and a single family residence to qualify. Please register at www.alliedairwarranty.com within 60 days of installation.

This parts warranty includes the G2D95's as well as the new modulating furnaces. If the units are not registered online, the standard 5 year parts warranty will apply.

Please contact me if you have any questions or have not used the website and I'd be happy to walk you through the registration process.

THANK YOU

Allen Ausprung

We would like to thank all of contractors that took time to join us on all of our Summer Counter Days and Customer Appreciation Days in September.

We would like to thank all of our vendors who participated. The following vendors also participated in our \$500 Gift Card Giveaway:

- Miller Weiss Kruse - Poly Underground Gas Pipe
- Northland Sales - SharkBite Fittings
- Nu-Calgon
- Klym Inc. - UEI Meters
- RAC Sales - Testo Meters
- Honeywell
- MBA Corp. - Grundfos Pumps
- Midwest Sales - Caleffi
- A to Z Sales - GeneralAire

Congratulations to Barb Mueller of J. Werner Heating for winning the \$500 Gift Card Giveaway!

The weather did not exactly cooperate for our Car and Bike Show this year, but we would still like to thank those that brought their vehicles out. The winners of the Car/Bike show were:

- Tom - Rudy Uttke & Sons (Car Winner)
- John - AJ Iverson Heating & Clg (Bike Winner)

They each will receive a UV light from PremierOne products.

Thank you again to everyone and we will see you again next year.



HYDRONIC BASEBOARD

Matt Schneider

Just a reminder that we still have the best pricing available on Argo Hydronic Baseboard. We have extended our special pricing while supplies last. Call today!



ARGO HYDRONIC BASEBOARD COMPLETE

<u>Model No.</u>	<u>Description</u>	<u>Special Price</u>
Z-322	Lo-trim 2' Complete baseboard	\$8.50
Z-333	Lo-trim 3' Complete baseboard	\$12.00
Z-344	Lo-trim 4' Complete baseboard	\$16.50
Z-355	Lo-trim 5' Complete baseboard	\$20.50
Z-366	Lo-trim 6' Complete baseboard	\$24.50
Z-377	Lo-trim 7' Complete baseboard	\$29.00
Z-388	Lo-trim 8' Complete baseboard	\$33.00
Z-330	Lo-trim 10' Complete baseboard	\$41.00

* Complete baseboards include cover, back plate, damper, hanger brackets and element for one length.

Up Coming Events

November 25 & 27, 2010
Closed for Thanksgiving

December 24 & 25, 2010
Closed for Christmas

December 31, 2010 & January 1, 2011
Closed for New Years

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MONROE EQUIPMENT, INC. N50 W13941 Overview Drive, Menomonee Falls, WI 53051
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