

# PYRAMID PRESS

ASHRAE – Memphis Chapter  
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November, 2003

**LUNCH MEETING 11:30 TUESDAY,  
 JANUARY 13, 2004, MONTESI  
 EXECUTIVE CENTER in BUCKMAN  
 HALL ON THE CBU CAMPUS (see map  
 attached)**

## THIS MONTH'S SPEAKER:

**Julian R de Bullet, *Distinguished Lecturer***  
 McQuay International – 1 PDH

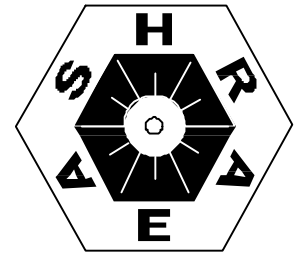
**TOPIC: "ASHRAE 90.1, Effects on Chilled Water System  
 Design"**

**Julian R. de Bullet** has over 25 years experience in the HVAC industry. His career has concentrated on the applied use of Chilled Water and All-Air systems as a manager of applied equipment sales and as a manager of a service/performance contracting operation.

**He is the Senior Applications Manager, HVAC Systems for McQuay International**, based in Washington D.C. He is responsible for assisting McQuay customers and McQuay sales representatives in HVAC&R system design and specification.

**As ASHRAE Vice President (2001/2003), he served on the Board of Directors and the Executive Committee and was Chair of Member Council and Publishing Council. He is Past President of the National Capital Chapter and was Director and Regional Chair for ASHRAE Region III. He is an ASHRAE Distinguished Lecturer.**

He is a Graduate of the London University system in England, where he obtained an Electrical Engineering degree and a Diploma in Marketing.



## Memphis Chapter Contacts

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## THE PRESIDENT'S CORNER

To: ASHRAE Members

Happy New Year! I hope everyone had as much fun as I had at our Christmas party last month at the Hard Rock Café. Not only did we give away several raffle prizes, we also collected two large boxes of canned goods for the Memphis Food Bank. Please join me in thanking Stephanie Cianciola for her hard work putting this together along with our other at large Board of Governor members David Branch, Rodney Lum and Jimmy Doyle for their help.

The ASHRAE Winter Meeting is this month in Anaheim, California from the 24<sup>th</sup> thru the 28<sup>th</sup>. One of the more interesting Technical Programs being presented is the "Ventilation of Smoking Spaces." In conjunction with this Winter Meeting, the International Air Conditioning, Heating, Refrigeration Exposition will be taking place at the Anaheim Convention Center January 26<sup>th</sup> thru the 28<sup>th</sup>. For those members attending the meeting, I have in my possession several free guest passes to the AHR Expo. I will bring these passes to our meeting next week for those interested.

Also, the Board of Governors will be appointing a Chapter Nominating Committee for next fiscal years' Officers and Board of Governors. For those wanting to be more involved with ASHRAE at the local level, this is your chance to raise your hand. We will be announcing the Chapter Nominating Committee in February's newsletter and at February's meeting.

Finally, if you have not met or heard our Distinguished Lecturer, Maralynne Flehner, you are in for a treat. All of us that attended the CRC in Louisville had a chance to experience her first hand. She is a very knowledgeable and exciting speaker who you should definitely not miss! I look forward to seeing all of you there Tuesday!

**Chris Claude**  
President 2003-2004

## FUTURE PROGRAMS

### January 13, 2004 (Research Promotion Day)

- **11:30 a.m. – 1:00 p.m. Chapter Meeting –** "ASHRAE 90.1, Effects on Chilled Water System Design" – Julian R de Bullet, *Distinguished Lecturer*, McQuay International – 1 PDH
- Location: Christian Brothers University, Buckman Hall Montesi

### February 10, 2004

- **11:30 a.m. – 1:00 p.m. Chapter Meeting –** "Negotiating Skills" This program focuses on basic negotiating skills and how they can be applied to dealings with clients, customers and code officials – Maralynne Flehner, *Distinguished Lecturer* – 1 PDH
- Location: Christian Brothers University, Thomas Center East Lounge\*\*
- \*\* Note: Location of this meeting has changed from the Buckman Hall Montesi to Thomas Center East Lounge
- **Note: This will be Student Membership Day with free lunch accommodations for all students.**

### March 9, 2004

- **11:30 a.m. – 1:00 p.m. Chapter Meeting –** "International Building Code 2000 – What is means to HVAC design" The state of Tennessee has adopted IBC200 and counties are expected to adopt within 1 year – Kinetics Noise Control – 1 PDH
- Location: Christian Brothers University, Buckman Hall Montesi

### Apr 13, 2004 ASHRAE Memphis' 60<sup>th</sup> Anniversary

- **11:30 a.m. – 1:00 p.m. Chapter Meeting –** "Controls for the Future – Integration/Protocol/Web-access" – Johnson Controls – 1 PDH
- Location: Christian Brothers University, Thomas Center East Lounge\*\*
- \*\* Note: Location of this meeting has changed from the Buckman Hall Montesi to Thomas Center East Lounge

### May 11, 2004

- **11:30 a.m. – 1:00 p.m. Chapter Meeting –** 1 PDH
- Location: Christian Brothers University, Buckman Hall Montesi



## MEMBER NOTICES

- The February meeting will be Student Membership Day with free lunch accommodations for all students. Please help grow our chapter by inviting all students that present interest into this society.

## HISTORIAN

### **A History of Computer Environment, Inc.**

The evolution of Computer Environment, Inc. began in 1954 when Frank Conaway, Joe Hurston and Bob Hurston formed Hurston-Conaway, Inc. as a manufacturer's representative for HVAC products. Both Joe Hurston and Bob Hurston left to pursue other interests and when I returned to Memphis in 1960, Frank's principal lines were Aurora Pump, McQuay, and Tuttle and Bailey.

I worked for Yager & Nemon, Inc. (now J&A Mechanical, Inc.) and our primary customer was Holiday Inns that were rapidly expanding across the U.S. At that time they used fan coil units in the rooms with either a two pipe, three pipe or four pipe pumping system for hot and chilled water. We purchased a lot of McQuay fan coils, Aurora puma and Tuttle and Bailey air distribution for these projects around the country and Frank and I became good friends. In 1967 I left Yager & Nemon, Inc. to join Hurston-Conaway, Inc.

Our principal customers were mechanical contractors with the Aurora Pump line and sheet metal contractors with Titus air distribution, Ruskin dampers and Semco high-pressure pipe. In 1969 the company name was changed to Conaway-Colmer, Inc. Frank Conaway retired in 1979 but the company name remained the same.

In 1970 a representative of a small company in Columbus, Ohio, Liebert Corporation, was searching for representation for a line of computer room air conditioners. I could not understand why a computer room would need a special unit so I told him don't call us, we'll call you.

## HISTORIAN CONT.

Shortly after that the First National Bank (now First Tennessee Bank) data center on Danny Thomas Blvd. Came out for bid and there were 13 Westinghouse computer room units specified. I quickly called Liebert and asked to quote their units and become their representative. They agreed, we were low; we convinced the bank of their superiority and Hughes Mechanical made the installation. Those units are still in daily operation.

The 70's were a period of rapid expansion of data centers, and Federal Express, Schreiong Plough, Union Planters, International Paper, Holiday Inn, Memphis State, etc. became major customers.

Liebert entered the power business during this time and our principal competition was Edpac on the airside and Exide on the power side, both represented by Dick Mahoney. Dick decided he'd rather switch than fight and in 1983 we formed Computer Environment, Inc. to represent Liebert, Tate Access floors and Fike Fire Suppression.

The two companies coexisted until 1992 when Tom Barrow Company expressed an interest in opening a Memphis office. Since I was spending 90% of my time with Computer Environment, Inc., Tom Barrow and I negotiated a deal whereby I would liquidate Conaway-Colmer, Inc. and he would assume the lines we represented and its employees. It was a seamless transition with a one-page agreement written without the benefit of a lawyer.

Liebert Corporation has grown to be the largest manufacturer of computer support products in the world and is now a division of Emerson, a Fortune 500 company. In 1998 John Colmer joined the company and became Liebert's "Best New Start" award winner for our region in 1992. In 2001 Dick Mahoney retired. In 2000 Computer Environment, Inc. received Liebert's Eagle Award for \$25 million in cumulative sales and "Best of Class" award for the Central Region. In 2002 Computer Environment, Inc. achieved a Grand Slam award for 100% of quota in all 7-product lines. With the recent addition of Russ Fletcher, Computer Environment, Inc. looks forwards to another 20 years of service and growth.