

The Tiger's Roar

News from **TIGERFLOW**® Systems, Inc.
3rd Quarter - 2008

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REP Report

by Tim Graydon, **DOWDY & ASSOCIATES**
Pensacola, Florida

Greetings to all from Pensacola, Florida – home of the Blue Angels, and some of the prettiest beaches you'll ever lay eyes on.

Pensacola is also the home of a local Christian College that attracts students from around the world.

When the College elected to modernize one of their Central Energy Plants, they contacted Premier Engineering Group of Pensacola to develop the design. Premier then contacted Dowdy and Associates for assistance in providing a state-of-the-art solution for their pumping requirements. As a representative for **TIGERFLOW** Systems, Dowdy and Associates enlisted the help of Marvin Yoder and the impressive engineering team at **TIGERFLOW**.



TIGERFLOW offered to provide detailed layout drawings to the engineer prior to the project bidding. This helped coordinate equipment sizing and placement in the tight quarters of an existing co-generation plant that would soon see new duty as a 3600 ton chilled water production plant for a

portion of the sprawling campus. **TIGERFLOW**'s willingness to provide this service without an absolute guarantee of an order assured all involved that they were willing to partner with the owner, engineer and local representative to insure a successful project.



The project consists of two skid mounted packaged pumps systems designed and manufactured by **TIGERFLOW**—one quadraplex condenser water pumping system and one 6 pump primary /secondary chilled water pumping system.

The condenser water pumping system consists of four (4) horizontal split-case pumps, each with a rated capacity of 3,600 gpm at 81 feet, for a total system capacity of 14,400 gpm. Additional features of the package include stainless steel pressure gauges with stainless steel gauge piping, a dual monorail hoist system for ease of maintenance, Cutler-Hammer variable frequency drives, Johnson BACNET controllers and suction and discharge headers sized at 24" and 20", respectively. The package was of the split skid design to facilitate shipping and installation in the existing building.

The chilled water pumping system consists of three (3) horizontal split case pumps, each with a rated capacity of 3,600 gpm at 40 feet and three (3)

horizontal split-case pumps, each with a rated capacity of 3,600 gpm at 130 feet. The primary chilled water pumps are driven by 50 hp motors, while the secondary pumps are driven by 150 hp motors. Additional features of the package include stainless steel pressure gauges with stainless steel gauge piping, a dual monorail hoist system for ease of maintenance, Cutler-Hammer variable frequency drives, Johnson BACNET controllers, 18" magnetic flow meters and suction/ discharge/bypass headers sized at 18". The package was also of the split-skid design to facilitate shipping and installation in the existing building.

Thanks to **TIGERFLOW**'s willingness to adapt to meet the customer's needs, the project was a success. An old plant was renovated with minimal disruption to a core area of the campus, thanks to the quick installation time afforded by factory packaged equipment and start up time was minimal, since the packages were tested prior to shipment. Thanks, **TIGERFLOW**!

SALES Call

with Skip Roberts

ASPE

The 3rd quarter is past. We are looking forward to the ASPE Show in Long Beach On Monday October 27th from 7:30 to 11:00 am on the Queen Mary **TIGERFLOW** will hold its annual Representative Council Meeting.

NEW PRODUCTS

Many of you know that **TIGERFLOW** is looking at the recent "Green Building" interest across the United States. Our new products that relate to this will be discussed at the meeting. Another issue is **NSF-61** specifications that we are writing for many of the engineers across the country.

I have been discussing NSF and Leeds concepts with the engineering community everywhere. The reception is good for both applications.

LEEDS PRODUCTS

We are still attempting to understand the "Leeds" products we need to introduce. I have had input from several people. We are planning products that will give us an advantage. Where the confusion lies is with "Leeds points". We hope to have

discussions with people at the convention to understand better how our systems can add value in the plumbing market.

NSF-61

NSF-61 is another major discussion point everywhere. In the few states that do not require NSF products, the issue is mute. They do not care. In states that have laws dealing with **NSF-60** and **61** there is another topic. Is NSF recommended or required? If it is recommended, then we have to look at the Plumbing Code for the locale for guidance. If it is required, then certified products must be in the potable water stream by state law. 35 states say it is required, 9 states say it is recommended and 6 states have no NSF requirements.

If you have any questions as to where your state fits in the above division, contact me. You can look on the **TIGERFLOW** website to find the most current ASDWA list of states and where your state fits.

TRAVEL PLANS

I have been working mostly with new Reps this quarter. We are very excited about many of them. I will be in Michigan, Phoenix, El Paso and Albuquerque in November and December training Reps about the products we mentioned above and making engineering calls. My year is full for 2008. I am looking to get the 1st quarter of 2009 planned. Email or call me with prospective dates in January or February to help you sell **TIGERFLOW** in your market area.

2009 FORECAST

We are very interested in your market forecast for the 1st quarter of 2009. Is it going to be up, down or flat in your served market area and if it is either up or down, by how much? **TIGERFLOW** would like some quantifiable data that will let us measure our needs for the quarter. Let me know your thoughts as soon as you can. Please send your data to Linda Poston no later than October 31, 2008. It should be broken out by product (plumbing, HVAC, fire) and your best estimate of each segment. We know that many of the jobs that bid this past quarter have been either delayed or canceled. The economy is on everyone's mind. The main people that should help you compile this information are the HVAC and plumbing engineers in your area. They know if they will be busy or not. I await your input.

President's Notes

by Marvin Yoder, Jr.

Welcome to our new economy! With the financial crisis, recession, upcoming election, etc., business is sure to change. **TIGERFLOW** will finish 2008 with another record year—thanks to all of your efforts. The question for all of you is “What will the first quarter of 2009 look like?” We believe there will be opportunities, but we will all have to be more aggressive to bring these to completion. How do we work as a better team than our competitors to close this work? We cannot or will not be able to just do business as usual. Please contact me with your Marketing and Sales ideas to attack these opportunities. **“GOOD HUNTING.”**

VP / CEO NEWS

From Monroe Guest

[Ignored garnishment leads to super-sized penalty](#) October 7, 2008 by Carol Katarsky

Posted in: [Best practices](#), [Hiring & training staff](#), [In this week's e-newsletter](#), [Internal controls](#), [Latest news & views](#), [Tax compliance](#)

It's not fun to process garnishments, but it's got to be done. That's the harsh lesson learned by one firm. Prodantis, Inc. received a garnishment order against one of its workers from United Student Aid Funds, a student loan guaranty agency. The order required Prodantis to withhold 15% of the employee's pay (nearly \$645).

When Prodantis failed to withhold, USAF sued.

Bad news for Prodantis: Any employer that fails to follow a garnishment order from a student loan guaranty is liable for the amount of the garnishment — as well as attorney's fees, costs and possibly punitive damages.

Even though Prodantis admitted liability, the court ruled that USAF was entitled to \$6,300 — almost 10 times the original garnishment amount.

Rubbing salt in the wound: The court also awarded to USAF pre-judgment interest of \$27 and post-judgment interest until it receives full payment.

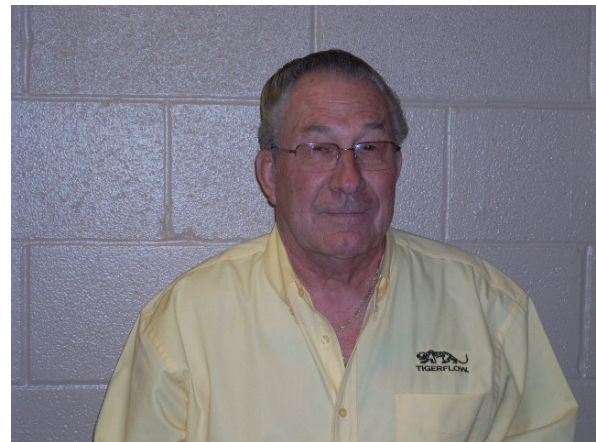
PURCHASING PRESS

by Rick Hester, Purchasing Manager

STEEL--Keep your fingers crossed.....carbon steel prices may finally have flattened out. As many of you know, the price of steel has been on the increase for several months. Structural steel, pipe, fittings and everything made of steel has seen an astronomical increase of 15%–50%! **TIGERFLOW** has worked hard to source materials and components and keep the cost of our finished product down—we all need a little economic relief.

New Tigers

from Linda Poston



Robert Thibault, Production Manager

Robert Thibault (pronounced “Teebow”), came to us from UT Southwestern Medical Center in Dallas where he was Mechanical Supervisor of Mechanical Services—responsible for approximately 35 buildings, heating, air, water steam plumbing, pumps, motors, etc.

He graduated from the University of Nebraska with a B. S. in Mechanical Engineering. Robert served in the US Navy – Arctic and Antarctic Research in 1959. He served in “Operation Deep Freeze” wintering over McMurdo Sound Antarctic. Robert worked for Owens Corning Fiberglass for 25 years in Engineering and Plant Maintenance—mostly in machinery design and improvement. He did a short stint at American Air Filtered in Maintenance before going to UT Southwestern Medical Center.

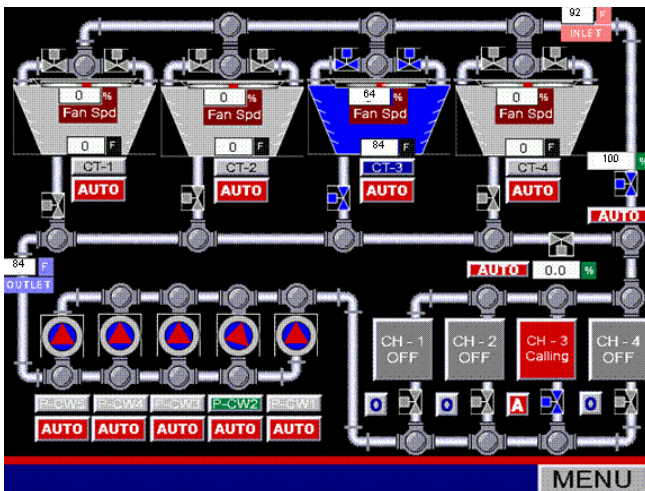
Robert is married with three 3 children and 6 grand children. His favorite hobbies are fishing and gardening.

ENGINEERING 2008

by Pat Lawrence, P.E., Engineering Manager

In case you haven't heard **TIGERFLOW** is more than just a pump package manufacturer. Most of you are very familiar with our Mark II and Mark V booster pump packages. Others are familiar with our fire pump and HVAC packages. However, always remember, our engineering and production capabilities are only limited by your imagination. When looking for job opportunities in our challenging economy, do not make the mistake of thinking our **E-Series** control packages only control pumps. The **E-Series** is an industrial PLC and can be easily configured to control ANY automated process.

An example of an opportunity to expand your project scope is condenser water systems. Over the years we have built many condenser water pump packages. However, condenser water systems usually include several other pieces of equipment i.e., cooling towers, tower by-pass and isolation valves. Why not control the entire system with one **E-Series** controller rather than integrating controls from multiple manufacturers? When this is done, the **E-Series** touch screen becomes an active system P&ID and provides operators a single point to monitor system performance. It also provides a single point communication connection to a BAS. Below is an example of a condenser water system interface.



In this example we are controlling condenser water pumps, isolation valves, towers / tower fans, and tower bypass. HOA switches are provided for each pump, each tower and bypass. Similar system controls can be provided for primary / secondary systems, heat transfer systems, LEED's systems or any system. We hope you will keep this in mind as you look at jobs and bid opportunities. If you have any question about our capabilities give us a call. We look forward to hearing your system application ideas.

Racing Report

by Linda Poston

Danny Clark, **TIGERFLOW's** Senior Mechanical Designer completed his motorcycle racing season this past weekend on October 19th. The season started on February 24th with 10 races in the schedule.

Danny finished the season with 3rd place in the **B Superbike Novice Championship** and **won the Championship in Formula 40 Heavyweight Novice**.



WAY TO GO DANNY!

Engineered Systems
to the World

