

THE TIGER'S ROAR

News from **TIGERFLOW**® Systems, Inc.
YEAR END - 2009

4034 Mint Way • Dallas, Texas 75237

(214) 337-8780 • (800) 783-6756

President's Perspective

By **Marvin F. Yoder, Jr.**
President

Here we are at the end of another year. 2009 is in the books. All in all—a much better year than we first expected. **TIGERFLOW** sales were 8% +/- off from 2008, which was a record year and 2009 sales were above 2007. That's the good news. On the down side, costs were higher and margins were lower. But overall a good year – thank each of you for this successful outcome.

2010—we will all need to recommit our efforts if we want another successful year. To that end **TIGERFLOW** has added:

- New HVAC & Municipal Sales Manager – John Santi
- New Mechanical Designer – Don Kuntze
- New Senior Controls Engineer – Steven Slay
- Upgraded our engineering software – Mechanical Desktop 2009 and Inventor—to stay on the front line with BIM compliance
- More standardized pricing – VMS & fire pump system pricing before end of 1st Quarter 2010
- New HVAC presentation
- Increase in raw materials and inventory
- Updated and increased NSF-61 offerings
- **Most important – TIGERFLOW is going to refocus its entire staff on improved response times and shipment times.**

TIGERFLOW is here for you!

Moving to 2010....

by Keith Pirtle

WOW! It is amazing another year has passed. We (**TIGERFLOW**) are moving forward to a brighter future. First move....moving me from my beautiful

(no window) office to an office with a beautiful front lawn with the squirrels climbing the trees, snow fall, a little rain.....Oh, wow it is pretty.....Wait, I need to get back to work---I have a short attention span.

As we all know times are lean for most of us. What we need to do is enforce what makes **TIGERFLOW** better. Customer support, quality and the **best Rep's** of any package manufacturer.

I could use your help to make me more helpful to your needs. Remember to **include bid deadline dates** in the subject titles of emailed projects. **Job names**—it is amazing how many requests I get for a booster quote with the job name as “booster”. I have not seen any buildings named “Booster”, so your help is gratefully appreciated.

Other things that might help business are rain water equipment. I see this type of business growing, so keep your eyes open. **HERE'S TO A GREAT YEAR TO A GREAT GROUP OF REPS!**Oh, wow! I've never seen squirrels jump that far from tree to tree. I just love the two dogs the owner of the building across the street has in their fenced parking lot. Really well trained.....Hey, did you get a look at that car that drove by. Nice!.....wait! Oh crap here comes Marvin.....

Purchasing Press

by *Rick Hester, Purchasing Manager*

REPLACEMENT PARTS

I have recently taken over the responsibility for parts sales here at **TIGERFLOW**. I will do my best to get you a quote and provide availability on your requests in a timely fashion. Many of our vendors have reduced their inventory over the last year, so some items have a longer lead time than they had in the past. We will do what we can to expedite your critical orders. As you know, we try to keep some inventory of seal and repair kits for pumps and valves for your convenience. Please feel free to call or email me with your questions or requests.

Rick.Hester@Tigerflow.com

Engineering 2009

by
Pat Lawrence, Engineering Manager

Welcome not only to a new year, but to a new decade! What a great time for reflection on the past and adjusting priorities for the future. I hope each of you have had an opportunity to spend time alone and do this. If you haven't, I encourage you to make time to do so. In our crazy economy it is so easy to get so busy with "important" tasks that we forget what is really most important. To put it in perspective ask yourself this question, "If I knew 2010 will be my last year, what MUST I do this year?" This may sound like a morbid question, but in reality none of us are guaranteed tomorrow. Ask our friends at Dowdy & Associates. If we don't begin with the end in mind, chances are we are not going to end up where we want to be. In the end, I doubt any of us are going to regret the job we did not get, or the package we did not build. Our regrets will probably be focused on opportunities missed with family and friends. The old adage "you can't take it with you," is not true. You can take your family and friends, but that is only if they choose to follow. I hope you keep this in mind as you spend your time in 2010. Invest wisely. In my estimation, our friend, Andy Hartley at Dowdy & Associates did.

Looking back at 2009, I see many positives. We seldom got calls concerning booster pump issues. This tells me our booster packages are performing well. One of our biggest challenges in 2009 was growth in HVAC package production. We designed, built and started up four Mark X, HVAC packages. Each package had a single master controller (Mark X) with BMS communication. Packages were built with both Eaton and Allen-Bradley PLCs. Just to make things "interesting," drives on the Allen-Bradley systems were controlled and monitored over an Ethernet network. HVAC systems produced and started up in 2009 include:

1. Chiller sequencers.
2. Condenser water systems, including tower fan, by-pass & isolation valve control.
3. Primary / secondary systems (chilled and hot water).
4. Variable primary systems.

In 2010 we will continue to expand our HVAC package capabilities using the Mark X process controller. TIGERFLOW has hired a HVAC sales manager and a Senior Controls Engineer to help make this growth possible. We want the HVAC systems produced in 2009 to become as common and routine as a Mark II booster package.

In 2009 we also built several LEEDs water re-use pump packages with dye injection. This is a second product area we will be expanding in 2010. Even as I write, we are building a complete re-use system with filters, UV disinfection, chlorination, storage, and booster pumps with dye injection.

While these are two product areas we hope to continue to grow in 2010, we are here to serve you and your customers. If you have other package needs, don't hesitate to share those with us. As we often say, "Our capabilities are only limited by your imagination." We look forward to hearing from you.

We hope 2010 will be your best year, with many even better years to come!

B.I.M. News

*By Jason Ball,
Senior Mechanical Engineer*

It's not often that I write for the newsletter. But I have some very important news. In the past year, the term **B.I.M.** has been thrown around quite a bit. I have heard from many of you asking are we B.I.M. "Compliant" or "Compatible". The rest of you may be asking "What is B.I.M.?" B.I.M. stands for **Building Information Modeling**. Well what does that mean?

Building Information Modeling (BIM) is the process of generating and managing building data during its life cycle^[1]. Typically it uses three-dimensional, real-time, dynamic building modeling software to increase productivity in building design and construction.^[2] The process produces the Building Information Model (also abbreviated BIM), which encompasses building geometry, spatial relationships, geographic information, and quantities and properties of [building](#) components.

So in anticipation of these requirements, we are continuing to be a leader in our industry in that we are now able to provide you with B.I.M. data that can be directly ported to an Autodesk REVIT or Autodesk MEP. Now what this means is that we can provide you with a 3-D Model of our systems and the corresponding data that comes along with it which can then be imported into a building design application. This will allow us to meet the specification requirements and give us a leg up on the competition. This data will be in the form of an .adsk file which will contain the 3-D parametric data along with bill of material and associated data.

This new capability is due to upgrading our 3-D CAD software to the new 2010 Autodesk Inventor Suite. And we have also added a new team member to help assist us in setting up and transitioning to the new software. Donald Kuntze has joined our team to help continue to give you the best service in the industry. Please join us in welcoming him to our team. We look forward to a great 2010.

1. [^] Lee, G., Sacks, R., and Eastman, C. M. (2006). Specifying parametric building object behavior (BOB) for a building information modeling system. *Automation in Construction*, 15(6), 758-776.
2. [^] Holness, Gordon V.R. "Building Information Modeling Gaining Momentum." *ASHRAE Journal*. Pp 28-40. June 2008.

SELLING

With
Skip Roberts
Sales Manager

WOW! As we say in Texas, y'all surprised me with your sales in 2009. Thank you for everything. It was a fun year for me and the rest of the **TIGERFLOW** sales team. We have some new members of our Top 10 to go along with the usual suspects that are always there. The awards have been mailed to the recipients.

It is now time for me to hit the road again. We have some new Reps coming on board this year and welcome all of them. I will be calling each of them to see what I can do to help them sell more **TIGERFLOW** products. We have added a new staff member, John Santi, to the sales team to handle the HVAC and Municipal markets for us. Many of you long term Reps will remember him. I will be focusing on boosters and fire pumps plus marketing.

In 2009 we came out with booster pricing for the ES-3000-VFD systems. Our plan is to introduce VMS-4000-VFD and Fire Pump pricing in the coming months to help you become more independent. Keith will focus his efforts on the special items such as heat transfer, HVAC and non-standard boosters. Dianne Yoder will be helping me with the day-to-day booster pricing as well as submittals and releases.

Linda will continue to help sales in every way imaginable by taking some of the submittals and releases from Dianne. She will be the one to communicate with you on system order shipment status. Rick Hester is still responsible for parts orders—he has shown he can do a GREAT job in that area.

2010 continues to be a mystery to us. The first quarter could be very good. Our quote activity for the last few months has been active with opportunities. This would indicate an active 1st quarter. What comes after that is a guessing game. What do your engineers have on their agendas? Are you talking to them about **NSF-61**? We are still the only people that understand what all of this means. I can help you with getting projects spec'd if given a chance.

Now, **when can I come to see you?** I have only one trip planned currently for the week of January 18th. I have contacted a couple people about sales calls, but have not cemented anything to date. It is in your best interests to start actively working the engineering community hard. If there are jobs on the horizon, then we (**TIGERFLOW** and you) need to be specified under the **NSF-61** banner or through our **TIGER'S EYE** controller. Competition is going to be tough this year. They will be hungry. To survive, we need to be aggressive. Get there first and make it difficult for our competitors.

LEEDS style boosters are available with UV as well as dye injection and cartridge filters. We can do systems up to 500 gpm per pump if necessary. These systems are specifiable. We will be happy to help you with them. (see *photos below*).



The other news is about our Racing Team. We will be coming to a town near you. The schedule will be published on the website soon. Find out when we will be near you and get customers out for a day in the sun and noise. This is a selling opportunity. One rep is preparing for our race team visit in September already. Take advantage of this chance to get your customers and their families in a race car! Meet the drivers and see what these machines look like up close. Monroe Guest, a **TIGERFLOW** owner, had the fastest time in his class last year. You had to see it to believe it. Only three customers had that opportunity. We thank them. I hope to see many of you on a racing Saturday during 2010. For more details, see the article from Monroe in this newsletter.

Let's sell something together!

Asked how he started here he said "they put me in here and said go. Without Pat (Lawrence), I wouldn't be here."

Chris has a son, Kade—his pride and joy—who is 3 almost 4 years old. If you think Kade is his pride and joy, ask Pepaw Keith about his grandson! Both Dad and Pepaw spend hours with Kade—in movie theatres and other busy activities. Keith who has been bowling for years took a beating from Kade who scored a 204 on their Wii2!

He is a huge fan of movies and music. For a young man, his interests are rare. Classic movies are his favorites—like old gangster flicks like *Public Enemies* and *White Heat*. Music range is amazing—from heavy metal to Chopin's Greatest Hits. He says real jazz like Miles Davis is awesome.

We have received many, many emails and comments over the phone about the spectacular support he gives our reps and customers. The number of praises we have received cements our faith in Chris' valued performance at **TIGERFLOW**.

TIGERFLOW Employee Spotlight

by Linda Poston



Chris Pirtle
Electrical
Designer

Chris was born in Richland Hills, Texas (north Fort Worth). He is the only child/son of Keith, in our Sales Department and Lynett Pirtle.

Chris took AutoCad classes in high school and attended classes at Devry Institute in Grapevine, Texas to study Electrical Engineering before choosing to pursue an opportunity at **TIGERFLOW**.



Daryle Mayhugh, Pipe Fitter

Daryle has worked for **TIGERFLOW** for over 5 years as a pipe fitter. He prepares the pipe for the welders to weld the pieces together. Daryle learned to weld in high school and has been a pipe fitter for over 15 years, in addition to a variety of different jobs.

Daryle grew up in Pittsburg, Virginia. He has 3 children and lives with his girlfriend in Arlington, TX. He enjoys playing poker and is more than willing to take the other players money.

Daryle is a team player, hard worker and a very dedicated employee to **TIGERFLOW**. We feel very fortunate to have his talents!

New **TIGERFLOW** Personnel

by Linda Poston



JOHN SANTI

New HVAC & Municipal Sales Manager

After about a five year extended vacation, **John Santi** has returned to **TIGERFLOW** in the role of **HVAC & Municipal Sales Manager**. In John's first nine years with **TIGERFLOW** during 1995 to 2004, he was **TIGERFLOW'S** Operations Manager, responsible for daily operations of Purchasing and Production.

In John's absence from **TIGERFLOW**, he, most recently, served as an Industrial Fabricator/Applications Engineer, specializing in packages for the oil and gas, mining and power industries in Denver, Colorado. Prior to that, his experience included Applications Engineer for ITT Flowtronex where he specialized in fire protection. John also worked for Canariis Corporation out of Tampa, Florida as an Application Engineer in the plumbing, HVAC and fire markets.

Before being introduced to the package industry, John worked for one of the largest MEP contractors (TD Mechanical) in the U.S. and specialized in the installation of mechanical and plumbing systems in large commercial, institutional and industrial projects. John is currently a member of ASHRAE & ASPE and holds the CPD designation. John held a Texas State Plumbing License for 20 years and has various welding certifications. He also worked for the Construction Education Foundation as a Craft Instructor and was a Welding Instructor for the Dallas County Community College District.

John now lives in Lakewood, Colorado with his wife, Tammy, where they enjoy the Colorado lifestyle. John enjoys camping, skiing, hiking and scuba diving. Did we mention skiing? He will be located at the new **TIGERFLOW** West Office in Lakewood near Denver.

TIGERFLOW WEST Office:

6525 West 3rd Avenue ~ Lakewood, CO 80226
Phone/Fax: 303-484-8478 ~ Cell: 303-330-5588

WELCOME BACK JOHN!



DONALD "DON" KUNTZE

Mechanical Designer

Don was born in Dallas and raised in the DFW area. He is married to his wife, Marsha and they have a 19 year old daughter, Ashley.

A machinist apprentice right out of school, he has nearly 20 years experience in the design of machinery. He attended the University of Texas at Arlington with emphasis in engineering.

Don's background includes construction equipment, oil rig and workover equipment, and since 2002, pump and piping systems for municipal, fire and irrigation.

His personal interests include, being an avid musician and restoring antique musical instruments. He plays bass, drums and a "mean guitar". Asked if he performs, he tells us at his church. Other interests—being around drag and sprint cars while young—he enjoys all aspects of auto racing on and off the track.

He's in the right place at **TIGERFLOW** with those racing interests!



Steven Slay
Senior Controls Engineer

Steven was born July 17, 1971 in Many, Louisiana. He graduated from Louisiana Tech University—Mechanical Engineering—Ruston, LA graduating cum laude

His vast experience consists of Application Engineer with Johnson Controls, Service Sales Engineer for Storer Equipment Company in Shreveport, Control Systems Engineer for Controls Concepts/Berg, DDC Engineer for

Raytheon Polar Services Company in Antarctica and Mechanical Engineer at URS Corporation in Seattle, WA.

Steven took care of the control systems for all 3 US Stations in Antarctica and spent almost a full year there over a time span of 2-1/2 years with the majority of the time being spent at McMurdo Station and South Pole Station. (As Pat Lawrence says, "We go to the end of the earth to find the best engineers!")



INTERESTING NEWS ARTICLES.....

from the January 2010
Air Conditioning Today, Inc. publication

#1

What are Key States in Construction Recovery?

Twenty key states must drive a projected recovery in the construction market this year, a recent study says. Those states, led by California and Texas, account for more than 75 percent of the U. S. construction market. An increase in the 30 smaller states' activity would not be strong enough to create a national market recovery. The most likely construction revival candidates are Virginia and Maryland with new federal construction projects and private construction created by federal government hiring. California and Washington are also likely candidates. Nevada, Arizona, Florida and Michigan are the least likely states primarily because of their large inventories of empty space.

#2

IRS Announces 2010 Mileage Rates

Beginning on January 1, 2010, the IRS standard mileage rates for the use of a car (also vans, pickups or panel trucks) will be:

- 50 cents per mile for business miles driven
- 16.5 cents per mile driven for medical or moving purposes
- 14 cents per mile driven in service of charitable organizations

The new rates for business, medical and moving purposes are slightly lower than last year's. The mileage rates for 2010 reflect generally lower transportation costs compared to a year ago.



From an article taken in the "Legal Pipeline" of the Plumbing Systems & Design magazine.

LEAPIN' LIZARDS! IT'S A LIS PENDENS!

If you ask subcontractors or suppliers about a mechanic's lien, without missing a beat, their

eyebrows instantly perk up. They think they know about mechanic's liens—a favored legal "tool" of the subcontractor and supplier. They likely filed one (or at least know someone who filed one) after getting "stiffed" on a project. They know that a lien provides them with leverage to get paid—very often by a reluctant owner (with whom they do *not* have a contract). They also know that the mere filing of a lien does not always result in payment. (With all of this legal knowledge, you probably are wondering why these people even have to read this column!) In short, they do *not* know what they do next. This article explores the beginning of the terrain beyond filing a mechanic's lien—the terrain covered by two little Latin words: *lis pendens*.

WHAT IS A LIST PENDENS?

Like a mechanic's lien, a notice of *lis pendens* is a real property filing that provides the claimant with additional leverage to get paid by the owner. It gets filed when a lienor attempts to enforce its mechanic's lien rights by commencing a lien foreclosure action in court. Translated from the Latin, *lis pendens* (pronounced *lis-pen-denz*) literally means "a pending lawsuit." Black's Law Dictionary provides a more comprehensive definition: "A notice, recorded in the chain of title to real property, required or permitted in some jurisdictions to warn all persons that certain property is the subject matter of litigation and that any interests acquired during the pendency of the suit are subject to its outcome."

Let's parse this definition into understandable segments.

Provides Notice

First, a *lis pendens* is a notice of a pending lawsuit. It tells all who read the document that a legal action has been commenced (and is pending) that may affect title to real property. The precise form and contents of the notice of *lis pendens* vary from jurisdiction to jurisdiction. Similarly, state statute also governs the timing as to when it's filed (e.g., simultaneous with the commencement of a lien foreclosure suit or shortly thereafter). (Although the *lis pendens* has its origins in common law, most states have enacted *lis pendens* statutes.)

Among other things, the typical notice includes a complete title of the lawsuit, a summary of the claims presented in the lawsuit, identification of the claimant, and identification of the real property that is the subject of the lawsuit (often by complete address and a full legal description of the real estate, similar to what you would find in a deed, mortgage, or other property record).

Recorded in the Chain of Title

Second, the notice gets recorded in the chain of title to real property. This typically occurs at the city register's office, county clerk's office, or wherever deeds, mortgages and other real estate records customarily are recorded. (Again, this varies by jurisdiction.) In this case, the notice of lis pendens likely will be recorded in the same property records office where your original mechanic's lien was recorded. For example, if the property is located in County X, you likely recorded your mechanic's lien in the clerk's office for County X; thus, you will record your notice of lis pendens there as well.

When you present the notice of lis pendens to the clerk, it typically is indexed in such a manner so that it appears in the chain of title to the real property in question. Thus, if someone is doing a title search to the real property—in connection with a purchase or refinance, for example—he would find deeds, mortgages, mechanic's liens and your notice of lis pendens.

The “Additional Leverage”

Third, the notice of lis pendens warns all persons that the real property in question is the subject matter of litigation and that any interests acquired while the litigation is pending are subject to its outcome. This is where the “additional leverage” discussed above comes into the picture.

A prospective purchaser of real property probably will be reluctant to close title to real property (assuming they can obtain title insurance and a bank loan) with a notice of lis pendens in place. No purchaser wants to negotiate the purchase of property with a seller who himself does not have good title (by virtue of the mechanic's lien and notice of lis pendens). The result is that the seller will try to settle its dispute with the lienor, so the lienor ultimately discharges its mechanic's lien and dismisses its lien foreclosure suit (and cancels the notice of lis pendens).

As long as the lien foreclosure suit is alive, title to the property remains in flux. One New Jersey Federal District Court recently explained, “[t]he filing of a notice of lis pendens has dual purposes. It ensures that a plaintiff's claim related to the property at issue is not defeated by a pre-judgment transfer of the property. It also informs a purchaser of that property that he takes the property subject to the outcome of the litigation.”

THE EXAMPLE OF PAUL PLUMBER

Let's consider our standard hypothetical example of Paul Plumber. You may recall that Paul was retained as a subcontractor to HAH Housebuilders Unlimited, a general contractor, to supply and install six high-powered Flusher-00 6500 china toilets for the \$1.5 million custom-built home of

Mary Moviestar located in Wealthy County. We previously analyzed liability issues after one of the toilets in Mary's home exploded, causing personal injury to one of Mary's guests.

For this example, let's assume that Paul is owed \$20,000 (the contract balance) for his work in connection with this project. Paul's attorney filed a mechanic's lien in accordance with state law, and the lien gets recorded in the Wealthy County register's office.

Following the filing of Paul's lien, his numerous demands to HAH for payment were ignored. Similarly, Mary Moviestar ignored Paul since she does not have a contract with him (and she figures that she does not have to worry about the lien because she isn't selling her house anytime soon). Left with no other choice, Paul has his lawyer, Ace Attorney, file a lien foreclosure action in Wealthy County Superior Court against HAH and Mary. Simultaneously, Ace Attorney files a Notice of Lis Pendens in the Wealthy County register's office. The notice includes the complete title of Paul's lawsuit, a summary of his mechanic's lien foreclosure claim, identification of Paul, and the legal description (including block and lot) of Mary Moviestar's house.

After Mary is served with the lawsuit papers, she forwards them to her attorney, Marvelous Marv, who reviews the paperwork and explains the ramifications of Paul's lawsuit and lis pendens. Marv tells Mary that Paul's lawsuit is now “linked” to her home in the Wealthy County register's property records, and, as a practical matter, she won't be able to refinance or sell until she resolves the lawsuit with Paul. Moreover, Marv explains that if Paul successfully prosecutes his lawsuit to its conclusion, it could result in the foreclosure of her home (whereby Mary's home would be sold, Paul's \$20,000 lien would be paid off, and Mary would get to keep the remainder of the proceeds).

To avoid the possibility of such a forced sale to pay off Paul's lien, Marv recommends that Mary settle with Paul. (Notably, Mary had not paid HAH for Paul's work. If she had done so, the outcome here might be different because Mary should not have to pay twice for the same toilets.)

The parties ultimately settle their dispute for \$18,000. Paul agrees to dismiss his lawsuit, file a cancellation of lis pendens with the Wealthy County register, and file a discharge of the mechanic's lien.

CONCLUSION

The notice of lis pendens, like a mechanic's lien, is a legal “tool” designed to help a subcontractor or supplier get paid. In Paul's case, the lis pendens,

coupled with the mechanic's lien, provided added pressure on Mary to settle her dispute with Paul.

Because the lis pendens is subject to the stringent requirements of state statutes, it is very important that you leave its preparation and filing to a qualified attorney. Only then will you be able to achieve the additional leverage that you occasionally need to get paid for your work on a project.

*Written by **STEVEN NUDELMAN** – he is a partner at the law firm of Greenbaum, Rowe, Smith and Davis LLP in Woodbridge and Roseland, New Jersey. He is a member of the firm's Litigation Department and its Construction, Green Building, and Dispute Resolution Practice Groups. He may be reached at 732-476-2428 or snudelman@greenbaumlaw.com.*

NEW ARRIVAL



Randy and Kathy McCook (*McCook Sales Company in Las Vegas and California*) welcomed 3rd child (1st girl) on September 18th, 2009

~ **Ashley Nicole McCook** ~

She is already "opinionated" by TIGERFLOW

REP NOTICE:

All PARTS ORDERS are now handled through RICK HESTER, TIGERFLOW Purchasing Manager – Please call Rick for pricing, availability & ordering or email him at rick.hester@tigerflow.com.

www.tigerflow.com

ON A SAD NOTE

www.tigerflow.com

CHARLES ANDREW "ANDY" HARTLEY **President – Dowdy & Associates** **Birmingham, AL** *By Marvin F. Yoder, Jr.*

On a sad note—our industry has lost a true friend and one of the really good guys.

Andy Hartley of Dowdy & Associates unexpectedly passed away on November 5, 2009 (see obituary below)

To all of us that knew Andy, he was truly a friend. Not only was Andy a great and knowledgeable business associate he could be counted on in any situation. I looked forward to the calls on Mondays to re-hash college football.

We all greatly miss him.

• HARTLEY, Charles Andrew, age 54, of Vestavia Hills passed away unexpectedly Thursday morning, November 5, 2009. "Andy," as he was known to all his many friends, was the husband of Connie Dowdy Hartley, father of Drew Hartley (Jenna), son of James "Jim" and Lee Hartley of Montgomery, brother of Debra Hartley Dawson and Susan Hartley Tucker, of Montgomery. He is also survived by his mother-in-law, Jinny Dowdy, sisters-in-law, Joan Mangina (Joe), Diane Flowers (Richmond), brothers-in-law, Jim Dowdy (Carol), Davis Dowdy, and many nieces and nephews. He was a graduate of Robert E. Lee High School in 1973, Auburn University in 1977, actively involved in helping to build the new Lambda Chi Alpha fraternity house in Auburn, president of his Advent Sunday School Class for several years, attended Youth Mission Trips (ASP) with his son, Drew, and served as President of Dowdy & Associates, Inc. Andy's friends and family members treasured his love and unfailing loyalty – he never met a stranger. His bright smile and joyous laugh will be missed by all who knew him young and old. Tailgate parties in Auburn will never be the same with out him, however, there was a loud War Eagle heard in Heaven when he was greeted by his "cohort and father-in-law" J.A. Dowdy. Everyone who knew him said, you couldn't meet a nicer person than Andy Hartley. A memorial service will beheld on Sunday, November 8 at 2:00 p.m. at Vestavia Hills United Methodist Church with visitation following. In lieu of flowers, the family requests memorials be made to Vestavia Hills United Methodist Church, 2061 Kentucky Avenue, Vestavia, AL 35216.

News to Use

Who to contact at TIGERFLOW

Mechanical Tech Support – Keith Pirtle
Electrical Tech Support – Chris Pirtle
Purchasing – Rick Hester
IOM's – Linda Poston
TIGERFLOW literature – Linda Poston
Quotes – Keith Pirtle
Sales Calls/Specs – Skip Roberts
Parts ordering – Rick Hester
**Parts Order Ship Dates – Rick Hester or
 Laura Nash**
Warranty – Keith Pirtle
Accounts Payable – Tulsa Office
Accounts Receivable – Tulsa Office
**Submittal Requests – Dianne Yoder/Linda
 Poston**
Drawing/Dimensions – Jason Ball
Releases – Dianne Yoder/Linda Poston
**New Job Purchase Orders – Dianne
 Yoder/Linda Poston**

**Submittals, comments and review –
 Dianne Yoder**
**System Ship Dates – Joel Nannis or Linda
 Poston**
**System Changes – Dianne Yoder or Linda
 Poston**

TIGERFLOW Production & Sales facility
Phone: 214-337-8780
Toll Free: 800-783-6756
Fax: 214-333-2742

TIGERFLOW North – Accounting
Phone: 918-591-2519
Fax: 918-591-2507

TIGERFLOW South – Sales (Skip)
Phone: 281-701-7547
Fax: 281-395-0788
Email: Skip.Roberts@Tigerflow.com

TIGERFLOW West – Sales (John)
Phone: 303-330-5588
Email: John.Santi@Tigerflow.com

TIGERFLOW RACING NEWS NEW 2010 RACING SCHEDULE

February 12-14	Bradenton Motorsports Park	Bradenton, FL	DIVISIONAL
February 19-21	Gainesville Raceway	Gainesville, FL	DIVISIONAL
March 11-14	Gainesville Raceway	Gainesville, FL	NATIONAL
April 9-11	Houston Raceway Park	Houston, TX	NATIONAL
April 23-25	Texas Motorplex	Ennis, TX	DIVISIONAL
May 14-16	Tulsa Raceway Park	Tulsa, OK	DIVISIONAL
June 3-6	Route 66 Raceway	Joliet, IL	NATIONAL
June 24-27	Summit Motorsports Park	Norwalk, OH	NATIONAL
August 27-29	Heartland Park Topeka	Topeka, KS	DIVISIONAL
September 16-19	Zmax Dragway	Concord, NC	NATIONAL
September 23-26	Texas Motorplex	Ennis, TX	NATIONAL
October 7-10	Maple Grove Raceway	Reading, PA	NATIONAL
October 22-24	Thunder Valley Raceway	Noble, OK	DIVISIONAL
October 28-31	The Strip at Las Vegas	Las Vegas, NV	NATIONAL
November 11-14	Auto Club Raceway	Pomona, CA	NATIONAL