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FROM THE PRESIDENT'S DESK



Ryan Burke
 Chapter President

What a great month for the Austin ASHRAE Chapter! We had a YEA happy hour, a great virtual chapter meeting on refrigerants and our first ever Fall Golf Tournament. All of these items were extremely stressful, even with an election and a pandemic. With that, I can't thank our member enough for their continued support in our local Chapter.

In our upcoming meeting, we will be discussed the design strategy around a proper dedicated outdoor air system. Our very own Randy Schrecengost will be providing us with this knowledge. You don't want to miss it!

As we approach the holiday season, we will be ramping down on the event front. We will likely have our annual YEA Build-a-Bike event where we get the opportunity to give back to our community, so be on the look out for more information and registration. Our last event of the 2020 year, will be our Chapter meeting on December 17th. We have the honor and privilege of hearing from our current ASHRAE Society President. Hopefully everyone can carve out some time around the holidays to join that virtual meeting.

I would like to re-iterate, we have an outstanding volunteer team and if you would like to join group. All experience levels are welcome whether this is your first volunteer gig or you've been an member for 20+ years! Please contact me at Ryan.Burke@jci.com and we'll get you started.

I look forward to seeing you at our upcoming meeting and events. Until further notice, the plan will be to have our first in person meeting in January for Ethics. We will continue to monitor the CDC and local guidance to adjust accordingly.

Sincerely,

Ryan Burke
 Austin ASHRAE Chapter President 2020—2021

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Quote of the Day

"It is better to rust out than wear out." - Edwin Markham

It isn't lost on anyone that 2020 has been a challenging time, just remember to keep striving to push forward even in the difficult elements.

UPCOMING EVENTS

Chapter Meeting:

- November 19:
11:30am-1pm
- December 17:
11:30am-1pm



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GET TO KNOW YOUR ASHRAE: MONTHLY INTERVIEW

Each month throughout this Chapter year I will be interviewing one of our many volunteers who make our Chapter what it is. Not only will this give you an opportunity to get to know them better (especially while we have virtual meetings), it will give you the opportunity to learn a little bit more about what each person is involved in within our Chapter.

This month's interview was with David Payne, who is our current Vice President and CTTC. My questions are in black, and his responses are in *blue*.

What is your current role with ASHRAE and what does that entail on a monthly basis? *My current role is VP/CTTC, basically I am in charge of setting up the monthly meetings and coordinating with the speakers every month to make sure the monthly sessions run smoothly.*

Where did you grow up, and what is one fun fact about your childhood? *Grew up in Leander, TX as a child then moved to San Jose, CA my freshman year of High School. Moved back to Texas about 6 years ago. As a child I loved summer time breaks as my grandparents used to pick up my brother and I and we'd RV around the country every summer getting to do all the cool stuff almost every state has to offer.*

How long have you been in Austin and what do you like to do in your spare time? *I've been back in the Austin area for about 6 years now, and current hobbies are reading, building Lego's with my daughter, and going to movies.*





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GET TO KNOW YOUR ASHRAE: MONTHLY INTERVIEW CONTINUED...

How long have you been in the industry and what experience do you have? I've been in the industry for about 23 years now in some form or another. I started at 15 installing light commercial rooftop units in a family company, then in college I moved to California Hydronics in the Bay Area. I started with them in 2007 and was with them until I moved here in 2014. Since then I have been to a few hydronics/HVAC firms, but currently I'm with Texas Air Products.

What do you enjoy most about your current job? I enjoy continual learning and growth. I had been on the wet side of the HVAC world for so long I really enjoy growing

in my knowledge on the air side.



What is your favorite thing about being involved in ASHRAE?

The relationships. I have developed great relationships and friendships with engineers in the market and a few I would call close friends. I also love the fact that I can keep learning monthly on different subjects even if it's something I don't sell or provide it's nice to continually learn what is out there in the market.



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NOVEMBER MEETING:

Austin ASHRAE! We have focused the beginning of the year on COVID topics, but are transitioning to more traditional topics for ASHRAE meetings. This month will be about Dedicated Outside Air Systems.

We are limiting the tech sessions before main speakers this year to try and simplify the virtual meeting process to be respectful and everyone's time. We are working to keep the meeting to 1.5 hours: 11:30-11:45 chapter announcements, 11:45-12:45 main topic, Q&A 12:45-1:00.

Our Speaker:

Randy Schrecengost, PE, CEM, BEAP, CxA, Member ASHRAE, is a senior project manager, principal mechanical engineer, and serves as the Mechanical / Chemical Department Manager of the local Austin office of Stanley Consultants, Inc. He has over 33 years of experience in design and project management at all levels of engineering, energy consulting and facilities engineering. His emphasis is on mechanical systems including work with large central plants and industrial facilities for both domestic and international clients. Mr. Schrecengost has both a BS and ME degrees in mechanical engineering from Texas A&M University.

Randy is a frequent author and serves on the editorial advisory board for Consulting-Specifying Engineer magazine. He has recently co-authored an ASHRAE 125th Anniversary history book for ASHRAE titled "Adventures in Heat & Cold: Men and Women Who Made Your Lives Better", where he focused on the diversity that exists within our industry.

Course Description:

Title: Dedicated Outside Air Systems – DOAS Applications & TC 8.10

Description: Dedicated outdoor air systems (DOAS) are growing in popularity but are still a relatively new technology. ASHRAE's Design Guide for Dedicated Outdoor Air Systems (DOAS) offers comprehensive guidance from industry experts to simplify DOAS design, installation, operation, and management. Guided by the information in this book, HVAC system designers will be able to optimally incorporate DOASs into their projects. Architectural designers, building developers and owners, maintenance professionals, students, teachers, and researchers may also find the contents useful.

Meeting Info:

This is a virtual meeting with registration through Star Chapter. You will receive an invite link to access this meeting before the meeting date and time.



David Payne

VP—Programs



Randy Schrecengost

Stanley Consultants, Inc



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Membership Promotion:

Dear Austin ASHRAE Members:

Reference: Unpaid Society Dues

Thank you to our new members and to those that have renewed. For those of you that are about to have their membership end or are currently listed as delinquent, this message is a reminder to please renew and pay your dues, both locally and for society. We strongly encourage you to do so as soon as possible. Furthermore, if you know anyone else that is new to the area or industry, please have them reach out to myself or encourage them to join ASHRAE.

As summarized in our August newsletter, we are continuously trying to reduce our Chapter's delinquency counts throughout the year by reminding members to pay their dues once their paid Society year is complete. Please refer to last month's newsletter, or simply call me, for details on how Society monitors your membership and its various notifications. Remember that once you are on the member delinquency list, you are in a catch-up mode until you make payments (sometimes two close together) at some point during the billing cycle to become current.

Please also remember that Society membership is a prerequisite to local membership. Local membership in Austin's Chapter helps support our local efforts. You can pay your local dues of **\$40** at the same time you pay your Society dues, or simply bring your dues payment to a monthly meeting. This will allow us to keep you informed on all local activities.

If you have any questions, please feel free to contact me at 512-472-6721 during the day, or via email at rsoto@pagethink.com. If you find that you have not paid your dues, you can go to the ASHRAE website and pay your dues online at www.ashrae.org. Should you have any questions regarding this effort, do not hesitate to contact ASHRAE headquarters at 1-800-5ASHRAE.

Remember that PAID members have the greatest impact on both Society's and the local Chapter's financial bottom line. Stay safe everyone and have a happy Thanksgiving!

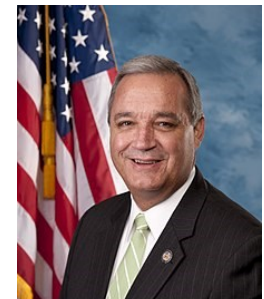
Respectfully Submitted,

Ricardo Soto, Membership Promotion Chair

Jeff Miller, Membership Promotion Co-Chair



Ricardo Soto
MP Chair



Jeff Miller
MP Co-Chair

Join ASHRAE





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Research Promotion:

ASHRAE's research program, established in 1912, supports 140 research projects with a combined value of more than \$15 million. Research focus includes energy and resource efficiency, indoor environmental quality, design and operation and management tools, alternative technologies and materials and equipment. Through scholarships, grants and awards, the Society supports engineering education for undergraduate students and research projects for graduate engineering students and new post-doctoral scholars.

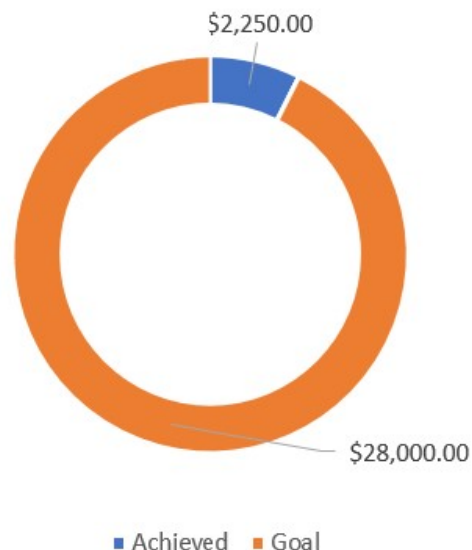


Gayle Davis
RP Chair

Currently, we are at **\$2,250** or **8%** of our Chapter goal of **\$28,000**.

You can donate at any time by accessing this link. <https://xp20.ashrae.org/secure/researchpromotion/rp.html>

2020-21 Research Promotion (RP) Campaign





November 2020

Volume 65, Issue 04



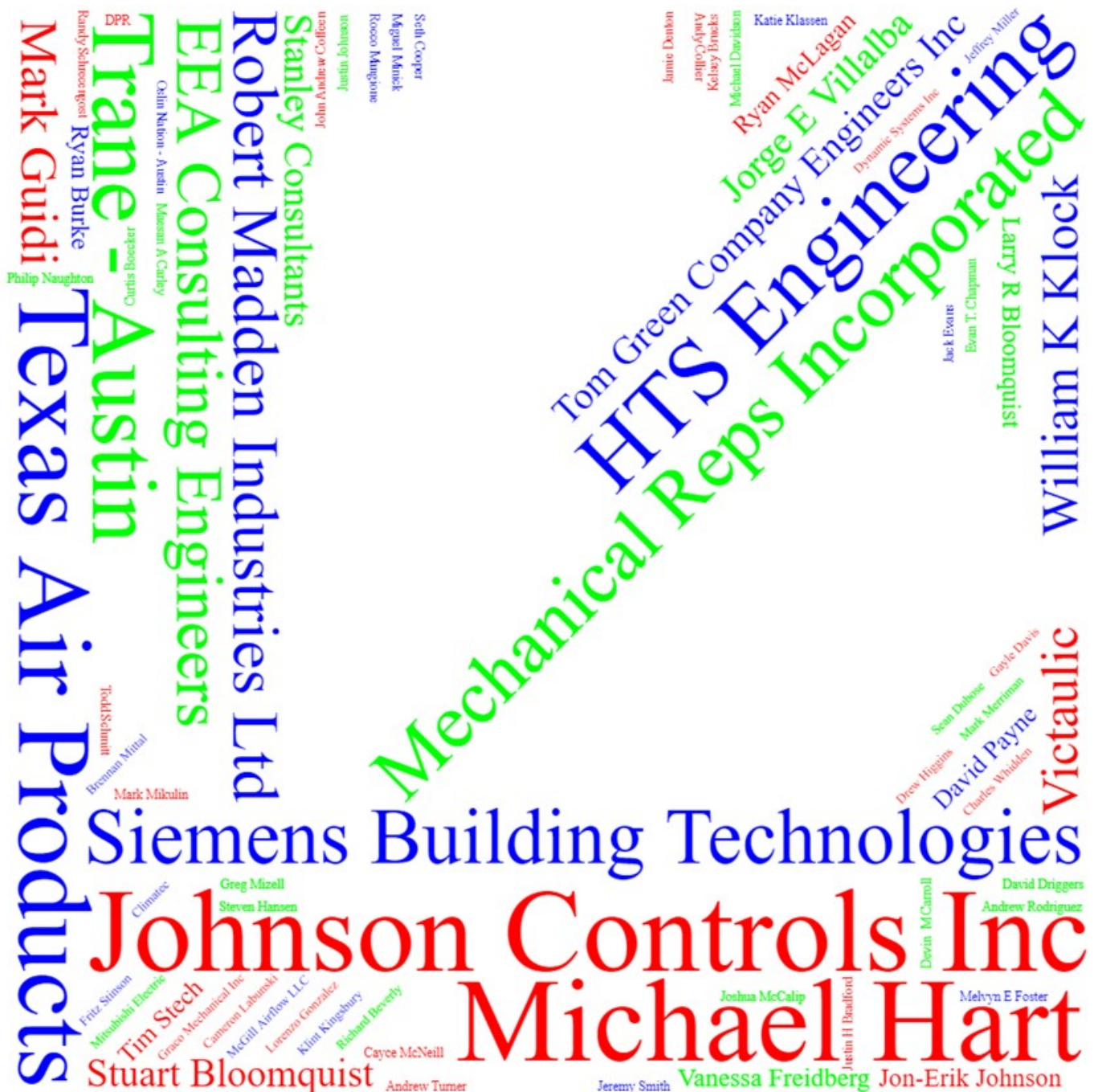
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Thank you to all RP Donors 2019-





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Student Activities

Post-High Event Horror Stories From my Early Years in Engineering

Special thank-you to Randy Schrecengost, Bill Klock, and Mark Fly with the Northeastern Oklahoma chapter for sharing their horror stories and answering questions for college students! Thank you to Scott Brown for hosting the virtual meeting.

**Nick Prisco**

Student Activities Chair



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TREASURER'S REPORT



LORENZO GONZALEZ
Treasurer

CATEGORY	Actual	BUDGET	Difference
INCOME		\$ 78,400.00	
ASHRAE University Income		\$ 3,750.00	\$ 3,750.00
Austin Chapter Dues Income	\$ 1,669.00	\$ 10,400.00	\$ 8,731.00
Fall Bowling Tournament Income		\$ -	\$ -
SpringBowling Tournament Income		\$ 3,500.00	\$ 3,500.00
Top Golf Income		\$ 8,000.00	\$ 8,000.00
Golf Tournament Income	\$ 17,831.90	\$ 27,000.00	\$ 9,168.10
Meeting Income	\$ 1,050.14	\$ 7,750.00	\$ 6,699.86
Sporting Clay Income		\$ 12,000.00	\$ 12,000.00
Sponsorships		\$ 6,000.00	\$ 6,000.00
Misc	\$ 100.00	\$ -	\$ (100.00)
TOTAL	\$ 20,651.04		
EXPENSES		\$ 78,400.00	\$ 78,400.00
Accountant (Taxes)		\$ 600.00	\$ 600.00
ASHRAE University Expenses		\$ 2,125.00	\$ 2,125.00
Fall Bowling Tournament Expenses		\$ -	\$ -
Spring Bowling Tournament		\$ 1,300.00	\$ 1,300.00
Chapter Expenses	\$ 149.25	\$ 700.00	\$ 550.75
CRC Reimbursement Expenses		\$ 3,000.00	\$ 3,000.00
2024 Austin CRC Host Fund		\$ 1,200.00	\$ 1,200.00
Top Golf Expenses		\$ 4,750.00	\$ 4,750.00
Golf Tournament Expenses	\$ 7,884.18	\$ 18,000.00	\$ 10,115.82
Guest Speaker Expenses		\$ 600.00	\$ 600.00
Sponsorships			
Meeting Expenses		\$ 7,500.00	\$ 7,500.00
Region VIII Membership Expenses		\$ 1,800.00	\$ 1,800.00
Research Contribution - Endowments		\$ 20,000.00	\$ 20,000.00
Research Contribution - General		\$ 2,475.00	\$ 2,475.00
Sporting Clay Expenses		\$ 8,500.00	\$ 8,500.00
StarChapter Expenses	\$ 300.00	\$ 1,200.00	\$ 900.00
Student Activities Expenses		\$ 225.00	\$ 225.00
Student Dinners		\$ 175.00	\$ 175.00
Student Scholarships & Conferences		\$ 3,000.00	\$ 3,000.00
YEA Expenses		\$ 1,250.00	\$ 1,250.00
TOTAL	\$ 12,217.61		\$ -

Account Summary

Customize

BUSINESS CHECKING ...1632 Available balance \$2,396.43

Order business checks today

BUSINESS MARKET RATE SAVINGS ...3471 Available balance \$13,438.33



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MEETING MINUTES

August 2020 ASHRAE Board of Governors Meeting via Zoom

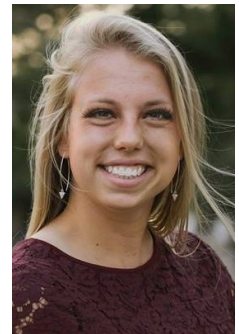
10/12/2020, 4:04 PM

Meeting Opened – 4:04 PM

- Attendees: **Cody, Vanessa, Katie, Lorenzo, Maesan, Maile, Mark, Ricardo, Stuart, Wyatt, Randy**
- Chapter Meetings (Dates and Times)- David Payne
 - 10/15: Virtual (11:00 am to 1:00 pm)
 - 11/19: Virtual (11:00 am to 1:00 PM)
 - Meetings are being held virtually for the safety of all ASHRAE members. When it is safe to so, meetings will resume in person
- Ryan Burke- President
 - RVC and MBOs complete
- Stuart Bloomquist- President Elect
 - All news letters sent in, RVC update provided, calendar is set for the remainder of 2020
- David Payne- CCT
 - Does anyone need help with anything?
- Lorenzo Gonzales- Treasurer
 - Star Chapter has an option to have members paid for meeting, Stuart needs to be added to the bank account
- Ricardo Soto- Membership Promotion
 - Focus plan started for a new year membership promotion
- Maesan Carley/ Cody Wisenbaker- YEA
 - Next event is at Penthouse Pizza on Burnet (November 6th)
- Wyatt Hahn- Electronic Communication
 - RVC Update complete
- Gayle Davis- Research Promotion
 - Upcoming events: Golf Tournament, Top Golf and Skeet Shoot, Full Circle is almost complete

Katie Klassen

Secretary



do

Meeting Adjourned at 4:21 PM

Next BOG Meeting 11/16/2020 at 4:00 pm



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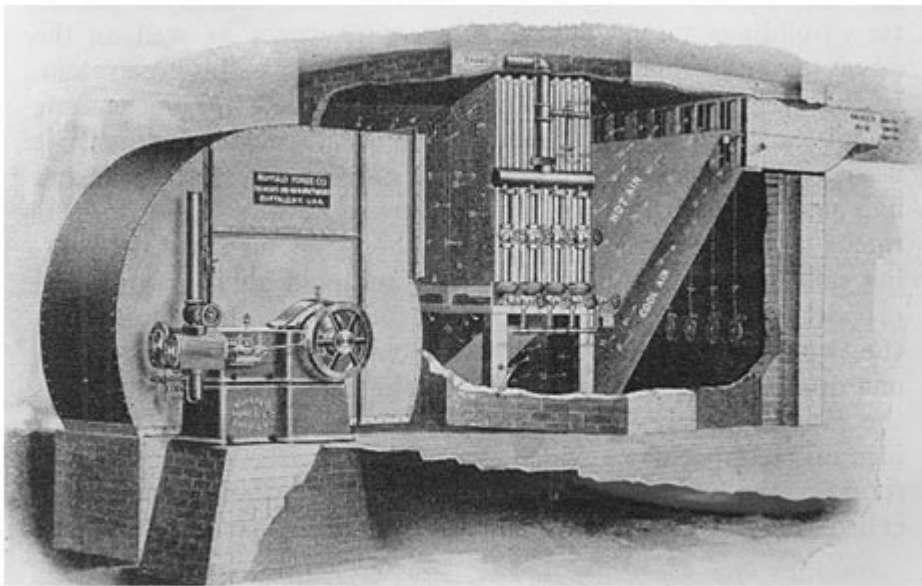
Refrigeration Committee Updates:

- Thank you everyone for attending the meeting regarding refrigerants! We hope everyone enjoyed the presentation and learned about the industry trends for low greenhouse potential refrigerants. Since there are no further updates– below is a fun fact regarding refrigeration:

The first building to be air-conditioned only for comfort was the New York Stock Exchange in 1902. The building had ductwork made from bricks to distribute the air within the building. The HVAC system was designed by Willis Carrier before

**Lorenzo Gonzalez***Refrigeration Chair*

the
Carrier cor-



poration was even incorporated.



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ASHRAE AUSTIN WEBMASTER

In this continuing COVID-19 era that we are navigating, electronic communications have become increasingly more important. We in the Electronic Communications Committee (ECC) want to make sure that you get the information you need about our Chapter operations in a timely manner. To that end, you can get your information in many different places. You can find them on our website (austinashrae.starchapter.com), through your email (make sure you are subscribed, and if you don't think you are, reach out to us!), or through social media (go follow our accounts now!)

As we start the year, we are making some upgrades to our website. One such upgrade is the ability for you to get more involved in the chapter! In the ["Get Involved" page](#) on our website, you can suggest a meeting topic, volunteer to help our chapter, or make a general inquiry! Austin ASHRAE is all about its members, and as such, we always welcome your input!

If you haven't already, follow us on social media to discover more ways to stay connected in everything that is happening in Austin ASHRAE!



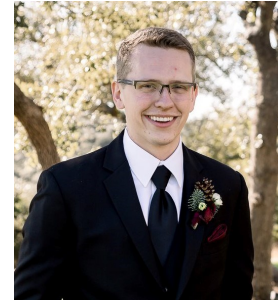
<https://www.linkedin.com/company/austinashrae/>



<https://www.facebook.com/austinASHRAE/>



[@austinASHRAE](https://www.instagram.com/austinASHRAE)



Wyatt Hahn

Electronic Communications Chair

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Government Affairs Committee Update

With the election behind us (sort of) things should settle down and return to normal for ASHRAE and our government outreach activities.

One the national level, Dr. William Bahnfleth, ASHRAE Presidential Member and Chair of ASHRAE's Epidemic Task Force, participated on a webinar panel entitled, "Schools in a Post-COVID World: Challenges and Opportunities for Congress." The program was sponsored by Building Action and the International Well Building Institute. The webinar featured Senator Jack Reed (D-RI), sponsor of the Rebuild America's Schools Act, which would provide **\$100 billion** over 10 years to improve the physical and digital infrastructure of American schools. A full broadcast of the webinar is archived on the ASHRAE.GOV site.

**Jon-Erik Johnson***GGAC Chair*



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CHAPTER ROSTER

OFFICERS

President	Ryan Burke	Johnson Controls, Inc.	512.914.8799	ryan.burke@jci.com
President Elect / Newsletter Editor	Stuart Bloomquist	Mechanical Reps Inc	512.698.8175	stuartb@mechreps.com
Vice President / Programs CTTC	David Payne	TAP	512-639-9562	Dpayne@txap.com
Treasurer / Finance Committee	Lorenzo Gonzalez	EEA Consulting Engineers	512.744.4400	lorenzogonzalez@eeace.com
Secretary	Katie Klassen	Heat Transfer Solutions	512.466.0140	katie.klassen@hts.com

BOARD OF GOVERNORS

BOG-1 Research Promotion s	Gayle Davis	Stanley Consultants, Inc.	512.427.3639	davisgayle@stanleygroup.com
BOG-2 Nomination Chair	Vanessa Freidberg	Siemens Industry, Inc.	512.461.0404	vanessa.freidberg@siemens.com
BOG-3	Mark Merriman	Texas Air Systems	512.801.2986	mark.merriman@texasairsystems.com
BOG-4	Wyatt Hahn	Tom Green & Company Engineers	512.897.5098	wyatth@tgce.com
BOG-5	Andy Collier	Texas Air Products	512.294.4415	acollier@txap.com

CHAPTER COMMITTEE CHAIRS

Auditing/Nominating	Vanessa Freidberg	Siemens Industry, Inc.	512.461.0404	vanessa.freidberg@siemens.com
CRC Delegate (President)	Ryan Burke	Johnson Controls, Inc.	512.914.8799	ryan.burke@johnson.com
CRC Alternate (Pres-Elect)	Stuart Bloomquist	Mechanical Reps Inc	512.698.8175	stuartb@mechreps.com
Electronic Communications / StarChapter	Wyatt Hahn	Tom Green & Company Engineers	512.897.5098	wyatth@tgce.com
Grassroots Govt. Advocacy Chair	Jon-Erik Johnson	Texas Air Systems	210-842-2329	jon-erik.johnson@texasairsystems.com
Grassroots Govt. Advocacy Co-Chair	SEEKING VOLUNTEERS	SEEKING VOLUNTEERS	SEEKING VOLUNTEERS	SEEKING VOLUNTEERS
Honors & Awards	Bill Klock	EEA Consulting Engineers	512.423.2820	billklock@eeace.com
History	Randy Schrecengost	Stanley Consultants, Inc.	512.427.3623	schrecengostrand@stanleygroup.com
Membership Promotions Chair	Ricardo Soto	Page Southerland Page, Inc.	972.971.0974	rsoto@pagethink.com
Membership Promotions Co-Chair	Jeff Miller	Texas Air Products	210-391-7931	jmiller@txap.com
Reception/Attendance Chair	SEEKING VOLUNTEERS	SEEKING VOLUNTEERS	SEEKING VOLUNTEERS	SEEKING VOLUNTEERS
Refrigeration	Lorenzo Gonzalez	EEA Consulting Engineers	512.744.4400	lorenzogonzalez@eeace.com
Student Activities Chair	Nick Prisco	Freese & Nichols, Inc.	817-372-3608	Nick.Prisco@freese.com
Student Activities Co-Chair	Scott Brown	Garver	512-539-1950	SCBrown@GarverUSA.com
Sustainability Chair	SEEKING VOLUNTEERS	SEEKING VOLUNTEERS	SEEKING VOLUNTEERS	SEEKING VOLUNTEERS
Young Eng. in ASHRAE (YEA) Chair	Cody Wisenbaker	HTS	281-787-6010	Cody.Wisenbaker@hts.com
Young Eng. in ASHRAE (YEA) Co-Chair	Maesan Carley	Stanley Consultants, Inc.	512-427-3600	carleymaesan@stanleygroup.com

CHAPTER COMMITTEE MEMBERS

History Committee	Maesan Carley	Stanley Consultants, Inc.	512-427-3600	carleymaesan@stanleygroup.com
History Committee	Trevor Crampton	Robert Madden Industries	512.923.8751	trevor.crampton@rmadden.com
Elec Communication Committee	Brenna Bolton	Trane	512.712.6745	brenna.bolton@trane.com
Elec Communication Committee	John Knauss	Johnson Controls, Inc.	512.289.8146	john.knauss@jci.com
Membership Promotion Committee	Ryan McLagan	Texas Air Systems	512-217-4781	ryan.mclagan@texasairsystems.com
Reception/Attendance Committee	Maile Guieb	Mechanical Reps Inc	512-444-1835	maileg@mechreps.com



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Industry History—The Comfort Makers—Part 13

As we continue with brief articles about “The Comfort Makers”, we need to finish our story from last month regarding the **Buffalo Forge Company, of Buffalo, New York.**

Did you know?

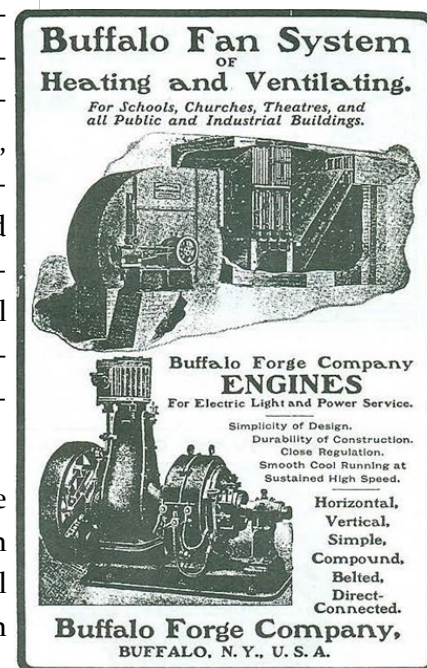
Figure at Right and Below: Advertisement for Buffalo Fan Systems and Engines, Buffalo Forge Co., Buffalo, New York State, Heating & Ventilating Buildings, Rolla C. Carpenter (President ASHVE, 1896), 1910, p. 3; taken from Brian Roberts, ASHRAE’s “The Comfort Makers”, p. 24

Also, on July 17, 1902, an employee of Buffalo Forge, submitted drawings for what became recognized as the world's first modern, electrical air conditioning system. This employee was Willis H. Carrier. The design was in response to air quality problems experienced at the Sackett-Wilhelms Lithographing & Publishing Company of Brooklyn, and this installation marked the birth of air conditioning because of the addition of humidity control. Soon after, authorities, in this new field called A/C, recognized the four basic functions for air conditioning: 1) temperature control; 2) humidity control; 3) air circulation and ventilation control; and, 4) cleanse the airstream. The Buffalo Forge company then quickly branched into heating, air handling, air conditioning, as well as dust collectors, and combination woodworking machines. Willis H. Carrier of Buffalo Forge continued on other designs for the first practical commercial dehumidifiers and air conditioners.

As the company continued to pioneer the development of moving large masses of air, they purchased the Buffalo Steam Pump Company in 1904. In this North Tonawanda facility, Buffalo Forge began producing centrifugal pumps capable of moving large quantities of liquids and semi-liquids. With the three basic products being produced; pumps, machine tools, and air-handling equipment, Buffalo Forge grew to become one of the largest employers in the city of Buffalo, and at one point had several other plants in the United States, Canada, and Mexico.



**Randy Schrecengost,
Historian**

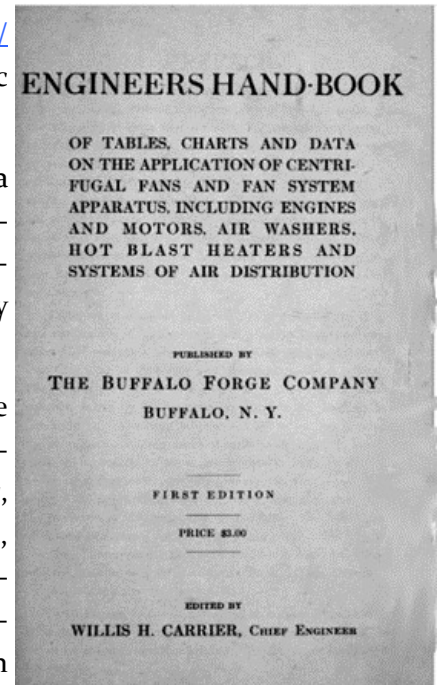


Industry History—The Comfort Makers—Part 12 (Continued)

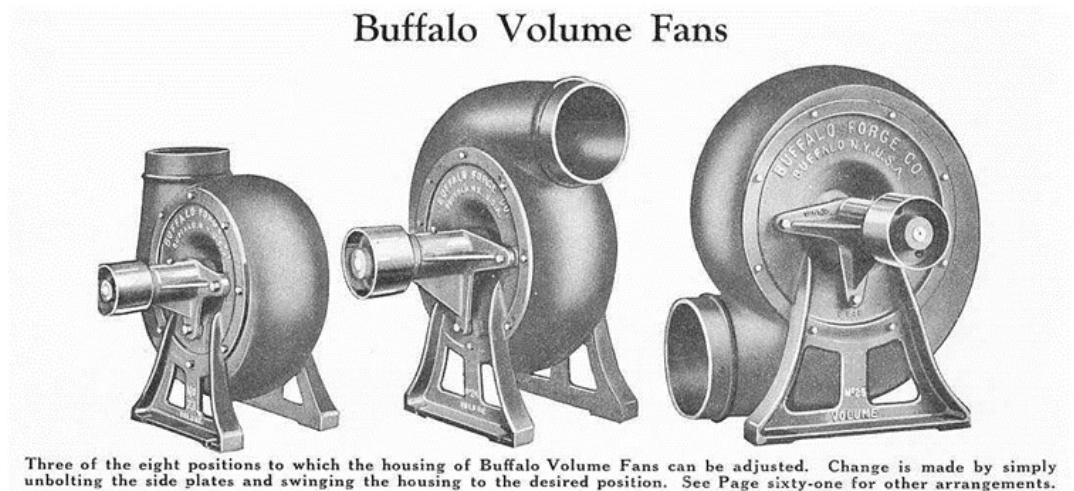
At Right: By Willis Carrier - From the book at archive.org, <https://archive.org/stream/engineershandboooobuff#page/n4/mode/1up>, Public Domain, <https://commons.wikimedia.org/w/index.php?curid=27119677>

In 1915, Carrier left and founded the Carrier Corporation, which became a company specializing in the manufacture and distribution of heating, ventilation, and air conditioning (HVAC) systems. In 1916 William sold his interest to his brother Henry, and after Henry's death in 1929, Henry's son Henry became chairman while his other son Edgar became president.

The Wendt family retained ownership of the company until 1941, when the ownership was broadened by a public stock offering. The company was acquired by Ampco-Pittsburgh in 1981, in what began as a hostile takeover, although the Wendt family eventually agreed to sell their shares. In 1993, Ampco sold Buffalo Forge to the Howden Group P.L.C. of Scotland. One-month later Howden closed the Buffalo Forge manufacturing plant, eliminating 400 jobs, aimed at the blower operations. Edgar Wendt retired in 1958 and Henry retired in 1966.



Below: From the Buffalo Forge Company 1929 Catalog No. 801. Buffalo Volume Fans were a new development from the "B" Volume Blowers and Exhausters which were popular for years. These Volume Fans had solid peripheral shell construction that made "B" fans popular and were rigid and compact to resist deterioration from moisture, heat, acid fumes, or gritty dust. The Volume Fans were equipped with heavy duty, dust-proof ball bearings with deep raceways in both inner and outer rings, giving better efficiencies and to insure efficient, trouble-free running. The fans' side plates and feet were cast in one piece to permit adjusting the housing to any one of eight different positions of discharge for either clockwise or counterclockwise rotation. The one fan could be used as either a blower or exhauster.



Please note: excerpted from:

<https://en.wikipedia.org/wiki/Buffer>

[Buffalo Forge Company,http://wiki.vintagemachinery.org/Default.aspx?](http://wiki.vintagemachinery.org/Default.aspx?Page=Buffalo+Forge+Company+History&AspxAutoDetectCookieSupport=1)

[Page=Buffalo+Forge+Company+History&AspxAutoDetectCookieSupport=1](http://wiki.vintagemachinery.org/Default.aspx?Page=Buffalo+Forge+Company+History&AspxAutoDetectCookieSupport=1), last modified by Krucker on July 17, 2010;

<http://www.vintagemachinery.org/mfgindex/detail.aspx?id=129>, last modified by Jeff Joslin, October 22, 2019; from text reprinted from Buffalo: Lake City in Niagara Land, by Richard C. Brown and Bob Watson. USA:Windsor Publications, 1981; and, "The Comfort Makers" by Brian Roberts, page 24.

Respectfully Submitted, Randy Schrecengost, Historian

During this year: The Civil Aeronautics Act is signed into law, forming the Civil Aeronautics Authority as an independent agency in the United States (effective August 22). A 450-metric-ton (496-short-ton) meteorite explodes about 12 miles (19 km) above the earth. The Mauthausen concentration camp is built in Austria. The South African Press Association is established, with offices in Cape Town, Johannesburg, Dur-
 tein and Pretoria.

**DOES
"BUSINESS AS USUAL"
MEAN HEADACHES FOR YOU?**

When your retail clients say "business as usual" they want quick work on air conditioning installations. Here's how one engineer speeded the job in a large midwestern department store.

Galvanized Armco PAINTGRIP sheets were used for all exposed ducts. They were painted immediately with full assurance that the paint would stick. No acid etching was required, saving time and eliminating the chance of splattered acid damaging valuable merchandise.

Armco PAINTGRIP has a substantial galvanized coating that is specially treated to take and hold paint. The PAINTGRIP film insures a chemical neutrality that retards drying out of paint—makes it last longer without peeling or flaking.

You too can save time, speed work and give your clients a better job by using Armco galvanized PAINTGRIP for ducts and other exposed parts. The nearby Armco distributor can give you complete information and quick deliveries. Be sure to see him before you specify sheet metal for that next job. The American Rolling Mill Company, Executive Offices: 2081 Curtis Street, Middletown, Ohio.

ARMCO PAINTGRIP SHEETS

HEATING, PIPING AND AIR CONDITIONING, JULY, 1938

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