

# The Filter

A Cary Services, Inc. Newsletter

Facility & Product Temperature Management | Proactive Budget Control & Preventive Maintenance Specialists

Spring 2017

## Building Energy Management & Automation Advantages

# 30%

*energy efficiency savings can easily be achieved with new commercial or industrial HVAC systems*

Building automation systems are an integral part of most every new commercial office building, warehouse or manufacturing facility, and are critical to reducing utility costs and creating efficient building operation.

We offer custom system design and installation, integration of disparate automation systems, system support and maintenance and emergency repair. We service all major building automation and energy management systems including: Siemens, Honeywell, Staefa and Johnson Controls. Our expert technicians know how to optimize your automation system to help you operate your building more reliably and cost effectively. Because these systems can be complex and are always evolving, we also provide initial and ongoing training for building or facility staff and management.

## Cary Services Introduces New Team Members

### Ricky Law

We are happy to announce that Ricky Law joined our Abilene staff in October of this year as Account Executive. Ricky was born and raised in Hale Center, Texas, just north of Lubbock. He trained at TSTI for the HVAC trade and spent 11 years in our industry



before going into the insurance business, where he worked for 27 years.

Ricky is now able to use both his experience in HVAC and sales at Cary Services. He is married to Rhonda and they have two daughters and three granddaughters.

In his spare time, Ricky is either working on a home improvement or church project, or spending time with his family. Please welcome Ricky to Cary Services and the Abilene team.

### Trammell Stewart

It is our pleasure to announce that Trammell Stewart has joined Cary Services as our new account executive for the Houston territory. Trammell is a born and raised Houstonian. His background consists of hands-on experience in



the field as an HVAC technician. Most recently, he has worked in the property management business.

Trammell and his wife, Natalie, reside in Cypress. They have three young children.

In his spare time, Trammell enjoys working around the house on various projects and spending time with his family. Please welcome Trammell to Cary Services and the Houston team.

### Matt Misner

We are pleased to introduce Matt Misner, who joined us in December as Account Executive in our DFW territory. Matt grew up and attended school in Aledo, Texas. After high school, he joined the U.S. Marine Corps. After his military service, he took



a job in Michigan and settled in Ft Wayne, Indiana, but Texas kept calling him home. After 20 years away, Matt has returned to Texas. He has several years of HVAC-related experience, which will allow him to hit the ground running at Cary Services.

Matt is married to Denise, whom he met while living in Michigan. They have one daughter and three sons. Matt enjoys coaching baseball, camping, hunting and going to church. He has a passion for mission work, and travels every year to Panama. Please welcome Matt to Cary Services and the Dallas-Fort Worth team.



Contact Us Toll Free 24/7 | 888-229-1757

Abilene | 325-695-7283 | Mark Cary, Chairman/CEO | Tony Cary, VP of Field Operations | Jerry Eichhorst, General Manager

D.F.W. & North Texas Region | 817-596-9877 | Frankie Moeller, General Manager

Houston | 281-219-1900 | Kevin Dean, General Manager

Big Spring - Midland & Odessa | 432-264-7919 | 432-617-0173 | Richard Brandner, Service Manager

San Angelo | 325-944-2580 | Jerry Eichhorst, General Manager

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# Safety Meeting Pointers

Regular safety meetings demonstrate the importance you and your organization place on safety. But to work, safety meetings have to address real issues and tackle them seriously. Here are some pointers:

- **Be short and specific.** Employees will have an easier time remembering two or three specific ideas rather than a dozen or more. Pick a theme for the meeting—lifting, for instance, or computer ergonomics—and cover that.
- **Ask questions.** This is your best opportunity to find out what works and what doesn't from the people who deal with safety issues every day. Ask for their input and feedback on how their jobs can be made safer.
- **Answer questions.** Always allocate time on your agenda for discussion and Q&A. If you don't have an answer, say so—but then find out and communicate your commitment to safety.
- **Provide a handout.** Always give team members something to take away with them. Even a one-page list of reminders they can post and refer to will help anchor your safety message in employees' minds.

## Test Your Ethics

Decisions about ethics (what's the right thing to do when the situation isn't clear) are the toughest ones you'll face on the job. Ask these questions to find the right path:

- **What are the facts?** Make sure you know what's going on, who will be affected by the decision, and what you don't or can't know.
- **What are your options?** Consider several different solutions, weighing the consequences of each before choosing one.
- **Is it legal?** If the answer is no, find a different solution. Even if the answer is yes, continue investigating. Just because you can do X doesn't mean you should.
- **Can you justify it?** Imagine explaining your decision and the reasons behind it to a stranger. Would you be proud of what you did, or ashamed?

## Punctuation Is Powerful

Maria Feodorovna, the wife of Tsar Alexander III of Russia, was known for her charitable works. According to one story, she once saved a condemned man from exile in Siberia by moving a single comma in the warrant signed by her husband.

The original document read: "Pardon impossible, to be sent to Siberia." The Empress moved the comma so the warrant read: "Pardon, impossible to be sent to Siberia." The man was saved and released.

What was the original purpose of the Leaning Tower of Pisa?

## Structured Trivia

- 1) Sydney harbor bridge is an example of which kind of bridge construction?
  - a) cantilever
  - b) arch
  - c) box girder
  - d) suspension
- 2) What did the Romans build at Ostia, Boulogne, Ravenna and Dover?
  - a) temples
  - b) markets
  - c) lighthouses
  - d) walls
- 3) Which famous French engineer provided the iron skeleton for the Statue of Liberty which stands in New York harbor?
  - a) Gustave Eiffel
  - b) André Citroën
  - c) Pierre Henri Hugoniot
  - d) Henri de Dion
- 4) What was the original purpose of the Leaning Tower of Pisa?
  - a) a prison
  - b) a bell tower
  - c) a military lookout
  - d) a church

**Answers:** 1) b; 2) c; 3) a; 4) b

## Did You Know? . . .

We offer 24-hour/7-day-a-week services, with our trained, professional service technicians. Give us a call locally or toll-free. We're ready to help!

To contact our **Centralized Service Dispatch**, call **toll-free: 888-229-1757**

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*Cary Services is the proud recipient of the Better Business Bureau Torch Award (2005) for Marketplace Ethics*



## Commercial Air Conditioning Services

**Keeping your building operating costs low and ensuring you get the most from your asset**

Cary Services can install or design-and-build any type of air conditioning system required in your commercial or industrial setting. We recommend installing only high-efficiency systems to obtain the most energy-efficient facility in the market. Although we have access to virtually any brand of equipment, we are not beholden to any particular manufacturer as a dealer, preferring instead to provide unbiased recommendations specific to each customer's needs.

As a building's facility manager, you are responsible for the proper standard of care for its occupants. Aside from the health, wellness and comfort of the employees, tenants and customers in your building, how can you go wrong with lower utility costs and extended life on your HVAC equipment?

Our commercial air conditioning services include:

- Warranty compliance and quick repairs
- System maintenance programs
- Rooftop units
- Building automation systems, monitoring and service
- Air conditioning maintenance
- System replacement
- System installation
- Programmable thermostats

**We're doing our part.** This newsletter is printed on environmentally-friendly paper—50% recycled, using 25% post-consumer waste, and is composed of a mixture of fibers from certified forests, post-consumer recycling processes and fibers from other controlled sources.



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