

The Filter

A Cary Services, Inc. Newsletter

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

Summer 2016



New Team Member

Mark Lovett

Say "hello" to Mark Lovett! Mark joined our San Angelo territory in January of this year. Mark was born in Illinois, but graduated from high school in Alabama. He later returned to Illinois where he attended HVAC/R trade school and worked in the trade for a period of time.

Then, Mark became a truck driver and owned his own truck. However, the HVAC/R industry kept calling him and he returned to what he has always loved. He has lived in Texas since 2006 and moved to San Angelo in 2013.

Mark is married and has four children. He enjoys spending time with his family, being involved in his church and it's ministry, and riding motorcycles.

We are pleased he has brought his passion for our industry to Cary Services.

Jerry Eichhorst Named Vice President of Business Development

Please join me in congratulating Jerry Eichhorst! On April 1st, Jerry was promoted to the position of Vice President, Business Development for Cary Services, Inc. His new responsibilities will be the redemption of company-wide sales and profitability goals, while administering policies and procedures. As we continue to hire and train key personnel in the various market locations, our territory and corporate office leaders will report directly to Jerry in obtaining their respective goals.

Jerry joined the company in April of 2010 and most recently served as the general manager for the Abilene and San Angelo territories. With a management degree from Texas Tech and 37 years of sales and management experience, we are truly blessed to enjoy his service to our employees and customers.

Jerry is married to Sharon, and they enjoy their three daughters and two granddaughters. His personal interests include serving as chairman of the congregation at his church, home improvement projects and cooking out with friends and family. Saaaalute!



Jerry Eichhorst

Your Single-Source Problem Solver

Cary Services, Inc. has well over 100 combined years of experience in the design, construction, installation, and servicing of mechanical, building automation, and energy management systems. Since 1994 we have grown to serve more than 100,000 square miles in West, North and South Texas, and our company is designed and focused to service facilities like yours. What this means to you is that we provide top-quality technicians who can handle literally any and all heating, ventilating, air conditioning, refrigeration and automation systems needs.

Because of our commitment to service, as well as our diversification as a full service mechanical contractor, we can be your single source problem solver. We utilize a computer system that records, stores and provides us with the information we need to perform the right maintenance tasks for your system at the right time. Through innovative ideas and commitment to service, Cary Services is a company designed to exceed your expectations. Our goal is to become your partner by delivering success from the service line to the bottom line.

Whether your facility is old, new, under construction, or renovated—and even if you have an in-house maintenance staff—you owe it to yourself to give serious consideration to Cary Services. Give us a call today at 888-229-1757.



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 | Michael Wilson, General Manager

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

Big Spring – Midland & Odessa | 432-264-7919 | 432-617-0173 | Eric Torres, Service Manager

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

Visit us online at www.caryservices.com

“Secret” Word Origins

The origin of common words in the English language can be fascinating. Take secretary, for example. The word secretary comes from the same Latin word for secret. Originally, it referred to someone entrusted with the secrets and confidences of a superior. Here's how it evolved over time:

Probably the earliest use of the word was in relation to those people who acted for a king. A king would have his trusted agents handle correspondence on private or secret matters, particularly matters of state.

In Middle English it was *secretarie* and in Middle Latin it was *secretarius*.

In France, from the 13th to the 16th century the word *secrétaire* meant a confidant. It also became an administrative term meaning someone who transcribes or arranges for another.

In the 18th century, the English lexicographer Samuel Johnson quoted Shakespeare in his 1755 dictionary: Call Gardiner to me, my new secretary. (Henry VIII, Act II, Scene 2.)

By 1806, Noah Webster succinctly described a secretary as one who writes for another.

Make New Friends Throughout Your Entire Life

Building friendships and creating thriving social circles is a key component of good health throughout your entire life. From Mayo Clinic's *HealthQuest* newsletter come these suggestions for making new friends, no matter how old you are:

Take your pet for walks. Make conversation with folks who stop to chat.

Join a hobby group.

Volunteer in community groups or at a local hospital, church or school.

Take a course at your local community college.

Shape up while meeting new people in an exercise class.

Get active in a social cause or goal.

Go out to lunch with a work or social acquaintance at least once a month.

Ask a small favor of a neighbor or co-worker, and do the same for him or her.

Volunteer to usher at your local community theater.

I am tomorrow, or some future day, what I establish today. I am today what I established yesterday or some previous day.

James Joyce

test your art history prowess...

Artful Pursuits

1) How many paintings did Vincent Van Gogh sell during his lifetime?

- a) none
- b) one
- c) twenty-four
- d) six

2) Who was the Spanish surrealist painter best known for his work *The Persistence of Memory* ?

- a) Pablo Picasso
- b) Joan Miró
- c) Salvador Dalí
- d) Federico García Lorca

3) What French sculptor created the Statue of Liberty?

- a) Jean-Baptiste Pigalle
- b) Frédéric Auguste Bartholdi
- c) François Joseph Bosio
- d) Albert Bartholomé

4) What 19th century French painter and sculptor is well known for his scenes of ballerinas and café life?

- a) Édouard Manet
- b) Edgar Degas
- c) Paul Cézanne
- d) Claude Monet

5) Name the artist who created the painting titled *The Blue Boy*.

- a) Sir Joshua Reynolds
- b) Anthony van Dyck
- c) Joshua Reynolds
- d) Thomas Gainsborough

Answers: 1) b The Red Vineyard at Arles ; 2) c; 3) b; 4) b; 5) d

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

Abilene: 325-695-7283
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Tony Cary, V.P. of Field Operations
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Cary Services is the proud recipient of the Better Business Bureau Torch Award (2005) for Marketplace Ethics



Energy Consumption

The HVAC system is most likely the single biggest use of energy in your facility. In commercial applications where refrigeration is combined with the HVAC systems, enormous amounts of energy are used in the building. In fact, more than one-third of the energy used in the United States is used to heat and cool buildings. According to the Consortium for Energy Efficiency (CEE), up to 50% more energy can be saved with proper installation, sizing, and maintenance of commercial central air conditioning and heat pumps.

Out of Sight, NOT Out of Mind

The cliché “out of sight, out of mind” is often the reason for neglected maintenance on your HVAC system. HVAC systems are usually installed where they aren't seen, such as in a section of the basement, a closet, on rooftops, or in mechanical rooms, making them easy to ignore. The systems are simply taken for granted, until they fail. Decreased efficiency, utility overpayment, discomfort, loss of productivity, premature replacement, and higher repair costs are the result.

Getting your HVAC system checked quarterly is just as important as changing the oil in your car every 3,000 miles! And, now is the time to prepare. Call Cary Services today to schedule maintenance for your HVAC/R systems.

Scary Fact

According to many equipment manufacturers, a 10% refrigerant loss will result in a 20% decrease in system efficiency! We can change that.

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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Proactive Budget Control Preventative Maintenance Specialists

P.O. Box 5101
Abilene, Texas 79608
Texas License #TACLA010407C