

# Winter Newsletter

## 2018: Celebrating 60 Years!

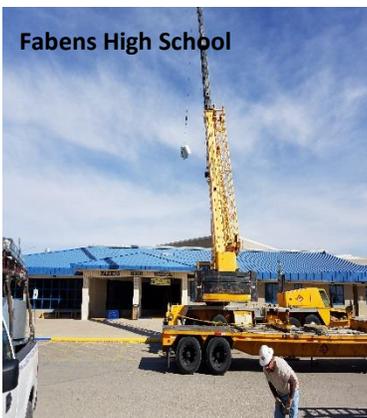
In 2018 we are embarking on a historic 60 years of operations in the Southwest Region! We are proud to be one of the oldest companies still in operation in El Paso.

Our history began in 1958 under the vision of John Holland, Sr. A previous retail shopping building located in the 5-point area close to downtown El Paso is where he began to build the company. Between he and his partner, Bill Farrish, who joined in 1977, their perseverance and determination help lift off the company into a strong, vibrant company.

Bill, President, retired in 2014 and a year later, John Sr., passed away in the fall of 2015. Like all companies going through leadership changes, this catapulted John Holland, Jr., to continue leading the company his father had built. Jason Gill, a veteran field technician, took over as President and began to effectively help John advance the company into a stronger presence in both West Texas and New Mexico.

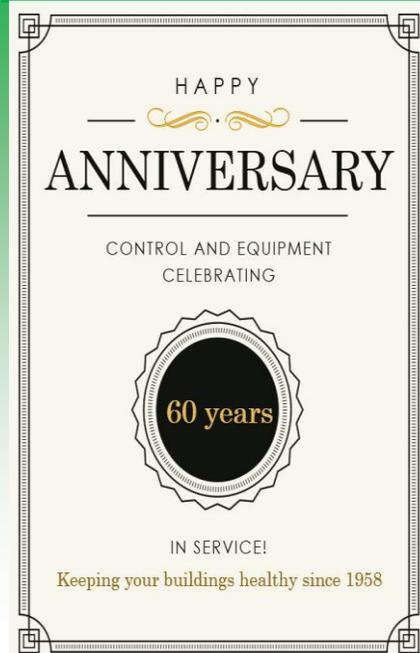
Though there have many successes and difficulties during the 60 years, our mission is to continue making a positive and greater impact in everything we do!

## Success Stories – RTU Change Out



**Fabens High School**

During Thanksgiving week, our technical team successfully replaced the old, worn out RTU with a new RTU servicing the school cafeteria. The team effectively coordinated with the school and a third party mechanical contractor to complete the change out. The project finished on budget and on time for the students returning to school from Thanksgiving break!



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## New Year Resolutions

A new year brings about new resolutions. We all tend to have them personally like losing weight or managing our finances better. However, we don't necessarily take the time to look at how to improve other things that impact us directly or indirectly. As a building owner or manager, this should always be in the forefront of thought. What can I do to improve cost and efficiencies in my building and occupants?

That answer lies in energy management. Energy management relates to saving energy in businesses, public/government sector, and homes. As we enter the new year, take some time to review your electricity and water consumptions as well as conducting a survey of your building occupants to gauge if they are comfortable year-round in your buildings. Look at your financials and review those expenses over the last three years and see if the cost is too high. A restaurant owner recently made a comment that their 2000 sf space costs about \$2000 a month for electricity. "When we first opened the restaurant, that monthly cost was quite painful. Years later and with a thriving business, that cost doesn't hurt anymore." It may not hurt, but it still sounds like a waste.

*Review your financials for energy costs for the past three years. Determine if those costs make sense or you are just "used to it". Chances are we can help you reduce the cost.*

2018

### Top New Year's Resolutions for Business Success

<https://www.thebalance.com/top-new-year-s-resolutions-for-business-success-2947126>

The list below offers some ways to help your business keep thriving in the new year.

1. **Learn how to delegate and do more of it.** Trying to do it all yourself can leave you without energy. Delegation is the key to a healthy work-life balance.
2. **Promote your business regularly and consistently.** If you want to attract new customers, promotion is priority.
3. **Make business planning a weekly event.** It lets you take stock of what worked and didn't work so you can make adjustments.
4. **Learn something new.** This will add skills and a new dimension to your life and increase your business success.
5. **Join a new business organization or networking group.** Making the effort to connect to other people can help revitalize you and your business.
6. **Give something back to your community.** Nothing will seed and grow goodwill better for you and your business than giving back to the community.
7. **Put time on your calendar.** Make time to recharge and refresh. "All work and no play" is a recipe for mental and physical disaster.
8. **Set realistic goals.** Goal setting is valuable when goals are achievable.
9. **Don't make do; get a new one.** Whether it's an updated piece of equipment or a new hire to lighten the load, stop putting off what you need.
10. **Drop what's not working for you and move on.** If a technique, a product, or a business relationship is not working, stop using it.

We encourage you to use these New Year's resolutions throughout the year and help your business thrive!

## Ask Our Experts

**Question:** Why does NEBB Certification make CEC different from other companies that offer TAB services?

**Answer:** TAB (test, adjust, and balance) services offer rudimentary checks of air and water control found in building systems. While companies can offer these services, CEC has long offered NEBB certified TAB services to exceed the efficiencies of the operation of such systems.

As a member of the NEBB organization, we must meet and maintain NEBB standards with integrity. This includes documenting responsible performance, own equipment required for the sophisticated techniques and procedures necessary to "fine-tune" modern environmental systems and have a NEBB qualified supervisor as a full-time employee.

Do we meet these specific requirements? You bet!

First, being in business for 60 years, we have learned that documenting our TAB services allows us to continue to outperform other companies in terms of the quality of TAB services we offer. We don't just walk away if deficiencies are found but offer recommendations to solve them. Second, we have invested in Evergreen Telemetry equipment that now allows for a single technician to survey the system and produce real-time data that is available on the "cloud". This investment has increased the productivity in our tech's time. And lastly, we have been blessed with Robin Gray supervising our TAB services for the past 30 years. He has been integral part in training our TAB department and having the NEBB certification stamp. The certification is up for renewal in March. Better get to studying Robin!

## Control and Equipment

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*BE IN CONTROL BY HAVING CONTROLS*

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### EXTRA-EXTRA! READ ALL ABOUT IT

January 2018

Cooperative Educational Services (CES) has awarded Control and Equipment vendor services for Mechanical/HVAC & Plumbing across all eight New Mexico regions. This comes soon after Control and Equipment signed a partnership with Schneider Electric to extend services throughout the state of New Mexico.

*"We are proud of the progress we are making to establish our company in the state of New Mexico and solidify our presence in West Texas. We are continuing to cement our mission to become a top-performing company in the industry and doing so with continual improvement in the customer experience and building trust with our partners". – Jason Gill, President*

Contact us for more information on what we can do for you and the health of your buildings!



## Control and Equipment University

### Classes Offered

**ABB** – Next ABB class will be held May 2018.

**DDC** - Our next sessions for Direct Digital Controls will be held in February 2018.

**TAB**- Our next session will be held Spring 2018.

### CEC Training Center Now Open

December marked the opening and use of our new training center! We had DDC and ABB training seminars along with an internal TAB training. We are so proud to be able to offer these courses to you. Empowering your teams through knowledge!

