

Radiant heating has been around for ages (well maybe not that long). Hydronicists and Radiantologists were installing heating systems long before anyone ever thought of a chilled water cooling system (save a polar bear). The question which I still cannot fully understand is, "Why more hot water heating people don't, get involved with chilled water cooling?" "IF" WetHeads have learned the secret to good water piping systems, then why let the AirHeads sell and install 50 % of the market?

Small Chillers, ideal products for residential and small commercial applications are entering the market place almost yearly, and many manufacturers are offering some really neat and new fan coil systems which do not require duct work. Some gas-fired chiller manufacturers have also offered products which provide both chilled water and hot water (chiller/boiler combinations). There are some other manufacturers who are working on gas-fired chillers which will be heat pump systems. Yes, the future is changing fast and so should you.

Show me a new home today, which has an even and equal heating/cooling load for the entire home. There haven't been any of these for quite a while. Radiant heating people have prided themselves in the fact that they can offer one of the most comfortable, versatile and efficient systems money can buy.

High priced ? You bet ! Cost effective ? You can count on it !

Now, it's time to add in the only PLUS left.

A Comfortable, Effective and Highly Efficient Chilled Water Cooling System too.

Multiple heating loads, zoning, valving, mixing and matching water temperature and flow to provide the best heating system money can buy, is almost the registered trademark of radiant heating people and their industry. They believe it, they live it, they eat it and they sleep with it. Quite comfortably I might add. Being the best you can be, should not stop here, especially when there is so much more to give to your customers. Whether you know it or not, you've been installing chilled water cooling systems for ever too. You just forgot to turn down the temperature dial and you forgot all those neat fan coils in lieu of some other end use items. The chilled water air conditioning industry needs your expertise, your gumption, your determination, your go power and there should be no reason why you, couldn't use some extra profit margin either. It just might provide two (2) pats on the back, instead of one !

### **Final Closing Comment:**

Many people have criticized me for the simplicity and plainness of my writing style and presentations. But, many individuals who have attended my training classes over the years, have complimented and praised me for this very same thing. Their success from my classes and my success over the years can be expressed very simply;

“Knowing and Sticking To, The Basics”.

I am not saying that this industry doesn't have any difficult and/or highly technical issues, it does. I am not saying that you will never come across any of them either, you will. Many parts of a job may require formulas, calculation, conversions, etc. and knowing what to do and/or how to handle them will be very important to your success. But for me, if and when they should pop up and if I don't know the answer, I certainly know who to ask.

A question I have often asked myself over the years is, “Why did I spend so much time learning so much specific technical information, when I have never used very much of it over the years” ? Common Sense and the Basics, has been and most likely always will be, my formula for success. Every person has an opinion about something, and the last thing I would tell you is that I know everything. When I have asked people in my classes, for their opinion and/or ideas about something, I typically do not get a response. Yet on many occasions, I do get feed back from some other people who are expressing comments and/or opinions that others have said about my thinking and/or logic. Unfortunately, the person expressing his/her thoughts and I too, have both lost. Had they taken the time to talk directly to me, maybe we both could have learned a whole lot more. I love a challenge, I love discussion, I love change, I love to find better ideas and I will be the last person to say that there is no better way.

I have been in this industry we call heating and cooling since 1967, and if there is but one truth which I have learned, it's that I am still a beginner and I still have a lot to learn. Being born in, raised in and having lived my entire life in the state of Michigan, I have heard this saying more times then I care to remember; “If you don't like the weather in Michigan today, just wait until tomorrow, it's sure to change”.

**B I N G O !**

**The Beginning.**

**P.S.** The next time you're out on the job, and should you think you've heard some funny noises, be careful, there just may be a Hydronawanchie or Radiawaturchie watching you.



IT'S HERE,



AND HERE,



AND HERE.



IT'S ALSO HERE,

Where's  
The  
Chilled  
Water ?



AND HERE.



YES, IT'S HERE,



& EVEN HERE TOO.

AND  
THIS



IS  
THE  
BEST,  
HERE  
TOO !