

# Personal History of Charles B. Roessler, Sr. P.E.

By Bruce L. Flaniken , P.E. 07-24-24

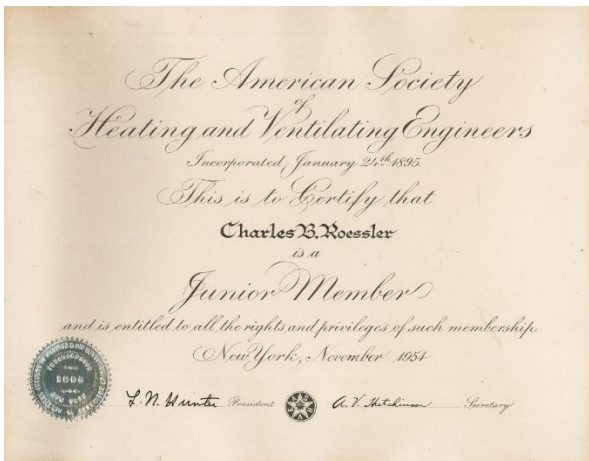
Charles Bradbury Roessler Sr. P.E., founder of Roessler Equipment Company, passed away Tuesday, May 2<sup>nd</sup>, 2017. The company is now operated by his Grandson Alex Roessler after his father Son C. "Brad" Roessler, Jr. retired. This is a 3<sup>rd</sup> generation Mechanical Rep firm that has been in business for 62 years.

Charles B. Roessler P.E., President and founder graduated from high school in Highland Park high school (per Charlie the best HS in the world) and graduated as a Mechanical Engineer from Southern Methodist University. His father, "Daddy Pop" worked for Westinghouse and recommended Charlie for the job he started at Westinghouse HVAC Division serving as a Fan Engineer at the Sturdivant-Westinghouse Plant in Boston, Mass. and then as a Fan Engineer in Houston for 10 years. Charlie claims that "he was barely qualified for" the job at the time. Obviously, we know better! He then went on to work for Knappe & Associates, a Mechanical Rep firm here in Houston.



Charles B. Roessler, P. E.

Charlie, as he came to be known, joined ASHRAE as a Junior Member in 1955 and was a 50 Year Life Member.



He opened Roessler Equipment in December, 1962, working out of his home as the representative for the McQuay product line. In 1966 he purchased the residence at 5805 Schumacher Lane Houston, Texas and renovated it to become the offices of Roessler Equipment Company, Inc.



5805 Schumacher Residence



Charlie and Glenn Spreaker



Charlie Roessler



Charlie & Cooling Tower Representative

ROESSLER EQUIPMENT COMPANY, INC. (RECO) has operated as a Manufacturer's Representative of Heating, Ventilating, and Air Conditioning (HVAC) Equipment serving the HVAC industry in South Texas for over 60 years. The Company expanded at its present location 5805 Schumacher in 1966, where it started with a 2000 sq. ft. of office space and a 6000 sq. ft. shop and shop and warehouse space in the vicinity of The Houston Galleria.



Standing left to right: Scott Gallup, C. Brad Roessler, Jr., Charlie Roessler Sr. , & Davis Porterfield  
Seated Left to Right: Roger Swenson & Kathy Holly

He was a sales engineer, an innovator, and a leader in the Houston HVAC industry. His work ethic and reputation as a manufacturer's representative and as an innovator allowed him to build the foundation and reputation that Roessler Equipment Company upholds to this day. He was very loyal to his customers and friends who are legion in the Houston Chapter of ASHRAE today.

I met him in 1975, a little over 49 years ago, after I went to work for Thomas E. Lightfoot and Associates. He treated a wet behind the ears young man who did not know as much as he thought he did with a smile and cheerful expression every time I called him or went by the office. He patiently explained how things really work and that I should read the fine print of the brochures that the manufacturer published as that is where all the "how to" and "gotcha" information was laid out to help the user understand the equipment and its respective limitations.

He was very helpful, full of answers and probably thoroughly irritated by the young twerp that kept phoning him about McQuay equipment, and "how it functioned" or "didn't function" but he was never less than gracious or thrilled to hear from me! He was always available and very happy to talk with me when I needed an answer about the equipment he represented. There was never a time when he didn't have time for me and others whom he called on! He was a man of his word and when Charlie said it; it happened, without fail and he stood by the equipment he represented without hesitation. I don't recall a time when his equipment did not do what he said it would do!

He would suggest something else if he thought you were headed in the wrong direction as far as equipment or selection was involved. McQuay at that time was probably number 4 or 5 nationwide in size as a manufacturer of air conditioning equipment behind Carrier, York, Trane and possibly Westinghouse as air-conditioning equipment manufacturer of air handling units, chillers, Split Dx fan-coil units, air-cooled condensing equipment, rooftop equipment. He was well on his way to making McQuay a #3 in market share here in Houston.

His son C. Brad Roessler, Jr., Vice President, joined the firm in 1980 after graduating from the University of Texas and working five years with Brown and Root in San Francisco and Houston.

Roger Swenson, C.P.A. was a Secretary of the Corporation when it was founded.

Davis Porterfield joined the firm in 1987 after six years of contracting and four years selling in the HVAC Industry.

Scott Gallup joined the firm in January 1986 as a pipe fitter and now serves as Warehouse manager.

In 1963 some of the movers and shakers of the HVAC&R world were I. A. Naman + Associates, Cook and Holly, Burns Engineering, Bovay Engineers, Thomas Lightfoot and Associates, Gerald Hines, Letsos and Gregory, Gregory Edwards Company, Way Engineering, Massey-Graves, and EMDE. Joe Sacra, Sr. with C Wallis Company enticed Charlie to join ASHRAE in those early years.

The dramatic drop in Houston's new construction in the mid 1980's along with the Company's separation from McQuay Inc. after 24 years, caused the Company to increase their emphasis on customizing air conditioning equipment, particularly fan coils, to gain a competitive edge.

While new construction dropped off significantly during this period, many retrofit and major lease space projects created an attractive market for IEC (International Environmental Corp) and Magic Aire FCUs, and Roessler Equipment has continued to grow, finding opportunities for ABB - VFDs, REMSYA - Cooling Towers, Bosch - Water Source Heat Pumps, Vibro-Acoustics Vibration Isolation, Critical Room Control Lab Valves and Controls, as well as several other product lines. The company was represented a number of factories for over 10 years, and others for over 20 years."

Glenn Spreker was a top Salesman and Partner that left Roessler after they lost the McQuay Equipment sales account. Glenn started his own manufacturer's rep firm Spreker Air Systems.

Future expansion for Roessler Equipment (RECO) has involved renovations to the existing office facility, administrative back-up, additional warehouse and fabrication facilities. Additional outside technical sale persons were added over the years and they have also built up a robust service department to back up all the product lines they represent. The Company's direction regarding additional personnel continues toward college educated, technically inclined personnel and any additional product lines will be of a technical nature having to do with the Heating, Ventilating, and Air Conditioning Industry.



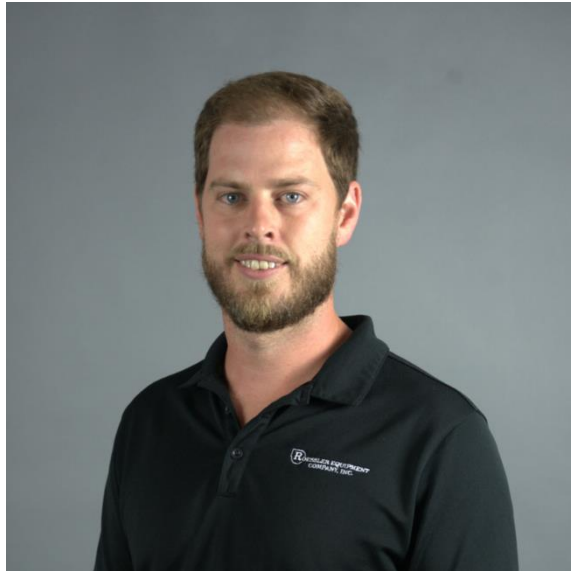
Charlie Roessler



Davis Porterfield, Charlie Roessler., Brad Roessler & Scott Gallup



Alex, Charlie and Brad A # Gen Company



Alex Roessler is currently in charge of the Third Generation Business