



2018 is Jacco's 50th year in business!

To celebrate this milestone, we are sharing a monthly feature that highlights an aspect of Jacco's past, present and future plans for our company's continued client satisfaction and growth.

This month, we want to tell you-our customers, clients and friends-about the history of AAON, Inc., which is also celebrating a milestone: 30 years of successful business in 2018!



The roots of AAON can be traced back to the John Zink Company (JZC), a manufacturer of oil and gas combustion equipment in Tulsa, Oklahoma. John Zink diversified the company's operations during the 1930's by manufacturing air conditioning equipment for the mansions of Tulsa's wealthy oilmen.

In the 1960's, the HVAC division of JZC began manufacturing rooftop heating and cooling equipment for commercial customers. The first customers of the division were McDonald's and Wal-Mart. Throughout the 1970's and 1980's, JZC changed hands multiple times through acquisitions. By 1987, the leaders of the company had decided to depart from the HVAC industry and focus on the core business of combustion equipment. The HVAC division represented only about \$10 million of the company's \$100+ million in sales.

This opportunity led to the HVAC division's acquisition by an investment shell company, Diamond Head Resources, Inc., of Nevada, which was thereafter transitioned into AAON, Inc. on September 30, 1988. The new company was led by Norman Asbjornson, founding President and CEO. Mr. Asbjornson was the key person who alerted the investors that the division was up for sale.

During the first 15 months of operation, the company purchased, refurbished and moved in to a new manufacturing plant, expanding the rooftop unit product line from 15 tons all the way up to 140 tons. In December 1990, the company was listed on NASDAQ Small Cap under the symbol "AAON."

In 1991, AAON expanded into Lone Star State with the acquisition of Coils Plus, Inc. of Longview, Texas - forming the subsidiary AAON Coil Products, Inc. AAON acquired the company to produce fin and tube coils for its growing rooftop equipment business.

In 1994, AAON introduced a new desiccant energy recovery wheel packaged product called AAONAIRE®. The expansions did not stop there! AAON has continued to grow, adding new product lines, features and expanding both facilities to accommodate its growing market share.

A few of the features AAON has innovated over the years include:

- Color-Coded Wiring and Wiring Diagrams
- Lockable Hinged Service Access Doors
- Factory Wired Convenience Outlet
- Side-Out Blower Assembly
- Direct Drive Backward Curved Plenum Fans
- DX Variable Air Volume
- Modulating Hot Gas Reheat
- Variable Capacity Digital Scroll Compressor Systems
- ECat Electronic Selection Software
- Horizontal Water-Source Heat Pump with Bottom Service Access

This year, AAON announced another exciting acquisition of WattMaster Controls Inc. of Parkville, MO. WattMaster, as a longtime trusted supplier of controls, will utilize their expertise and knowledge to accelerate AAON controls

development.

Today, the Tulsa offices and manufacturing facilities are over 1.37 million sq. ft and the Longview offices and manufacturing facilities total over 263,000 sq. ft. In combination, the three plants are run by over 2,000 AAON employees.

As a family-owned business for 50 years, Jacco can attribute our success to our partnerships, collaborations and relationships with other innovators in the HVAC industry, like AAON. We would like to thank all of our employees, customers and colleagues for making Jacco a leading representative in the HVAC industry for 50 great years. Cheers to many more!

Thank You to Our 50th Anniversary Sponsors!

Platinum

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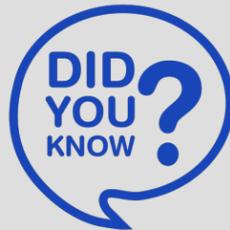
Gold



Silver



Bronze



Jaccos is hosting a Samsung & Aeon Product Show and 50th year celebration on the patio at Dante Buccuzzi Akron!

When: August 15

Where: Dante Buccuzzi Akron - on the Patio!
21 Furnace Street
Akron, OH 44308

Time: 5:00 - 8:00pm

Jacco will also be auctioning off a Samsung 55" Curved TV, and other Samsung goodies! You must register at the event but do not need to be present to win!

Please contact Brenda Homjak for more information at brendah@jacco.com.

Jacco will be hosting a series of Seminars throughout 2018!

[Click here](#) to join us on September 12 for our seminar on Applying Adiabatic and Steam Humidification Systems.

For more information, please contact [Jerry Cohen](#) or visit our [website](#).

What We're Saying

[Click here](#) for the latest news in the HVAC industry.

Seminars

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September 12
Applying Adiabatic and Steam Humidification Systems

30mins Pledge

