

Knipp Equipment Inc. History



Knipp Equipment Inc (KEI) was incorporated in 1990. KEI had 7 associates in a 2500 Sq FT building. We couldn't even spell cell phone or personal computer. We thought the electric type writer was cutting-edge technology (even though the phrase had not been invented). As I recall, we had a copier and thought it was the greatest tool even with the awful copy paper that was thick and would smear copy print easily. Corporate communication with Trane was via a Telex machine. The good news, it was a much simpler than the complex networked personal computers we use today – but had it limited productive use.



Next the Fax machine was introduced. Wow! What a tool. How did we conduct business before the Fax machine? As technology improved the personal computer was introduced. I remember the first PC – it was big, limited in software and slow. Then the portable PC was introduced – again, big, heavy, clumsy, slow and limited software. But, gone was the typewriter.



The first portable telephone was another blessing. Communication was spotty and the phone was big and heavy with a short battery life. But we thought it was great.

As you can imagine, the technology continued to change and evolve to the products we all use today.

Back to the business, in the mid 1980's, markets demanded Building Automation Control that would control building systems rather than components and electrical control wiring was reduced to a single twisted pair of wires from the computer to multiple equipment components. KEI entered the Building Automation System market.

After the Montreal Protocol in the late 1980's the refrigerant world changed. Refrigerants of old were banned and refrigerant practices changed. No longer was it acceptable to release refrigerant to the atmosphere. New tools and practices were required to control refrigerant. The Environmental Protection Agency (EPA) enforced this change in behavior. I recall in early 1970's, the accepted practice on major equipment repair service was to vent refrigerant to the atmosphere. When I asked about containing the refrigerant and reusing it after the repair I was told 'those service tools were



not available and refrigerant was cheap'. There was no respect for the environmental impact – how we have matured.

In recent years our business has become much more regulated and complex. The most important behavior change is Safety – KEI takes the Safety of their associates and Clients seriously. Today KEI has grown to 20,000 Sq FT of building with over 45 associates. It has been a slow steady growth and we are blessed with a great team of professionals.



KEI is the Kansas dealer for Trane commercial HVAC equipment as well as carrying many other lines of equipment such as Mitsubishi, Valent, Innovent, Renewaite, etc. Our team also, offers construction management, energy services, design/build services, parts, equipment service and more.

What will tomorrow bring? In a word, Change. That is good and challenging. It is our job to insure that future change is net positive for our industry, environment, clients, associates and businesses.

John F Knipp

