

*Steven Bankler, CPA*

## Client Spotlight

### McDuff Enterprises dba **Flo-Aire Service**

When Jimmy McDuff started Flo-Aire Service in 1989 with 17 years' know-how and three employees including himself, he didn't know his small business would become an industry leader in San Antonio or a generational company. Today, Flo-Aire employs 73 including Jimmy, his wife Linda, and their two sons, Eddie and Jerry McDuff.

Starting out strictly as a service company, Flo-Aire has banked on branching out. "Diversifying has been our strength," says Jimmy. Seventy percent of Flo-Aire's work hinges on commercial installation while 10 percent focuses on custom residential and 20 percent rests in service. "We're doing very well," he says. "We're outgrowing our current location so we'll likely need a bigger place in the future."

Flo-Aire is skilled at handling air conditioning and heating for an 800-square-foot home or a 180,000-square-foot school and everything in-between. They've installed 130-ton chillers on the roof of the renovated historic icon, Aztec Theater, and done heating and air-conditioning construction for the Bexar County Courthouse. Having secured top contractor rankings and projects for up to eight schools at once plus a dozen gymnasiums, the company enjoys a hard-earned relationship with Northside ISD, an industrial customer.

The McDuff's company got its name when a working mom named Flo Welch started Flo-Aire Inc. to install air conditioners and heaters. When Jimmy launched Flo-Aire Service, he partnered with Flo-Aire Inc. to provide warranty service work and thus, dubbed his company Flo-Aire Service. Flo Welch passed away in 1992. "It was intriguing to work with a lady in a man's business," Jimmy recalls. "In the 1970's, she was a talented rarity in the industry."



Flo-Aire's claim to fame is top-notch quality combined with meeting or beating deadlines. "Northside ISD gave us until November to complete air-conditioning installations in the 12 gyms but we plan to have those schoolrooms cool by August when school starts," says Jimmy.

The family-owned company plans to be around for decades to come. Sons Eddie, 25, and Jerry, 23, grew up in the business. Both are Texas A&M graduates and a team-in-the-making, making ready to take the company to its next generation of leadership. "I was born ready to take over this business," says Eddie, a newlywed and project manager/estimator at Flo-Aire. "We'll continue what our parents started and find more great employees

to help us." Jerry echoes his brother. "This company is in my blood," he says. "It's been exciting to watch it grow. My friends from college say they really miss school but for me, this is the next best thing."

In 1997, Flo-Aire found it needed more than a bookkeeper, so when a pipe fitter and plumber friend of Jimmy's suggested he call Steven Bankler, he did. Flo-Aire has been a client ever since. "Steve responds when we or my

bonding company calls," Jimmy says. "He takes all our worries away. He's well known in the industry and we're very fortunate to know him."

Linda delivers the company's monthly books twice a year to Steven Bankler and Gina Alvarado. "They work their magic on them," says Linda. "I can call Gina or Steve anytime. When anyone asks us for financial information on our company, it's clean and accurate. Steve is very good at what he does especially when it comes to taxes."

Flo-Aire Services is located at 9811 Cobb Street in northeast San Antonio and is open weekdays 7:30 a.m. to 5 p.m. Reach the McDuff's at (210) 655-1738 or email [jimmy@floaireservice.com](mailto:jimmy@floaireservice.com).

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