



# NEW ENGLAND EDITION HVAC & REFRIGERATION

# INSIDER®

Reporting for Heating, Air Conditioning and Refrigeration Professionals

## Mestek Announces Sales Partnership with Sweeney-Rogers Corp.



Kevin O'Rourke

Mestek Inc. of Westfield, MA a manufacturer of over

30 specialty heating, ventilating and air conditioning products proudly announces a new sales partnership with the Sweeney-Rogers Corporation, headquartered in Raynham, MA. This partnership is designed to further strengthen Mestek's product distribution and customer support throughout the entire Northeast region.

Under this new partnership, Sweeney-Rogers will become the manufacturer's representatives for Smith Cast Iron Boilers residential and commercial products

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## Between the Lines

by Fred Martel

## Reasons to Spend

The word recession has become a reality. As consumers begin to worry about the state of the economy they cut back on spending. Surely as more people lose jobs there are fewer shoppers, but the main concern is people with money holding back.

What this means for you is that there is business out there and you have to find it. You must give people a reason

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**DCNE  
Special  
Section**  
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## API of NH Names Northway Marketers Rep of the Year



L-R: Bob Engel SR., Charles North, Russell North and Bob Engel JR.

API of NH recently awarded Northway Marketing the "Rep of the year" award. Each year API of NH chooses one outstanding rep to

honor for their past year of outstanding performance.

Bob Engel Jr noted "The team at Northway did an

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## Supply New England & Slant/Fin Host Annual Dealer Event



Jason Reardon, David Corcoran, Joseph Abreau (Grand Prize Trip for 2 Winner) Abreau Oil Service, Taunton MA, James Reardon, James Harding (Slant/Fin Eastern Sales Manager), and Kevin Brown.

Supply New England held their annual Slant/Fin Dealer meeting and awards night on Friday, Feb 6<sup>th</sup> at the CBS Scene restaurant at Patriot Place.

Jason Reardon, James Reardon and David Corcoran of SNE along with Jim Harding, Regional Manager for Slant/Fin hosted the drawing for this year's trip.

Joe Abreau of Abreau Oil Service, Taunton, won the drawing for the Pirates of the Caribbean Cruise taking place March 8<sup>th</sup> thru the 15<sup>th</sup>. Joe qualified for the drawing by selling five Slant/Fin boilers last year. In addition to Joe

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## Challenging Economy Can't Slow Busy 2009 AHR Expo in Chicago



James Nation, President of First Company and Floyd Lewis, Director of Sales & Marketing Turbotec

See page 4C for Story & Scenes

## CT PHCC Hosts Annual Trade Show

The Connecticut Expo Center was the venue of choice for this year's CT PHCC Annual Trade Show held on February 21<sup>st</sup>.

Seventy five vendors had exhibits representing a wide range of products. The attendance this year was up by 30 percent over last year. Prizes, including 2 flat panel TVs were raffled during the show in addition to lots more prizes donated by vendors. Two New England Patriots cheerleaders autographed photos for attendees.

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A huge turnout for this annual event

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# Challenging Economy Can't Slow Busy 2009 AHR Expo in Chicago

Despite the turbulent economy, the 61st AHR EXPO®, held at Chicago's McCormick Place from January 26-28, was among its biggest and best events of all-time. More than 54,000 registered HVAC/R professionals (including nearly 35,000 attendees and over 19,000 exhibitor personnel) filled the aisles looking for the latest products and technologies on display from more than 1,900 exhibiting companies during the industry's largest HVAC/R event.

The 2009 Show was larger than last year's very successful New York show and now ranks as the second largest AHR EXPO (www.ahrexpo.com), just behind the 2006 Chicago Show in terms of number of exhibiting companies (1,511). The 2009 event also ranks as the fourth largest AHR EXPO of all-time in terms of square footage (896,048 net square feet). Other impressive figures included:

- 34,973 attendees
- 19,095 exhibitor personnel
- 5,383 international attendees
- 383 exhibiting companies from outside the U.S.

Many participants as well as Show Management were very pleased with the quantity and quality of attendees—especially given the current economic conditions.

Gerald Longnecht of ASCO Nameless said, "We were concerned that with the economy, attendance would be down, but we've found that it's been comparable to other very successful Chicago AHR EXPO's. The quality of leads has been the best we've seen."

Karen Jackson of Jackson Industries added, "This is our first HVAC show and we are amazed at the amount of interest we've received. It was phenomenal."

"Even though the economy is struggling, the crowd that came out for the 2009 Show exceeded our expectations," said Clay Stevens, President of International Exposition Company, which produces and manages the AHR EXPO. "The aisles were crowded and exhibitors in general were very pleased with the turnout at their booths."

#### 2009 Show Highlights

The 2009 AHR EXPO showcased several notable highlights, including:

- The 2009 AHR EXPO Product of the Year Award was presented to Danloss, Inc. In addition, nine of the 106 products entered received first place honors in the 7th annual AHR EXPO Innovation Awards competition. A complete list of winners can be found at [www.ahrexpo.com/innovation](http://www.ahrexpo.com/innovation).
- Several "green" Show features, including the U.S. Environmental Protection Agency's (EPA) Energy

Star Program (hosting an information booth), the U.S. Green Building Council (hosting a full-day LEED educational program), and hundreds of the latest green products unveiled during the three-day AHR EXPO.

- Attendees had the opportunity to gain valuable hands-on learning opportunities from the Partnership for Environmental Leadership's popular HVAC Mobile Green Classroom.
- 70 educational sessions and workshops offered by the AHR EXPO, AHR, ASHRAE and other endorsing associations covered topics in the HVAC/R industry.
- \$8,100 was donated to HomeAid Chicago to assist in providing a complete climate control system reworking for a domestic violence shelter in the Northwest suburbs of Chicago. The donation was comprised of the entry fees for the AHR EXPO Innovation Awards competition and over the seven years of its existence, donations to various institutions have totaled over \$50,000.

The 2010 AHR EXPO will take place from January 25-27 in Orlando, Florida. For more information on the 2009 AHR EXPO, visit [www.ahrexpo.com](http://www.ahrexpo.com). ■

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James Nation, President of First Company and Floyd Lewis, Director of Sales & Marketing Turbotec



Nick Giuffre, left President & COO of Bradford White and Chuck Appleby.



The Viessmann booth



A very busy show at McCormick Place



The Daikin exhibit



Plenty of new technology to learn about here.



# Supply New England & Slant/Fin Host Annual Dealer Event

and his guest, SNE will be taking approximately 175 people on its cruise out of Puerto Rico and visiting ports of call to include Aruba, Dominiqué and Grenada. Other guests along for the cruise will be from 60 area mechanical contracting and plumbing firms who qualified for the cruise.

The evening's events also included employee recognitions. SNE awarded its top

salespeople for 2008 with real gold and silver coins.

Supply New England has been a family owned business since 1946. In January 2000, the Reardon Companies, Inc. and R. B. Corcoran Co. merged to create the largest heating and plumbing supply company in Southeastern Massachusetts and Rhode Island, and one of the

five largest in New England. How ironic that both Reardon, a third generation family distribution business, and Corcoran, a second generation family business, were founded about 50 years ago as offshoots of the original Corcoran Supply Company.

Visit their web site at [www.supplynewengland.com](http://www.supplynewengland.com) ■



John Schwegler (Schwegler & Sons Plg & Htg, North Smithfield RI), David Marcotte (Ureil Inc Representative for Slant/Fin), Mike O'Grady (Supply New England)



Jason Reardon, James Reardon and David Corcoran.



A good turnout for this event.



Jennifer Harding, James Harding (Slant/Fin Eastern Sales Manager), Curtis Maderios (Supply New England Outside Salesperson), Rebecca Maderios.



Jason Reardon, James Reardon, Sabrina Dalomba, David Corcoran



Jason Reardon, Matt Cleary, James Reardon, David Corcoran, Matt Bruneau



Jason Reardon, James Reardon, Kevin Alviti, David Corcoran



Jason Reardon, James Reardon, Jon Rutko, David Corcoran



Jason Reardon, Bob Clark, James Reardon, David Corcoran



Jason Reardon, Danny Corcoran, James Reardon, David Corcoran



Jason Reardon, James Reardon, Mike O'Grady, David Corcoran



Jason Reardon, James Reardon, Chris Vieu, David Corcoran

FOR MORE SCENES FROM THIS EVEN - SEE PAGE 6C