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the **Unified Group**
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Upcoming Training Schedule

Visit TheUnifiedGroup.com to register.

2024 Sales Forum

April 9 - 12
San Antonio, TX

2024 Leadership Forum

May 5 - 8
Nashville, TN

2024 Financial Forum

August 18 - 21
Nashville, TN

2024 Construction Forum

October 2 - 5
Portland, OR

2024 Annual Meeting & Owners' Forum

November 10 - 14
Punta Cana, Dominican Republic

2025 Service Management Forum

January 29 - February 1
Charleston, SC

The United Connection is a quarterly newsletter that is your four-page sneak peek into the information that gets shared within our network of elite contractors - The Unified Group. It includes tips, advice, quality information, and member testimonials to help you become an even stronger resource for your customers. If interested, contact Janet Kelleher at KelleherJ@theunifiedgroup.com or (708) 356-5072.

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The Unified Connection

Join as a Member



2024 Service Management Forum Highlights



Austin, TX – As a winter storm brought record-low temperatures across the US, Unified Group members still made their way to the 2024 Service Management Forum for an opportunity for growth and learning. Not even nationwide flight cancellations and delays will stop this group of like-minded professionals from getting together.

“Sitting next to the best of the best, sharing our successes and failures is powerful,” Chris DeMers of CMC Corporate Solutions said.

As the first day of meetings rolled out, our full-day speaker, Craig Woodall of Grinnell Leadership, led discussions, provided a new way of thinking, and broke down what it really means to be a

leader. From drawing graphics on his flip charts to sharing information on maintaining a culture, communication, and retention, Woodall provided a surplus of knowledge and elevated attendees’ overall experience.

“He did a really good job with providing actionable steps instead of just highlighting general issues,” said Andy Gura of Blauch Brothers.

After a night of delicious barbeque, members returned to the meeting for another day of productivity. Day two was full of panel discussions, best ideas implemented, and member shares, but the highest rated segment was the “Recruiting and Retention” panel discussion. The panel covered characteristics to look for in new hires, incentives, successful retention programs members have in place, team bonding experiences, and more. Derren Saucier of Temperature, Inc. facilitated, and panelists were Daniel Gauthier of CMC Corporate Solutions, Mike Kerner of Cox-Powell, Erick Wheeler of Dean E. Norris, Jason Walker of B&I Contractors, and Gura. Members ended the night with a competitive ping-pong tournament.

For our last day together, members had the opportunity to ask for feedback and advice on any challenges that they have been struggling with, and two best ideas implemented were presented to the group to provide some insight into new products members have been using and why they have made an impact within their organization. These best ideas, shared by Chris Reiter of A&G Services and Steve Adams of Johnson & Jordan, were the highlight of day three. Reiter dug into his success using the Bluon App for purchasing, while Adams went through a brief demo of Company Cam and how it has helped them sell preventative maintenance agreements. Both platforms were well received by the attendees.

“If I hadn’t attended the meeting, I would have missed valuable experiences and strategies,” Adams said. “These interactions are crucial for gaining new insights and perspectives, which can be instrumental in shaping and improving my own management practices and decision-making processes.”



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Our Story

The Unified Group was founded in August 1998 by a core group of quality driven, independent mechanical contractors. When the consolidation movement kicked in and posed a threat to the HVAC industry, these contractors joined together to form The Unified Group.

Our members have moved beyond cooperation and into true collaboration. This is why we can say that together we make the difference.

MISSION

Our mission is to provide training and resources to promote the success of quality independent HVAC contractors, to raise the standards of excellence in the industry, and to ultimately increase the value provided to our customers.

OBJECTIVE

To build a national network of independent mechanical contractors dedicated to providing our customers with the best quality service in the HVAC/R industry.

GOALS

- Assist membership in growing their business and improving their bottom-line profits
- Raise the level of excellence in the industry
- Provide our members with the opportunity for continued improvement in all aspects of their business
- Share best practices among our members



Partner Spotlight



National Compressor Exchange, Inc. strives to offer better pricing compared to the OEM, give an exact replacement and not a generic model so they can save you time and money. The fact is, they are a true remanufacturer, not a rebuilder or repair shop.

Read below to see what Jason Staiano, President of

National Compressor, says about his journey, favorite products, and what's next for National Compressor Exchange.

1. What inspired your career at National Compressor?

National Compressor is a family business, which was started by my father in 1978. When I was younger, he would take me to work and eventually as I got older I would work summers there. Even though it seemed like a natural progression, I sort of grew up in the industry, but I was not 100% sure it was the path I wanted. I decided to go to George Washington University and after graduating, my father and I had a serious discussion, where I promised him I would give it a shot. Since then, I never looked back, and could not be happier on the decision I made and being the 2nd generation operating the business.

2. What has been your favorite product/service offered?

We offer many great products that help our customers save money and cut down lead times. One of our new offerings is the ability to help customers upgrade their current systems to increase longevity of the compressor while increasing energy efficiency. By utilizing Falkonair's patent pending technology, we can help reduce energy consumption on AC/R systems anywhere from 30-60% reduction. That's a huge cost savings and great for helping to reduce carbon emissions.

3. Describe watching National Compressor grow.

I have been here since 2004, and it is incredible how far we have come. Offering new types of remanufactured compressors, such as screw compressors, to being able to offer new makes of remanufactured compressors, such as Bitzer, Hitachi and FuSheng, on the top of all the other makes we offer -- Carrier, Copeland, Trane, York, etc. Two years ago, we set up a whole new facility, which was a huge challenge, but also very fulfilling. To accomplish that was incredible, but also to see our staff step up was incredibly rewarding.

4. What are you most excited for regarding National Compressor's future?

There are so many different areas we are working in -- from system upgrades to expansions to offering more remanufactured and new replacement compressors/parts. The future is very bright for National Compressor. I think we have a phenomenal, loyal team behind us and it is exciting to be able to work with them every day to help accomplish a common goal.



Carol Duncan as SMACNA President



Carol Duncan, CEO and owner of General Sheet Metal, accepted her new role as SMACNA president. Duncan is named the second women in the association's history. Congratulations Carol!

SMACNA committee member, Gary Myers of Intech Mechanical, will join her under the Board of Directors.

Become a Member

"One of the most valuable aspects of these meeting lies in the networking opportunities, allowing for one-on-one conversations with other professionals who face similar day-to-day challenges."



TOGETHER WE MAKE THE DIFFERENCE

Brian Martinenza as ABC Delaware Chairman



On January 18th, Brian Martinenza of Service Unlimited, Inc. was inducted in as the 2024 Chairman for ABC Delaware. Congratulations, Brian! We are excited to see what you accomplish in the year ahead.



PLUMBING vs. ACR PRESS JAWS

RLS® ACR Press Jaws Launch Communication

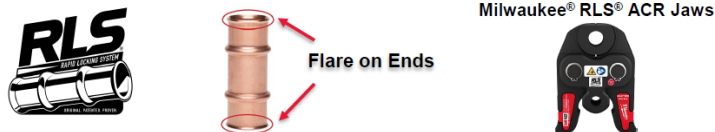
Plumbing Fittings Utilize Same Profile = Same Jaw; ACR Fittings Are Unique = Unique Jaws

Many Plumbing Fitting Brands, Same CTS-V Jaw



Different jaws Required for Each ACR System

Milwaukee® RLS® ACR Jaws Are Designed ONLY for Use With RLS® ACR Press Fittings



Streamline®
ACR



Double O-Ring
Design

Milwaukee® Streamline® ACR Jaws



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MAX
Conex · Banninger
>B< MaxiPro



Brand Label

Compatible Jaws From Fitting
Manufacturer

