

# ABR Wholesalers – Gold Associate Member

There is a lot going on at ABR Wholesalers these days. According to President Jody Monaco McGarry, the company has added a number of lines, including:

- Sanyo wall hung mini-splits
- Rheem generators
- Honeywell TruSTEAM humidifiers
- National Comfort Products' through the wall heating and cooling products.

ABR is also on the cutting edge of customer service. The company recently partnered with Dale Carnegie to develop a complete training program for all employees in Rochester, Buffalo and Syracuse.

Called the ABR project, this program, while based on traditional Dale Carnegie methods, is customized to the unique needs of ABR.

ABR is the first company in our



*ABR Wholesaler President  
Jody Monaco McGarry*

area, and one of the first in the country, to take advantage of this program.

ABR also has a number of new employees. **John Francati**, a 15 year veteran of the business, is a new sales rep in Syracuse and **Ron Hooper** is the new face at the Buffalo counter. In addition, **Jeff DeMinch** has been promoted

from Rochester warehouse manager to operations manager.

Besides new people and training programs, ABR has a new computer system that has allowed them to develop an intranet for easy, fast, safe internal communications

Jody also announced that the Syracuse branch was selected to supply equipment and parts to the U.S. Army for two big new projects at Fort Drum in Watertown.

We thank ABR Wholesalers for their continued support of ACCA and congratulate them on their growth and success.

## 70 Years Of Experience At Your Service



Our professional, outside sales staff is always available to help you get the job done on time and on budget with the right equipment and parts. They are (l to r) Lou Dispenza, Mike Heller, Tim Holt and Rob Bounds.



845 Maple St.  
Rochester  
235.2030

1800 E. Main St.  
Rochester  
288.6880

29 Evans Street  
Batavia  
343.5085

PLUMBING, HEATING, COOLING and REFRIGERATION DISTRIBUTORS

## Tyrrell Insurance

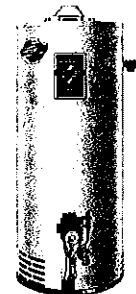
*We take good care of our people*

Specializing In...

- Contractor Liability
  - Employee Benefits
  - Workers' Compensation
  - Equipment Leasing
- For HVAC contractors

**585-924-7191**

[jamie@victorynyinsurance.com](mailto:jamie@victorynyinsurance.com)



**BRADFORD WHITE CORPORATION**  
**DEFENDER**  
Safety System  
**Water Heaters**

- Meet new ANSI water heater standards
- Maintenance-Free protection with Screen Lok™ technology
- Proven design, no change in height or diameter

## GECK PLUMBING & HEATING SUPPLY CO., INC.

620 MEIGS ST. • ROCHESTER, N.Y. 14620  
PHONE 271-8311 • FAX 271-7030