

# Empire/Metro New York Edition

# HVAC INSIDER

## & REFRIGERATION

Heating, Air Conditioning and Refrigeration Professionals

### BRANCH PROFILE

## ABCO Refrigeration - Brooklyn



Summer employee Mike Serrano, far left, "Big Al" Primario, Tamecca Beckford, Al Sodano, Branch Manager Vinny Riker, and Phil Berger. Not pictured are Mike Crowley and Steve Gomez.

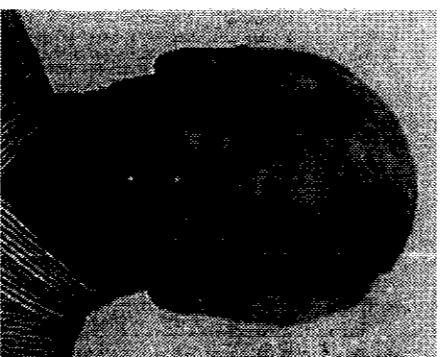
The new staff is improving ABCO's Brooklyn Branch, and brings lots of industry experience to table "New Branch Manager Vinny Riker is a great success story for ABCO", says Larry Leclercq, VP, Branch Operations. Vinny started as a warehouseman in Hicksville branch 14 years ago. He then moved to Counter Sales in Hicksville followed by Lead Counter

Sales in Hauppauge branch.

In October 2005, Vinny was promoted again to Assistant Branch Manager of Brooklyn branch. In the Summer of 2006, promoted to Branch Manager of Brooklyn, he has organized the branch to make it run more efficiently, improved customer service, updated inventory to better fulfill

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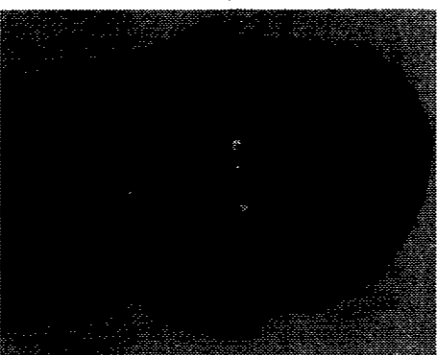
## Trane Announces the Addition of Mike Carey and Jim Goodness



Mike Carey, District Manager New York-Vermont

Trane has announced that Mike Carey has accepted the position of District Manager for the New York-Vermont territory which includes Berkshire County Massachusetts.

With more than 20 years in the building automation system (BAS) and heating, ventilation and air conditioning (HVAC) industry, Carey was most recently direct sales manager for the New England territory of Trane. Prior to joining Trane in 1995, Carey spent



Jim Goodness, Aftermarket Leader, New York-Vermont

more than 15 years with Johnson Controls. He was most recently direct sales manager focusing on bringing the benefits of service and energy saving contracting projects to building owners. He will be based in the Trane office in Latham, NY.

Carey received a bachelor of science in mechanical engineering from Northeastern University in Boston. He has been involved in a number of

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## Between the Lines

by Fred Marrel

### If God accepts Credit Cards, Why Don't You?

On Sunday morning, when the collection plate is passed around, the churchgoers reach into their pockets to find - lint, a piece of chewing gum, but not much cash. Church donations are down, because people are becoming more dependent on credit cards and carry less money.

Churches are finding that a convenient credit card machine in the vestibule is providing the answer. On the way in or out of church, just stop by the machine and make your donation. It may not be as ceremonial as passing the plate, but it shows how even churches are joining the technology age.

I point to an article I read recently that originated in the Los Angeles Times. In Augusta Georgia Pastor Marty Baker offers sermons available as "podcasts," at the 1,100-member evangelical congregation he founded 19 years ago. He is not unique in his jump

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## American Universal Holds Tent Sale



L-R: Jim Bowers of American Universal; Frank Brecher & Bob Daiken with Venco Sales; and Bill Schenk of American Universal American Universal Supply a Tent Sale at their Elmsford location.

This hydronics kick off event included free certification classes on Aquapex, Everhot instantaneous gas

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## Honeywell Announces ABR Wholesalers Has Achieved "Diamond Distributor" Status



Jody Monaco-McGarry, President of ABR Wholesalers

Honeywell announced it has named ABR Wholesalers a Honeywell Diamond Distributor. Honeywell selected Rochester, New York-based ABR because of the firm's extraordinary growth, HVAC expertise, and strong dedication to serving customers in western and central New York State. ABR offers its customers the industry's most innovative home comfort and indoor air quality (IAQ) products.

"I am delighted to announce that ABR Wholesalers has earned Honeywell Diamond Distributor status," said Honeywell Homes Vice President Eileen Youds. "ABR has an outstanding track record of

success in our industry — and the company's commitment to customer satisfaction is legendary."

ABR was founded in 1966, and specializes in residential and commercial HVAC products and accessories.

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**Blasco HVAC Supply Special Section!**

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## Between the Lines

forward using technology in his field of endeavor, but Baker has waded further into the 21st century than most.

One Wednesday night recently a churchgoer stepped up to an unusual looking machine in the church lobby. It was one of the church's three "Giving Kiosks": a sleek black pedestal with a computer screen, numeric keypad and magnetic-strip reader. Prompted by the on-screen instructions, the man performed a ritual more com-

mon in quickie marts than a house of God: He pulled out a bank card, swiped it and punched in some numbers. The machine spat out a receipt. A \$400 donation was routed to church coffers before he had found his seat for evening worship.

Since the first piece of equipment was installed in early 2005, kiosk giving has gradually gained acceptance among his upper-middle-class flock. The three kiosks are expected to take in between \$200,000 and \$240,000 this year — about 15 percent of the church's total donations. The kiosks can let donors identify their gift as part of their regular tithing, or direct it to special building or missionary funds. The ma-

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chines send information about the donation to a central church computer system, which shoots the donors an e-mail confirmation. The concept is in its infancy, but it is part of a broader attempt among houses of worship to boost donations using modern technology. This summer, Baker and his wife, Patty, began selling the devices to other churches through their for-profit company, SecureGive. So far, seven other congregations have installed or ordered the machines. All of them are Protestant, and most are in the South.

But Baker — a 45-year-old preacher who grew up in the Pentecostal churches

need them." Trane Parts Centers distribute more than four dozen lines of quality parts and supplies to the heating, ventilating and air conditioning (HVAC) market including light commercial equipment, compressors, portable cooling units, air filters and motors.

## Trane Announces the Addition of Mike Carey and Jim Goodness

business and community leadership organizations, most recently board vice-president of Community Work Services in Boston.

Jim Goodness has accepted the position of After-market Leader for the New York-Vermont territory which includes four Trane Parts Centers and a mobile store.

With 28 years in the industry, Goodness brings a wealth of experience to the aftermarket leader position. Having been a service technician, supervisor and manager, he's experienced the pressure to

have the right materials for the job right way. As a service account manager, Goodness understands the frustration customers sometimes feel when they need a part or help with a bigger solution for their customer.

"We're thrilled that Jim decided to take the helm of the parts stores," said District Manager Mike Carey. "His years of sales and service experience will benefit customers as he introduces new services to save them time and money as well as get them the parts they need, when they

need them."

Trane Parts Centers distribute more than four dozen lines of quality parts and supplies to the heating, ventilating and air conditioning (HVAC) market including light commercial equipment, compressors, portable cooling units, air filters and motors.

Locally, Trane Parts Centers has locations in Albany, Big Flats (Corning/Elmira), East Syracuse and Rochester in addition to a mobile store.

For more information, visit the Trane Web site at [www.trane.com](http://www.trane.com) ■

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## Honeywell Announces ABR Wholesalers Has Achieved "Diamond Distributor" Status

The company has three locations and over 40 employees working in the firm's Rochester, Buffalo and Syracuse locations.

"Our company offers a unique combination of 'small-company' service with 'big-company' strength

and buying power," said Jody Monaco-McGarry, President of ABR Wholesalers. "We are proud to be named a Honeywell Diamond Distributor."

For more information on ABR Wholesalers, visit [www.abrwholesalers.com](http://www.abrwholesalers.com).

Honeywell International is a \$30 billion diversified technology and manufacturing leader based in Morris Township, New Jersey.

For additional information on Honeywell, please visit <http://www.honeywell.com>. ■

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HVAC/Plumbing/Electrical

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