

Nu-Calgon Nu-sletter

A Complete Mixture of News & Views | July 2024

IN THE NEWS

Johnstone Supply and Nu-Calgon Tee Off for Success

DeWight Wallace and Jim Cunningham joined John Pinkus and Mike Buffardi from the Johnstone Supply Kenilworth group for the Billy Zimmermann Golf Outing at Maplewood Country Club in Maplewood, NJ. Reflecting on the day, Jim shared, "We had a strong showing on the links and an even better time networking with our customers."



Mike Buffardi, DeWight Wallace, John Pinkus, Jim Cunningham



DeWight and Jim getting ready to tee off



Jeremiah Landers, AKA Kid Maverick, Makes Long Run in Poker Tournament

Jeremiah Landers, an emerging poker talent known as "Kid Maverick," made an impressive run at the World Series of Poker in Las Vegas. With his aggressive playing style and sharp table talk, he secured 92nd place out of 20,000 competitors. When asked about his performance and future goals, Jeremiah said, "Some may call it luck, others call it skill, but outlasting that many opponents takes a bit of both. I'm excited to compete again in the future."

Good luck, Kid Maverick—we're all cheering for you!

Nu-Calgon Takes the Spotlight at the 2024 HARDI SW Regional Conference

The July issue of Air Conditioning Today featured highlights from the 2024 HARDI Southwest Regional Conference, held June 9-11 at the Henderson Beach Resort in Destin, Florida. This annual event, organized by the Heating, Air-Conditioning & Refrigeration Distributors International (HARDI), serves as a key platform for HVACR professionals to network, exchange insights, and explore industry trends. The conference typically includes business meetings, keynote presentations, and social events, offering valuable opportunities for growth and connection within the industry.

Alexis Terzado, Steve Dover, and Jody Long Featured in Today's AC & Refrigeration July Edition

In June, Tropic Supply held Demo Days in collaboration with Nu-Calgon, focusing on preventing and treating white slime. The event showcased the expertise of our Account Managers and highlighted the positive impact of Nu-Calgon's products on HVAC maintenance. Great job to everyone involved!



Sherwin Storman and Matt Elledge taking advantage of the tailgating networking event



Tropic Supply Demo Days Nu-Calgon: Learn How To Prevent and Treat White Slime

During the month of June, Tropic Supply held several Demo Days with Nu-Calgon on how to prevent and treat White Slime. Tropic customers learned how to save time and money by learning how to prevent and treat clogs and costly overflows caused by white slime.

Nu-Calgon suggests cleaning the indoor coil at the time of installation, which can minimize opportunities for biological growth and how regular maintenance can help reduce white slime from growing and also prevent condensate problems before they begin. Products recommended for white slime included DrainSolve, which can clear clogs on contact and Nu-Calgon's non-corrosive, enzyme based Proenz/Zero drain line treatment that will help address future clogs and issues for up to three months. The three Nu-Calgon representatives for the Demo Days were:

Alexis Terzado, who brings over 30 years of experience in the HVAC/R distribution industry, ranging from warehouse operations to outside sales in Florida. With a passion for innovative products, he has trained professionals across the state and is well-versed in the challenges contractors encounter daily. Dodge, he specializes in HVAC/R equipment sales and training, dedicated to assisting customers in finding solutions through Nu-Calgon products. Steve Dover, has been in sales for 10 years. He started in residential HVAC sales in 2000 and switched to wholesale two and a half years ago. He lives in Palm Harbor and his Nu-Calgon territory is Naples to Tallahassee along the west coast. He has been with Nu-Calgon since September of 2022.

Jody Long has worked with Nu-Calgon for the last 18 years as an Account Manager. Prior to Nu-Calgon, he worked for 12 years with a major HVAC/R wholesaler. In the last 18 years with Nu-Calgon, Jody has trained more than 5,000 technicians' contractors on the latest tools and techniques for maintaining HVAC/R systems. Visit www.tropicsupply.com/events/calendar for upcoming training and events.

Alexis Terzado of Nu-Calgon, Todd Puffer of Tropic Supply, and Steve Dover of Florida Services

Katie Cruz and Will Monaghan of CTRS with Alexis Terzado of Nu-Calgon

Tropic Supply Nu-Calgon Demo Day at T4 Tropic Supply in Delray Beach

Remarkable Renovated Displays – Before and After

Vosburgh Unleashes a Wave of Improvements in Hawaii

Robert recently embarked on a successful trip to the beautiful islands of Hawaii, where he spearheaded a series of impressive display revamps at AC Warehouse and Cosco Supply in Honolulu, as well as the new Waipahu Distribution Center in Oahu. His efforts enhanced the visual appeal of these locations and strengthened our presence in the region. Kudos to Robert for his dedication and hard work in bringing these improvements to life!



Organization, shelf strips, and shelf enhancers make all the difference in the world, as shown here in the before and after photos at the AC Warehouse



Robert utilized the fantastic four to build a great display: headers, backers shelf strips, and shelf enhancers



Robert's new build at Cosco in New Waipahu Distribution Center in Oahu

Gary Brown Elevates Nu-Calgon: From Basement to Penthouse with Stunning End Cap Displays



Gary Brown seized the perfect opportunity to showcase Nu-Calgon in a prime, "Penthouse" fashion at Baker in Lewisville, TX. Thanks to his vision and execution, Nu-Calgon now holds a prominent spot, turning heads and making a statement. Marcus Loveless, the Baker manager, was amazed at the transformation, remarking that he couldn't believe the difference and how fantastic it looks. Way to go Gary for taking our brand to new heights!

Here is another example of Gary renovating an end cap at Century in Mansfield, TX. The store manager thanked Gary for creating a fantastic display utilizing Nu-Calgon assets, header, shelf strips, and backers.

Remarkable Renovated Displays – Before and After (cont.)

Brandon Lemons' Nu-Calgon Magic: Transforming Unused Space into a Showstopper

Brandon Lemons worked his magic at the Knoxville Johnstone, turning an underutilized display area, once dominated by Viper and Red Devil products, into a stunning Nu-Calgon showcase. The transformation is nothing short of impressive, with the before-and-after photos revealing a complete makeover. Thanks to Brandon's keen eye and dedication, Nu-Calgon now shines in the spotlight. Great job, Brandon—your efforts have truly elevated Nu-Calgon's presence!



Bakmaz, Lenahan, Dufault, and Stumpf Team Up to Transform 2J Supply Branches Across the Midwest

The A-Team, consisting of Bakmaz, Lenahan, Dufault, and Stumpf, took the initiative to elevate the merchandising at 2J Supply branches across the Midwest. Their efforts brought impressive makeovers to locations in Dayton, Louisville, Corbin, Columbus, Toledo, Lima, Huntington, Piketon, and Cincinnati. The result? A fresh, eye-catching look that has left a lasting impression. Mark Walsh, the 2J Supply manager, expressed his gratitude, telling Marko, "Wow, it looks fantastic. Thanks to the Nu-Calgon team for making all the sites look so nice." Congrats to the team for their outstanding work and dedication!



Cincinnati Branch



Columbus Branch



Lima Branch

SUCCESS UNLOCKED THROUGH TRAINING

Jim Dufault Leads Learn and Apply Coil Cleaning Workshop

Jim Dufault recently hosted an innovative hybrid training workshop at Flow Tech Plumbing & Heating in Columbia City, IN. The session combined the best of both worlds: in-depth classroom instruction on Nu-Calgon coil cleaning techniques, followed by hands-on application of the products. Participants not only gained valuable knowledge but also had the chance to put their skills to the test. Jim's expertise and engaging approach made this workshop a standout success, further solidifying Nu-Calgon's reputation for excellence in training and product performance.



Break Free From the Classroom: IAQ Training: Anywhere, Anytime

Matt Stumpf proves that you don't need a fancy classroom to deliver top-notch IAQ training. Recently, Matt took his expertise on the road, conducting a series of hands-on training sessions in unconventional settings. One session occurred in a garage at Affordable Air in Chillicothe, OH, while another was held in a makeshift classroom at Ascend Mechanical in Bryan, OH. No matter the location, Matt's commitment to sharing IAQ's finer points, features, and benefits shines through. Nice work, Matt, for making IAQ training happen—whenever and wherever it's needed!



Matt Stumpf holds IAQ Training in a garage at Affordable Air



IAQ Training at Ascend Mechanical

Field Highlights: What's Making Headlines?

Brian Bush Shares Expertise at CD Jones Counter Day

Brian held a counter day before an impressive Nu-Calgon display. Customers were enticed with free lunch.



Brandon Lemons Hits the Road for Baker Counter Days

Recently, Brandon traveled across Tennessee to hold counter days at Baker locations in Jackson, Nashville, Murfreesboro, and Chattanooga. Brandon worked with Daniel Barrett, Baker's Regional Manager, to execute the counter days. Brandon said, "The customers loved learning about the Scorpion and the Turbo Tank 2.0, and it was great exposure for Nu-Calgon."

WELCOME TO NU-CALGON!



Jacob Coyle

Introducing Jacob Coyle, Nu-Calgon's New Forklift Operator! Jacob is working the 3rd shift. When he is not helping Nu-Calgon move products, he enjoys playing video games and working on projects at home.



Jamal Bond

Let's welcome Jamel Bond as a Nu-Calgon 3rd Shift Forklift Operator. Jamal has 24 years of warehousing experience. When Jamal is not working at Nu-Calgon, he keeps up with his four children, three girls and one boy. Jamal is also a sports fanatic and a car gearhead, and he enjoys cooking.

NEW TO THE COMPANY STORE

Introducing the All-Brand Nu-Calgon Coffee Mug - Get Yours Now!

Don't forget the Sale Tab on the Company Store for the best deals!



Nu-Calgon Anniversaries

Kevin Hudson	29 years
Rick Souders	22 years
Doug Gildehaus	14 years
Keith Summer	3 years
Kyle Collier	1 year