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Excellence Update



Monthly News and Information About Excellence Alliance

Excellence Alliance Monthly Newsletter

June

Featured Articles

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OUR ANNUAL LEADERS MEETING IS JUST AROUND THE CORNER!



In an attempt to make this the best Fall Meeting yet, we need some advice. Please take this time to fill out a short survey to give us some feedback on what you would like to see. **Fill out the Survey....**

Ally's in the Spotlight



• **New Contractor Mentor Team for EAI Members**

Creating the strongest support group in the industry,



effective June 1, 2004, Excellence Alliance is launching another initiative for its members: the Contractor Mentoring Team. EAI has assembled a team of industry experts who will be available by phone or email to address business issues for members. The Mentors are a mixture of graduate engineers, business, and accounting professionals with impeccable reputations. Each mentor has a minimum of 20 years experience in the industry, has personally managed companies with revenue between \$2 million to \$80 million and holds multiple licenses. The team represents the strongest support group in the industry, which raises EAI to an unprecedented level of support. There are no business issues that cannot be reviewed and handled by this

[Read on...](#)

• **EAI and Aire Serv Form**

Visit Our Ally



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Strategic Relationship



I
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t
attend
the Annual Spring Meeting on 14-15, you missed out on an important announcement.

Welcome New Members!



Bruce Beckwith of Beckwith Heating and Cooling

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Wayne Beck of Aladdin Air Conditioning

Effective May 20, 2004, Excell Alliance (EAI) and Aire Serv fo a strategic relationship. Aire S a national HVAC franchise gro headquartered in Waco, TX. Ir weeks preceding the 2004 Spr Meeting, we had a series of meetings with representatives Aire Serv and The Dwyer Grou (their parent company), and q discovered we shared commo values and business philosoph We realized that there were synergies within the two organizations that will develop time.

Upcoming Training Schedule

Operating Power, July 7 - 8

Flat Rate Contractor Accounting, August 17-18

EAI will share some of its intel property and programs as a p this relationship and Aire Serv providing financial considerati return. Aire Serv has taken no ownership in EAI but is provid capital for the ability to access of our programs. Aire Serv will attend EAI meetings and prov information to members who i greater level of support and w considering the benefits of be an Aire Serv franchisee. Also, participating in EAI's buying g Aire Serv gives us more buying power with our Strategic Allies

Comfortech Early Bird Registration



Register through EAI before June 30th to save \$200 per person.

Read on...

• Two Scholarships Awarded the Annual Spring Meeting

Excellence Alliance





Registrations were faxed to all members June 9th.

employees and the Excellence Alliance Foundation (EAF) awarded two \$2,000 scholarships to RE Tech Center and Gateway Community & Technical College May 15, 2004, on behalf of the Foundation, Shannon Poe of E Bob Feathers, HVAC/R Department Head of RETS, and Ric Bowen HVAC/R Instructor at Gateway presented two checks for \$2,000 student recipients, Willie Buy Nathan Mullencamp of RETS, ; Alex Henry of Gateway, to cover their studies in HVAC/R. The presentation took place during the 2004 EAI National Spring Meeting at the Millennium/Four Points Sheraton Hotel in Cincinnati, OH.

These scholarships were fully funded by voluntary employee payroll deductions of the EAI staff. They were the fourth and fifth scholarships funded by the employees of EAI. If you are interested in beginning a voluntary employee payroll deduction program to fund a scholarship, please contact EAF at 877-324-3444.

How you can fund a scholarship...

- **EAI Member Aqua Air Receives the American Business Ethics Award**

Aqua Air Technologies, Inc., of Murfreesboro, TN was honored in 2002 when it received the Tennessee American Business Award in the small business division. Marilyn Blake-Betty, president, presented the award by The Society of Financial Service Professionals Nashville Chapter. Marilyn was one of five recipients to receive this reputable award out of 100 nominees.

The American Business Ethics Award was established in 1994 to honor U.S. Companies that demonstrate

their firm commitment to ethic practices in their everyday operations and philosophies, in response to crises and challenges.

Marilyn will join other finalists this year when she competes for the National American Business Ethics Award.

• **Did you know your employees receive a Sears Tire Group Discount?**

Excellence Alliance and Sears Auto Group have a national agreement that offers EAI members and their employees preferred pricing and services at over 800 Sears Auto Centers, designed to reduce the costs of fleets. The Sears Tire Group provides the best national coverage of any tire provider.

The National Account Agreement provides:

- A 5% off their lowest advertised price.
- A wide selection of brand names, such as Michelin, Goodyear, BF Goodrich, Bridgestone, Dunlop, and others.
- Free lifetime rotation every 5,000 miles, no matter how your tires were purchased.
- A 10% discount on their lowest advertised battery prices.
- A 10% discount on all parts and labor associated with front end repair, shock/strut replacement, brake alternators, starters, and battery diagnostic services.
- ASE Certified mechanics perform all work.

The Sears Auto Group will keep your vehicles on the road by offering:

- Extended hours- even on weekends

andrea@eainet.net

- Reservations for routine maintenance

**If you need more informat
please contact Mark Brow
(317) 258-7856**

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