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Excellence Update

Monthly News and Information About Excellence Alliance



Excellence Alliance Monthly Newsletter

August 2004

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• Major Enhancements to the 2005 General Motors Agreement!



We are pleased to announce that not only have we concluded our new 2005 Model Year General Motors agreement but we have also incorporated some major enhancements.

This year's program has been simplified by rolling the funds that were available in the VX5 invoice reduction program directly in the CAP program. This will ensure that our members will be able to consistently receive the maximum funds available.

Another major enhancement is we were able to reduce the tier minimums from 100, 200, and 500 to 25, 50, and 100. With the number of vehicles EAI Members buy plus the vehicles Aire Serv Franchisees buy, these levels are definitely achievable!

Remember our prices are locked in at the 2005 model year introductory prices. There have already been a few price increases that are being phased in on selected models that we will be able to avoid as a result of our agreement. REMEMBER, when comparing our program to the retail incentives, be sure

Are you registered for Vegas?



Come and See What's New!

Join us October 20-22 for the 8th Annual Fall Meeting

Register online....

Nominate your Company for the 2004 Awards Ceremony!



Call Shannon Poe at 1-877-324-3444 for details.

Ally's in the Spotlight!



Gain the AirAdvice Advantage

GPS North America

Realtime Vehicle Tracking and Reporting



*Vehicle Tracking and Fleet Management
at their Best*

Visit our Booth at HVAC Comfortech 2004!

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September 15-18, 2004
America's Center - St. Louis, Missouri
COMFORTech
The National,
Residential & Light Commercial
HVAC Seminar & Showcase
2004
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to compare the current factory invoice to the introductory fleet prices.

When purchasing or leasing these vehicles you must use EAI's FAN #919517. This is not an allowance program. These CAP funds will be paid out to you in full from EAI as soon as we reach each tier. If you have any questions, please call Bob Newton at (513) 619-4807 or email him at bobn@eainet.net.

[View the Tiers...](#)

• Half-Day Seminar for Service Technicians

Emerson Climate Technologies announces 2004- 2005 Copeland Scroll Training Seminar Schedule



Emerson Climate Technologies, a business of Emerson (NYSE: EMR), has announced their 2004-2005 Training schedule for their Copeland Scroll Air Conditioning Training Seminars. This half-day seminar for service technicians will focus on the air conditioning fundamentals, Copeland Scroll Technology and alternate refrigerants. The seminars will be held between October 2004 and March 2005. Attendees can receive CEU's if Emerson has applied for that accreditation in the state they are visiting. Emerson Climate is registered with NATE and awards credit to those contractors that are NATE Certified looking to accumulate their re-certification requirements.

Featured Topics:

- Introduction and basic air conditioning overview
- Scroll compressor fundamentals
- Causes and prevention of compressor failures
- New refrigerant and lubricant review

For more information, or to register for the Copeland Scroll Air Conditioning Seminar, call Derek Alexander at 937-498-3194 or visit www.EmersonClimateContractor.com and click on "Education."

[Read on...](#)

• Continuing Education Credits for Technicians



The Training Source and Service and Supply

Warehouse Partner With Excellence Alliance

Due to the high demand of members asking us to add training courses that will enable their technicians to earn continuing educational credits, we are pleased to announce that we have concluded an agreement with The Training Source and Service and Supply Warehouse. Through their affiliates, HVACTraining.com and 123Supply.com, we now have an excellence source for your technicians to earn their CEU's.

There are seven states that currently require continuing education (AL, FL, GA, KY, NC, OH, and OK) and in the very near future, there are several others that are going to require on-going certification. HVACTraining.com has the technical training that will enable your techs to earn credits to maintain their licenses. There is a wide range of certified classes available: Combustion & Venting; Leak Testing Refrigeration Systems; Carbon Monoxide And The Indoor Environment; and Psychrometrics Made More Simple.

For course details, go to www.hvactraining.com and click on Schedule - Sign up here! EAI members will receive \$25.00 off on any classes attended.

If you are looking for industry related books, manuals, videos, and other training materials, 123Supply.com probably has what you need. If you cannot find what you are looking for on www.123supply.com, give them a call and they will find it for you. EAI members will receive a 10% discount on all purchases from 123Supply.com.

- **The Strongest Support Group in the Industry**

If you haven't taken advantage of the Mentor Hotline, you're missing out on a valuable resource that many of your fellow members have already used - and it's included in your membership!

The EAI Mentor Team consists of successful, experienced HVAC professionals with impeccable reputations. Each has a minimum of 20 years experience in the industry, has personally managed companies with revenues between \$2 million and \$80 million, and holds multiple licenses. This team represents the strongest support group in the industry and raises EAI to an unprecedented new level of support. There are no business issues that cannot be reviewed and handled by this team.

Choose Your Mentor...

- **8th EAF Scholarship of 2004 Awarded**

Equiguard, Inc., a
Strategic Ally of
Excellence Alliance,



partnered with the Excellence Alliance Foundation (EAF) to award a \$2,000 scholarship to the Lafayette Campus of Ivy Tech State College. On August 18, 2004, on behalf of the Foundation and Equiguard, Glen Roberson, Technical Division Chair, presented a check for \$2,000 to student recipient, Corey Bruns, to continue his studies in HVAC/R. The scholarship was fully funded by Equiguard and the presentation took place at Ivy Tech at 4:00pm.

EAF is a non-profit organization created to attract, educate and develop students in HVAC/R programs by awarding as many scholarships as possible for the education of the future workforce in the contracting industry. 100% of all contributions go directly to the Foundation scholarship fund and all administrative expenses are paid by Excellence Alliance.

andreao@eainet.net

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