



The team from Honeywell, Oil Heat Cares and EDOS helped improve the YMCA facility in Providence, RI.

Honeywell, Oil Heat Cares Volunteer at YMCA Camp

Honeywell and Rebuilding Together Providence marshalled an all-day revitalization project at the YMCA Shepard Reservation Day Camp for underprivileged children.

Honeywell donated more than \$7,500 in materials, and more than 50 Honeywell employees and volunteers from Oil Heat Cares and EDOS Manufacturers' Reps, Inc. helped with the project.

"The YMCA of Greater Providence is very grateful for the employees of Honeywell, Oil Heat Cares and EDOS for their time and energy spent out at our Camp Shepard Facility," says Paula Jacobson, Executive Director of the East Side/Mt. Hope YMCA.

Renovations included repairing and painting building exteriors, building new picnic tables, clearing away debris, and general trail maintenance. The team also planted new flowers on the grounds.

More than 4,500 Honeywell volunteers have revitalized more than 170 homes and community centers across the U.S. since September 2003. Those repairs have an estimated market value of \$6 million. honeywellnow.com

Rinnai Products Featured In HGTV Green Home

Rinnai Corporation reports that three products from its energy-efficient product line are featured in the HGTV Green Home 2010, located in Plymouth, MA.

Rinnai's RC80HPi condensing tankless water heater and Q85S condensing wall-mounted boiler provide energy-efficient water heating and home heating to the HGTV Green Home, while the company's EnergySaver™ intelligent fireplace brings warmth and high-efficiency heating to the home's living room.

To learn more about the Rinnai products showcased in the HGTV Green Home 2010 or Rinnai's tankless water heater giveaway, visit <http://www.rinnai.us/hgtv-green-home-2010/>.

For additional information, visit rinnai.us.

APPOINTMENTS

Advanced Telemetry, San Diego, CA, developer of the EcoView™ smart energy management system for light commercial and residential applications, has named Davis Watkins as its vice president of



Rinnai's condensing tankless water heater.

HARDI Fly-in: 161 Meetings in 8 Hours

Heating, Airconditioning & Refrigeration Distributors International (HARDI) recently concluded its third successful Congressional Fly-In, May 18-19. The event was held in cooperation with the Air Conditioning Contractors of America (ACCA). More than 50 HARDI distributor and supplier members met in Washington, D.C. to hold a record-setting 161 meetings with legislators' offices in barely eight hours. This year's event kicked off with the first-ever HARDI Energy Efficiency Exchange.

<http://bit.ly/HARDIFlyin2010>

commercial sales. Watkins will cultivate the company's emerging HVACR wholesale distributor sales channel for its EcoView commercial solution.



Davis Watkins

Watkins has a strong background in HVACR industry sales management and development, having worked for several leading systems manufacturers.

Watkins recently provided *ContractingBusiness.com* with a white paper on wireless energy management systems (EMS). It can be found at <http://bit.ly/EMSinCB>

This month in CB history...

1971: "If you're content to sit and wait for the phone to ring and then send a man out on the call, you're just *selling service*," not marketing it, wrote Prof. Theodore Levitt, in the article,



"Market Service Like a Pro." Levitt wrote that customers don't just buy a product; they buy the continuing performance of that product. If you communicate your service capability and your

service commitment, you'll have a competitive edge in product sales.