

D.A.C. Minutes

Thursday, April 28, 2011

Lenexa Branch

Bryant Dealer Members:

Ace Htg & Clg – Dean O

Comfort Care Htg & Clg – Mike G

Theel Plbg, Htg & Clg – Nathan T

Carrier Dealer Members:

Bannister Electric – Steve L

Beerman Htg & Clg – Jason B

Chief Htg & Clg – Kyle S

G. K. Smith & Sons – Ken S

McElroys Inc. – Greg H

Attendees:

Steve W, Gerald K, Bob K, Jeff U, Bill W, Nathan T, Sheila B, Jason B, Steve L, Dean O, Dan R, Greg H, Kyle S, Phil K, Mike G, Steve W

Absent:

Ken S

Meeting was called to order at 9:30 a.m. by Steve W. The minutes from the last meeting were reviewed and approved.

Old Business:

ACTION ITEM – Phil K checked into bringing looping contractors into our territory. ClimateMaster is holding a school for looping contractors, June 2011 they will train backhoe, drillers etc. on the correct way to do the drilling.

ACTION ITEM - John Anderson responded via email about the following items:

58CVA coming from factory with the plug loose or not completely plugged in:
Bob Mikell has investigated and discussed with Steve W with no actions arising.

Fan coils the factory has no changes planned for now. The standard “N” coils are shortest in the industry. With the new 90’s they will have a stack height of 60”.

58YDB thanks for providing the factory the Copeland scroll, control box and piping kit for us to examine.

New Business:

Mike G would like to see another TM in the Springfield branch to free Dan R up. CPD management is looking at a few different scenarios on what to do.

Mike G new warranty on line doesn't like it but it doesn't go live until next week. A lot of the information will be populated automatically, the training made it look a little more difficult that it really is. Beckie and her warranty team are there to help you with some of your issues.

Mike G noted that HVACPartners.com is has a lot of information on it and its getting harder and harder to find what you are looking for. Is there anything in the works to make it easier to find items in? Phil responded that the factory is constantly looking for ways to use it as a portal to links for other websites. CPD would look at putting together a tutorial to get around in HVACPartners.com easier. Bill W noted that there are webinars under the training tab that will help you. Bill W will look at what they have in the webinars to see if we can put together a cheat sheet.

Bill W asked the Bryant dealers who participated in the Weldon Long training if they liked it? Nathan and Mike like the training a lot.

Steve W announced we are out of the generator business, due to lack of interest from our customers because its hard to be competitive with the big box stores. If it's Carrier or Bryant brand we still have availability for parts thru the factory.

Steve W GEO School May 12 & 13 in Lenexa, room still available if you want to register.

Steve W asked how many do the Hydronics using GEO with in floor radiant, is there any interest? Depending upon the interest from dealers' CPD would probably do one seminar in either in Omaha or Lenexa.

Steve W reminded everyone about warranties upgrade with GEO fan coils/evaporator coils you could GEO 10 years parts and labor, July 1 you will be able to buy the extended parts and labor on the coils.

Some of the upgrades to the Infinity & Evolution stats will make the stats have more communication ability. They are looking at different opportunities that you can use a laptop or smart phone...still in the works and until available not very much information is coming out.

10:35 a.m. 15 minute break

Steve W and Bob K went to Topeka last week and met with USDA there is a lot of money out there for GEO – grants/financing with both city and states. If you want more information please contact Steve direct and he will get you the information. 93% of the consumers who applied were funded per the USDA. Each state is given money, they have until the end of June to award it then it goes back into a pot and then other states can

draw off the pot of excess funds available from other states. The USDA will help you with getting funding you just have to contact them. It is both residential and commercial applications.

Sheila talked about the 3 different incentive trips that were available this year; Switzerland, Grand Cayman and New Orleans. There is a destination for everyone this year.

Mike G would like a local fishing trip as part of the parts preseason trip instead of it always being in the Dakotas. Phil, Steve W, Steve L and Mike will talk about it for next year.

Bill W – Ken S would like to change the DAC meeting to different day, Thursday is a bad day for him. Dean agreed and would like the meetings to be held on Fridays. We will change it for next meeting date.

Bill W – Payne R-22 units are in now. Phil noted that he just ordered \$800,000 dry units so we'd have the inventory for everyone. Dealers who have property managers and apartment managers that want to use the R-22 need to get with them and let your TM know what you will need so we can adjust our inventory if possible. It's a 30 day lead time for the units. We will have a limited amount of 3-phase units. We have opt'd to not order HP. But we will have a/c in the following sizes: 1 ½, 2, 2 ½, 3, limited 4 and 5.

ACTION ITEM – Bill W will get from the factory the warranty on R-22 in writing.

Adjourned for lunch 11:45 a.m.

Steve L asked if we would have a GAP program this year. Phil said we would have something in place no decision yet. Would probably be a financing package of some kind.

Steve W asked Bill W about adding a couple Bryant dealers to the DAC meeting. Should have them in place by next meeting.

Gerald K asked if there is any feed back about the operations at Lenexa, S Liles said that on the parts counter he's on hold for 5-10 minutes.

Next meeting will be Friday, August 12 at 9:30 a.m.