

# HVACR

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## Peoria-based Cool Blew draws on experience for success

**Jayne Cook**  
HVACR Today

Since 2002, Cool Blew has been providing plumbing and HVAC services to local businesses and homes in Phoenix. The company was founded on a serious commitment to service and to providing premier services at an affordable price.

“We combine our extensive industry experience with our expert knowledge to provide our customers with the best services and products available in the Phoenix area,” said Office Manager Sue Proctor.

Wife to Cool Blew founder Robert Proctor, Sue Proctor has over 30 years experience in supervising, call center processing and mailing departments with one of the country’s largest insurance companies. Sue used her previous experience in customer service to help maintain the customer first philosophy employed at Cool Blew, a philosophy that Proctor said, is the foundation of good business.

“Cool Blew is committed to providing quality service, professional installations and building positive customer relationships,” she said. “Those lasting relationships are most



Founded in 2002, Cool Blew operates out of Peoria, Ariz.

important. Having customers that trust you enough to keep coming back.”

Primarily, the company specializes in private and commercial work, but are also contracted for warranty work with numerous home warranty companies including American Home Shield, Home Buyers Warranty,

Fidelity National, Old Republic and Service One.

Robert Proctor founded the business a decade ago and has worked endlessly to maintain a company of integrity and exceptional workmanship. Proctor has an electrical engineering background in the US Air Force.

He has over 20 years experience in the service and repair business. He ran one of the largest plumbing, heating and air conditioning companies in Arizona for over three years. In that time, Proctor placed customer service as his top priority and grew the business to new heights with that model until his departure. In this three year span, the number of service trucks within the company grew from seven to 20. Seeing the benefits of owning one’s own business that puts customer service and satisfaction first, Proctor left to start his own company—Cool Blew Plumbing, Heating & AC.

Co-owner Tim Palmer oversees the technicians at Cool Blew, as well as manages the day-to-day operations of the company. Palmer is an experienced member of the Cool Blew team with over 20 years of HVAC experience. A commercial refrigeration expert, Palmer previously worked for one of the west side’s largest HVAC companies for over 10 years before becoming co-owner of Cool Blew.

The most recent addition to Cool Blew is General Manager Jonathan Smith, who

*See ‘Cool Blew’ page 4*

## Air Cold Supply salesman wins fighter pilot experience

**Alan M. Petrillo**  
HVACR Today

Ray Garcia, counter manager of inside sales for Air Cold Supply in Tucson is a Top Gun—not only in terms of sales volume and totals, but also because of his experience flying a fighter pilot trainer out of an airfield in Mesa.

Garcia, who has been with Air Cold Supply for nearly 16 years, was one of 10 Air Cold Supply employees from the company’s 35 locations in four states to win an award in Air Cold Supply’s Aim program, promoting the International Comfort Products (ICP) Day and Night HVAC units.

Air Cold Supply promotes itself as a comprehensive one-stop HVAC shop, serving HVAC dealers and contractors with residential and commercial equipment, parts,

supplies and controls. In Arizona, the company has three locations in Phoenix, and one each in Glendale, Mesa, Prescott Valley, Tucson and Yuma. The rest of Air Cold Supply’s locations are in California, Nevada and Utah.

“Contractors who purchased the units got certain amounts of money credited to their accounts, depending on the number of units purchased,” Garcia said. “The first 24 units got them \$1,400; another 12 units got \$700 and another 12 units, \$700 more for a total of \$2,800 credited to a contractor’s account on 48 pieces of equipment.”

Two of Garcia’s accounts went considerably beyond the 48 units, he said.

“One of them did 280 units while the second one did 300 units,” Garcia noted. “My

*See ‘Flight combat’ page 8*



Ray Garcia in the cockpit of the Extra 300L aircraft.

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# ACCD hosts Arizona Construction Career Days

**Alan M. Petrillo**  
HVACR Today

More than 1,100 junior and senior high school students from 65 schools around Arizona attended last month's Arizona Construction Career Days, sponsored by the non-profit Association for Construction Career Development (ACCD).

The Career Days, hosted at the Army National Guard, Papago Site, 5636 E. McDowell Road in Phoenix on Oct. 4 and 5, are designed to encourage more young people to consider construction as a career path.

Rose Ann Canizales, ACCD's president, said the Career Days are an outgrowth of the organization's mission to promote the construction industry through education and development.

"Our goal with the Construction Career Days is to introduce the students attending to the world of construction and to get them to consider all the facets that an education in the construction field offers, whether it's an apprenticeship program, or a two- or four-year college curriculum," Canizales said.

Canizales noted that the construction industry faces a work force shortage.

"We need to attract a new generation of people in the construction industry to assure the legacy of those who came before," she said. "The career paths they might choose range from heavy highway construction to the various construction trades to emerging solar technology."

The Career Days kicked off with a two-hour VIP reception that brought together industry leaders, educators, military representatives and legislators, Canizales pointed out, in an effort to promote dialogue supporting the creation of educational curriculum and work-force development for Arizona students.

Legislators attending the Career Days VIP reception included State Senators John McComish and Jerry Lewis, Speaker of the House of Representatives Andy Tobin, and Representatives Heather Carter, Jerry Weiers and Katie Hobbs.

Keynote speakers included John Huppenthal, Superintendent of Public Instruction for the Arizona Department of Education; William Scott Thomas, instructor in architectural design drafting at Shadow Ridge High School in Surprise; Rep. Carter; and Command Sergeant Major Max Butler of the Arizona Army National Guard.

At the VIP reception, Sundt Construction was presented with ACCD's Visionary Leadership Award. Sundt chief executive officer David Crawford accepted the award on behalf of the company.

During the Career Days, those attending were guided through a variety of aspects of construction and had the opportunity for hands-on learning at a number of exhibit booths. Students also got the opportunity to operate heavy construction machinery.

Thirty-seven companies and organizations participated in the Career Days as exhibitors, including contracting and subcontracting companies, utilities, union locals, and colleges and educational institutions.

Canizales noted that one of the goals of the Career Days is to give students a different perspective on the construction industry.

"We're trying to change the stereotype that many students have of work in the construction industry," she said. "We want to show them that construction has changed a great deal because of technology and environmental consciousness. Many are surprised when they see how different it is from what they had thought it might be."



Students participate at the Kearney Electric booth during the 2012 Arizona Construction Career Days event in October. Below, Arizona Superintendent of Public Education John Huppenthal speaks at the ACCD VIP reception.

