



# NEWS & VIEWS—THERMAL CONCEPTS NEWSLETTER

**Publisher:** Bernie Gonzalez

**Editors:** Allen Irvine and Carol Burghardt

**Project Name:** School District of St. Lucie County Bi-Polar Ionization installation  
**Scope of Work:** Install AERISA Bi-Polar Ionization Units for 32 School locations

**Project Team Leader:** Chris Premerlani

**Project Team Members:** Robert Shields, Winston Gonzalez, Brian Morales, Bryce Laufenberg, Matt Minnear, Dameion Earle

**Account Manager:** Dan Tarafa



**“Your team did an awesome job, can’t believe you guys pulled this off. Once again, the team proves our “Whatever it takes” ethos is alive and well! With the ongoing COVID-19 issues, and allocation of Federal funds, the School District of St. Lucie County decided to purchase AERISA Bi-Polar Ionization units to provide a cleaner environment for 32 school locations.**

*After assurance that we could handle the volume of work, we were awarded this high-profile project and asked to install 590 systems for these schools. The Superintendent and Chief Operating Officer gave us a completion timeline directive of approximately 2 to 2 ½ months during the summer break.”*

- Matt Weber, Senior Project Manager / District Architect, School District of St. Lucie County

**Project Name:** Seminole Hard Rock Hotel & Casino - Hollywood  
**Scope of Work:** 50-Ton Chilled Water Coil Replacement

**Project Team Leader:** Christian Castro

**Project Team Members:** Ramon Pena, Victor Sanchez, Osny Rodriguez, Luis Ortiz, Mario Remon, Matt Minnear, Christian Castro

**Account Manager:** Shelby W. Wilson, Sr.

**“The crew did an outstanding job with the coil change out for AHU 18. It was a tough task on Wednesday with the weather and counter truck weights being delivered late, but they fought through and got the job done. Kudos...”** - Justin Lantz, MEP Manager, Seminole Hard Rock Hotel & Casino



**Project Name:** Perez Art Museum - Miami

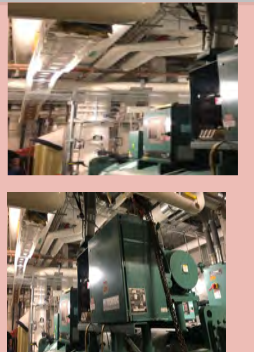
**Scope of Work:** VSD Replacement of Chiller 2

**Project Team Leader:** Martin Nesburg

**Project Team Members:** Chris Bavaro, Stephen Azzarelli

**Account Manager:** Ben Turner

*Chiller 2 VSD panel exploded in the fall of 2021. After originally estimated that the replacement boards were not available for one year, the Regional Sales Manager for JCI was contacted by our COO and the entire VSD panel arrived 7 months earlier than expected. The panel was installed flawlessly and Chiller 2 was back online in 3 business days! Awesome work!*



MacDill AFB is a major account in Tampa. It is home to U.S Central Command Headquarters and U.S. Special Operations Joint Command Headquarters. For that reason, security inspection of commercial vehicles is an especially high priority. While we wait in a separate area, they employ chemical detection swabbing of touch surfaces, conduct visual inspections inside and out, with K-9s. It’s a very busy place in the mornings but slows down most afternoons. To fill the time, they shoot basketball next to the inspection lanes. In our trips through the checkpoint, we noticed that their ball looked nothing that resembled a basketball and it just barely held air (pictured). I decided to have a chat with their superior.

When Allen authorized me to purchase gift cards for a few of our select customers here, I include the purchase of a new basketball to replace the worn-out ball. Mike Salas and I presented the new basketball to them during the holidays when traffic volume was slow and no K-9 working that day (picture attached). Today, they are fully staffed and are actively using their new basketball. They thanked us for our kind contribution, and I likewise thanked them for their honorable service on behalf of Thermal Concepts.

— Bruce Rhodes



## KEEP YOUR HEART HEALTHY

*Heart disease is the leading cause of death for both men and women in the United States. Take steps today to lower your risk of heart disease.*

*To help prevent heart disease, you can:*

- ◆ Eat healthy
- ◆ Get active
- ◆ Stay at a healthy weight
- ◆ Quit smoking and stay away from secondhand smoke
- ◆ Control your cholesterol and blood pressure
- ◆ Drink alcohol only in moderation
- ◆ Manage stress



**SAFETY SNIP**  
Gerrie Marshall  
Safety Director

## CUSTOMER APPRECIATION MESSAGES

Good Afternoon Dan,

I just wanted to take a moment and let you know what a great job Bobby and Chris did on the work in the mechanical rooms at the ESC. Their work looks great and they left the site cleaner than they found it. All of the guys that work out of your office have proven to be incredibly competent and professional, and I really appreciate the fact that we can trust and count on them to do “whatever it takes” to get the job done right. Thank you all for your help and amazing service!

Regards,  
JS, Fort Pierce Utilities Authority

*From Saviano Crescenzo, Broward Center*

*“...I am sending this email in regards to Johnny and Marlon. They have spent a few days here working on the skywalk units and I really must say that these two mechanics never disappoint us with the professionalism, outstanding housekeeping, knowledge, hard work devotion and respect they carry. Whether they are together or as individuals, they carry the utmost transparency any customer could ever hope to get. They display a great reputation for Thermal Concepts and for us, that goes a long way!!! Thank you for the service they provide and demonstrate!”*



Monty Blowers  
Orlando Service Technician



German Thodde  
Maintenance Technician



Darren Thomas  
Orlando Service Technician



Helena Bendik  
Controller

Reace Cavanaugh  
Metal Shop Welder / Fabricator







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## Spotlight: Andrew Portano, Customer Relations Manager AND Juan Castillo, Control Technician

Andrew joined our team in May 2021 with 7 years experience in the HVAC industry and a 30-year history in sales. He considers his talent as being successful in cold calling. Andrew is a newlywed (Congrats!) and road trips with his wife is currently his favorite hobby. Other interesting tidbits about Andrew include Shawshank Redemption is his favorite all-time movie, he's an avid Miami Dolphins fan, favorite city in South Florida is Orlando, he loves all foods, wants to visit Thailand which is his wife's homeland, and the person he would most like to dine with is Allen Irvine.

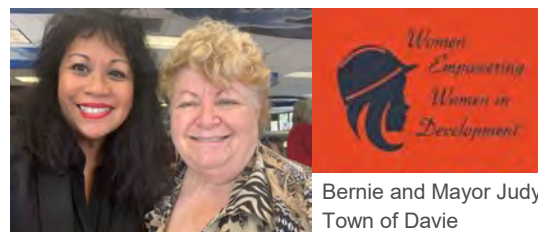


Juan joined the Roth Southeast team in 2021. He has over 15 years experience in the building automation system and worked in Spain where he managed a BMS project for the local University. His favorite sports teams are soccer team, Real Madrid and Baseball's Detroit Tigers. Juan's favorite movie is The Dark Knight and favorite show is The Games of Thrones and the persons he wishes to dine with are Elon Musk and Bill Gates. Juan is an animal lover and owns a mixed breed dog adopted from Spain.

## Networking in the Community



Gabe Gottlieb, Bernie, Peter Farrell and guest, Christian Castro, Raquel Castro



Bernie and Mayor Judy Paul, Town of Davie



## EMPLOYEE RECOGNITION AWARDS



Congratulations to Krystal Shaine who has earned her 2021 Administrator of the Year award.



Steve McDaniel received recognition as the 1st Place holder of the designated Highest Volume in Sales Contracts for 2021. Great Job!



Carol Burghardt received her award at the picnic, see Page 3



The Sales Rep who came in 1st Place for Most Sales Contracts in 2021 is Shelby W. Wilson, Sr., our star in the Tampa market. Congrats!



Congratulations to the 2021 Golden Wrench Award recipients:

Levi Kellum, Peter Farrell, and Bryan O'Neill (see Photos Page 3)

Allen Sickles	25 Yrs	Alex Campos	6 Yrs
Dale Schrack	21 Yrs	Jeff Munsey	6 Yrs
Martin Nesburg	20 Yrs	Billy Beaubrun	4 Yrs
Jorge Guzman	17 Yrs	David Glickman	4 Yrs
Antonio Bilbao	16 Yrs	Bernie Gonzalez	4 Yrs
Norellys Montelongo	14 Yrs	Bruce Rhodes	4 Yrs
Marty Capogreco	11 Yrs	Joe Duarte	2 Yrs
Josh Gilbert	11 Yrs	Sunny Modi	2 Yrs
Mark Wolf	11 Yrs	Robert Shields	2 Yrs
Jim Bass	11 Yrs	Eduardo Alvarez	1 Yr
Russell Ramirez	10 Yrs	Troy Billiot	1 Yr
Marlon Chamorro	9 Yrs	Giraldo Ferney	1 Yr
Ken Kallal	9 Yrs	Gabe Gottlieb	1 Yr
Luis Ortiz	9 Yrs	Ben Turner	1 Yr
Steven Krueger	8 Yrs	Waldo Vicente	1 Yr
Larry Mikolashek	8 Yrs		
Darrod Bowers	7 Yrs		
Manuel Janeiro	7 Yrs		



"Thank you for being an essential part of our success. Happy Anniversary!"

## Thanksgiving Potluck and Secret Santa lunch



- Tina Valenchis
- Mike Malvasio
- John Hughes
- Jose Batista
- Katie Dechert
- Ot Linares
- Robin Kushner
- Luis Ortiz
- Julissa Rodriguez
- Raffick Mohammed
- Juan Castillo
- Manny Saldana
- Ziggy Krupa
- Bob Higgins
- Manny Janeiro
- Darrod Bowers
- Jim Bass
- Marty Capogreco
- Osnay Rodriguez

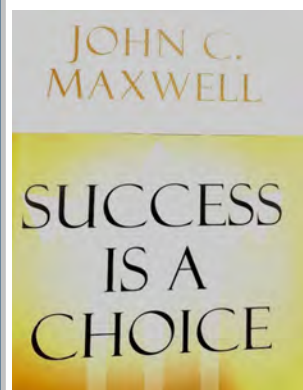


- Franklin Thomas
- Doug Daniels
- Carlos Arevalo
- Winston Gonzalez
- Tim Johnson
- Tony Huegele
- Luiz Guzman
- Matt Minnear
- Ariel Gomez
- Carlos Cardona
- Krystal Shaine
- Eduardo Alvarez

May you have the best birthday ever!

- Larry Maurer
- Peter Farrell
- Gabe Poveda
- Sunny Modi
- Ryan Ripepi
- Luis Jimenez
- Bobby Woods
- Ramiro Guzman
- Roberto Leiva
- William Pino
- Karen Lopez
- Gary Halfhide

## ALLEN'S BOOK CLUB INFORMATION



- Seven-Point Creed:**
1. Be true to yourself.
  2. Help others.
  3. Make each day your masterpiece.
  4. Drink deeply from good books, especially the Bible.
  5. Make friendship a fine art.
  6. Build a shelter against a rainy day.
  7. Pray for guidance and give thanks for your blessings every day.

## 14 Choices for Success

1. Commit to Choices That Bring Success
2. Believe in Yourself
3. Fire Up Your Passion
4. Initiate Action
5. Focus Your Energy
6. Value Preparation
7. Embrace Practice
8. Embody Perseverance
9. Demonstrate Courage
10. Become More Teachable
11. Develop Strong Character
12. Cultivate Good Relationships
13. Commit to Responsibility
14. Lean In to Teamwork





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## COMPANY PICNIC 2022

