

## Southwestern HVAC Sales given Rep of the Year

Fresh-Aire UV named Southwestern HVAC Sales LLC of Smithville, Texas, as its 2012 Representative of the Year.

The award was presented Jan. 29 at the AHR Expo in Dallas.

Fresh-Aire UV's award criteria was based on growth; however, the company said the firm's contribution went well beyond sales increases.



Chris Willette (left), president of Fresh-Aire UV, presents the Representative of the Year Award for largest growth to Steve Wood, president of Southwestern HVAC Sales LLC in Smithville, Texas.

"Southwestern HVAC Sales' success starts with their diligence for education and the tremendous amount of contractor training they performed in 2012," said Ron Saunders, vice president of Fresh-Aire UV.

Southwestern HVAC Sales more than doubled its ultraviolet light equipment sales in 2012 throughout its Texas, Oklahoma and Louisiana territories. The rep firm also landed commercial Fresh-Aire UV equipment contracts, such as one with Harris County, Texas. The county is using the technology in many of its municipal buildings.

The rep firm also conducted dozens of ultraviolet residential and commercial equipment seminars for contractors and associations such as the Air Conditioning Contractors of America as well as Refrigeration Service Engineers Society chapters in Texas and Oklahoma.

"Contractors are drawn to this product line because its reliability and lifetime warranty takes all the business risks out of becoming a dealer," said Steve Wood, Southwestern HVAC Sales president.

