



ASSOCIATE MEMBER SPOTLIGHT | Nationwide Coils, Inc.™

KEEP YOUR FACILITY RUNNING IN PEAK CONDITION WITH NATIONWIDE COILS, INC.™

Nationwide Coils has served customers throughout the country as a commercial HVAC manufacturer and supplier of custom and OEM replacement coils for 15 years. The company's headquarters was founded in 2004 in Westchester, New York, and has since expanded to include satellite offices in Manhattan, Florida and the Chicagoland area.

The company's Midwest operation is steadily growing with the 2018 addition of Chris Wright, Chicagoland account manager. Most days, Wright can be found moving from facility to facility, meeting his Chicago-area clients in person and getting a better look inside their units.

"As far as I know, there are not too many manufacturers in Chicago sending their people for personal site visits," Wright said. "A lot of times, companies just go off the catalog descriptions and hope everything matches up, but I'm here to meet with people face-to-face, check out

their equipment and offer customized solutions that will benefit their business in the long run."

Nationwide Coils prides itself on its versatility and ability to quickly recognize opportunities to better serve each customer's needs. Their fast lead times and 24/7 availability make them the best choice to respond during emergencies and be able to meet critical time requirements. Plus, Wright's close proximity to Chicagoland clients means he can easily gather the performance and capacity data necessary to ensure clients get the exact coil design and construction for their unique application.

"I encounter a lot of mechanical engineers and lead installers who have been taking on the added burden of figuring out whether they have the right or most efficient equipment by themselves, and they shouldn't need to," Wright said. "That's my job. Let

me worry about that, while you focus on taking care of your job site and your customers."

In an ever-changing industry, maintaining reliable operation and control of critical HVAC units is a top priority for customers. That's why Nationwide Coils stays on top of the latest technology and industry advancements — and in some cases, sticks with tried-and-true methods.

"We're rolling out this concept called changing the channel, where we're able to perform microchannel conversions," Wright said. "A few years ago, a manufacturer developed a microchannel condenser coil that left end users with a number of issues, including repair difficulties and poorly functioning units. Now, we're converting customers back to the standard copper tube aluminum fin construction that has proven more reliable. The exciting news about this

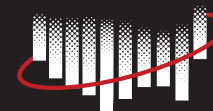
change is that it can be done with many OEM models."

Since joining SMACNA Greater Chicago as an Associate Member last year, Wright has attended a number of events to network and gain exposure with potential clients, including last spring's YES event at K1 Speed, our Summer Outing at Wrigley Field and September's Industry Night.

"For us, the biggest thing is exposure and letting contractors know who we are and how we can help," Wright said.



"I want SMACNA Greater Chicago members to know I'm available to work with their needs and their budget. No matter their specs, they'll always receive personalized service and a customized solution."



NATIONWIDE COILS



SAVE THE DATE | Leadership Without Limits – Part 1: Session 4

ACCOMPLISH YOUR BUSINESS GOALS WITH LEADERSHIP WITHOUT LIMITS

Become a leader in the industry — attend SMACNA Greater Chicago's Annual Leadership Workshop Program! There's still time to register for Part 1: Session 4 of SMACNA Greater Chicago's two-part Annual Leadership Workshop Program.

| WHAT | WHEN | WHERE |
|---|---|--|
| Part 1: Session 4 COACHING AND COUNSELING | JANUARY 15 8AM-NOON Breakfast provided at 7:30 a.m. | REGENCY TOWERS CONFERENCE CENTER 1515 W. 22nd St., Oak Brook, IL |

This course will equip you to effectively address and resolve conflicts, learn proven communication techniques that increase the impact and understanding of information among all team members, learn how to have difficult conversations while developing a positive and productive atmosphere and more. Cost is \$35 per session for members, or \$75 per session for non-members.

Part 2: Leading Through Change will begin February 12, 2020. Watch for more details coming soon.

Registration is **limited to the first 30**.
REGISTER FOR CLASSES NOW AT
SMACNAGREATERCHICAGO.ORG/Leadership-Workshop.html

