



ECM
TECHNOLOGIES

CORE INSIGHTS

In the News In Business Magazine



New Partnership Accelerates Commercial HVAC Efficiency & Decarbonization

Discover our NEW partnership with Tolin Mechanical to combine their extensive expertise with our industry-changing nanotechnology, ThermaClear®.

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Industry Insights The ACHR NEWS



How Small HVAC Contractors can Compete Against Private Equity

Private equity buyouts of HVAC companies are on the rise, and the already competitive market is getting even tighter.

With new major players in their backyards, smaller, independent contractors need to be prepared to navigate the coming shifts to their perspective markets.

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Company Updates



Recently, our chief sustainability officer, Andrew Soulier, had the privilege of speaking at the IFMA July Luncheon in Memphis!

Andrew highlighted the benefits of ThermaClear® for energy conservation and decarbonization, showcasing how it can drive EBITA growth and optimize budget usage. He also shared valuable insights on effective communication strategies for gaining higher approval ratings on various projects beyond just ThermaClear®.

Industry Expert Q&A

David Fenton

Chief Revenue Officer
ECM Technologies



Q: Why do you think it's important for facility managers to address oil-fouling?

A: Oil fouling is the very reason we founded ECM Technologies. We realized that over time, oil buildup on HVAC systems causes them to lose efficiency. In fact, ASHRAE reports that oil-fouling of heat transfer surfaces in AC and refrigeration systems can lead to a 7% efficiency loss in just the first year, driving up energy costs and emissions.

That's why we developed ThermaClear® - to remove this oil coating and prevent future buildup. By restoring HVAC efficiency, ThermaClear® not only reduces energy consumption but also helps protect equipment from wear and tear.



HVAC Business Tip

Online reviews may be your most valuable marketing asset, compensating for many sales and marketing shortcomings. They help you rank higher in Google searches, attract customers over competitors, build market trust and increase customer value. They also create a powerful revenue engine.

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Upcoming Local Events



IFMA "Getting to Zero" webinar

Virtual - 9-10 a.m. (GMT-7)

HVAC and sustainability leaders will explore various solutions aimed at reducing energy consumption in commercial facilities. Attendees will gain valuable insights into proven strategies, practical applications, and innovative approaches to enhance energy efficiency and sustainability.



MTC50 HVAC for Residential System I Phoenix, AZ

Attendees will review HVAC industry terms, major components and functions of residential systems, covering equipment components, heat flow and basic electrical concepts. They will use class materials and handouts on working equipment.

Local News



Saving Lives from an Invisible Killer

Extreme heat is a deadly, invisible weather disaster that causes more deaths than hurricanes, tornadoes and floods combined.

In 2023, Maricopa County, Arizona, reported 645 heat-related deaths, a 52% increase from the previous year. Researchers at Arizona State University are working to address this issue, collaborating with communities to understand and mitigate heat risks and influencing policies to protect lives in a warming world.

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