



F.W. WEBB COMPANY

February 2020

# Trade News

HVAC & Refrigeration



## F.W. Webb Expands Sheet Metal Fabrication Capabilities

The F.W. Webb Sheet Metal Fabrication Shop is operating new state-of-the-art machinery for increased capabilities, efficiency and precision. Offering duct work fabrication for rectangular, square, spiral and round pipe, the shop can now fabricate spiral fittings with the newly installed ISM gorelock machine.



*The newly installed ISM gorelock machine can fabricate spiral fittings (see below).*

"We pride ourselves in having the latest machinery and technology so you can get high-quality solutions fast," said Rich Boynton, HVAC/R

Director, F.W. Webb Company. "We are also excited about our new spiral duct work capabilities. We can now fabricate the whole package from pipe to fittings."

Located in Haverhill, MA, F.W. Webb Duct Works manufactures commercial ductwork and prefab ductwork to the highest industry standards and also provides HVAC equipment and supplies. The experienced technicians work with a variety of metals, as well as foam and fiberglass insulation.

For more information, contact the sheet metal fabrication shop at 978-374-8448.



Spiral fittings

2020 F.W. Webb Rewards Program

## New Trips Announced

Earn points in 2020 to travel in 2021!

Choose one of the two trips

### 7 Days/6 Nights in Los Cabos



Paradise Los Cabos • San Jose del Cabo, Mexico  
All Inclusive • February 9-15, 2021

### 5 Days/4 Nights In Cancun



Haven Riviera Cancun • Cancun, Mexico  
All Inclusive • April 10-14, 2021 or April 14-18, 2021

**Trip registration must be completed by February 29, 2020.**

Enrollment will end early if trip maximum is reached.

Or Choose Catalog Rewards

Once you reach 25,000 points, redeem points anytime and choose from hundreds of options in the online catalog.

# WEBB Rewards



For complete rules, program details, and to register, visit [fwwebbrewards.com](http://fwwebbrewards.com)



# Product Highlights

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## HVAC Dealer Programs

### York Dealer Success Programs

*York wants to help you grow your business! With their tiered programs you can connect and engage with your customers to achieve your desired business results.*

The **Liberties** level provides contractors with a variety of financial, promotional, business and training tools and resources. **Liberties Plus** level of participation gives contractors enhanced programs and the **Certified Comfort Expert** is a partnership between the contractor and York.

- Residential financing with Synchrony; second look financing with Fortiva; commercial financing with Horizon Keystone.
  - Promotional Financing through Synchrony is available to Liberties Plus and CCE Dealers during promotional months.
- Residential Comfort Plans are available to dealers to extended the labor warranty up to 10 years. Commercial Comfort Plans are available as well.
- All contractors get a one-year standard labor warranty on all single phase residential equipment registered after January 1, 2020.
- Access to training: technical, leadership, sales and professional development.
- Dealer Spiffs ranging from \$10-\$150 dollars are available to Liberties Plus and CCE Dealers who purchase qualifying equipment during the promotional months.
- Customer Leads are developed through the Dealer Locator and discounted partnerships with Home Advisor and Angie's List.



### Daikin 3D Accrual Program

*The Daikin 3D Accrual Program allows Dealers to earn accruals on Daikin Single and Mutli-Zone and SkyAir equipment.*

- Purchase a minimum of \$25,000 (at list price) of qualifying ductless product and start accruing 1.25% on all qualifying purchases. Funds can be used on marketing, SEO & SEM internet advertising, dealer signage, promotional graphics, TV, radio and more!
- Residential and Commercial financing is available through EGIA's clearinghouse.
- Asure extended service plans allow dealers to provide homeowners with 12 year labor coverage for indoor and outdoor ductless units.
- Generate leads with the Daikin Dealer Locator.
- Training on all residential and commercial equipment is available through Daikin University.



### Honeywell Contractor Pro Program

*A FREE program where contractors get FREE Honeywell products!*

Contractors earn rebate points for every dollar spent on qualifying Honeywell product purchases. For example, earn 5,000 points and get \$100 to spend on Honeywell products. To get the most from the Contractor Pro points, redeem them for FREE products with a Points for Product Certificate at your local F.W. Webb.

To see the complete list of qualifying products please visit: [contractorpro.com](http://contractorpro.com).

**Along with FREE product, Contractor Pro dealers also get:**

- Technical support
- Online referrals
- Free sales literature (up to \$1,000 a year)
- Personal use discount
- Promotional information and account updates



If you are interested in finding out more information or signing up for a program contact Laura Herlehy at 978-987-5590 or at [Laur@fwwebb.com](mailto:Laur@fwwebb.com).