



ECM
TECHNOLOGIES

CORE INSIGHTS

In the News

AZ Big Podcast



Sofia Lozoya Discusses HVAC Innovation

ECM Technologies' VP of Marketing, Communications & Brand Strategies, Sofia Lozoya, joins the AZ Big Podcast to discuss how ThermaClear® is transforming HVAC efficiency and how strategic marketing helps drive innovation and growth.

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Company Updates



We're excited to share that Tolin Mechanical's Colorado branch has officially joined the ThermaClear® Preferred Service Network (PSN). Together, we recently completed treatments designed to boost HVAC efficiency, reliability, and long-term performance.

Expanding with expert partners like Tolin allows us to bring ThermaClear® solutions to more regions across the country. As the PSN continues to grow, we remain committed to building strong partnerships that extend the reach and impact of ThermaClear®.

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Industry Insights

The Inc Magazine



Sustainability Isn't a Department, It's a Discipline

Sustainability starts in the details. In this article, our CSO, Andrew Soulier, explains how HVAC offers powerful lessons for today's leaders. From AI-driven maintenance to evolving climate regulations, HVAC efficiency is proving key to cutting costs, reducing emissions and building long-term resilience.

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Industry Expert Q&A

Brian Valle

Commercial Mechanical Project Sales Representative



Q: What strategy helps you stay ahead in competitive bidding, and how has it made a measurable impact?

A: With over 15 years in facilities management, operations and engineering, and a decade in project management, I've found that adaptability is the key to winning competitive bids. I make it a point to quickly assess the client's priorities and tailor my communication and approach accordingly. For some, that means collaborating in-depth on technical details; for others, it's delivering streamlined, ready-to-implement solutions. This flexibility not only builds trust but also accelerates decision-making and ensures proposals align precisely with their goals. As a result, I've seen consistently higher bid success rates and stronger, long-term client relationships.

HVAC Business Tip

Summer doesn't have to mean burnout, discover practical strategies HVACR contractors can use to stay efficient, keep jobs on track and support their teams through the busiest season.

Watch now for all the tips!

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Upcoming HVAC Events

Aug
27-28

Los Angeles
Build Expo
Los Angeles, CA

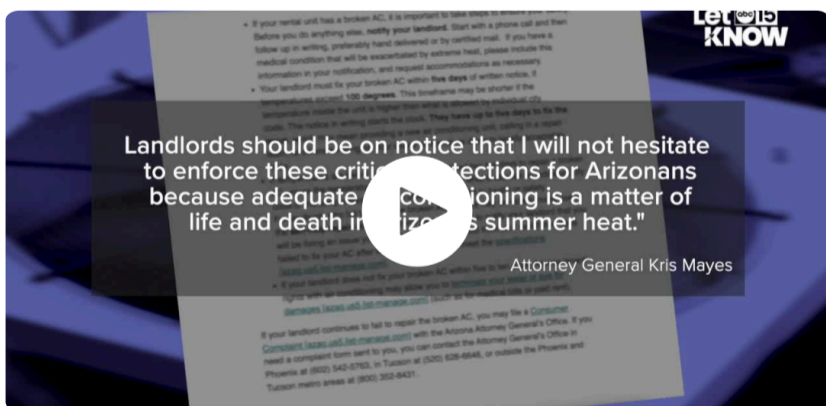
Build Expo USA 2025 is a regional trade show series for construction and design professionals, offering a chance to connect, showcase products and explore the latest innovations.

Oct
8

Join Us for a Trade
Expo with PSR
Mechanical
Seattle, WA

Mark your calendars! We're teaming up with PSR Mechanical for a Trade Expo this October. Stay tuned, more details coming soon!

Local News



Refrigerant Shortage Driving Up HVAC Repair Costs Across Arizona

As Arizona heats up, Attorney General Kris Mayes is reminding landlords that working AC isn't optional, it's required by law. Cities like Phoenix and Tucson have stricter standards, capping temps at 82°F with AC and 86°F with evap coolers. The renewed focus underscores the critical role of HVAC pros in maintaining safe, compliant living conditions.

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