

ZoomLock® PUSH

Push-to-Connect Refrigerant Fittings

Increase the Bottom Line



How ZoomLock PUSH Improved the Bottom Line for SCHAR HEATING & COOLING

“It is fast and a pretty simple process.”

Gino LoPresti,
Lead HVAC Installer
SCHAR HEATING & COOLING



Customer Profile

In 1994, Schar Heating & Cooling, Inc. started as a one-man show. Gary Schar began his business with the determination to please every customer, whether installing a new system or servicing existing equipment. Now, with over two decades and nearly 40 employees behind him, Schar Heating & Cooling's goal is still 100 percent customer satisfaction.

As a dedicated install and service technician, Gino LoPresti, the lead HVAC installer, works to provide a first-rate experience. He often increases his knowledge through continuing education classes.

“The most rewarding part of my job is ensuring our customers are comfortable,” Gino says.

Business Challenge

Shawn Stover, a Sporlan Sales Engineer, and a Schar Heating & Cooling customer, needed new equipment for his residence

and is familiar with the benefits of ZoomLock PUSH. He suggested that Schar Heating & Cooling use the push-to-connect fittings for his new Carrier system. Gino was happy to oblige. “I enjoyed the simplicity of sanding and deburring the copper and just pushing the fitting and pipe together,” said Gino. “No flame or bulky tool needed. It made bends on long line sets simple, faster, and cleaner looking,” he added.

Schar Heating & Cooling had a new installation of a Carrier system that includes one 4-ton outdoor unit and a 100,000 BTU furnace. They would use four ZoomLock PUSH fittings for 45 feet of piping. “We saved 50% in piping labor by using ZoomLock PUSH,” said Gino.

Solution Overview

Schar Heating & Cooling wanted to increase its bottom line while helping their customer. To do that, they needed to find a way to

Continues on page 2

At A Glance

CUSTOMER: Schar Heating & Cooling

LOCATION: Rittman, OH

INDUSTRY: General HVACR

SUPPLIER: Refrigeration Sales

BUSINESS CHALLENGE:

To increase the bottom line, reduce the costs of installing 45 feet of pipe within a residential building.

SOLUTION:

Use ZoomLock PUSH push-to-connect refrigerant fittings for the installation of tubing connections.

RESULTS:

Schar Heating & Cooling saved over 50% in labor costs.

“The thing I liked most would be the simple and almost effortless ease to install them and a tighter, cleaner bend when working in tight areas.”

Gino LoPresti
Lead HVAC Installer
SCHAR HEATING & COOLING



zoomlockpush.com

HELPING YOUR BUSINESS WIN MORE BUSINESS.™

ZoomLock® PUSH Push-to-Connect Refrigerant Fittings

Increase the Bottom Line

SCHAR HEATING & COOLING

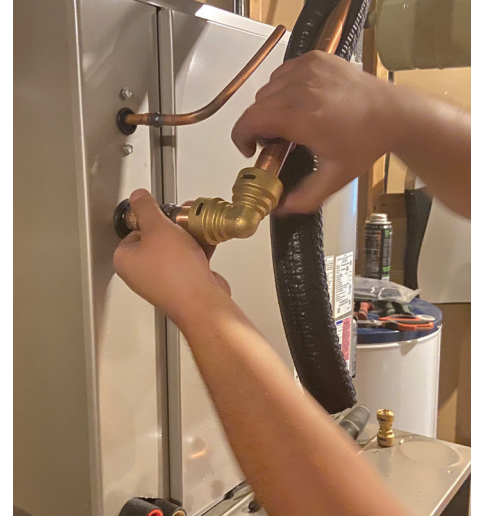
Continued from page 1

install equipment faster, cleaner, and safer. Shawn had a solution and led them to ZoomLock PUSH refrigerant fittings.

ZoomLock PUSH, rated up to 870 psi, is made of a robust, durable brass body with unique O-rings and comes in two versions, R410A Optimized (triple O-rings) and Removable (double O-rings). ZoomLock PUSH R410A Optimized is an excellent option for the air conditioning contractor to make connections in seconds and comes with a 10-year warranty. ZoomLock PUSH Removable is single-use with a quick-release feature, is also a perfect choice for the HVACR contractor and has a 5-year warranty.

It means less time on the job and more money in the contractor's pocket. And by using ZoomLock PUSH fittings, Schar Heating & Cooling saved 50% in labor costs on this particular job. "The thing I liked most would be the simple and almost effortless ease to install them and a tighter, cleaner bend when working in tight areas," Gino said.

"I have great confidence in the ZoomLock PUSH product," added Shawn. "If I didn't, I wouldn't sell them," he laughed. "I am thrilled with Gino's work and look forward to many years with my new equipment installed with ZoomLock PUSH," he added.



Gino LoPresti, lead HVAC installer with Schar Heating & Cooling, uses ZoomLock PUSH push-to-connect refrigerant fittings on a residential installation for Shawn Stover, Sporlan sales engineer.

