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Press Release

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LOCAL HEATING AND AIR CONDITIONING COMPANY WINS NATIONAL AWARD

T.M. Johnson Brothers, Inc., Cambridge, MN, was presented with the **Training Excellence Award** by the National Comfort Institute (NCI) during their 2017 Annual Conference in Scottsdale, AZ, April 2-4. This award recognizes a



Tom Johnson (second from left) is presented with the NCI Training Excellence Award by NCI CEO Dominick Guarino (far left) and President Rob Falke (far right). Next to Johnson is his wife Corrie and TM Johnson Brothers Operations Manager Quinten Maslonkowski.

company's dedication to Performance-Based Contracting™*, which when put into practice, leads to exceeding customer expectations.

NCI CEO Dominick Guarino says that this company goes above and beyond when it comes to training.

“Training is one of the core principals of T.M. Johnson Brothers who, dollar for dollar, invests more in training its employees than just about any contractor I’ve met in the past 30 years,” Guarino says. “In addition to continually sending their employees to NCI training, the company conducts two internal two-hour training sessions every week. Altogether, each employee undergoes about 200 hours of training every year.”

The criteria for the NCI Training Excellence award are as follows:

- Training is part of the company culture
- The company provides employees with constant internal and external training and education

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TM Johnson Brothers

- Classes are held in well-designed training facilities conducive to learning
- The company shares knowledge and training with other NCI member contracting firms.

T.M. Johnson Brothers is a family-owned and operated residential plumbing and HVAC business helping homeowners “to be more comfortable in their homes, while reducing energy use, and saving money on utility bills.” The company has served the East Central Minnesota marketplace area since 1964.

“We specialize in the design, engineering, and installation of complete comfort systems for owners of existing homes and buildings,” Tom Johnson says. “

So why should consumers choose an NCI-certified contractor like T.M. Johnson Brothers? For the same reasons they choose:

- A certified public accountant to do their taxes
- A certified realtor to sell their houses
- An AMA-certified doctor to examine and treat them
- A bar-certified lawyer to represent them in court.

In these professions, the designations come to people who have studied, tested, and achieved a level of competence that resulted in receiving a professional designation.

An NCI-certified contractor in air diagnostics and balancing, or certified in carbon monoxide and combustion is no different. NCI-certified contractors have attended classes, learned how to use specialized instruments and tools, and are constantly kept up-to-date on the latest diagnostic and repair techniques in these fields.

An NCI-certified technician has passed a recognized testing process which validates his or her understanding of the technology and procedures used in this field. In addition, NCI monitors their certified contractors and requires recertification every two years.

NATIONAL COMFORT INSTITUTE (NCI) is the nation’s premier Performance-Based training, certification, and membership organization focused on helping heating, air conditioning, plumbing, and electrical contractors to grow their businesses and become more profitable. To date, the organization has trained and certified more than 20,000 industry professionals in a variety of disciplines including system diagnostics and design, indoor air quality, air balancing, carbon monoxide analysis and combustion efficiency. To learn more, please visit the NCI website at www.nationalcomfortinstitute.com.

**NCI coined the phrase “Performance-Based Contracting™”, a unique approach to managing a contracting business through accountability and measurable results.*