

CASF and Construction Journal deliver preconstruction leads

CASF has entered an exclusive arrangement with Construction Journal to provide CASF members with complimentary project leads. Every two weeks, CASF members will be sent proprietary preconstruction leads complete with key contacts and emails, bid dates and pre-bid meetings.

"These are verified opportunities that in many cases are not found anywhere else," said Construction Journal Founder and CEO, Rich Goldman. "We have an extensive research team that is tasked to work with owners and developers, and is always on the hunt for construction projects."

Construction Journal is celebrating 25 years in business and was founded locally, in Stuart, Florida. The company expanded nationally and now offers service from coast to coast. Construction Journal offers a web-based service that provides users with thousands of verified conception, design and bidding-stage construction projects.

"South Florida is where the company started and will continue to be a special place to us, plus it's one of the most dynamic construction hot spots in the country," said Construction Journal Director of Marketing Doug Vigliano. "So, it was natural we would team with CASF to provide the key players in the marketplace with an opportunity to benefit from our critical information service that helps our customers increase their top-line revenue."

According to the exclusive arrangement, CASF members will be emailed complimentary leads every two weeks. In addition, every CASF member can register for a free two-week trial with complete access to the full Construction Journal database.

"In this time of COVID, with tightening pipelines and diminished opportunities for face-to-face interactions, this provides real value to our members," said CASF Executive Director Remy Mackowski.

"We've been 'finding out first' about new projects for 20+ years with Construction Journal," said CASF Board member and Universal Engineering President Fred Kaub. "There's no questions we've landed contracts and built long-standing relationships as a result of our relationship with Construction Journal."



[UPCOMING PROJECT LEADS HERE](#)



Charter Member Hill York still expanding in its 85th year

When CASF opened its doors in 1950, one of its first members, Hill York, was already a well-established company. Founded in Miami in 1936, Hill York had grown with the region's population. By 1950, if a South Florida home or business was air conditioned, chances are Hill York was behind the installation. Now as then, the secret of the company's success is rooted in its people-first approach.

"We don't pursue jobs, we build relationships," said Hill York Director of Business Development Rodney Pacheco. "There's a huge 'we' factor at Hill York. Once we create a relationship, we believe in servicing and maintaining that relationship. That's why we've been around so long in this competitive market."



Air Conditioning Services & Energy Solutions
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Early in its history, Hill York also established itself as an innovation leader. The company developed a water-source heat pump system that "...revolutionized how to air condition buildings," said Hill York President and CEO Chip Lafferty in a Sun-Sentinel profile. "We probably installed air conditioning systems in all of the oceanfront buildings from Miami Beach to Palm Beach."

Lafferty's grandfather, Robert S. Lafferty bought Hill York in 1945. He later moved the company's headquarters into a building at 2125 S. Andrews Ave., in Fort Lauderdale. Although the company now has satellite offices throughout Florida, Hill York's headquarters remains in that same building to this day.

A full-service commercial air conditioning company, Hill York provides system maintenance, service, repairs, energy solutions and installation for a wide range of heating, cooling and ventilation systems. The company works in virtually every industry sector, and its high-profile South Florida clients include the Broward Convention Center, Hard Rock Hotel & Casino, Nova Southeastern University, and numerous local hospitals.

Two years ago, Hill York was acquired by EMCOR Group, Inc. (NYSE: EME), a Fortune 500 leader in mechanical and electrical construction, and industrial and energy infrastructure. With more than 75 companies in its portfolio, EMCOR has earned a reputation as a hands-off parent corporation. The company usually keeps intact the name and personnel of its acquisitions, which bodes well for Hill York's people-first business style.

"I've been with Hill York for 16 years, and one thing that's never changed is the focus on relationships," Pacheco said. "The Hard Rock project we just completed with Suffolk is a perfect example. We built a great partnership with the in-house engineering department, setting up the design and criteria for the project. Now that the project's done, we've moved to the relationship to the maintenance side."

Learn more: www.hillyork.com



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Schluter Systems
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