



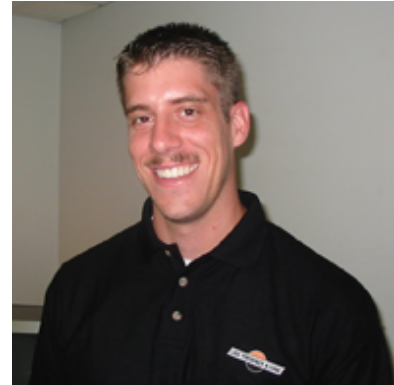
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**Adam Schreckengost Joins Joseph Frederick & Sons' Sales Team**  
*Schreckengost's mix of technical and sales experience an asset for customers*

**WILMINGTON, Del.** — Joseph Frederick & Sons is pleased to announce that Adam Schreckengost has joined its sales team, bringing with him nearly 10 years of hands-on experience installing and servicing heating and cooling units, in addition to his sales expertise.

Schreckengost, a Delaware native and resident of Smyrna, joins Joseph Frederick & Sons' senior salesman, Bud Thompson. Thompson, who has been with the company since 1989, excels at developing and maintaining customer relationships.



Schreckengost, a graduate of Middletown High School, previously worked at Joseph Frederick & Sons as an apprentice and installation/service technician from 1996 to 2001. He holds universal refrigerant certification and various other HVAC certifications. Schreckengost spent the past five years at Building Systems & Services, where he worked in commercial industrial service and job layout, job estimating, and field supervision.

“For many years, I’ve been wanting to come back to Joseph Frederick & Sons,” Schreckengost said. “Brian and Robbie Frederick are honest, ethical businessmen who know how to run a good company. They’ve also spent time doing the dirty work, and they respect and understand the skills necessary to do things right.”

Brian Frederick, president of Joseph Frederick & Sons, said Schreckengost brings years of experience designing, installing and servicing HVAC systems, as well as strong background in sales and customer service. That combination means Schreckengost is able to help customers select the best system for their home.

“It’s not enough in this business just to be a good salesman. You also need to know the trade and the technology so you can make sure customers get the right products,” Frederick said. “When we sell people the right products rather than push the most expensive ones, they know they can trust us and they’ll call us again.”

Joseph Frederick & Sons is a family-owned heating, cooling, electrical and plumbing company. The company, which will celebrate its 60<sup>th</sup> anniversary next year, employs nationally certified technicians and guarantees all work. Joseph Frederick & Sons holds the North American Technician Excellence (NATE) designation and won the Better Business Bureau’s Rush Award for Integrity in 2005.

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