Steve Weiss - BIO

After a stint as a professional Windsurfer, and product manager for a windsurfing company Steve went on to 39-year career in the HVAC-R industry as VP of Sales and Marketing for Weiss Instruments, Inc. a $20M manufacturer of temperature and pressure instruments and controls, and 5 years with Emerson as VP of Business Development.

In 1996 Steve met the owners of a new controls company called Dixell, and is credited in creating the US market for electronic controls for Food Service Refrigeration, growing the business to $10M and #1 market share in the US and Canada. Steve designed the highly successful Walk-in Alarm and Universal Controller which have become industry standards for their applications.

Steve personally managed the initial UL and NSF applications for Dixell and Weiss Instruments became the #1 worldwide distributor.

From 2010 - 2016 Steve was the Chairman of the NAFEM Technical Liaison Committee dealing with the challenges of the food service appliance industry, interacting with UL, NSF, DOE, EPA Energy /Star. Steve is the longest serving member of that committee, and was known for his humor and occasional song at meetings.

1983 – 2018   Weiss Instruments, Inc.   - VP Sales & Mktg.
Grew total sales from $5M to $20M
Developed new Aftermarket Program with 12 new Rep Companies
Expanded OEM program with Good, Better, Best Program
Managed Dixell UL and NSF listings
Developed the Universal XR control for Aftermarket #1 product
Developed XWA Walk-in Alarm #1 OEM Alarm
Grew Electronic Controls business from $0 to $10M
#1 market Share in USA / #1 Worldwide Distributor of Dixell Controls
Sold Electronic Controls division to Emerson in 2018

2018 – 2022   Emerson Residential and Commercial Division. VP Business Development

2022 March – June Weiss Instruments, LLC & Emerson Part time transitioned Weiss to new owners
2022 June – Oct.   Emerson part time consultant

March 2022 – present Steve Weiss Consultants, LLC

Industry Notes:
Articles in ACR NEWS
Articles in FES (Food Service Equipment News)
Member of NAFEM TLC committee (Technical Liaison Committee)
        Food Safety Committee
        Data Protocol Committee
        NSF Joint Committee / NSF 456 committee
        Committee Chairman NAFEM TLC
        EC committee sub-Committee (electronic communications) (current)