

Bulletin 24-18

TO: Greenheck U.S. Mechanical Representatives  
FROM: Matt Gaedtke, Segment Manager  
Laboratory and Fume Exhaust Systems  
Ken Kuntz, Engineering Manager  
Laboratory and Fume Exhaust Systems  
DATE: April 23, 2018  
SUBJECT: Opportunity to grow your lab exhaust sales



We recently received word that Strobic Air, formerly part of CECO Environmental, was sold to Cincinnati Fan and Ventilator Company. Changes like this can be challenging to the overall organization as well as the distribution channel.

**However, it is a great time to be a Greenheck Vektor® Rep!**

We have numerous tools to help you succeed.

- Lead Times - 6-8 weeks on Vektor products which is right on target
- Quick Build Program -15-day quick builds available on Vektor-H systems
- Certifications - You need it, we have it! AMCA Air/Sound/Dilution, Seismic, Hurricane, UL
- Spec Lockers - Variable Geometry Nozzles, 12-Month Maintenance Free, LabCoat, Pre-Engineered Energy Recovery, Sure-Aire and more!
- Support Tools – White papers, PowerPoint presentations, sales calls/webinars, CAPS®/eCAPS®

**And a Great Technical Sales Support Team**



Bill Chesbrough



Patrick Filbrandt



Rob Kraft



Dan Jore



Mike Schmidt



Mark Schultz

We can help you close more orders! Our team understands critical ventilation exhaust and is here to assist you. Contact 1-877-VEKTORS or [vektor.support@greenheck.com](mailto:vektor.support@greenheck.com).

**Good Luck Selling Vektors!**