

UPDATE

A MARKETING REPORT FOR GREENHECK SALES REPRESENTATIVES

The Critical Few

performance

TRACKING

HOT TOPICS



Shane McKnight



George Herman



Bill Stacey

Rep Advisory Board Gathers for Annual Meeting

real-time

status

feedback

easy-

to-use



Gene Krist



John Oliver

STRATEGIC DIRECTION

easiest company to do business with

shipping logistics customer service



Will Leaby

gain alignment

Critical Few Sets a High Bar

Survey Results Major Topic of Rep Advisory Board



Your Rep Advisory Board (RAB) met this past November in Naples, Fla., to share your successes and voice concerns. The RAB is a successful, long-standing program between you, our valued reps, and Greenheck. Your board consists of six members chosen from our mechanical representative partners. Each serves a four-year term.

2018 RAB members are Bill Stacey, EAP, Inc., Cincinnati (board chair); John Oliver, Airetech Corporation, Little Rock; Gene Krist, CFM Company, Denver; Shane McKnight, Holden & Associates, Atlanta; Will Leahy, Dorse & Company, Seattle; and George Herman, Herman HVAC

Products, Rochester, New York. Representatives Stacey, Oliver, and Krist ended their terms at this meeting.

Participants discuss and collaborate on topics that include our performance, market and competitor information, product development, the annual rep survey results, and mutual growth opportunities. November's meeting opened with updates on Greenheck business activity and a recap and update of 2017's "Critical Few." The National Sales Meeting received many positive comments about the guest speakers, new product releases and of course, the fun night. This feedback helps shape future meetings. Discussion followed on this year's rep survey.

Key Topics

Greenheck has the historical reputation for being the easiest company to do business with in the HVAC industry. The rep survey identified areas of challenge in customer service and performance, clouding this status. The board focused on several areas including business unit response times, shipping/logistics and pricing. The board unanimously agreed that Greenheck is better than other manufacturers they represent, but there is room for improvement. The Greenheck management team acknowledged that because of the outstanding sales efforts from all of our rep partners, intake exceeded our plans and we could

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not keep up in our manufacturing operations. As a result, we fell short of your expectations. We now accept the challenge for noticeable improvement.

As communicated at our National Sales Meeting in October, we are addressing your concerns by investing heavily in new plants and facility expansions to increase capacity to meet your sales efforts and market demands for our products. Additionally, we have stepped up efforts to hire additional qualified individuals in many areas of the company to support your sales efforts.

very high but the rated response times from the business units were much lower. It was suggested that Greenheck investigate and invest in an automated callback system.

Concern over the shipping and logistics information Greenheck provides was another issue discussed. This stems from a desired higher level of information on shipment status throughout the order process. Freight issues are an industry-wide challenge, and Greenheck management committed to working more closely with our trucking companies and investigating technology to provide more accurate

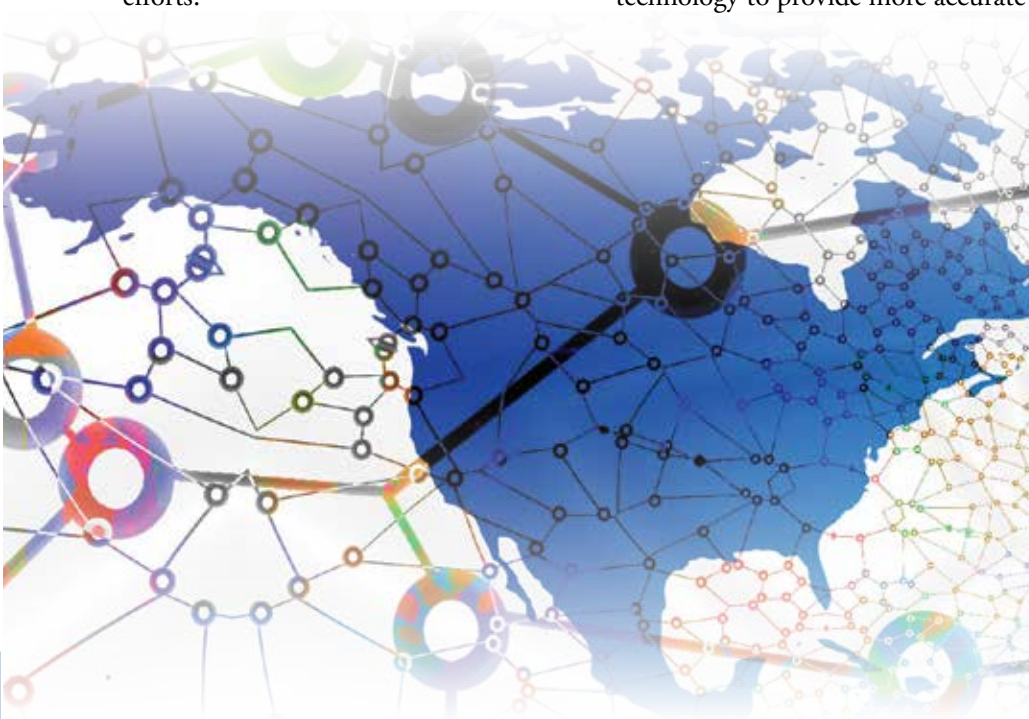
our business partners, not just a rep. Greenheck goes to great lengths to avoid channel conflict to protect our representatives. In many cases, we see an opportunity to legitimize an industry with better products, service, and certified ratings (i.e., AMCA). All of these give you selling advantages.

We have introduced products similar to some you may already represent from another manufacturer. While this may create some initial challenges, we believe you ultimately choose to sell Greenheck, as we provide you with a better product the market wants, and tangibles you tell us separate us from competitors, such as the use of CAPS®, eCAPS®, HVAC University, great service, and an easy to do business with philosophy.

The Critical Few

The Critical Few list for 2018-19 decided on by this year's Rep Advisory Board are:

1. Return to historical levels of being the easiest company to do business with status by addressing the declining performance and customer service issues as indicated in rep feedback and the rep survey.
2. Develop a real-time, easy-to-use, shipping/logistics information and tracking system.
3. Develop an effective way for communicating Greenheck strategic direction and decisions to rep principals and staff.



Specific Topics

The RAB recognized that Greenheck regional sales managers do a great job providing sales assistance for local reps; but the reality is they cannot be everywhere, resulting in some coverage gaps. The same is true for call response times. Sales customer service calls were rated

and timely information to you for your customers.

Another item discussed at great length was our Rep Advisory Board's interest in understanding Greenheck's strategy regarding existing and new products. We respect these comments because we consider you

Market Update

February 2019

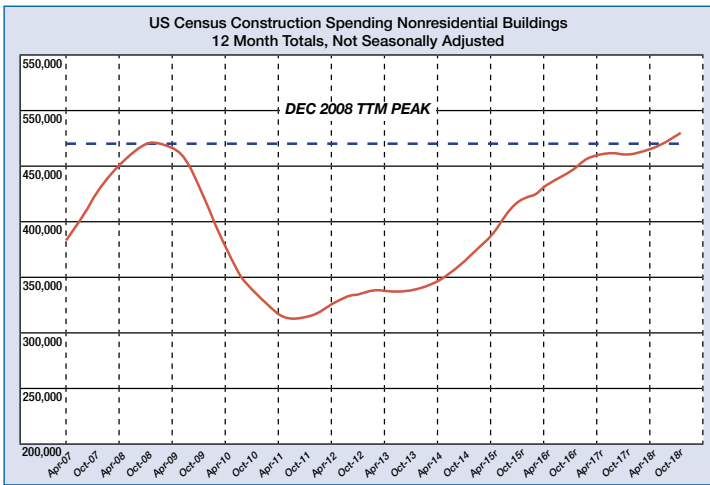
The current market is decidedly mixed; however, the overall health of the U.S. economy continues to be good with solid job and wage growth across almost all sectors. If the current growth continues into the summertime, (which most expect it will), the recovery will be the longest on record. However, almost 10 years after the “Great Recession,” there are indications that the economy may be developing some “sniffles.” At the moment, the consensus opinion is that the earliest the economy might contract is in mid-2020. If that does

Certainly nothing like what was experienced during the 2008-2009 downturn!

As one can see from the chart, nonresidential building spending declined for two years before hitting bottom and was basically flat for three years after that. The market finally had a spurt of strong growth for about 2 ½ years before leveling off recently. Although the market has slowed, it is still growing at a lower rate of growth than in 2015 and 2016. We find ourselves now in a position of “balanced” growth—with

construction spending will increase 4.4% in 2019 and then slow slightly to 2.4% growth in 2020. The key to success in 2019 and 2020 is recognizing those strong markets and addressing the need.

Education and Health, which accounted for 32% of spending in 2017, are forecasted to have strong growth in 2019 and out-perform all the other market sectors in 2020. The Office segment should also perform well in 2019, growing over 5 percent. One anomaly with the Office segment is that census



| Forecast % Change | 2019 | 2020 | 2017 Mkt Size |
|-----------------------------------|------------|------------|---------------|
| Nonresidential Total | 4.4 | 2.4 | |
| Commercial Total | 3.5 | 0.6 | |
| Office | 5.1 | 1.2 | 16% |
| Retail & Other Commercial | 1.9 | 0.4 | 21% |
| Hotel | 3.9 | -0.7 | 7% |
| Industrial Total | 4.8 | 2.7 | 15% |
| Institutional Total | 4.8 | 2.9 | |
| Health | 4 | 3.6 | 10% |
| Education | 5.5 | 4.1 | 22% |
| Religious | -2.6 | -1.2 | 1% |
| Public Safety | 6.8 | 4.9 | 2% |
| Amusement & Recreation | 4.4 | 0.6 | 6% |

occur, prepare for nonresidential construction activity to dip in early to mid-2021 since nonresidential construction lags the overall economy by 9-12 months. One positive note is that given the way the economy has expanded over the last 10 years—“slow and steady”—any future downturn is expected to be shallow and of a short duration.

strong performance in some sectors being offset by comparable weakness in others.

What does this mean for the future? According to the most recent (Dec 2018) Consensus Construction Spending Forecast (the views of eight leading industry economists published by the American Institute of Architects), nonresidential

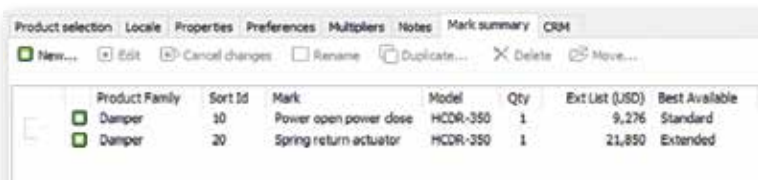
includes Data Centers as Office spending, so the growth may be overstated due to the large size of these projects.

Now is the time to prepare and position your team for the inevitable changes coming over the next few years.

Industrial Dampers with Greenheck Supplied Actuators

Fail-safe actuators are not required on large industrial dampers for most situations. Commercial-style actuators such as those from Honeywell and Belimo typically used on commercial or life safety dampers can run many industrial dampers. However, as damper sizes get larger, or pressure and velocity increases, commercial actuators do not have enough torque to operate the dampers properly. CAPS® does a good job of providing actuator options capable of operating the configured damper properly; however, the user must be aware of key items to stay competitive.

In most life safety applications, actuators require fail-safe mechanisms to drive a damper open or closed (typically closed) upon power loss. However, if fail-safe actuators are configured and the torque required falls into the industrial actuator range (typically over 600 in-lbs.), selecting spring return actuators can be very expensive and not competitive. The same is true for industrial dampers. See the example below.



| Product Family | Sort Id | Mark | Model | Qty | Ext List (USD) | Best Available |
|----------------|---------|------------------------|----------|-----|----------------|----------------|
| Damper | 10 | Power open power close | HCDR-350 | 1 | 9,276 | Standard |
| Damper | 20 | Spring return actuator | HCDR-350 | 1 | 21,850 | Extended |

A 40-inch diameter HCDR-350 unit is selected on each line.

- The first line has a power open and power closed, 120VAC actuator with (2) switches and a NEMA 4 enclosure.
- The second line has a power open and fail closed spring return actuator with (2) switches and a NEMA 4 enclosure.

The second line is 135% more costly than the first line with just this one little configuration change on the actuator. This can be costly if your selection is not correct and jobs are lost. Please call us if you are unsure how to correct actuator problems like this. We'd be glad to help.



Take the Ceiling Fan Dash for Cash Challenge

The Dash for Cash incentive program is in full swing. How are you using the opportunity for 10% cash back to gain new customers?

The new features you heard about at the National Sales Meeting are sure to get the attention of your prospects. After all, who wouldn't be excited about the:

- Quietest fans on the market – ensuring owner and occupant satisfaction.
- Integrated motion and humidity sensors – to simplify installation, reduce costs and make the fans easier than ever to use.
- Two-speed continuous ventilation (whole house ventilation) – helping comply with ASHRAE 62.2 ventilation rates in a cost-effective package.
- Reduced base pricing to provide you with a competitive price to win the bid.

Field testing shows that most bath fan installations see more resistance than the commonly rated .1" of ESP resulting in underperforming fans and call backs. We have created a new bath fan sizing tool based off of system design and duct layout to improve product selection. This tool is now available in eCAPS®.

These tools set you up to win against Broan, Panasonic and Delta Breez, and now with a 10% incentive, you can motivate new and existing customers to switch to Greenheck SP fans.

This is your opportunity to greatly increase your business and receive 10% cash incentive. Email the ceiling fan team at ceilingfans@greenheck.com with questions. Coming soon – a new white paper and video. **Watch for both!**

Another Breath of Fresh AER in Larger Sizes

Bidding on projects for larger sidewall propeller fans became much easier with the introduction of new sizes and motors. Model AER now offers 54- and 60-inch fan sizes along with new direct drive motors up to 20 hp. The addition of these fan sizes provide you with a full range of sizes from 20 inches all the way up to 60 inches.

That is not all. The new fan sizes offer performance of 2.45 in. wg and up to 78600 cfm, about a 30 percent improvement over other products! With the April release of CAPS® 4.29, the larger sizes (54 and 60) will show up as a cross-model option in addition to being in the CAPS model tree, making it easier to select as an alternative fan option.



Ordering larger sizes also became faster. Greenheck's Quick Build program now offers sizes 42 and 48. The possibilities and opportunities continue to blow in like a breeze of fresh AER.

Contact your regional salesperson or email fans@greenheck.com for more information!

Greenheck's HVLS Fans are Circulating the Market

We are excited to introduce more HVLS models starting in the CAPS® 4.29 release. Our industrial model DS will now be available with three or six blades with new model names DS-3 and DS-6. Both models feature an aerodynamic, extruded aluminum airfoil design, a high-efficiency direct drive motor with factory-programmed VFD, and are available in the 10-day Quick Build program. Check out new configurable features in CAPS that allow for more competitive pricing when bidding.



Need an HVLS fan for smaller spaces? A new direct drive commercial HVLS fan, model DC-5, is also available with the CAPS 4.29 release. Select from four sizes: 8, 10, 12 and 14 feet. Its design features a lightweight direct drive motor and is compact for effortless installation. Get ready sellers, Greenheck's line of HVLS fans just got more exciting!

Don't forget the controls – Greenheck offers controls specifically designed for use only with DS-3, DS-6 and DC-5 fans. The keypad control, with LCD display, is capable of operating up to five HVLS fans at the same speed setting with the same direction of rotation for quick and easy operation. Or, for more advanced control options, select the touchscreen control. It is capable of operating up to 10 HVLS fans individually or in groups. Touchscreen control is also available with optional BACnet functionality.

Check out the entire line of Greenheck circulation fans!


| Circulation Fans | Mounting | | | Drive Type | | Specifications | | | |
|------------------|------------|------|-----------------|------------|------|----------------|-------------------|--|-----------------------------------|
| | Base/Floor | Wall | Ceiling Mounted | Direct | Belt | Sizes | Max. Volume (cfm) | Speeds | Voltage/Phase |
| DC-5 | | | X | X | | 8' to 14' | 54,900 | Variable | 115, 208, 230/1 |
| DS-3 | | | X | X | | 14' to 24' | 164,900 | Variable | 208, 230/1 or 3 277/1 460/3 |
| DS-6 | | | X | X | | 8' to 24' | 243,000 | Variable | 208, 230/1 or 3 460/3 |
| IC | X | X | X | X | | 16" to 36" | 12,500 | High/Low | 115/1 |
| ICO | X | X | | X | | 16" to 30" | 9,600 | High/Low | 115/1 |
| MAC | X | X | X | X | X | 18" to 48" | 21,000 | High/Low (115V) High (208, 230, 460V) | 115/1 208, 230, 460/3 |

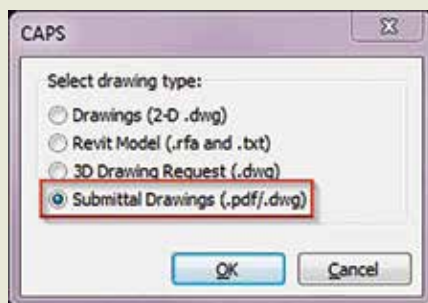
Louver CAPS® Automated Submittal Drawings

The Louver group introduced the ability to create job-specific formal submittal drawings directly from CAPS (release 4.27, April 2018). These drawings include dimensional louver elevation details along with relative product details.

Four models were available in the initial release. We have added another seven models and plan to add more each release until 80% of our product line is covered. The models available in the current version are:

| | |
|---------|---------|
| ESD-435 | ESD-403 |
| ESD-635 | ESD-603 |
| EHH-501 | ESJ-202 |
| EVH-501 | ESJ-401 |
| EHH-401 | SED-501 |
| EHH-601 | |

Creating submittal drawings is simple. Click the  button and select “Submittal Drawings” from the options in the pop-up.

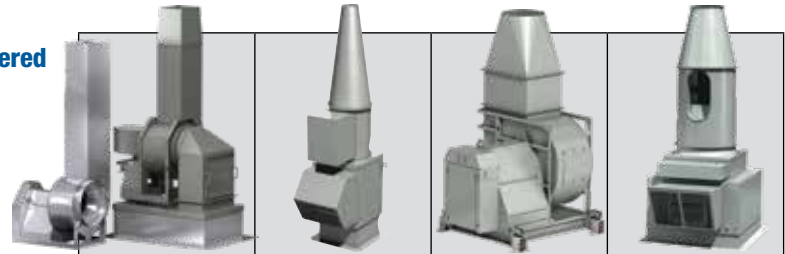


Please contact us with questions by e-mail: louvers@greenheck.com or dial 1-800-373-4866.

USP<800> Upgrades Mean More Opportunities to Sell!

New regulations by the United States Pharmacopeia (USP<800>) call for increases in ventilation of mixing areas in medical and commercial pharmacies that deal with hazardous drugs. These ventilation upgrades need to be implemented by December 1, 2019 giving you an opportunity to sell more pre-engineered FumeJet® and Vektor® exhaust systems!

Pre-Engineered Exhaust Packages

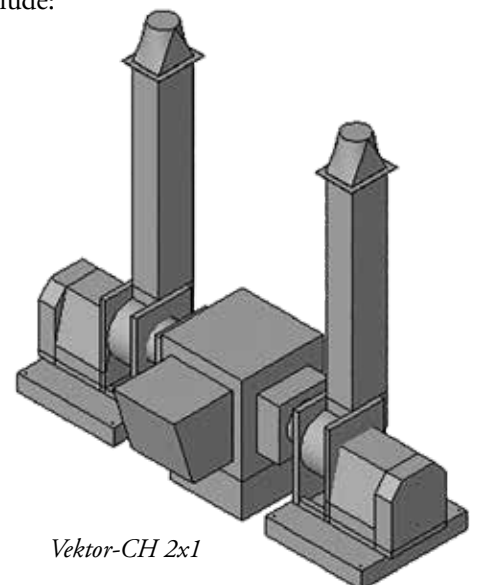


| | FJC/FJI | Vektor-H | Vektor-CH | Vektor-MH |
|---|----------|----------|-----------|-----------|
| Initial cost | \$ | \$\$ | \$\$ | \$\$\$ |
| Roof Curb Mounted | Optional | Yes | – | Yes |
| 10 ft. Stack (NFPA 45) | Optional | Standard | Standard | Standard |
| 3,000 ft/min. outlet Velocity (ANSI Z9.5) | Optional | Standard | Standard | Standard |
| Redundancy Exhaust | – | Optional | Optional | Optional |
| Spark Resistant | B or C | B | B or C | B or C |
| High Wind | 115 mph | 125 mph | 125 mph | 125 mph |
| Approvals | – | NOA | OSHPH | – |

Don't Overlook the Vektor-CH

Compounding pharmacies often have low flow and moderate pressure which can make Vektor-H or Vektor-M series fan selections challenging. Plus some applications require redundancy. The Vektor-CH with “opposed” configuration is perfect for these instances. Benefits include:

- Reduced overall footprint
- Up to 35% lower price point versus Vektor-M Series
- Restrained spring isolation
- Factory-installed bypass and isolation dampers
- Available in direct drive Arrangement 4 to reduce maintenance
- REVIT® content available from CAPS®



Vektor-CH 2x1

Contact the Lab and Fume Exhaust team with technical product questions or for additional sales support materials.

Hello Sidewall-Mounted CUE/CUBE! Goodbye, CW/CWB.

We introduced the sidewall-mounted CUE/CUBE models sizes 060-300 in August 2016. Since that time, we continued to expand this offering. Such expansions have included grease containment and hinging accessories on the entire size range available for wall mounting. The square base on the sidewall-mounted CUE/CUBE models makes the application of these accessories possible and greatly simplifies installation.

The CAPS® 4.29 release in April has several enhancements for selecting the sidewall CUE/CUBE in CAPS. On the CAPS tree, you will now find models CUE/CUBE listed under Fans>Roof Mounted>Centrifugal upblast exhaust “CUE/CUBE” and under Fans>Wall Mounted>Centrifugal, spun aluminum “CUE-WALL/CUBE-WALL.” More detail is outlined in the “How to Select Sidewall CUE/CUBE” section of this article.

The August CAPS release (4.30) will have even more improvements, making the CUE/CUBE models very competitive for sidewall applications:

- Adding a flush mounting flange option for non-UL762 applications
- Adding the interior wall grille option
- Removing the \$100 list price add for the sidewall mounting option

With these offering changes, the sidewall CUE/CUBE models not only cover but expand on the full range of sizes, performance, and accessories available with the CW/CWB models.

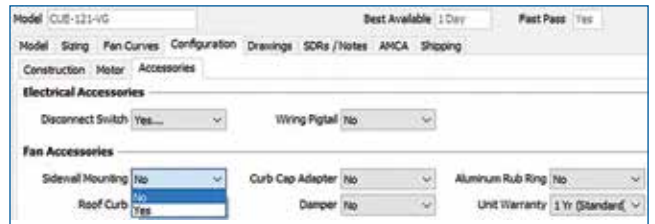
As a result, models CW and CWB

will be discontinued over a series of CAPS releases. These models will not be available for new selections in the August 2019 CAPS release (4.30). However, you may still order existing marks (selections) for projects already quoted until the December 2019 (CAPS 4.31) release when the CW and CWB will no longer be available to order. Please note - all CW and CWB models were removed from eCAPS in the 2.2 version that was released in January 2019.

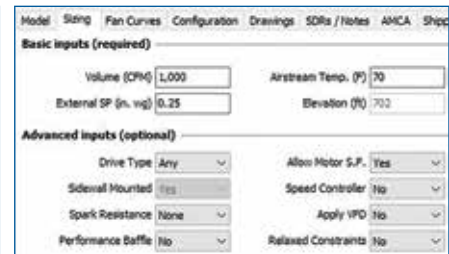
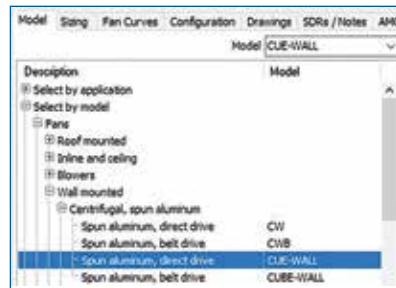
| | Sidewall CUE/CUBE | CW/CWB |
|-----------------|--------------------------|--------------------------|
| CFM | 14,700 | 12,450 |
| SP | 5.0 | 2.75 |
| Sizes | 060 – 300 (incl. HP, XP) | 060 – 300 (excl. HP, XP) |
| Base | Square | Round |
| Mounting | Curb or Flange | Flange |

How to Select Sidewall CUE/CUBE

Option 1: Select model CUE or CUBE in the CAPS product tree by navigating *Fans>Roof mounted>Centrifugal upblast exhaust*. Next, type in your performance requirements. Finally, navigate to the *Configuration>Accessories* tab. Here you will find a question labeled **Sidewall Mounting**; set this to “Yes.”



Option 2: Select model CUE-WALL or CUBE-WALL from the CAPS product tree by navigating *Fans>Wall mounted>Centrifugal, spun aluminum*. Type in your performance requirements. As you can see, the **Sidewall Mounting** question is automatically set to “Yes” and greyed out. This method will only return sidewall mount selections.



MORE Spark-Resistant Options Available

Demand for spark-resistant options on additional fan products has grown. Greenheck is excited to announce additional product lines that are now selectable with preset spark-resistant configurations. Models G/GB, CUE/ CUBE, SQ, and AER are now selectable with both Spark B and Spark C level configurations. As a result, these will incorporate several options and accessories including varying levels of aluminum construction, EXP motor enclosures, shaft seals, and rub rings on most sizes. We have gone to great lengths to ensure the methods of construction and choice of alloys meet the intent of AMCA 99-0401. This expanded selection will help you to be more competitive against fan manufacturers that currently offer similar rooftop, inline, or sidewall units designed to meet specifications on jobs calling for additional resistance to spark.

| Spark-Resistant Inclusions | Spark C | Spark B |
|----------------------------|----------------|----------------|
| Aluminum Rub Ring | ✓ | ✓ |
| EXP Motor Enclosure | ✓ | ✓ |
| UL Smoke | ✓ | — |
| Vari-Green® | Not Selectable | Not Selectable |
| Stainless Fasteners | Not Selectable | Not Selectable |

Did You Know?

Greenheck's new Vari-Green® Drive+ app can be used without connecting to a Vari-Green drive.

The VGD+ app has a demo mode that allows users to familiarize themselves with the features of the app without being connected to a drive. Navigate through the screens and adjust settings without the worry of corrupting a setup. Demo mode can be used to simulate normal operation with a fault, allowing the user to walk through a troubleshooting example and many of the help features built into the app.

Sales Tip: The app displays well on a large screen when doing presentations to groups of customers. We recommend connecting your device to a large screen using an Apple Lightning cable connected to a HDMI or VGA adapter when presenting. Adapters are available on Amazon and are simple to use — just plug it into your phone and a projector/monitor with an HDMI or VGA cable.

Watch for the next issue of Update to discover how the Vari-Green Drive+ app can create start-up reports.



Project Profiles – A Great Sales Tool

Project Profiles highlight successful projects and recognize the team behind them. They describe how products are implemented in actual projects, demonstrating successful solutions for specific ventilation challenges and specification requirements.



You are Greenheck's front line resource to collect information for the profiles. As the front person, you will gain recognition not only among your peers but with and for the engineering firm, the mechanical contractor and the customer.

You do not have to be a writer! We are looking for you to collect the requested information. Greenheck will write the story. To begin, log on to RepNet, Support Center, and click on Sales Programs to access the information, or contact Sara Valiska at sara.valiska@greenheck.com.

We'll reward you for your assistance. If your project profile gets printed, you could earn \$100.

CAPS® Timesaving Tips: Part 2 Survey Suggestions - Already Available!

This is a continuation of the last CAPS article about comments on the Rep Partner Satisfaction survey. Here are more comments we reviewed and some of the new updates we have made to address them.

“It would be nice to be able to arrange or group marks.”

We added a new “Move...” feature in CAPS 4.28 that moves your marks to a sub-folder. This allows you to create sub-folders for your marks to group them to fit your needs. Select your mark(s) and then click the “Move...” button on the Mark Summary tab. Enter in a name for the sub-folder. To delete the sub-folder you must first move all the marks out of it, and then the folder will disappear.

“I wish I could find my Job order number in CAPS”

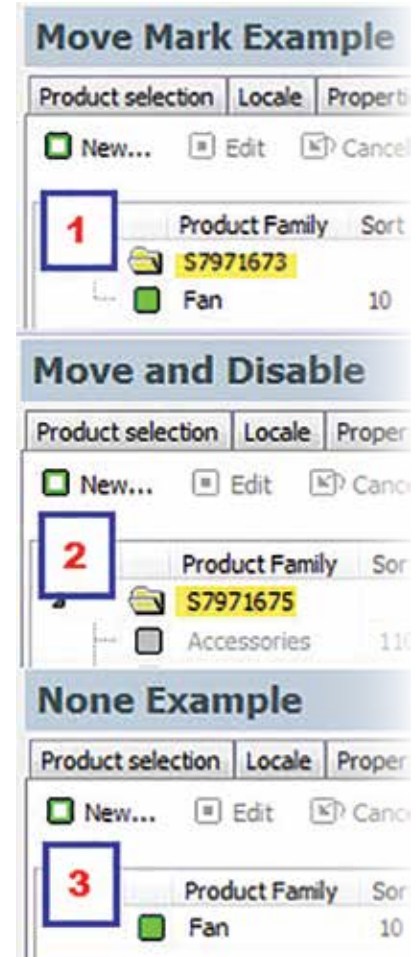
Another new feature in 4.28 is the “Post Order Actions” option. This feature lets you choose what happens to your mark(s) after your job has been ordered.

Click on the “Updates and Settings” button and open “User Settings.”

Under Preferences, click the drop-down for “Post Order Action”. Choose one of the following options:

1. Move Mark (default) - moves your mark into a sub-folder named after your sales order number.
2. Move and Disable Mark - moves the mark into a new sub-folder (also named after your sales order number) but the mark will be grayed out, preventing you from accidentally reordering it.
3. None – program functions as in the past; mark stays active; no-sub-folders created.

We truly appreciate the feedback you give us on the yearly survey. If there are other topics you want us to address, please feel free to contact us anytime at caps@greenheck.com



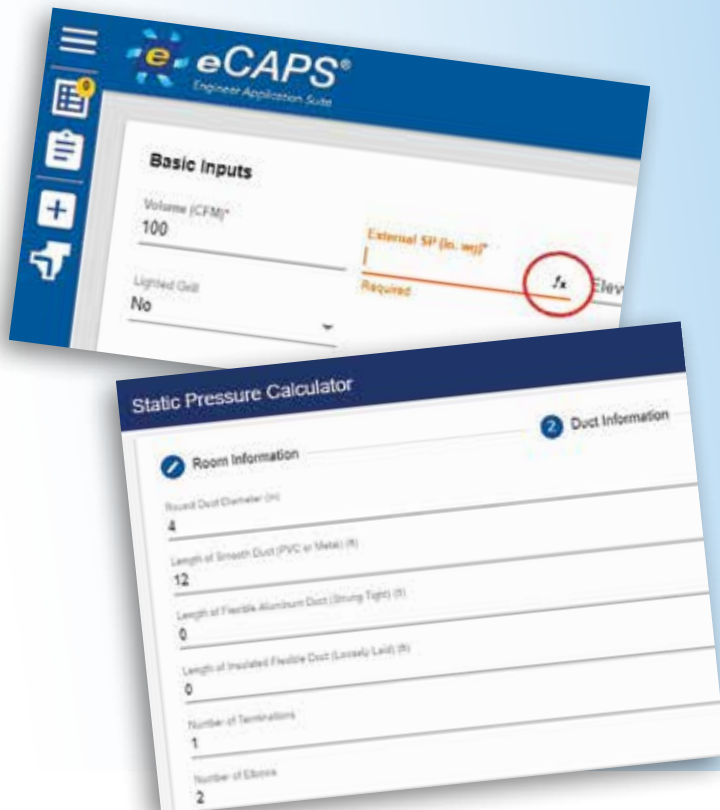
{People often say that motivation doesn't last. Well neither does bathing. That's why we recommend it daily.}

~ Zig Ziglar ~

Recent eCAPS® v2.2 Additions and Enhancements

A few highlights for your engineers include:

- Added a static pressure and volume calculator for bath fans.
- Added the Vari-Green® drive (VGD) selections to models; G, GB, CUE, CUBE, AER, SE2, and SCE3.
- High volume, low speed (HVLS) model DS eCAPS selections can now be opened in CAPS®.
- New sizes for bathroom exhaust fan models SP/CSP: SP-A700-VG, SP-A1050-VG, CSP-A700-VG and CSP-A1050-VG.
- Replaced wall-mounted exhaust models CW/CWB with curb-mounted CUE/CUBE.
- Expanded smaller direct drive blower model USFD. New sizes include USFD-104-BI, USFD-106-BI, and USFD-108-BI.
- For dedicated outdoor air systems (DOAS), added variable speed compressors for PDX cooling.
- Expanded the Revit® LOD 200 and 300 concept to the square/cabinet inline fan models SQ, BSQ, BCF, and BDF.



Dedicated Outdoor Air Systems (DOAS) Inverter Compressor Offering

The DOAS group continues to make good on its promise to innovate faster and provide you with the products

needed to win the bid. This includes expanding the inverter compressor option to models RV-110 and RVE-180 (30 to 70 tons).

This adds to the current offering of inverter compressors on models RV-25 and RVE-40 (5 to 15 tons) and RV-45 and RVE-85 (15 to 30 tons).

The inverter compressor option improves part load efficiencies by

15-20% on average compared to a digital scroll compressor. This provides energy savings for the RV and RVE models. Inverter compressors not only reduce the unit's energy consumption, but also provide tight temperature and humidity control and a quieter compressor option, making it a triple value and a great specifiable feature on the RV and RVE housings.

The inverter compressor option will be available on these select models in the April release of CAPS 4.29.



| Compressor Options | | | | |
|--------------------|-------------------------|----------|---------|----------|
| Model | Cooling Capacity (tons) | Standard | Digital | Inverter |
| RV-25 | 5 to 15 | ✓ | ✓ | ✓ |
| RV-45 | 15 to 30 | ✓ | ✓ | ✓ |
| RV-70 | 25 to 45 | ✓ | ✓ | NA |
| RV-110 | 30 to 70 | NA | ✓ | ✓ |
| RVE-40 | 5 to 15 | ✓ | ✓ | ✓ |
| RVE-85 | 15 to 30 | ✓ | ✓ | ✓ |
| RVE-120 | 25 to 45 | ✓ | ✓ | NA |
| RVE-180 | 30 to 70 | NA | ✓ | ✓ |

Stay Cool this Summer with Packaged Cooling on Greenheck's Make-up Air

(DGX, IGX, MSX)

Greenheck's packaged direct expansion (PDX) cooling on make-up air (MUA) products is approaching its tenth year! Many new and exciting features have been added that greatly expand capabilities and applications.

Electronically Commutated (EC) Condensing Fan

An EC condensing fan is standard when the digital scroll compressor is provided, increasing the system's efficiency and reducing sound levels seen at part load conditions.

Low Sound Condensing Fans

Low sound condensing fans are standard on any MUA configured with PDX. These fans provide a perceived sound level reduction of up to 50% when compared to standard condensing fans!

Digital Scroll Compressors

You can still configure any PDX unit with standard scroll compressors but Greenheck now offers the option for digital scroll compressors! A digital scroll compressor allows for PDX system modulation enabling the cooling system to maintain the desired discharge temperature set point.

Microprocessor Controller

Greenheck's control offering has also expanded greatly with the introduction of microprocessor controls. These controls can operate as a stand-alone or allow for easy integration into a building management system (BMS).

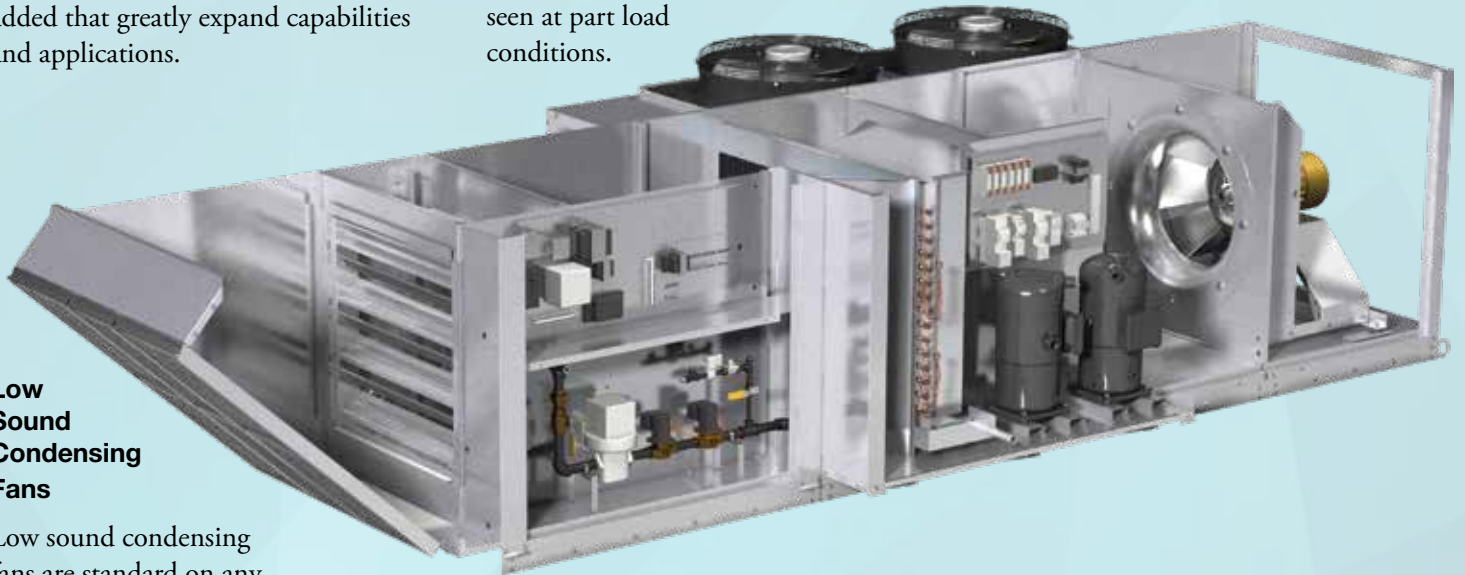
Mixed Flow Supply Fans

Finally, the addition of optional direct drive mixed flow supply fans offers exceptional savings in operating brake horsepower, when compared to a belt-driven forward-

curved supply fan, with all of the ancillary benefits found in a direct drive option.

Any Greenheck MUA unit configured with PDX cooling is an excellent option for numerous applications that do not require dehumidification. With our highly configurable product and all of these new specifiable features, it is easy to see Greenheck's commitment to continued innovation to remain a market leader!

Stay cool and happy selling!



Staff News



We are pleased to inform you of these new, promoted or reassigned Greenheck staff members.

Accurex

Matthew Boho
Application Engineer

Janessa Brickner
Manager, Inside Sales

Jeremy Cyr
Marketing Specialist

Morgan Treu
Inside Sale Coordinator

Bryan Osborn
Executive Account Manager

DOAS

Kyle Powers
Application Engineer

Executives

Bryan LiBrandi
Chief Marketing Officer

International

Gina Singh
Marketing Specialist Sr.

Power Roof Ventilators

Justin Gilchrist
Senior Product Specialist

Sales & Marketing

Lisa Dums
Order Processor

Micki Scheunemann
Sales Administration Assistant

Miranda Rindt
Sales Coordinator

TAP

Steve Carrico
Application Engineer II

Congratulations!

**{ Let all the failures of your past year
be your best guide in the New Year! }**

- Mehmet Murat ildan -



Training Information

- March 25 - 26
Fan Service Training
- April 24 - 25
Tempered Air Products Service
Training - Full
- May 20 - 22
Fan & Damper Fundamentals
Seminar
- July 24 - 25
Tempered Air Products Service
Training
- August 19 - 22
Sales Rep Training Seminar
- September 25 - 26
Tempered Air Products
Service Training

Information for upcoming training sessions may be found on RepNet under the Training and Visits tab. Registration is required. Space is limited. Please check for availability. For additional information or to register contact:

Jenna Munz: 715.355.6666 -
jenna.munz@greenheck.com
or any member of your area
sales team.

Latin American Training December 5–7, 2018



Row One (sitting), Left to Right: Cornelius Dinchong, Peake Technologies Limited; Joshua Corredor, PrimeLines, LLC; Nicholas Anthony Hutton, Appliance Traders Limited; Sergio Flores, PrimeLines, LLC.

Row Two Left to Right: Dirson Baez, Greenbeck; Paul Lincoln Tardieu, Peake Technologies Limited; John Andrew Peake, Peake Technologies Limited; Alexander Marston, Cool Airco, LLC; Hector Pinzon, PrimeLines, LLC; Lelder Velasquez, Greenbeck.

Fan & Damper Fundamentals January 14–16, 2019



Row One (sitting), Left to Right: Linda Bridges, Greenbeck; Kari Scheer, Norman S. Wright Climatec Mechanical Equipment Co.; Maddie Peña, Bartos Industries; Heather Linn, Bartos Industries.

Row Two Left to Right: Dan Paulitzky, Air Control Products, Inc.; Matthew Milostan, Greenbeck; Lisa Dums, Greenbeck; Saeed Hakim-Hashemi, TMS Johnson, Inc.; Alex Hidalgo, Air-Side Equipment, Inc..

Sales Training Seminar January 28–31, 2019



Sitting, Left to Right: Alex Coyne, Brucker Company; Danny Woyahn, Hoffman & Hoffman, Inc.; Mostafa Mehrtash, E.H. Price, Limited; Chris Abel, ADE Systems, Inc.

Standing Left to Right: Will Poveda, ADE Systems, Inc.; Sam Huston, Technical Air Products, Inc.; Robert Siojevich, CFM Company; Natan Feldman, ADE Systems, Inc.; Johnny Simpson, E.H. Price, Limited; Travis DeWeese, TMS Johnson, Inc.; Karan Kalsi, E.H. Price, Limited; Alex Andrews, TMS Johnson, Inc.; Jackie Martinez, Brucker Company; Jason Dempsey, Norman S. Wright Climatec Mechanical Equipment Co.; Katie Derksen, Vyron Corporation; Howard Brookner, Buckley Associates, Inc..

Top Scores, Sales Training Seminar



Left to Right: Travis DeWeese, Danny Woyahn, Alex Andrews, Johnny Simpson, Mostafa Mehrtash

- **1st Place:**
Alex Andrews
TMS Johnson, Inc.
- **2nd Place:**
Danny Woyahn
Hoffman & Hoffman, Inc.
- **3rd Place (3 Way Tie):**
Travis DeWeese
TMS Johnson, Inc.
Mostafa Mehrtash
E.H. Price, Limited
Johnny Simpson
E.H. Price, Limited



Advanced Training February 25–28, 2019

Row One (sitting), Left to Right: Drazena Travoric, E.H. Price, Limited; Jillian Dare, Michigan Air Products; Amanda Worrix, Air Control Products, Inc.; Cece Reilly, Air Control Products, Inc.; Mike Wolf, CFM Company.

Row Two Standing Left to Right: Ryan Baumgartner, Brucker Company; Steve Swenson, H&H Sales Associates, Inc.; Henry Chu, Norman S. Wright Climatec Mechanical Equipment Co.; Aaron Murphy, Bartos Industries; Brian Bourgeois, Norman S. Wright Climatec Mechanical Equipment Co.; Chris Mammel, Michigan Air Products; Tanner Jones, Engineered Equipment, Inc.; Mike Koenig, Pittsburgh Air Systems, Inc.; Kyle Teasdale, E.H. Price, Limited; Travis DeWeese, TMS Johnson, Inc.; Zac Preston, Air-Tech of Pensacola, Inc.; Jason Dempsey, Norman S. Wright Climatec Mechanical Equipment Co.; Karan Kalsi, E.H. Price, Limited; Gavin Swenson, Engineered Equipment, Inc.; Scott Coupland, Bartos Industries.

**{ Don't be afraid of
challenges. Let them take
you somewhere new. }**

~ Sira Masetti ~

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More Capacity Comes Online

Greenheck's manufacturing capacity increased as two plants on the Tulsa campus came online with the first products shipped in January. The dedicated outdoor air systems (DOAS) business unit plant along with the Accurex facility added an additional 200,000 square feet of manufacturing capacity, helping to increase production capabilities. Work has also started on the second phase of construction in Tulsa that will add another 160,000 square feet for dampers and power roof ventilators. Those plants have a planned completion date in 2020.

The Schofield, Wisconsin campus also added 50,000 square feet of manufacturing capacity for stamping and ceiling fans, with the opening of a new facility in February. Watch for more information in the coming months on the progress of these facilities.



Ad Preview

Ads strategically placed in February, March and April 2019 print and digital editions of influential trade media.

| February 2019 | Ad |
|----------------------|-----------------------|
| Engineered Systems | USFD-100 |
| HPAC Engineering | GreenJet |
| ACHR News—2/20/19 | VGD-100+ contractor |
| Contracting Business | e-blast - HVLS |
| MCAA Directory | Quick Delivery Online |

| March 2019 | Ad |
|----------------------|--------------------------|
| ASHRAE Journal | New DOAS |
| HPAC Engineering | New DOAS |
| Contracting Business | Quick Delivery Online |
| HVAC/P | VGD-100+ Contractor |
| ACR LatinoAmerica | New Spanish All Products |

| April 2019 | Ad |
|--------------------------------|---------------------|
| ASHRAE Journal | SP Frog |
| Consulting Specifying Engineer | New DOAS |
| Engineered Systems | New DOAS |
| HPAC Engineering | Make-Up Air |
| ACHR News—4/22/19 | New DOAS Contractor |
| High Performing Buildings | VGD-100+ |
| Life Safety Digest | Smoke Control |

