

UPDATE

A MARKETING REPORT FOR GREENHECK SALES REPRESENTATIVES

**Access the new Greenheck.com
anywhere, anytime, on any device!**



**Website Set to Launch
This Summer**



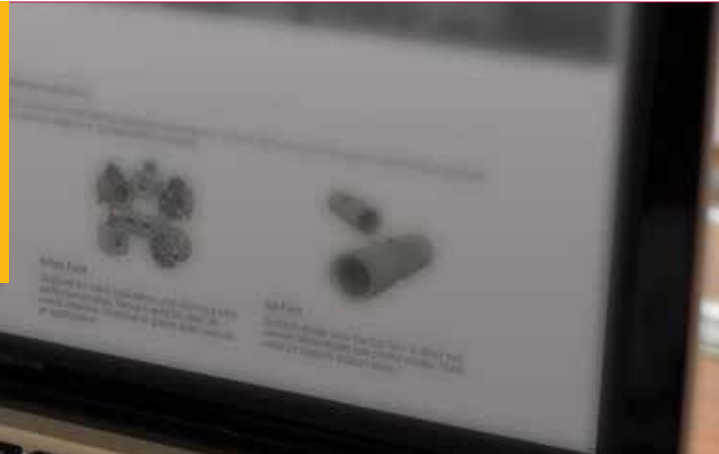
The new Greenheck.com
is Almost Here!

Greenheck 2018
National Sales Meeting

Project Profile
Aspirus Wausau Hospital

FEMA 361
Louvers

New website improves user experience on every digital platform



The new Greenheck.com is almost ready for its debut! This new website accomplishes the important goals for delivering an online experience you would expect from Greenheck. It “checks all the boxes” for meeting current state-of-the-art website design standards and responsive design technology to improve user experience on all devices (desktop, tablet and phone), search capabilities, and pave the way for digital marketing.

The website project is on schedule to go live later this summer. Here is what you can expect once it launches...

Information on the new site is welcoming, understandable and organized to improve use and ease

of finding information. The first thing you notice when you land on the homepage is less emphasis on the technical aspect of products and more about how our products improve lives (humanization of the site).

The original Greenheck.com contained a great deal of valuable HVAC information. The new Greenheck.com will have even more. As an industry thought leader, we will provide the information you want to help your customers make an informed decisions on products for every application.

Search Features

Your access to this valuable information will be quicker and

much easier because of the improved search functionality. Options for searching include the search bar located at the top right corner of each page and the model lookup. Additional search features for everything from application articles to technical data are located in the resources library section.

The new user-friendly design places everything at your fingertips in a logical format instead of searching the entire site. By selecting the model for a specific product, all related material (submittals, specs, instruction manuals, drawings, and more) will appear on one page.

Viewing Ease Regardless of Digital Device

Smartphones, tablets and other

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digital devices were a novelty when the original site launched. Its design only allowed for optimal viewing on the screens of desktop and laptop computers. Visitors using an Android phone, iPad or other device had to manipulate the screen to make it legible. That increased frustration as mobile options became more popular. The lack of a responsive design also caused Greenheck to rank lower in searches when using these devices. Incorporating responsive design on the website will also improve search rankings on mobile devices.

The new Greenheck.com delivers a quality experience whether on your iPhone, Android, tablet, laptop, desktop, or 60-inch display. This does not mean Greenheck.com will appear exactly on your smartphone as it does on your PC. Design limits prevent this, but you can rest assured, the information you want is available no matter what device you use—

anywhere and anytime you need it.

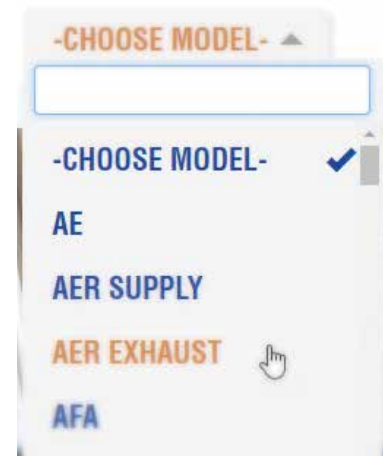
Educational opportunities—for the HVAC industry and our products/applications—remain an important part of the new website. Watch Fan Fundamental courses without charge or the need to register. Professional development hour (PDH) credits are available once you create your “My Greenheck” account.

Easiest to do Business with . . . Even Online

We conducted user testing of the new site to ensure your experience is positive. In fact, some of your peers, along with a select group of architects and engineers provided feedback. Our emphasis on being the easiest company to do business with extends all the way to the user experience on the new Greenheck.com.

Watch for more information as we get closer to the launch date. Emails and social media updates will share more information. (Greenheck is on

Facebook, LinkedIn and YouTube. Consider following us if you don't already.) We're also planning short videos and webinars showcasing the site's most exciting parts and providing navigation help so you can find the information you need. Stay tuned!



The model lookup tool is a convenient way to search for a specific product.

It Pays to be Part of the Project Profile Reward Program

Trevor Murdock of Vyron Corporation, Green Bay, Wisconsin, will receive a \$100 gift card for his help with the Aspirus Wausau Hospital project profile.

The profile highlights the installation of energy-efficient exhaust fans and low leakage dampers in a newly constructed 16-room intensive care unit. The project used 21 exhaust fans with Vari-Green® drives and 51 dampers. Patients in the intensive care unit benefitted from a quiet, controlled ventilation environment free from harmful pathogens and contaminated air. The hospital is confident of receiving significant savings and reduced maintenance because of the ventilation equipment installed. You can read more about this project when you visit the resources section of the new Greenheck.com and look for project profiles. Copies of this project profile are also available. Please contact Nicole Laduron at nicole.laduron@greenheck.com.

Do you have an interesting project that highlights Greenheck products and a customer open to sharing the details? Help gather that information and you could earn \$100!



eCAPS® Includes Dedicated Outdoor Air Systems (DOAS)

Greenheck's eCAPS® Engineer Application Suite now includes dedicated outdoor air products (DOAS). We made it fast and easy for your engineers to spec and schedule DOAS products. Check it out at ecaps.greenheck.com

eCAPS consists of:

- Fans
- Gravity Ventilators
- Fume Exhaust
- Louvers
- DOAS
- Damper Selection Guide



We have several informational pieces to help you promote eCAPS to your engineering community. These include:

- Two-page flyer
- A new ad running in national trade magazines
- Interactive Spotlight featured on Engineered Systems' website
- Short how-to videos on:
 - Make the best DOAS selections
 - Make the best fan selections
 - Make the best louver selections

Promote eCAPS to get spec'd and scheduled today!



New Belt Drive USF-100 in the August CAPS Release



A new low cost belt drive utility set, the USF-100 offers new features that simplify installation and maintenance. The addition of this series completes the USF & CSW tiered product offering by allowing users to select the best value fan for their application. Available with backward-inclined or forward-curved wheels, this new platform streamlines utility set product selections in CAPS by combining several legacy models



into the USF series.

For applications requiring a direct drive utility set, the USFD-100, launched in April is a game changer! It has several advantages over traditional belt drive utility sets:

- Is price competitive with belt drive utility sets.
- Makes installation quick and easy for the contractor by offering Vari-Green® EC motors or NEMA premium efficiency motors provided with integral speed control.
- Eliminates the time and cost associated with changing belts and sheaves during test and balancing.
- Has no belts and pulleys, making it more efficient and requires less maintenance.

CAPS® Time-Saving Tips: Webinars

One of the best ways to learn the ins and outs of CAPS is by attending our webinars. These webinars not only present new products and options in CAPS, but they explain how to make selections that best fit your project.

Webinars are typically 30-40 minutes in length and have two or three sessions available.

Some of the most frequently asked questions about our webinars are:

Q. How do I find upcoming webinars?

A. Check your email for our bulletins or look on the main page of RepNet for dates/times of upcoming sessions.

Q. Can you send me a reminder?

A. Use the “Save to calendar” link found in the bulletin. You control the reminder time in your calendar just as you would any other meeting.

Mark your calendar for the date and time that works best for you. Don't miss out!

Day	Date	Time	Meeting #
Tuesday	March 6	10:00 AM CST	802 766 381 Save meeting to Calendar
Wednesday	March 7	3:00 PM CST	805 502 552 Save meeting to Calendar

Q. What if I am not available during the scheduled times?

A. The majority of our webinars are recorded and can be viewed whenever it's convenient for you. Recorded webinars are found on RepNet under Training & Visits > Online Training.

Day	Date	Time	Meeting #
TAP: New in CAPS 4.26 – Energy Recovery/Make-Up Air – Click here for the complete bulletin			
Tuesday	April 17, 2018	12:00 PM CDT	806 388 621
Wednesday	April 18, 2018	2:00 PM CDT	804 499 546
Thursday	April 19, 2018	10:00 AM CDT	804 794 164

If you want a live webinar for your office, contact your area sales rep to coordinate a date and time that works best for you.

A. Can I invite my engineers/customers to attend, too?

Q. No. There are a limited number of WebEx seats and the content that we present is for you, our partners. It may contain confidential information such as selling tips and pricing information.

Q. What if there are other CAPS topics I want to learn about?

A. General CAPS program videos, for both basic and advanced features, can be found on RepNet on the Software tab.

Are there other topics you'd like us to cover? Contact us at caps@greenheck.com

Take Advantage of Our Video Library

Greenheck offers so many resources to help you succeed, including videos. We have a large, growing library of videos covering product-specific topics, testing, how to, our software and so much more.



View our collection of videos by going to Greenheck.com/library/videos.

VGD Available with UL762 listed CUBE Fans

We are excited to announce that the Vari-Green® Drive (VGD) is now available on UL-762 Listed CUBE fans, sizes 180-300 with motors up to 5 hp (including HP models). This offering further expands variable volume operation and simplistic system balancing to even more applications.



Model CUBE with a Vari-Green drive exhausting air during the abnormal flare-up test in accordance with the UL-762 certification.

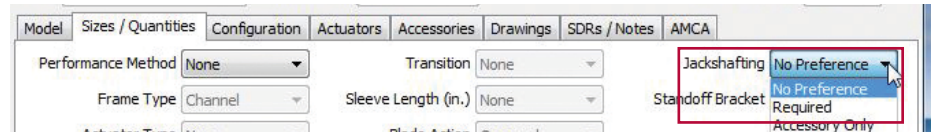
New in CAPS 4.26: Jackshafting Accessory Only



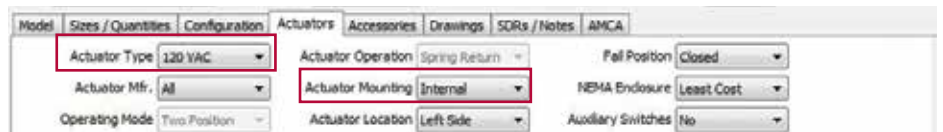
As we continue to expand our CAPS offerings, we are pleased to announce the addition of configured-to-order ship-loose jackshaft assemblies for VCD dampers. This option can be used to solve the following field issues:

- A jackshaft was not selected on the original order
- Two dampers are put together in the field and a jackshaft is now needed
- Actuator mounting needs to change from internal to external

This option is available under the “Jackshafting” question located in the Size/Quantities tab in CAPS. Assemblies are available in galvanized and stainless steel material. When “Accessory Only” is selected you will receive just the jackshaft assembly (no damper).



It is crucial to configure the damper in CAPS as it will be installed in the field as this will ensure the proper hardware will be sent with the assembly. For example, if the actuator will be mounted internally in the field then configure the damper by selecting an “Actuator Mounting” of “Internal” along with the type of actuator that will be mounted. This will result in the proper internal actuator bracket being supplied with the assembly.



2018 Greenheck National Sales Meeting

Planning is underway for our 2018 National Sales Meeting in Chicago this fall.

Dates: Friday, October 5 – Sunday, October 7

Location: Hyatt Regency O’Hare

Registration will open early in July. We are excited to announce that we are implementing a new meeting registration system this year! By adopting the latest technology, the

registration process will be more user-friendly and informative. Since this is a private event, a password to enter the site will be required. An email containing the password and registration details will be sent soon.

If you would like to begin making your travel plans, please reference the following:

Arrival on Friday, October 5

- If flying, please schedule your arrival into O’Hare Airport no later than 3 p.m. A shuttle will be available to transport you to the hotel.

- If driving, please check into the hotel by 4 p.m.

Departure on Sunday, October 7

- If flying, please schedule your flights to leave O’Hare no earlier than 2 p.m.

The meeting kicks off on Friday at 5 p.m. with a welcome dinner and awards banquet.

We are excited about this year’s national sales meeting and are confident that each of you will find the meeting to be inspirational, informative and enjoyable.

Questions? Contact Sara Valiska, Corporate Marketing Manager, at sara.valiska@greenheck.com

When you are looking at the damper, what is the left side or right side?

Control dampers are rated for airflow in both directions, so it doesn't matter if the air is hitting you in the face or in the back of the head. What determines left or right is the side the actuator will be installed on.

Jackshafted Dampers

Right and left side determination is easy on a jackshafted damper. Look at the side of the damper with the jackshaft. It (the jackshaft) determines left or right side for the actuator mounting. In this example shown on the right, the actuator is mounted on the left side.

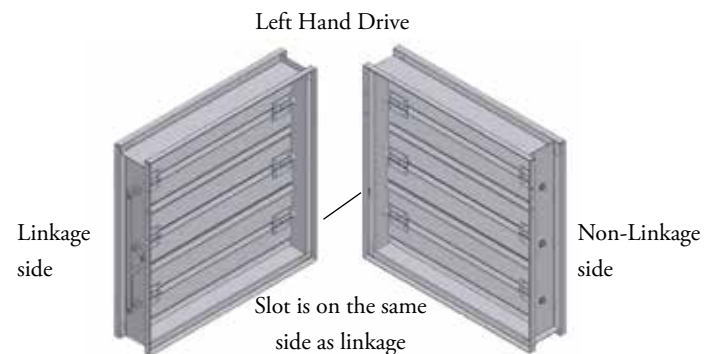


Model VCD with internal actuator

Non-Jackshafted Dampers

When you don't have a jackshaft, it can be confusing! The linkage side is the side that the actuator will be mounted on. On a left-hand drive, the linkage and the slot in the damper frame are on the same side.

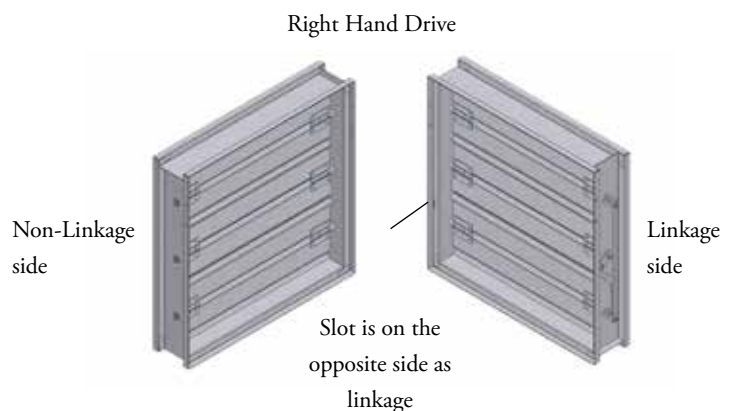
On a right-hand drive, the linkage is on the right side and the slot is on the opposite side of the frame.



What if I ordered the damper in the wrong configuration?

The dampers can be rotated 180° in the field if there is an obstruction. If you ordered the actuator mounted on the left side, you can turn the damper 180° and have the actuator on the right side. Depending on the location of the drive linkage, the actuator could be on the upper corner when rotating the damper.

Contact us at dampers@greenheck.com or 1-800-717-6540 if you have further questions.



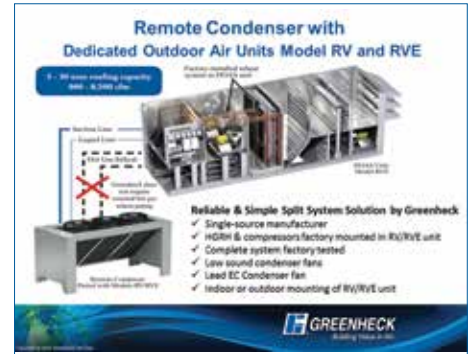
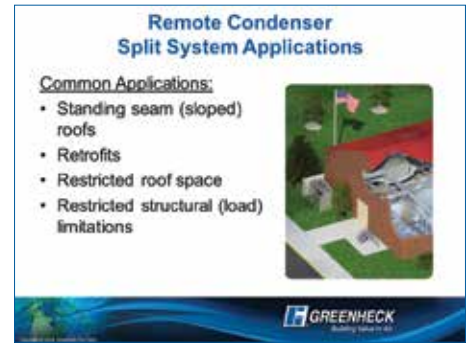
{ Don't be distracted by criticism. Remember—the only taste of success some people get is to take a bite out of you. }

– Zig Ziglar

Product PowerPoint Slides Now Available

Many of you have requested promotional sales materials for new items to share with your customers. Well, ask and you shall receive! The new and enhanced products featured in Rep UPDATE will have new life as repurposed promotional information on PowerPoint slides for use with your customers. These slides provide valuable information about the product, its features/benefits and applications.

You can find these promotional materials simply by logging into RepNet, going to the Support Center and clicking on the Communications tab. Look for "Update Articles" and click on it. The next screen shows the current and past issues of UPDATE on the left and Featured Product Presentations on the right side of your screen. Download the PowerPoint presentation(s) you want and start sharing with your customers.



Choose from a growing library of promotional product PowerPoint slides located in RepNet.

Video Help for Technicians

The Tempered Air Products group is proud to announce the first start-up assistance video for a direct gas-fired make-up air unit. This will be a great resource for service technicians performing a start-up as well as anyone trying to get familiar with a Greenheck direct gas-fired unit. This video walks the viewer through the entire start-up process, from general fan operation to adjusting burner baffle plates and setting high and low gas fire rates. This will be the first in a series of start-up videos for use as a tool for the service industry, making it easier for technicians to be comfortable about the start-up process. Please take a few minutes to watch the video at Greenheck.com



or YouTube. Share this with anyone in your industry who can benefit. We also include a QR code in the quick-start guide for direct gas-fired units. It is located on the access door of the main control center. The QR code opens the video on equipped devices

so technicians can watch while in front of the unit.

Please contact the Tempered Air Products team at TAP@greenheck.com or call 800.240.0870 with questions, concerns or comments.

FEMA 361 Louvers

Greenheck recently completed testing of the AFL-501 aluminum FEMA louver to the ICC 500-2014 standard and received a UL listing for this product. We used this opportunity to review the design and make changes to improve the product. Here is what this means for you.

The redesigned AFL-501 has more mounting options as standard. You now have the choice of a recessed/flush channel-mounting, exterior and interior cantilever-mounting and exterior and interior flange-mounting options. These options allow installations in buildings the previous version could not. The AMCA licensing for both Water Penetration and Air Performance for the qualified installations are the same as before.

We made some changes in CAPS to improve the selection process for you. The Configuration selection now auto-populates several selection options to simplify the process. Once you have determined your configuration and mounting requirement, enter your anchor location, select your substrate material type and substrate depth, finish requirements, and add your sizes to complete the selection. A new small drawing at the top right of the Sizes/Quantities tab (figures 1-3 on the right) shows the configuration selection in drawing format. The Drawing tab also provides a more detailed picture of the configuration.

These improvements will make AFL-501 FEMA louver selection a simpler process. For assistance or questions about this product, please contact our louver team at louvers@greenheck.com or 800.373.4866.

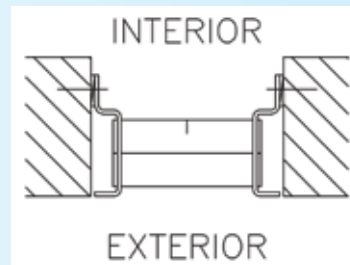


Figure 1
Flush Mount - Interior

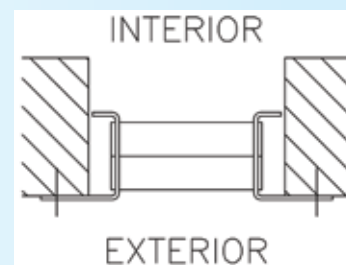


Figure 2
Flange Mount - Exterior

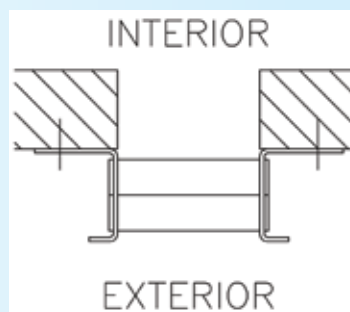


Figure 3
Cantilever Mount - Exterior

{ You gain strength, courage and confidence by every experience in which you really stop to look fear in the face. You are able to say to yourself, I lived through this horror. I can take the next thing that comes along. You must do the thing you think you cannot do. }

– Eleanor Roosevelt

Staff News



Congratulations!

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

CVI Lab Exhaust

Jay Schmidt
Segment Mgr.

TAP

Scott Laurila
General Mgr.

Ryan Trzebiatowski
Segment Mgr.

DOAS

Becky Gatzke
Managing Director

Bethany Seubert
Product Mgr.

Dampers

Marty Gissel
Segment Mgr.

PRV

Dave Mayer
Product Manager

Architectural Products

Jackson Smith
General Mgr.

Sales & Marketing

Clayton Foster
Area Sales Mgr.,
Northeast Region

Accurex

Joseph Birchhill
Account Mgr.

Daniel Evanko
Account Mgr.

Richard Plavchak
Account Mgr.

Nathon Laszewski
Inside Sales Specialist

Jesse Riege
Inside Sales Specialist

Cassandra Walczak
Inside Sales
Coordinator

Holly Holzem
Order Processor

Training Information



- August 20 - 23
Sales Rep Training Seminar
- September 26 - 27
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 April 11-13, 2018

Row One (sitting), Left to Right: Juan Francisco Garcia, Proyectos DS; Ana Rodriguez, Greenheck Saltillo; Maria del Carmen Vega, ICC AIRE ACONDICIONADO; Francisco Evertsz, Airmaster

Row Two (standing), Left to Right: Gabriel Acevedo, PIPSA; Guadalupe Ruiz, ICC AIRE ACONDICIONADO; Jose Alberto Hernandez, Reinmex SA de CV; Miguel Popa, Refrigeración Electricidad Industrial POPA, SA; Dirson Baez, Greenheck; Fidel Alberto Maldonado, PIPSA; Eduardo Medina Ezqueda, TermoControl; Gabriel Valle Cardenas, TermoControl

Sales Training Seminar May 7-10, 2018

Top Scores, Sales Training Seminar



Left to Right: Cody Allen, Quinn Fang, Randall Bloomquist, Blake Weiss

- **1st Place: Randall Bloomquist**
Mechanical Reps, Inc.
- **2nd Place (Tie): Quinn Fang**
Brucker Company
- **2nd Place (Tie): Blake Weiss**
CG Wood Company LLC
- **3rd Place: Cody Allen**
Michigan Air Products



Front Row, Left to Right: Jason Butler, Buckley Associates, Inc.; Cody Allen, Michigan Air Products; Andrew Murdock, CFM Company; Brian Lorek, H&V Sales, Inc.

Row Two, Left to Right: Quinn Fang, Brucker Company; Brandon Dearth, Buckley Associates, Inc.; Scott Tornquist, Colby Equipment Co., Inc.; Tiffany Clark, Air-Side Equipment, Inc.; Joseph Johnson, CFM Company; Pat Kohl, CG Wood Company LLC; Sean McGaughey, Norman S. Wright-Duckworth Environmental

Row Three, Left to Right: Randall Bloomquist, Mechanical Reps, Inc; Casey Lodge, Baymar Supply Ltd.; Jacob Blanchard, Hoffman & Hoffman, Inc.; Blake Weiss, C.G. Wood Company, LLC; Nick Alley, Hoffman & Hoffman, Inc.; Paul Romero, Norman S. Wright Climatec Mechanical Equipment Co.

Latin American Training, May 30 - June 1, 2018

{ Dream the impossible,
and then go out
and make it happen. }

— Gene Cernan



Row One (sitting), Left to Right: Elas Navarro, PCB; Ana Navarro, PCB; Grecia Carvajal Hernandez, Reysap, SA de CV

Back Row, Left to Right: Dirson Baez, Greenheck; Paul de la Paz, Greenheck Saltillo; Jason Lyle Hunter, Air Movers; Luis Camacho Sáenz, Air Movers; Alejandro Arce, Kamfri; Adolfo Guerrero, Teclimatiza; Edgar Moneta, IMPCO; Victor Carvajal Mata, Reysap, SA de CV; Jonathan Chaparro, Kamfri; Angel Obregon, Greenheck Saltillo

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Sales Trip Yields Exceptional Results

Greenheck and Buckley Associates recently teamed up for a major critical exhaust systems blitz in the greater Boston area. Buckley's two teams of sales engineers and Greenheck product experts assembled to maximize coverage of their market. By the end of the week, we had technical sales meetings with 26 engineering firms and/or owner engineering teams resulting in nearly 200 face-to-face contacts.

Our critical exhaust applications portfolio specifically covered the following topics:

- Energy savings approaches for lab exhaust systems (Vektor®)
- Pre-engineered fume exhaust systems (FumeJet®)
- Ductless underground parking ventilation (GreenJet®)
- eCAPS® application-based product selections



Left to Right: Jason Roderiques, Buckley Associates, Inc.; Vin Maccarrone, Buckley Associates, Inc.; Dean Lees, Buckley Associates, Inc.; Bob Parker, AHA; Mike Schmidt, Greenheck; Matt Gaedtke, Greenheck; Bob Andrews, AHA

Ad Preview

Ads strategically placed in May, June and July 2018 print and digital editions of influential trade media.

May 2018	Ad
ASHRAE Journal	- Make-up Air - eCAPS® InfoCenter
Consulting Specifying Engineer	Millennial Man
HPAC Engineering	Vektor® Family
Engineered Systems	Data Center
ACHR News—5/3/18 ACHR News—5/14/18	- E-Blast - Ceiling Radiation Damper Video - More Than Fans - Contractor
American School & University	RVE Marketplace
Contracting Business	EQD- Contractor
SNIPS	Data Center - Contractor

June 2018	Ad
ASHRAE Journal	AER
HPAC Engineering	eCAPS
Contracting Business	Bubble-Tight Damper
Consulting Specifying Engineer	- Make-up Air - Make-up Air Advertorial
ACHR News—6/18/18	FumeJet®
Engineered Systems	Vari-Green® Drive
High Performing Buildings	Millennial Female
Life Safety Digest	Nonconcrete Damper

July 2018	Ad
ASHRAE Journal	- GreenJet - All Products Advertorial
Engineered Systems	Hospital System
HPAC Engineering	Make-up Air
ACHR News—7/23/18	SP-A-VG
HVAC/P	EQD

