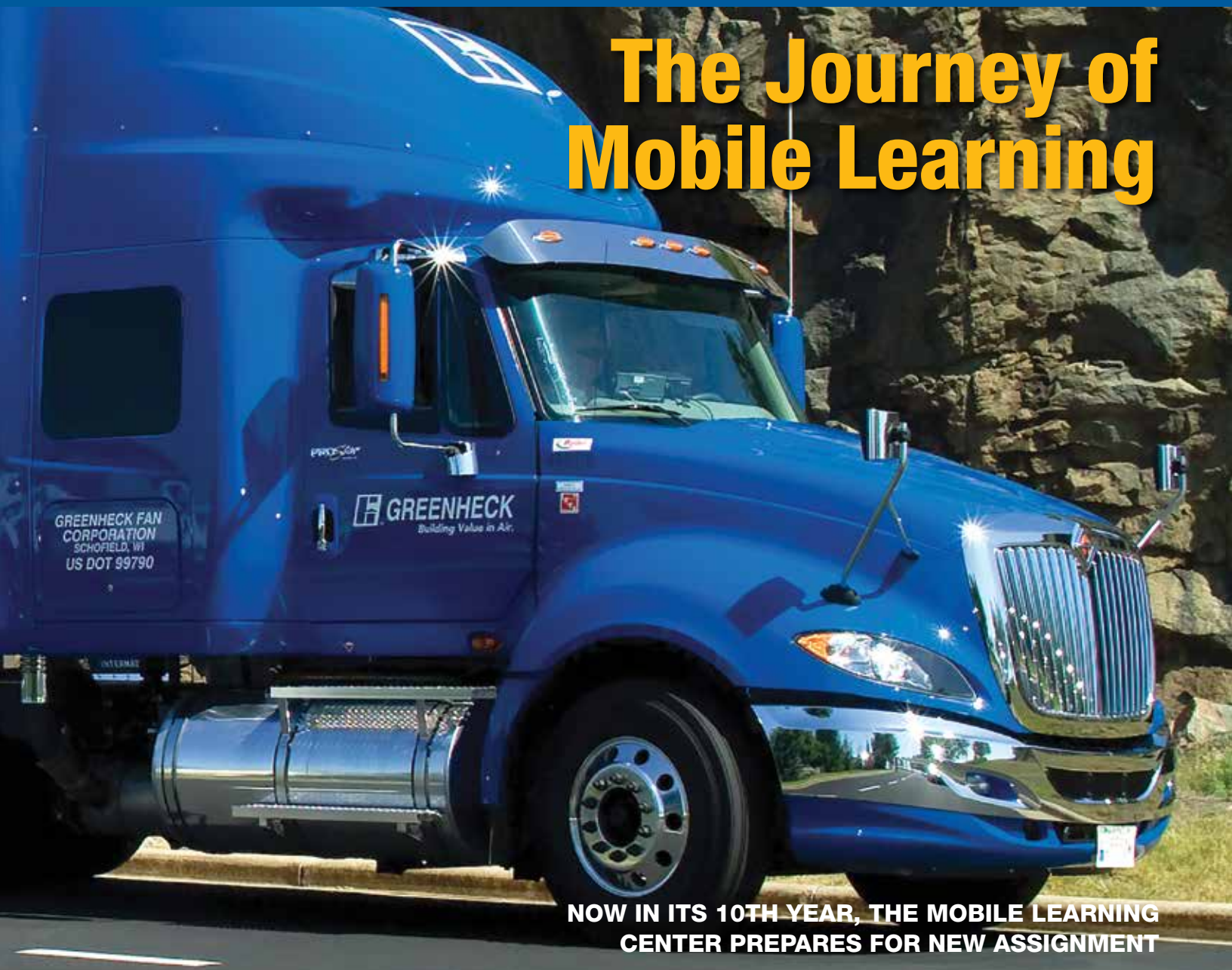


UPDATE

A MARKETING REPORT FOR GREENHECK SALES REPRESENTATIVES

The Journey of Mobile Learning



NOW IN ITS 10TH YEAR, THE MOBILE LEARNING CENTER PREPARES FOR NEW ASSIGNMENT

 **GREENHECK**
Building Value in Air.

Two New Louvers
In Time for Hurricane Season

Quick Delivery Program Update
New Products List

Proudly Celebrating
10 Years of Vari-Green Motor!

sMACK the Heat
This Summer

Changes Coming to the Mobile Learning Center



What is big, blue, and casts a large shadow? You are correct if you said, Greenheck. You get extra credit if you said Greenheck's Mobile Learning Center (MLC). Dubbed the "Air Tour," the MLC has logged 165,659 miles for reps across the United States and Canada. During this time, Greenheck presenters gave 1,182 sessions resulting in 24,336 selling hours in front of 11,732 visitors and millions in new business. Now, in its tenth year, change is coming to the MLC to help you capitalize on new opportunities.

But before you can appreciate the coming changes, it is important to understand the background and the value the MLC offers.

MLC Background

The concept of the MLC is not unique but the timing behind its launch was. The year was 2008 and the world was in the worst recession since the 1930s. Companies cut back drastically on nonessential items and marketing initiatives. Engineers and their customers also pulled back on spending for visits to Schofield,

which was and remains your best sales tool. However, the reality was prospects had no interest to come to Greenheck. Greenheck needed to go to them.

Greenheck's board of directors and executive management recognized the need to take bold action. Bernie Greenheck once said, "We will not participate in a recession." Their decision was to follow Bernie's advice and invested more than \$1 million to build the MLC.

You can tell the MLC is more than a mere 53-foot trailer just by looking at

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its exterior. What still amazes people is its ability to transform into an 800+ square foot mobile classroom. The design of its interior not only allows Greenheck instructors to discuss HVAC concepts but reinforce those concepts with hands-on displays of Greenheck products.

The Face of the MLC

Getting the MLC to each location and setting it up requires more skill

was invaluable in other situations such as getting finicky displays working properly and rebooting the onboard controls. Tim even performed mechanical repair so the sides of the MLC would close before a storm came.

Tim's favorite part of working with the MLC was meeting all the Greenheck reps. "They were the best and everyone treated us like kings,"

If your customers cannot make the trip to Schofield, the new MLC still provides you with face-to-face selling opportunities while bringing our message to them. More information on the improvements will follow. We are working to have the MLC back on the road in 2020. Watch for more information in the coming months.



than driving the average trailer. A need to protect valuable displays combined with low ground clearance is challenging. Include a requirement for a flat, level parking surface or the unit will not open correctly, and the value of a skilled driver becomes clear. Greenheck has been fortunate. Tim Englebretson was a 21-year veteran of over-the-road trucking before joining the company. He was the MLC's driver from the beginning. Englebretson drove the MLC almost nonstop the first five years, traveling across North America from British Columbia to Florida, Maine to San Diego and everywhere in between. His skillful driving kept the MLC accident-free and parked in locations that would make many drivers cringe. Driving was only one aspect of his role with the MLC. He also

he said. It is the part of working at Greenheck Tim loved the most. Tim retired as a full-time Greenheck employee on April 6, 2019, after working for the company for the past 14 ½ years. However, this does not mean his work at Greenheck is complete. His last assignment is training his replacement.

New Beginning

The MLC was a bold response to a recession just as Bernie's comment inspired that boldness. Its new mission will be no less bold. The current economic climate is again preventing prospects from traveling to Schofield. This time, business is too good and time away is equally difficult. For this reason, changes are coming to the MLC. We are planning a new focus that addresses changing trends in the marketplace.



{ Life is not about waiting for the storm to pass but learning to dance in the rain. }

~ Vivian Greene ~

Greenheck.com Named Website of the Year



Your votes helped Greenheck achieve another award—Website of the Year in the multisite category! The award, sponsored by Progress Software Corporation, recognizes the website based on several criteria including visual design, content, layout and navigation, innovation, complexity, and significance. However, the major determiner was the new site’s impact on visitor metrics. The new Greenheck.com increased the number of leads coming to the site by 150%. Average site visits were up 50%. The average time on the site increased 62% and the average bounce rate (the number of visitors who leave the site after viewing only one page) decreased by 84%!

Thank you to all who voted. We are not done yet. Watch for more improvements as we work to make the site better still.

CAPS® Time-Saving Tips: Roof Curb Sub-Marks

In CAPS 4.29, we introduced the Roof Curb Sub-Mark option to provide separate shipping for roof curbs. In addition to allowing for a separate shipping address, this also means you may:

- Select the roof curb as a separate order
- View available Quick Build programs and pricing for your curbs

Selecting Your Roof Curb – Same Model Offering; Slight Changes to Interface

After you have selected your fan, choose “Yes” for roof curb on the Accessories tab. The Model Selection (wizard) will display. Select the inputs for your roof curb and then choose a model.

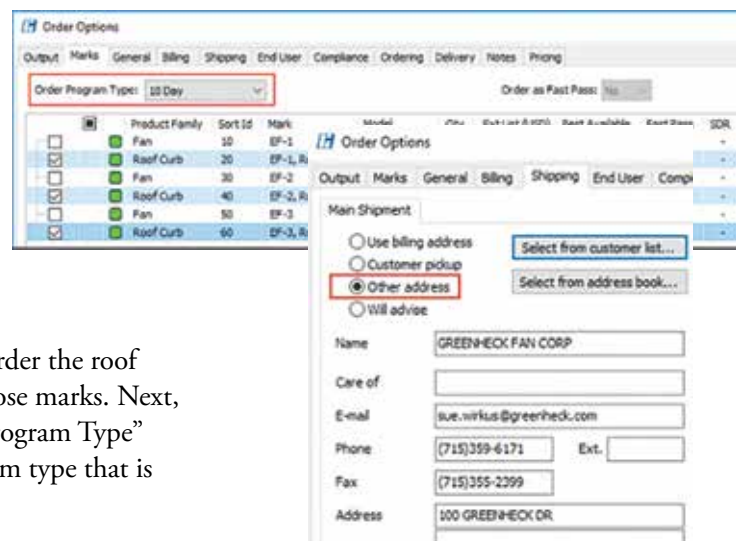
Selecting Your Sub-Mark and Program Type

When you click the “Order” transaction, the “Marks” tab displays Roof Curb sub-marks separately.

If you just want to order the roof curbs, check only those marks. Next, review the “Order Program Type” and select the program type that is best for you.

Ordering Your Curb Sub-Mark and/or Shipping to a Separate Address

On the “Shipping” tab, under “Main Shipment,” select “Other Address.” The rest of the ordering process will remain the same but remember that



your roof curb(s) will then have its own Sales Order number.

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

Utility Set / Nomenclature Update

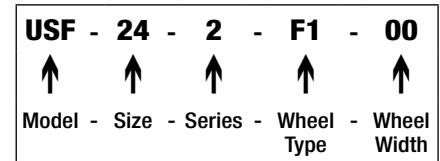
We continue to standardize and simplify Greenheck's blower and utility set offering. The next step is renaming the CSW as the USF-500 series in the August CAPS 4.30 release. The current CSW offering will not change. It simply will be renamed so that all blower and utility sets will be under one model in CAPS making it easier to select the best value fan for any given application.

Along with the renaming of the CSW, the model structure of the USF will change a little as well:

The fan (construction) series has been separated from the fan size. Focus on getting the USF model and size scheduled on projects. This will give you the opportunity to select the appropriate series of construction on bid day to provide the best value fan rather than being locked into a

specific series that may be at a higher cost than the competition.

For additional information, please contact the CVI marketing group at CVIfans@greenheck.com or call 1-888-284-3306



Current State								
	SFD	SFB	SWD	SWB-100	USF-200	USF-300	USF-400	CSW
Future State								
	USF-100				USF-300	USF-400	USF-500	
CAPS 4.27 - August 2018					CAPS 4.28 - December 2018		CAPS 4.30 - August 2019	

New Features for eCAPS® – Tell Your Engineers

eCAPS, our engineering application suite, constantly evolves to remain the best. Two recent enhancements include:

- Addition of the Fan Efficiency Index (FEI) - this new metric is now available for you to compare fan efficiencies. It measures the complete wire to air efficiency. FEI replaces the old Fan Efficiency Grade (FEG) metric. The FEI language is being adopted into the IECC and ASHRAE 90.1. It can be added as a sizing grid column or schedule column. Just select the cog icon in the upper right corner of the eCAPS screen and select FEI.
- Voltage/Phase filtering - filter your selections based on voltage and phase. This means you don't have to look through all 115 volt single-phase only selections to find a 460 volt three-phase selection. You can even filter for those 277 volt selections easily and quickly.

Model Name	Operating Cost/yr (USD)	Bhp	Inlet Sizes	Fan RPM	FEI
EQB-24	\$1,231	6.0	21	1,294	1.32
EQB-27	\$1,224	6.0	19.9	1,114	1.30
BSQ-360HP	\$1,740	8.6	25	943	0.89
AX-54-190-0515	\$1,740	8.6	58	3,500	1.15
EQB-30	\$1,295	6.3	18.6	969	1.21

Direct Meets Indirect!

Tempered air products (TAP) continues to expand the direct drive make-up air product portfolio and now offers direct drive mixed-flow fans in the indirect gas fired IGX model. Available from 800 – 6000 cfm, these new fan options bring many benefits to the IGX and are highly specifiable.

Direct drive fans eliminate the need for belt maintenance. And, with integrated soft-start technology, the motors, bearings and fans will experience a lifetime of worry-free operation.

Greenheck's make-up air mixed-flow equipment leads the industry in horsepower savings. Eliminating the power consuming belt drive transmission and using a highly efficient mixed flow fan wheel results in a supply fan that requires only 50% of the power of a comparable forward-curved fan.

Stay tuned for more! The IGX mixed flow offering will be expanding up to 15,000 cfm in August of 2019.



Model Number Code

IGX - P120 - H22 - MF - C

Model Parent: IGX
 Optional Fan: *P - Plenum Supply Fan
 Blower Quantity: 1
 Wheel Diameter (in.): 8 - 20
 Housing Size: 10-32
 Furnace Input: See List Below
 Mixed Flow: C

A (50 mbh)	F (175 mbh)	K (325 mbh)	P (700 mbh)
B (75 mbh)	G (200 mbh)	L (350 mbh)	Q (800 mbh)
C (100 mbh)	H (225 mbh)	M (400 mbh)	R (1,000 mbh)
D (125 mbh)	I (250 mbh)	N (500 mbh)	S (1,050 mbh)
E (150 mbh)	J (300 mbh)	O (600 mbh)	T (1,200 mbh)

*If no P is shown, then a forward-curved fan is provided.

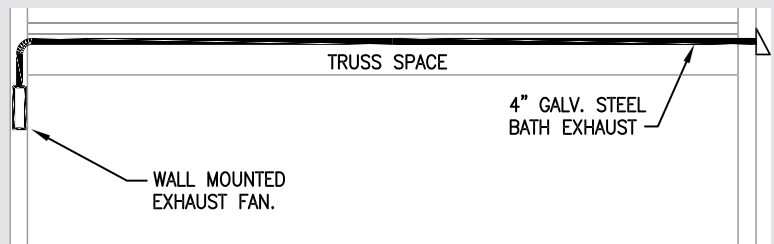
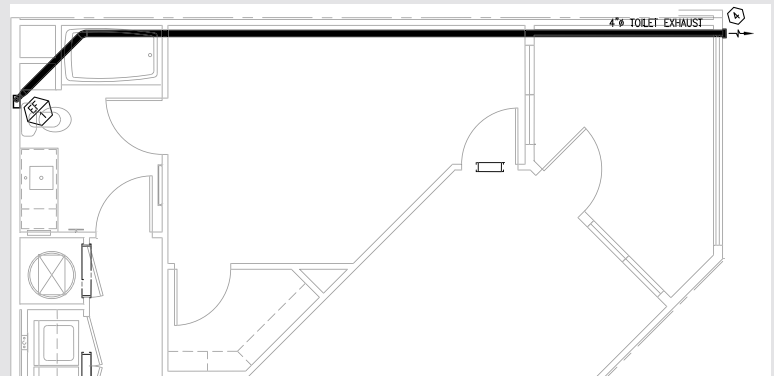
Performance Under Pressure

Understanding static pressure is critical in selecting a ceiling exhaust fan. A flawed industry standard (HVI) rates these fans based on air performance at .1 in. wg. However, most installs in multifamily or commercial buildings have greater static pressure, resulting in unexpected lower airflow.

For example, the plan shown scheduled a competitor's 80 cfm fan, which matches the recommended airflow rate for the space. In an ideal installation the static pressure of this system exceeds .3 in. wg. and if flex duct is used total static pressure could approach .45 in. wg. Under these conditions, the scheduled fan could be moving as low as 40 cfm. This common scenario can result in call backs, issues during test and balance, and in extreme cases, mold, mildew, and building damage.

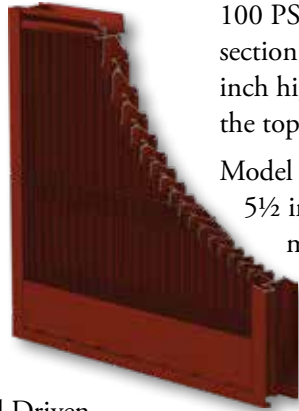
While many manufacturers only certify performance at .1 in. wg., Greenheck certifies model SP fans at all selectable operating points delivering performance your customers expect.

Look for our upcoming application guide and YouTube videos on static pressure and make sure to use the new sizing wizard in eCAPS® to help select the right fan for your application!



Two New Louvers in Time for Hurricane Season

The April release of CAPS® (4.29) featured two new hurricane-rated louvers. Model EVH-302D, a 3-inch deep vertical blade louver, compliments the previously released EVH-302 louver. Not only does model EVH-302D boast AMCA 550 High Velocity Wind Driven Rain and AMCA 540 2 x 4 impact listings, but it also passes all relative Miami-Dade County Florida test protocols TAS 201, TAS 202 and TAS 203. EVH-302D withstands a



100 PSF wind load and is available in section sizes up to 60-inch wide x 96-inch high with anchorage required at the top and bottom only.

Model EHV-550 is a 5½ inch deep dual-module wind driven rain louver with horizontal front blades and vertical rear blades. The innovative horizontal front blades mask the vertical rear blades from sight from any upward



viewing angle. Model EHV-550 is AMCA 550 and 540 Listed. This new product complements our comparable EHV-901 product, but allows for more flexible installation

with its narrow profile at a lower price point. We anticipate release of a Miami-Dade County EHV-550D louver in summer of 2019.

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

Effective Specifications & Schedules for Energy Recovery Equipment

The performance of an energy recovery device is often overlooked and excluded on mechanical schedules. Scheduling performance values correctly can lead to a competitive advantage on bid day.

In October of 2016, ASHRAE published an updated version of 90.1-2016, which changed performance verbiage for energy recovery systems. Section 6.5.6.1 states; “Energy recovery systems shall result in an enthalpy recovery ratio (ERR) of at least 50%.” Simply stated, ERR represents the energy transferred, in terms of enthalpy, between the outdoor and return air streams.

$$ERR = \frac{h_{OA} - h_{SA}}{h_{OA} - h_{RA}} \geq 0.50$$

hoa	Outside Air Enthalpy
hsa	Supply Air Enthalpy
hra	Return Air Enthalpy

Basic Approximation

Every 20 points of ERR reduces 1 ton of cooling capacity per 1,000 cfm of ventilation air

Previously termed “energy recovery effectiveness,” ERR is an important value that determines the performance and code compliance for an energy recovery system. Comparing technology, enthalpy wheels typically have the highest ERR (up to 80%). Enthalpy cores have a peak ERR between 50%-60%, but at times are preferred by clients because

of perceived maintenance benefits (no moving parts). Regardless of customer technology preference, Greenheck has an energy recovery solution for you!

CAPS provides the ERR value for summer and winter operations based on your selection. It’s important to note

ENERGY RECOVERY VENTILATOR								
MARK	SUMMER PERFORMANCE				WINTER PERFORMANCE			
	EAT DB(F°)/WB(F)	LAT DB(F°)/WB(F)	ERR (%)	COOLING LOAD REDUCTION (TONS)	EAT DB(F°)/WB(F°)	LAT DB(F°)/WB(F°)	ERR (%)	HEATING LOAD REDUCTION (BTU)
ERV-1	88.1/74.5	78.1/65.9	74.6	7.22	-13.6/-14.4	50.9/42.7	76.9	175,601

that ERR is based on job conditions (airflow, temperature, and humidity) and calculates the actual energy transfer of the system. At times, manufacturers will schedule an AHRI 1060 effectiveness (%) which shows the certified performance value at a specific operating point. However, this value does not represent job specific performance, nor does it factor any potential airflow imbalance between outdoor and exhaust airstreams.

While working to get Greenheck scheduled as basis of design, be sure to get the ERR values as well as the leaving dry bulb and wet bulb conditions for the device scheduled. In doing so, our competition will be held to our standard for energy efficiency!

Next Generation Fire Ready Range Hood System – Safety in Seconds

The Accurex Fire Ready Hood system is focused on life safety. It was completely redesigned for ease of install, simplified single-point operation, improved efficiency and new electronic fire system detection to protect a residential range in a not-for-profit commercial space. The Fire Ready Hood system provides an integrated fire protection system in a smaller footprint that can replace the need for a commercial Type 1 wall canopy hood in these applications.

The Fire Ready Range Hood System is simple and worry-free to install, as all parts are included. With accessories being 100% plug-and-play and no welded grease duct required, installation is faster and more efficient

than a Type 1 hood install. Plus, the system comes with an integrated fan with various discharge configurations compatible with a wide range of Accurex exhaust fans.

Featuring numerous design enhancements and an intuitive end user experience, the Fire Ready Range Hood System provides a number of notable improvements:

- Options are available for NFPA101 compliance, which provides a timed lock out device easily accessible on the intuitive user interface
- New electronic fire detection system with electronic remote pull and ease of installation
- ECM exhaust fan motor allows adjustable fan speed for energy efficiency and sound control
- One common control point in the form of a touch screen user interface to control the fan, lights, appliance lockout, alarms and other settings
- LED lights for a bright cooking surface

The Accurex Fire Ready Hood System is the ideal solution providing safety in seconds for independent senior living facilities, college dorms, cooking classrooms in schools, office breakrooms and more.



1. Touch screen user interface (can be remote or mounted)
2. Recessed LED lights
3. Range electric shut off / gas shut off
4. Manual pull station
5. Integrated fire suppression system
6. Exhaust fan (available in multiple configurations)
7. Integrated system control
8. Fire piping, grease filter (inside)



Quick Delivery (QD) Program Update: New Product List

We updated the entire QD program late last summer with new models becoming available with the August (2018) CAPS® release and finalized in the December (2018) CAPS release. Those products are now in stock in our distribution system and ready for your use!

Here is a brief run-down of what changed:

- All G/GB, CUE and CUBE now carry the high wind label and features required to qualify for high-wind, at no extra cost to you from stock.
- CUE and CUBE are now sidewall mount capable. With this change, the CW and CWB are no longer available from stock.
- ESD-635DE stock louvers are available in Texas, North Carolina and Florida distribution centers (DCs).

Stock/CAPS selection tip: If you need something from QD stock – please remember to check the QD/Stock button at the top of your performance selection. This ensures that CAPS will return models that are available from QD. If you do not do this, the Best Available feature will always be at the fastest QB time.

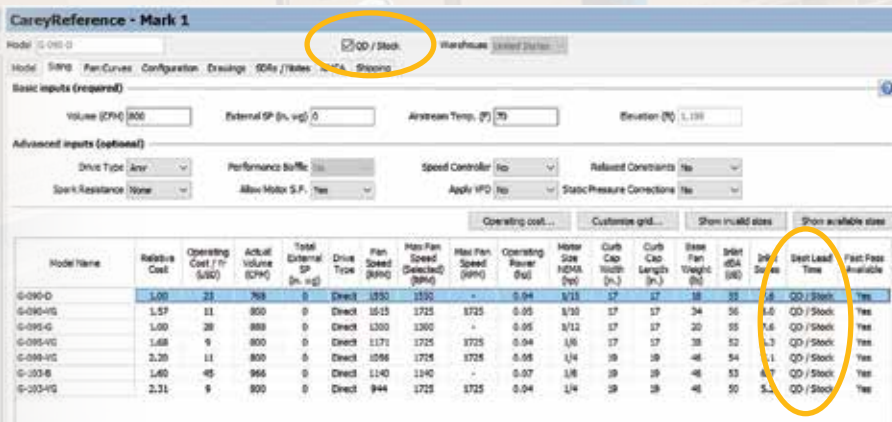


Bath Fan Built Up Stock Inventory

With the increased emphasis on fulfilling bath fan orders from regional DCs, the inventory is in great shape and can be sold for QD use, allowing you to sell the availability and beat the competition that carries local stock.

Summer Stock Reminder

As we move in to the summer months, don't forget to beef up your own stock inventories. We want you to be positioned better than anyone in the marketplace for the popular products. If you need assistance to identify products to increase in your inventory or add to your local programs, do not hesitate to reach out to the QD department for help.



HVLS Fans and Accessories Now in Stock

Eight models of HVLS fans have been added to the stock program with the April CAPS (4.29) release. These will be shipped exclusively from Wisconsin, but will be a great advantage – again when others cannot fill orders for weeks and months, and we have them in stock!

DS Low Voltage (208/230/277V)

- DS-3-16-70LV-X-QD
- DS-6-16-70LV-X-QD
- DS-3-24-70LV-X-QD
- DS-6-24-170LV-X-QD

DS High Voltage (460V)

- DS-3-16-70HV-X-QD
- DS-6-16-70HV-X-QD
- DS-3-24-70HV-X-QD
- DS-6-24-170HV-X-QD



Greenheck Model DS-6
Finally, an HVLS fan from the industry fan leader!

New Products in CAPS® 4.29 Release!



We are expanding our offering of automatic balancing dampers!

Two new products using the automatic balancing dampers are new in April's CAPS release.

The ABD-FD features a static rated fire damper, flanged sleeve, ABD, and an optional factory supplied grille. This comes as one assembly to make it easy to install.

We also added the ABD as an option on the CRD-1WT, ceiling radiation damper for wood truss application, to be mounted in the plenum box.

New Isolation Damper – HCD-221

Greenheck has come out with a new isolation control damper, HCD-221, that uses the same blade design as on our bubble tight damper. It provides shutoff with very low leakage in HVAC or industrial process control systems.

This damper is for applications that require very low leakage but not bubble tight.



ABD-FD



HCD-221



HBTR-151



HBT-221

FAQ – Bubble Tight Damper

Q: Why can't I order a modulating actuator on a bubble tight damper?

A: We do not offer modulating actuators on bubble tight dampers due to the configuration of the blade seal. The seal around the perimeter of the damper has an interference fit with the damper frame (i.e. the seal is larger than the inside of the damper), which allows the damper to obtain its bubble tight performance. To offer the bubble tight effectiveness, we need to make sure the seal has the opportunity to open fully and then make a clean sweep in the damper frame. This is best accomplished with two-position actuators.

Reminder:

**Order the IDHC (duct heater) today!
Starting August 5, it's no longer available.**

**{ Keep your thoughts positive because your thoughts become your words.
Keep your words positive because your words become your behavior.
Keep your behavior positive because your behavior becomes your habits.
Keep your habits positive because your habits become your values. }**

~ Mahatma Gandhi ~

Proudly Celebrating 10 Years of Vari-Green® Motors!

We would like to thank you, our valued rep partners, for helping make this product a success. We will be releasing a promotional campaign featuring the Vari-Green motors, drives and controls. This campaign will include advertisements, giveaways and more.

Be on the lookout!

301,812

Number of Vari-Green motors sold over 10 years

5.6 x10⁸

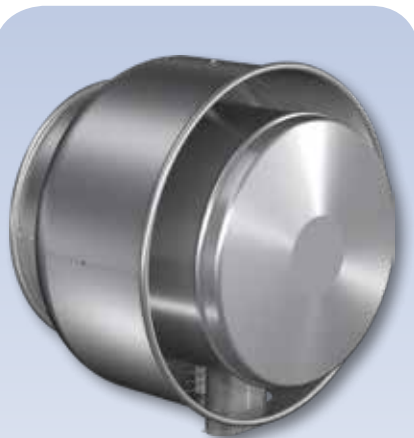
kWh of energy saved by Vari-Green motors in 10 years

52

Number of days energy savings could have powered NYC



VARI-GREEN
by GREENHECK



CW/CWB Obsolescence

Reminder: Models CW and CWB will no longer be selectable for new jobs starting with CAPS® 4.30 in August 2019. Please begin to switch volume over to models CUE and CUBE with the sidewall mount capability. Models CW/ CWB will become fully obsolete with the release of CAPS 4.31 in December 2019.

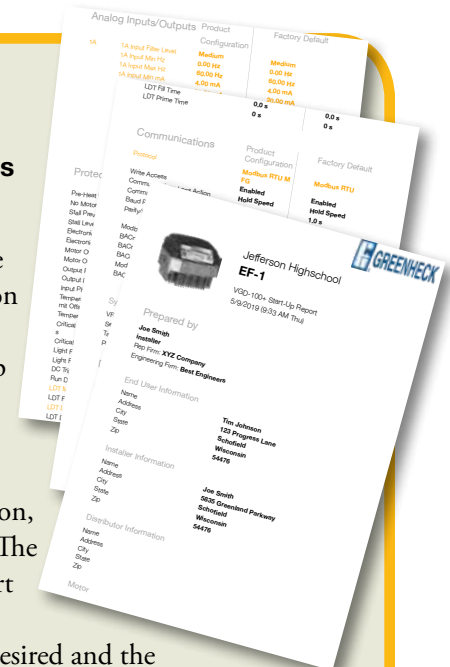
Did You Know?

You can quickly create start-up reports for a Vari-Green® Drive.

Once setup of a drive is complete, navigate to the menu and select the “Reports” option in the Vari-Green app. This wizard will walk the user through generating a start-up report for that drive. It will allow the user to enter in any relevant information such as the building/project name and location, technician information, installer information, distributor and sales rep information, etc. The app then automatically populates the report with all drive run parameters and settings. Any important images can be attached if desired and the report can be signed. All of this information exports to a formatted .pdf file you can email directly from the app to all appropriate parties.

Pro Tip:

Use the image section of the report to attach images of all drive wiring. This serves as a great time stamped document of the complete drive setup at start-up and can be used for troubleshooting purposes in the future if necessary.



Sell Greenheck HVLS Fans And Win Big!

The Hit the Jackpot Sales Contest is “all in” and individuals are winning big. Every Greenheck HVLS order counts starting on **May 1st through October 31st, 2019**. If you haven't already gotten in on the action,

visit RepNet for complete contest rules and get started stacking your winnings (Instant Ca\$h, Ca\$h Back, Trip to Vegas, and Bonus Ca\$h).

With the recent additions of Model DC-5 and Model DS-3, the Greenheck HVLS product line is more competitive than ever and offers a variety of fans for different applications.

DC-5

- Sleek, commercial design complements finished spaces
- Low-profile direct drive fan weighs less than 100 lbs. for ease of installation
- 28,500 – 54,000 cfm
- Size 8 – 14 ft.

DS-3

- Economical, direct drive fan for medium to large areas

- Outperforms comparable fans and has up to 15% lower weight
- 87,900 – 164,900 cfm
- Size 14 – 24 ft.

DS-6

- High performance, direct drive fan for large areas
- Only AMCA certified HVLS fan on the market!
- 28,600 – 243,000 cfm
- Size 8 – 24 ft.

Controls

- Keypad
- Touchscreen with or without BACnet capability

This is your opportunity to increase your sales and win big. For more information on the sales contest, check out RepNet or email the Axial and Inline team at aifans@greenheck.com with questions.



SMACK the Heat this Summer

Improve air quality and comfort this summer with model MAC. Our industrial circulator delivers directional air movement for spot cooling or recirculation within an industrial space, such as factories, warehouses, and garages.

MAC fans are available in performances

Size 36, 42 & 48 now available with wall mount kit!



ranging from 2,400 cfm up to 21,000 cfm.

Check out the new single-entry product selection in CAPS® for MAC fans now offering configurable drive

type, size, phase (new), voltage (new), mounting and even coatings (new)!

For questions or more information contact aifans@greenheck.com.

Model	Configuration	Drawings		
Model	MAC			
Drive Type	Direct		Phase	1
	Belt			3
Size	18		Voltage	115
	20			OR
Motor Power: (hp)	24			208
	30			230
	36			460
	42		Mounting	None
	48			Ceiling Mount Kit
				Suspension Mount
				Mobile Wheel Kit
				Mobile Tilttable Carr
				Wall Mount Kit
			Coatings	No
				Yes...
			UL Listed	UL/cUL-507
			System Warranty	1 Yr (Standard)

Staff News



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

Accurex

Steven Worster
Account Manager

Adam Whitworth
Account Manager

Aaron Gearhart
Account Manager

Benjamin O'Brien
Executive Account Manager

Jefrey Wical
Account Manager

Michael Hicks
Account Manager

Jessica Harrington
Application Engineer Sr

Daniel Evanko
Executive Account Manager

Ceiling

Bryan Magnuson
Application Engineer Sr

Damper/Louver

Sean McLaughlin
Product Specialist

Alex Talwar
Application Engineer II

Power Roof Ventilators

Libby Roberts
Application Engineer II

India Sales

Sehgal Pratyush
Application Engineer

Sales & Marketing

Dean Ruplinger
Manager, Area Sales

Megan Giese
Sales Assistant

TAP

Austin Koerner
Application Engineer Specialist

Congratulations!



Training Information

- August 19 - 22
Sales Rep Training Seminar
- September 25 - 26
Tempered Air Products
Service Training
- November 11 - 14
Advanced Training Seminar
- December 2 - 5
Sales Rep Training Seminar
- December 16 - 17
Fan 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.

{ If you think you are too small to be effective,
you have never been in the dark with a mosquito. }

~ Betty Reese ~

Sales Training Seminar March 18–21, 2019

Top Scores, Sales Training Seminar



Kneeling Left to Right: Kwong Li, Carl Kishman,
Standing Left to Right: John Bingham,
Enza Bruno, Jessie Worsham, Jack Schrilla,
Chelsey Kudrasovs, Rob Vozza

- **1st Place:**
Jessie Worsham
Holden & Associates
- **2nd Place (5 Way Tie):**
Kwong Li
CG Wood Co., Inc.
- Carl Kishman**
EAP, Inc.
- Jack Schrilla**
Brucker Company
- Chelsey Kudrasovs**
E.H. Price, Limited
- Rob Vozza**
E.H. Price, Limited
- **3rd Place (2 Way Tie):**
Enza Bruno
E.H. Price, Limited
- John Bingham**
Norman S. Wright
Mech. Equip. Co.



Row One (sitting), Left to Right: Debbie Fedricci, AireTech Corp; Grace Yost, Holden & Associates;
Jessie Worsham, Holden & Associates; Enza Bruno, E.H. Price, Limited.

Row Two Left to Right: Myk Fedricci, AireTech Corp; Stephen Fisk, Johnson Air Products;
Anthony Drouillard, Air Control Products, Inc.; Aamir Kalim, Greenbeck Dubai;
Evan Goza, Hoffman & Hoffman, Inc.; Kwong Li, C.G. Wood Co., Inc.; Rob Vozza, E.H. Price, Limited;
Chelsey Kudrasovs, E.H. Price, Limited.

Row Three Left to Right: Bryan Gass, CFM Company; Taylor Freitas, CFM Company;
Jack Schrilla, Brucker Company; Jeff Fobr, Johnson Air Products; Ryan Hirschi, ThermAir Systems;
John Bingham, Norman S. Wright Mech. Equip. Co.; Carl Kishman, EAP, Inc.;
Geoff Pryjmaczuk, Buckley Associates, Inc.; Alfred Elmborg, E.H. Price, Limited;
Kelly Stewart, CFM Company; Kyle Dullaghan, EAP, Inc.; Olivia Perrone, Buckley Associates.

Fan & Damper Fundamentals May 20–22, 2019



Row One (sitting), Left to Right: Bob Russell, Stan Weaver & Co.; Jeff Berlin, TMS Johnson, Inc.;
Leda Taylor, R. L. Craig Co. Inc.; Kate Stater, Vyron Corporation.

Row Two Standing Left to Right: Geoff Timms, E.H. Price, Limited; Paul Cloutier, E.H. Price, Limited;
Jon Baker, Stan Weaver & Co.; Mitch Howe, Vyron Corporation; David Rozsa, E.H. Price, Limited;
Sara Raduechel, Greenbeck; Paige Cretton-Presnell, Vyron Corporation; Mukul Sharma, Greenbeck India.

Latin American Training April 10–12, 2019



Front Row, Left to Right: Paul de la Paz Murillo, Greenheck; Dirson Baez, Greenheck; Xavier Enriquez, SAEG Engineering Group; Maria Jose Espinosa Gomez, Equiproin; Diego Tamayo Burgos, Control y Proyecto Industrial, S.A. de C.V.; Patricia Guzman Cabral, Bravo Aire Acondicionado; Gilberto Aleman Marquez, Control y Proyecto Industrial, S.A. de C.V.; Hector Trinidad Galvan Lopez, HAUND; Hector Gabriel Galvan Gonzalez, HAUND; Gabriela Angelina Llausas Escutia, Coraire; Xitlaly Torres Ramirez, Muy Frio S.A. de C.V.; Eduardo Llerenas Jimenez, Aire Acondicionado y Refacciones del Occidente; Rene Ruiz, Greenheck.

Middle Row, Left to Right: Olman Saucedo, Greenheck; Dario Genolet, Proveedora de Climas; Eduardo Xavier Macias Espinoza, Sismeing S.A.; Gabriel Acevedo, Proveedora Industrial Panamericana; Josue Humberto Heras Naranjo, Sismeing S.A.; Luis Alberto Oña Caiza, Inmeprojects CIA. LTDA.; Alfredo Pérez Del Valle, PIVAC, S.A. de C.V.; Salvador Moises Gonzalez, Expertos en Ventilación S.A. de C.V.; Jorge Arturo Garcia Flores, Proveedora de Climas; Luis de la Cruz Flores Padilla, Bufete Integral de Proyectos Constructivos; Luis Guillermo Soto Zertuche, Administradora de Supermercados Internacionales; Carlos Omar Rodriguez Fernandez; Jose Alan Garcia Cortes, Proveedora de Climas e Instalaciones; Connie Balz, Greenheck.

Back Row, Left to Right: Milovan Branko Cuka Toledo, Biotecno S.A.; Diego Gabriel Alava Triviño, Equiproin; Pablo Macario Amezcue Dailey, AHA Universo; Igor Daniel Ogando Aricapa, La Fabril; Roberto Enrique Castillo Alonzo, Grupo Rocasteli S.A. de C.V.; Francisco J. Batres, Refricenter; Charles Anthony Busto, Refricenter; Johnatan Rodolfo Rodriguez, Proveedora de Climas e Instalaciones; Jose Antonio Chavez Roman, Muy Frio S.A. de C.V.; Ricardo Jacobo Melendez, Braun Instalaciones S.A. de C.V.; Juan Angel Rodriguez Treviño, Administradora de Supermercados Internacionales.

{ Education is
learning what you
didn't even know
you didn't know. }

~ Daniel J. Boorstin ~



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Dedicated to Quality Manufacturing

The dedicated outdoor air systems (DOAS) business unit is 100% dedicated to high quality and reliable manufacturing and is excited that the Tulsa, Oklahoma, DOAS plant is now in production. With the new DOAS plant in production, we can continue our focus on high quality, competitive lead times, and reliable on-time shipping.

Dedicated to Customer Service

We are 100% dedicated to providing superior customer service for all of our DOAS products, which include our models RV, RVE, ERCH and ERT. As a result, we added a direct



line to provide dedicated DOAS customer support. The new DOAS customer support number is 1-866-478-2574. A series of prompts will guide the caller to the proper support team for pre and post-sale support. There is a new email also. Please use DOAS@greenheck.com for all related inquiries.

The existing 1-800-240-0870 number will remain in use for energy recovery ventilators (ERV) and make-up air (MUA) products. All email communications for ERV and MUA will continue to use tap@greenheck.com.

Ad Preview Ads strategically placed in May, June and July 2019 print and digital editions of influential trade media.

May 2019	Ad
ASHRAE Journal	Data Center
Consulting Specifying Engineer	Model DS HVLS
HPAC Engineering	Hospital System
ACHR News—5/13/19	Quick Delivery Online
ACHR News—5/27/19	DOAS Contractor
Contracting Business	DOAS Contractor
SNIPS	VGD-100+
ACR LatinoAmerica	Spanish Product Application

June 2019	Ad
ASHRAE Journal	Hospital System
Consulting Specifying Engineer	VGD-100+
Engineered Systems	VGD-100+
HPAC Engineering	School System
ACHR News—6/6/19	Video E-blast Automatic Balancing Damper
Contracting Business	VGD-100+
High Performing Buildings	DOAS
Life Safety Digest	Nonconcrete Damper
Refrinoticias al Aire	Spanish Product Application

July 2019	Ad
ASHRAE Journal	New ABD Damper
HPAC Engineering	HVLS
ACHR News—7/22/19	VGD-100+ Contractor
HVAC/P	DOAS Contractor
BOMA Directory	Quick Delivery Online

