

UPDATE

A MARKETING REPORT FOR GREENHECK SALES REPRESENTATIVES

Keeping Orders on the Move



Leveraging Resources for Superior Outcomes

Photo: Construction Near Completion at Tulsa Campus

 **GREENHECK**
Building Value in Air.

GreenPark
Energy Efficient System

Quick Delivery
New and Improved

SP Fans Enhancements
and Opportunity

Larger Direct Drive
Options

Maintaining Competitiveness in the Marketplace



Will Greenheck set a sales record this year? Sales intake for the past few months indicate this is happening. Should the company achieve record sales, it is because of you and your hard work!

We are as excited as you are about the prospect of record sales and want to assure you our efforts remain focused on filling your orders. There is plenty of activity behind the scene to make this happen. Yes, some issues such as rising raw material prices, fuel costs and the ongoing shortage of truck drivers are beyond our control. However, we are attempting to minimize the impact on you.

Here is a brief update on initiatives underway to help you maintain current success. These initiatives cover three areas: infrastructure, operations and workforce.

Infrastructure

Greenheck announced a major expansion last September with plans to add more manufacturing and distribution capacity to our Schofield campus and Oklahoma. Several projects are nearing completion. Each improves overall competitiveness in the marketplace.

- Work is underway on the new Facility 18 in Schofield. This 50,000-square-foot project will move stamping operations, tool and die and the ceiling (SP) fan line, allowing an improved manufacturing process.
- Our first two plants on the Tulsa campus are nearing completion. These will provide additional manufacturing capacity for the dedicated outdoor air systems (DOAS) business unit and Accurex, Greenheck's kitchen ventilation business.
- A 23,000-square-foot expansion at Facility 11 in Mosinee improves workflow and adds capacity for VCD and FSD damper manufacturing.
- Facility 2 in Schofield received a 7,400-square-foot addition, including a new state-of-the-art paint line. The new line improves quality while reducing defects, producing faster line speeds. Additional upgrades and renovations will maximize production and workflow.
- The Schofield National Distribution Center added 34,500 square feet, relieving congestion, reducing the amount of handling (and damage) and allowing for

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faster product loading. A new crane to move larger products also reduces the number of steps required for loading trailers. The addition of a seventh pool lane aids in getting LTL shipments to destinations, improving predictable transit times.

Operations

As you know, we constantly streamline operations to improve efficiency for competitiveness and deliver a superior product. It's in our DNA. Recent efforts include a new DOAS business unit and a revamped Quick Delivery program.

Greenheck and its subsidiary, Valent, each had its own product management, engineering, manufacturing and systems in place, resulting in a duplication of efforts. Combining these key functions of both groups into one transforms this group into an efficient and cohesive team, while still maintaining separate sales and marketing for both brands. This will produce a more efficient supply chain, better lead-times and manufacturing efficiencies that will help your sales efforts.

We revamped the Quick Delivery and Quick Build program to increase speed of delivery. New products have been added and now, all distribution centers carry the same products in larger quantities. This ensures the product you need is available when needed and from the closest location.

Streamlining operations also extends beyond the loading dock. The challenges facing the trucking industry affect our control once the product leaves our facility. We work with partners to gain preferred customer status. Carriers and the drivers receive incentives such as guaranteed regular shipments, no tarping loads, and using pool lanes to minimize cross docking. These efforts increase predictable transit times and reduce product damage.

Workforce

Greenheck is fortunate to have a skilled workforce with low turnover. However, skilled workers must still produce quality products on a schedule matching the customer's need. We are adding people, working more shifts and increasing overtime to maintain delivery schedules.

Low unemployment is causing more competition for skilled workers. Fortunately, Greenheck's reputation for being a preferred employer is helping attract workers.

The programs listed below represent a few tactics we use to attract great employees:

- Partnerships with local high schools, technical schools and community groups,
- Region-specific recruiting plans,
- Company-wide referral bonus programs,
- Co-op and internship programs,
- University ambassador programs establishing closer ties with schools where we recruit.

These programs and others are making a difference. New hires were 67% more in May – July this year compared to the same time in 2017. Projections indicate new hires for the coming quarter could double last year's numbers.

Greenheck manufacturing facilities in the U.S. generally are running three shifts and scheduling overtime to help alleviate order congestion. Since April, we used more than 88,100 hours of overtime in Schofield alone to manufacture and move product from our loading docks to your jobsites.

We invite you to visit our new facility investments.

Touring our facilities with your customers has proven to be a direct link to increased sales. We remain committed to your success.

Damper Pressure Drop – How it Can Impact Your Energy Efficiency

The increased stringency of energy efficiency regulations is forcing engineers to look at every aspect of system designs. Designing duct systems and selecting duct accessories that minimize pressure drop can be a significant contributor toward meeting energy efficiency objectives. While engineers recognize there is a difference in pressure drop performance between damper models, they may not realize how significant that difference can be and how to ensure they specify optimal performing dampers for projects.

It is well known that a damper's blade type has an impact on its pressure drop performance. All other things being equal, an airfoil blade damper will outperform a 3V blade damper. The figure below compares the pressure drop performance of Greenheck's 3V blade VCD-23 and steel airfoil blade VCD-33. However, simply specifying airfoil blades does not ensure optimal damper pressure drop performance. The most significant factor in a damper's pressure drop performance is the free area percentage.

Greenheck designs many features into its dampers that maximize the free area percentage. Some of these features include:

- A low profile frame on dampers 17" high and less,
- Variable blade spacing with four blade sizes,
- Sweep seal technology that minimizes or, in many cases, eliminates the need for free area reducing closure strips at the top and bottom of dampers.

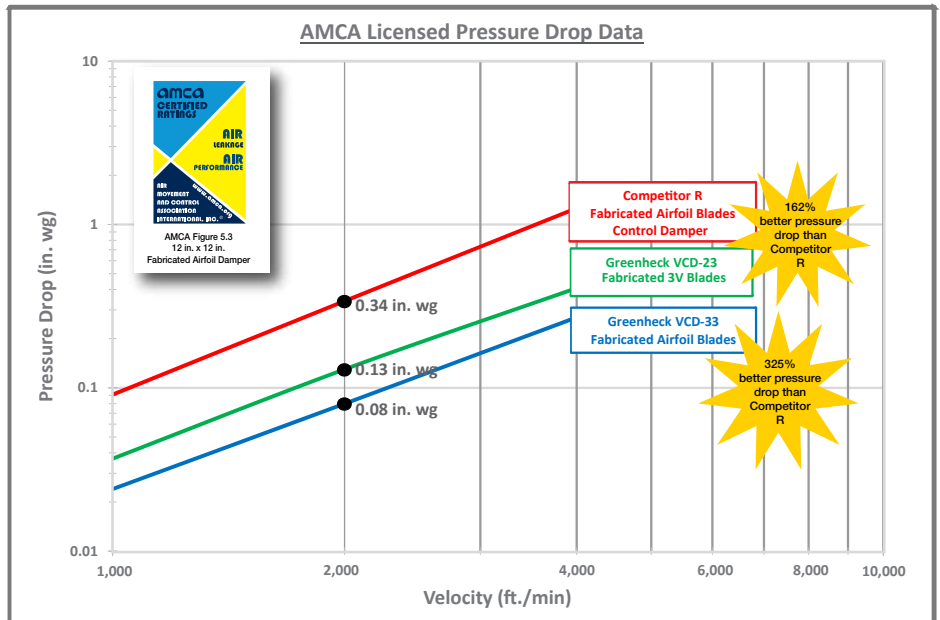
The impact of these features can be seen in the graph below comparing the pressure drop performance of a 12"x12" AMCA certified steel airfoil blade control damper from a leading competitor with the performance of Greenheck's AMCA licensed VCD-23 and 33 dampers.

Simply specifying airfoil blades is not enough for an engineer to know that they are getting the desired pressure drop performance. While it is not realistic to specify the pressure drop performance of all dampers on a job, some simple things can be added to a specification. First, specifications should require the pressure drop data be AMCA certified. While this doesn't ensure a minimum level of performance, it does provide the peace of mind that a third party

has confirmed the cataloged data. Second, engineers should select one of the five damper sizes that AMCA requires be tested and included in literature (12"x12", 24"x24", 36"x36", 12"x48", and 48"x12") and then specify a desired pressure drop performance at a given velocity. Here's an example:

Pressure drop shall not exceed 0.06" wg at 1,000 fpm velocity for a 12" x 12" damper tested in AMCA Figure 5.3. Dampers shall bear the AMCA Certified Ratings Seal for Air Performance in accordance with AMCA 511.

Engineers have more control over the performance levels of the dampers used in their systems by including minimum required pressure drop performance.



New Damper models in the August 4.27 CAPS® Release

- RBD-15: multi-blade remote balancing damper
- SSNM-10 and SSNM-30 series: 304 stainless steel backdraft dampers

GreenPark® Configurable Parking Garage Solutions

Cars parked in an underground parking structure present a unique air quality challenge... as carbon monoxide (CO) and other noxious fumes from engine exhaust are emitted

GREENJET →

into the structure's atmosphere. This creates a need for an efficient ventilation system able to remove toxins, circulate fresh air throughout the structure, and assist firefighters in the event of a fire. Two ventilation options are available—ducted or ductless. Many of you are familiar with ducted ventilation but may know little about the ductless option.

Ducted ventilation has been the standard for many years. However, innovation in the field of ventilation shifted interest from conventional [ducted] ventilation systems toward ductless designs. Ductless designs use jet fans to dilute and remove contaminants and control smoke. These systems provide greater control at a fraction of the cost of traditional ducted systems. Greenheck has the solution—GreenPark®!

GreenPark is a ductless car park system that combines products and services to provide reliable, energy efficient ventilation along with emergency smoke exhaust.



GreenPark system advantages:

- Lower initial system cost
- Operational savings utilizing demand-based performance
- Improved air quality
- Elimination of duct-cleaning and maintenance

You can learn more about GreenPark and its underground parking ventilation advantages in addition to the GreenJet® product line by contacting vektor.support@greenheck.com.

{Push your boundaries beyond the ordinary; be that “extra” in extraordinary.}

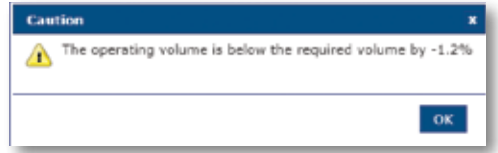
– Roy T. Bennett

eCAPS® Sees Record Usage



eCAPS has really taken off! In just three years, we have seen a significant number of engineers using eCAPS, including many first-timers to the industry. Here are a few reasons why eCAPS is becoming a preferred option for engineers:

- eCAPS has the products engineers select the most: fans, louvers, gravity ventilators, dampers, and dedicated outdoor air systems (DOAS) units.
- The Custom Schedule export to MS Excel option. Choose the specific columns, and schedule notes you want on your schedule. No time wasted deleting information you don't need or want on your schedule.
- No need to know model names. The eCAPS ranking system guides you to the best value products for your application. You enter the options/performance you need, and the program will display the selections possible for those preferences.
- Caution icons to keep you out of trouble on test and balance day. It also gives you information about how this selection could negatively affect the performance.
- Newer products are scheduled sooner, giving you a competitive advantage.
- Always up-to-date. eCAPS is web-based so no special privileges (admin-rights) are needed to update.



Encourage your engineers to use eCAPS today!

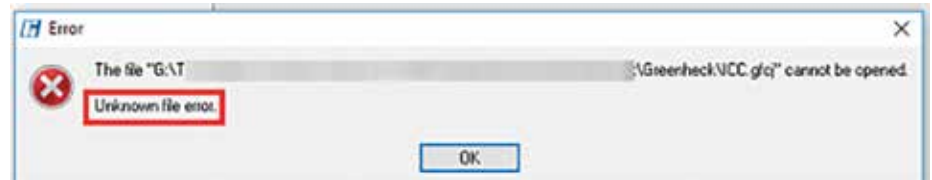
CAPS® Time-Saving Tips: Corrupt Job Files – “Unknown File Error”

We have all had the frustration of working on a project on our computer and forgetting to save the document before we close down. Or having the power go out in the middle and hoping you don't lose too much of your work. Sometimes the file is still correct, but many times, you get an error message, “can't open file.”

Unfortunately, this happens with CAPS, too. You will see an error message that says “Unknown file error... filename ... cannot be opened,” when these problems occur. If this happens, the issue is usually just one mark that has been lost, and

not the entire job file. You need to send us the job file and we can often recover the majority of the file for you. We will open the file, remove the corrupt mark and then send back the job file. We can also identify the model on the corrupt mark and possibly some of the mark characteristics. That way you can easily recreate that mark on your model.

Our technical team is working hard on a solution to this issue. In the meantime, if you do see this error message, send the job file to us at caps@greenheck.com with a note about the Unknown file error and we will repair the file and send it back to you.



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

Quick Delivery: New and Improved

You have told us many times that having the right product available when needed is crucial to your selling success. Greenheck's Quick Delivery (QD) program has successfully filled this niche for several years. Now, it is time to upgrade the program and make it a more valuable tool to aid in your sales efforts.

These upgrades are the result of a rigorous evaluation of the program that identified several areas for improvement. It also allowed us to align product offerings with current and future demand. Here are some of the highlights that became effective with the release of CAPS® 4.27.



CUBE-180_Sidewall-Mounted-Upblast

Improved Product Offerings

The program evaluation revealed the need for additional common models, size configurations and several commodity products. You may have noticed in CAPS 4.27, 97 new fans and accessories are now available. These products align with market demand and offer more flexibility for multiple uses.

For example, models G/GB now come standard with high wind construction and rating in the QD program - something not previously

available! This means these models now have the double-wrap wind band and High Wind label.

Models CUE/CUBE have always carried the high wind rating as standard, but are now equipped to mount in a sidewall configuration also!

Similarly, a number of products no longer meet the requirements you want to match customer expectations. A two-phase obsolescence program began with CAPS 4.27. It will finish with the December release of CAPS 4.28.

The result of these changes will be products that offer more versatility, meet the requirements your customers demand and free up more space to ensure availability. Please refer to sales bulletin 34-18 for specific information on all changes.

Improved Approach at the Distribution Center

The intent of the QD program allowed for select products to be

located at strategic distribution centers around the United States. So, if a customer in Phoenix needed a replacement fan quickly, that fan would ship from the closest distribution center instead of from Schofield, Wisconsin. While the concept is sound, an uneven stocking plan often meant products would ship from more than one distribution center and delay delivery because not all locations carried the same products.

A new approach will maintain redundant inventory at each of our five distribution centers in the U.S., ensuring the product you need is available at the nearest location. Furthermore, the redundant inventory is backed with an improved replenishment strategy so the product you want is available when and where you need it.

Reacquaint yourself with the new Greenheck QD program and learn how you and your customers will benefit.

{Even if you're on the right track, you'll get run over if you just sit there.}

— Will Rogers

CAPS® Generated Louver Submittal Details

We have seen a dramatic rise in formal engineered submittal requests for projects that consist of 100% standard products. You shared the reason for this – current CAPS generated submittals do not provide the required level of detail.

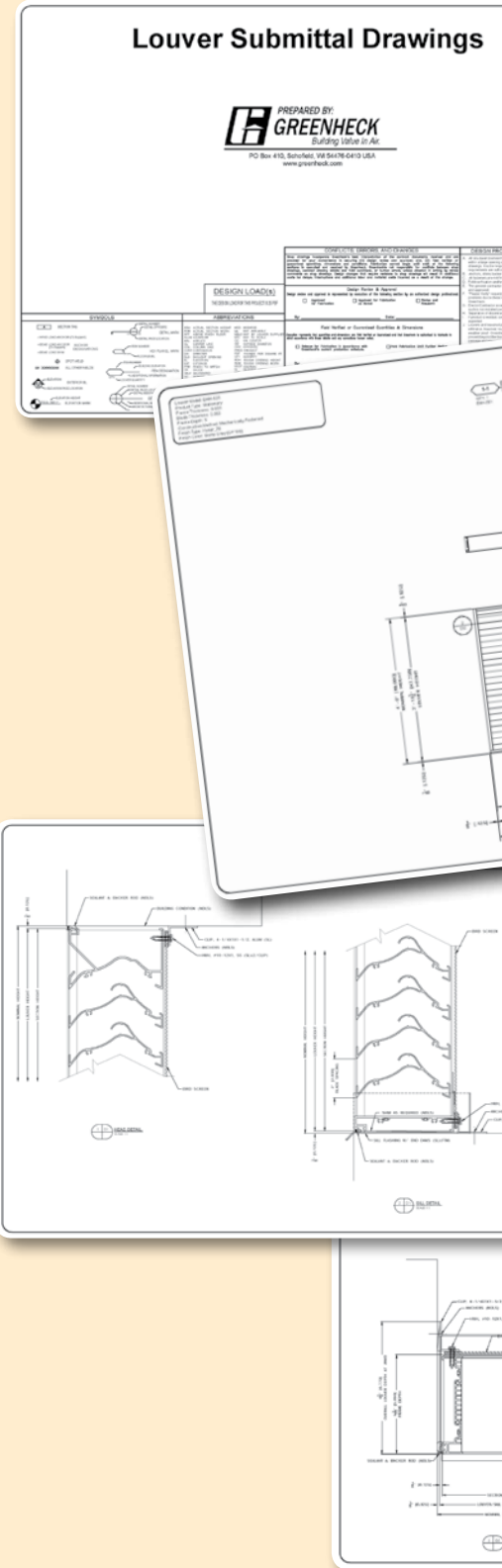
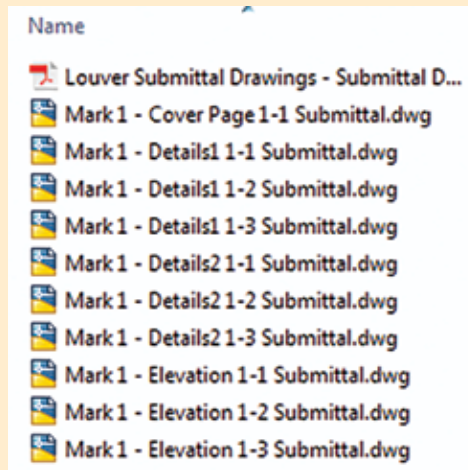
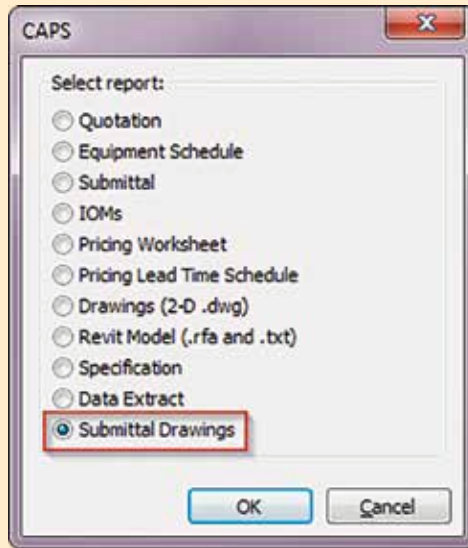


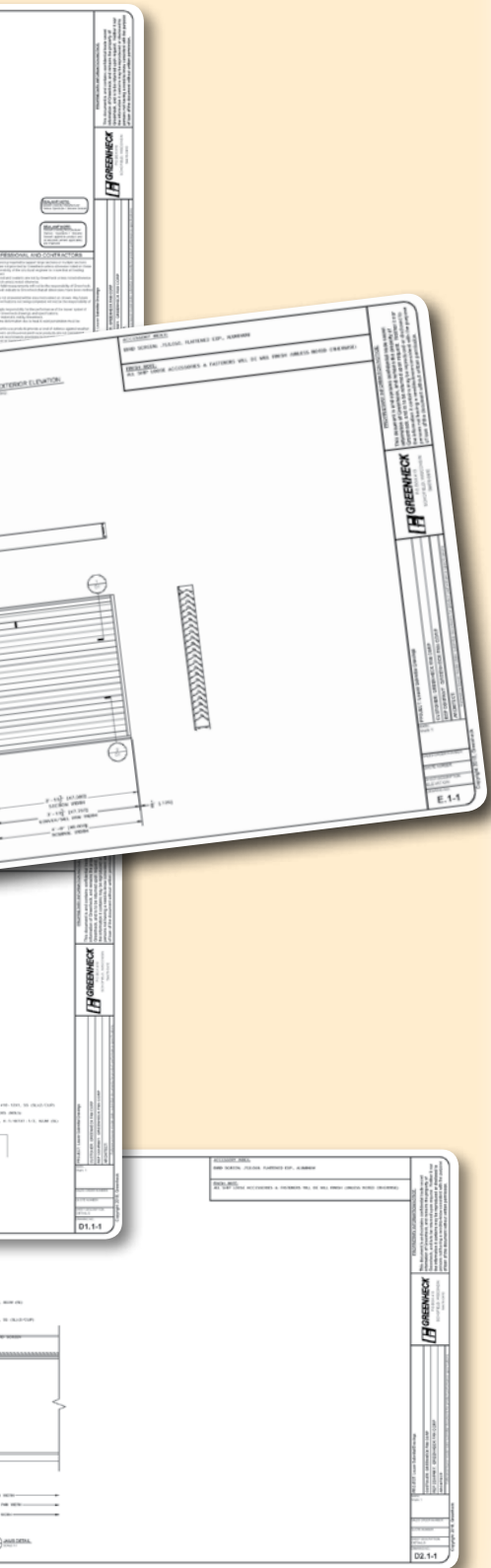
The release of CAPS 4.27 now allows you to create job-specific formal submittal drawings for louver models ESD-435, ESD-635, EHH-501, and EVH-501. The drawings dimensionally detail each louver elevation along with related product details. The number of configurations is limited, but more models with more configurations are coming in future CAPS releases. This project continues to utilize dedicated designer resources. However, by reducing the frequency of engineered submittal drawing requests we will reduce engineering lead-times for SDR submittal drawings and SDR order processing.

To create these submittal details, click on the reports button and select Submittal Drawings from the options listed. From there CAPS automatically saves the folder and files in the same location as the CAPS job. Both PDF and AutoCAD product details are generated for your use.

Here are a few examples of what the file structure and drawings will look like when generated directly from CAPS.

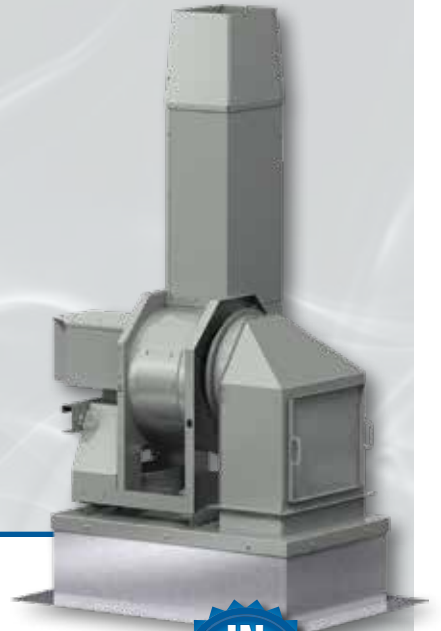
Please contact us for assistance or with questions regarding the CAPS submittal drawings at louvers@greenheck.com or 800-373-4866.





FumeJet® Madness Grows

We hope all of our FumeJet Madness winners enjoyed spending their hard-earned rewards! FumeJets continue to be one of the fastest growing product lines because they can be used in so many applications including lower risk labs, surgery suites, compounding pharmacies, and industrial process fume exhaust. FumeJets are now being used for cannabis extracts in grow facilities.



Advantages of Pre-Engineered Fume Exhaust System

- ✓ CAPS® and eCAPS® make selection and layouts easy
- ✓ Nozzle, dampers, and inlet box pressure drops are included in fan data
- ✓ Features that simplify installation time including curb mounting
- ✓ No guy wires needed for up to 115 mph

NEW Features now available in CAPS

- Preprogrammed Danfoss VFD with multiple sensor and control configurations
- Optional NOA certification for 90 PSF wind loads
- Plume rise calculations now shown



Grow your sales by replacing field-built disasters with pre-engineered FumeJet solutions!

FUMEJET
by GREENHECK

TAP: What's new in CAPS® 4.27

The tempered air products (TAP) group added many new features in the CAPS 4.27 release. The following new features are available for selection.



Energy Recovery

The energy recovery group has expanded the Vari-Green® electronically commutated (EC) product offering with the introduction of models ERV-10-20H-VG and ERV-10-20L-VG.



ERV

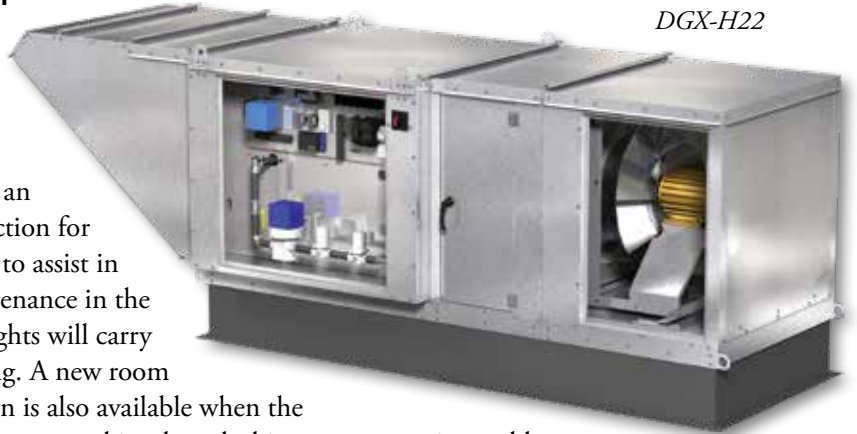
With the addition of these two models, product performance and fan controllability has improved. Air performance and pricing has also been updated for our current Vari-Green motors that are included in the MiniVent, MiniCore, and ECV product lines.

{Don't be afraid to go out on a limb...that's where the fruit is.}

—Anonymous

Make-Up Air

The make-up air (MUA) team has incorporated an optional selection for service lights to assist in ease of maintenance in the field; these lights will carry an IP67 rating. A new room control option is also available when the microprocessor control is selected; this room sensor is capable of temperature averaging and features a display with a simple user interface. The MUA team has also incorporated an optional selection for an air-proving switch. This feature offers a set of dry NO contacts to be used for fan proving or for an exhaust fan interlock in the field. There is also an optional selection of a VFD for soft-start and final balance capabilities on select models.



DGX-H22



RVE-40

Dedicated Outdoor Air Systems (DOAS)

A new specifiable feature for the DOAS group is side return intake on the RVE-40 and RVE-85 housings. This option allows for all horizontal duct connections on RVE-40 and RVE-85 housings and is a great option for applications where the unit is mounted indoors or pad mounted. A side return intake option eliminates the requirement for bottom duct connections and the need for a tall, costly plenum curb, providing you a competitive advantage. The side return selection is available on either the access side or non-access side of the unit.

If you have any questions on any of our products, please contact the tempered air products team at TAP@greenheck.com or call 800.240.0870.

SP Fans Enhancements and Opportunity

You or someone in your office have likely heard from a member of the ceiling fan team over the past nine months. The marketing team has been reaching out to educate you about new products and get your feedback. Starting with the release of CAPS® 4.27, the group added a multitude of features, increased availability and introduced a new pricing structure. All these initiatives support one ultimate goal – to be your sole source for bath fans. Here are some of the improvements:

- Created the quietest fan on the market - Sound levels reduced up to 67%.
- Integrated motion and humidity sensors – Saves 20 minutes on average during install compared to a standard wall switch.
- Developed a two-speed continuous ventilation fan – Fan provides continuous low-speed operation that ramps up to high-speed upon activation of a wall switch or integrated sensor, helping you comply with ASHRAE 62.2, California Title 24 or other local building codes.
- Lower pricing – New pricing that aligns directly with the competition at a standard multiplier.

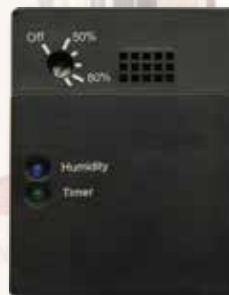
Based on the market share we have, and the opportunities you have in multifamily, you can TRIPLE your business with us in the next six months! Email the ceiling fan team at ceilingfans@greenheck.com with questions.



Model SP-A



Integrated Motion/Humidity Sensor combination



Integrated Humidity Sensor

VGD-100+ With Expanded Programmable Features

The newest addition to the Vari-Green® line of products is the much-anticipated VGD-100+. This new drive is available with in CAPS® 4.27. The VGD-100+ expands upon the features and functions of the VGD-100. The VGD-100+ adds seven programmable Input/Output terminals and RS-485 communication connections for use with BACnet and Modbus.



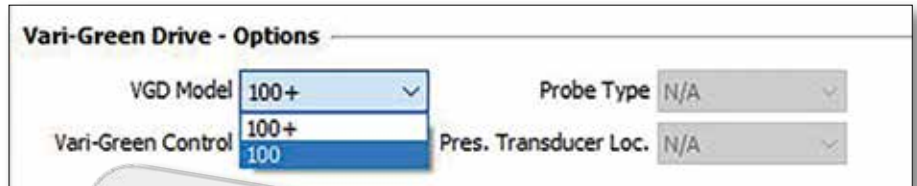
While every Vari-Green Drive comes factory-mounted, wired, and programmed, more advanced programming and setting changes are available on model 100+ using the free Vari-Green Drive+ companion app. Download the app from the Apple App Store and connect to the VGD. The user-friendly app guides you through programming wizards for each control mode, showing you step-by-step instructions for dip switch positions and wiring diagrams. Additional features with the app are the ability to monitor fan performance in real time on the dashboard screen. View log files for the drive, indicating all setting changes and operating parameters when faults occur. These log files

can be sent directly from the app to tech support making troubleshooting simpler. Also, you may create and sign startup reports, automating an otherwise very manual process.

Model VGD-100+ is available in CAPS everywhere the VGD-100 is offered plus some additional direct drive sizes. To select the VGD-100+, make any “-VGD” selection on the sizing grid. On the motor tab, under Vari-Green Drive – Options, elect the drop down called “VGD Model” with options of “100” and “100+”.

Models with VGD	
Model	Size
G	200HP-300
GB	180-540
CUE	200HP-300
CUBE	180-480
SCE3	20-48
SCS3	24-48
SE2	24-48
SS2	24-48
AER	20-48

Every “-VGD” selection will default to VGD-100 but you can select with model 100+ if desired. The VGD-100+ is available with all of the same Vari-Green controls you are used to with the addition of a multispeed option.



For more information about the Vari-Green Drive Model 100+ please visit the Vari-Green page on RepNet. There you will find slides describing features, benefits, and technical information in more detail. Also, visit <http://www.greenheck.com/vari-green/vari-green-drives> to download the cut sheet and product brochure. As always, feel free to contact us at fans@greenheck.com or 800-984-8713.



Training Information

- October 29 - November 2
Advanced Training Seminar
- November 12 - 15
Sales Rep Training Seminar

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.

Staff News



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

Accurex

Dale Price
Account Manager, Sales

Phillip Kraft
Account Manager, Sales

Sarah Fisher
Marketing Specialist

Business Development

Brian Pensinger
Marketing Specialist

Dedicated Outdoor Air Systems

Jacob Bamke
Application Engineer Specialist

Sales Support

Megan Giese
Sales Administration Assistant

Tempered Air Products

Jennifer Hannon
Application Engineer

Congratulations!



Ready, Set, Meet!

By now, all that is left is packing and catching your flight to Chicago. The Greenheck National Sales Meeting is almost here. The following are a few last-minute reminders:

- Be prepared to come away from these meetings with all the tools you need to close more sales of Greenheck products.
- Download the new **Greenheck Events** app. Everything you need to know about the meeting will be at the touch of a button including the agenda, maps and event details. To download the app go to <https://crowd.cc/s/1XwNm>. The app is available for iOS and Android devices.
- Make sure to maximize networking opportunities because this is where new ideas and possibilities receive inspiration. The Greenheck Events app makes it very easy to connect with other attendees.
- Take advantage of the free shuttle service available from O'Hare International Airport to the Hyatt Regency O'Hare. If you are flying into Chicago Midway International Airport, you are responsible for your own transportation to the hotel.

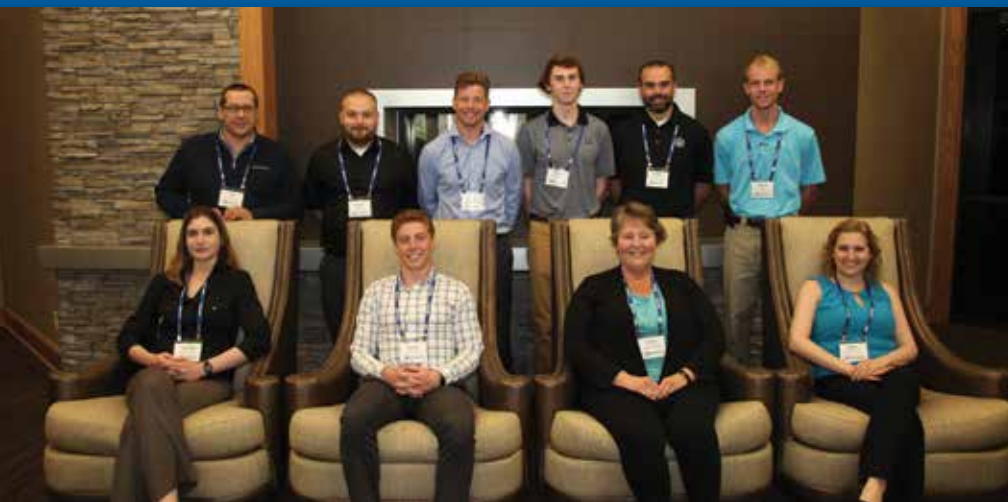


Advanced Training June 4–8, 2018

Row One (sitting), Left to Right: Jessica Hebda, Michigan Air Products; Pat Fischer, Norman S. Wright; Danny O'Brien, Brucker Company; Surinder Singh, Brucker Company.

Row Two: Quinn Fang, Brucker Company; Bruce Kerr, Ward-Boland Associates, Inc.; Jordan Ruplinger, TMS Johnson, Inc.; Ed McGurn, Buckley Associates, Inc.; Brian Lindsey, Air-Tech Incorporated; Alan Reitman, Michigan Air Products.

Row Three: Malek Gentry, Brucker; Jason Norris, Ward-Boland Associates, Inc.; John Simpson, Ward-Boland Associates, Inc.; John Coakley, Ward-Boland Associates, Inc.; Tom McCarthy, Norman S. Wright; Alex Hallman, Air Control Products, Inc.; John Post, Stinebaugh & Company; Bill Provost, Buckley Associates, Inc.



Fan & Damper Fundamentals June 11–13, 2018

Row One (sitting), Left to Right: Amanda Gavinski, Vyron Corporation; Logan Smith, Vyron Corporation; Tracy Mondale, Dorse & Company, Inc.; Kate McFarland, Pittsburgh Air Systems, Inc.

Row Two: Nate Block, Vyron Corporation; Larry Bagley, Products, Inc.; James Anderson, E.H. Price Limited; Ryan Waldron, Greenheck; Adam Pickering, Vyron Corporation; Travis Spears, David G Halley & Co, Inc.

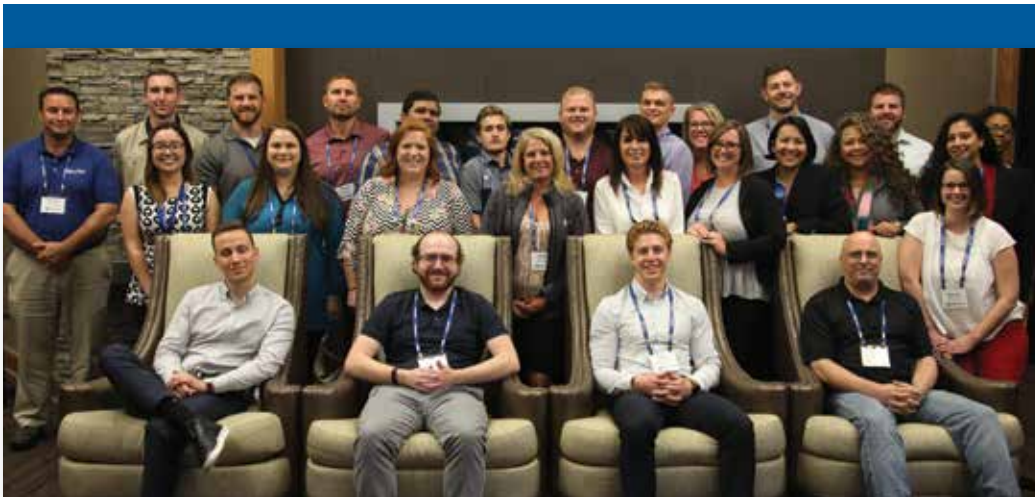


Latin American Training July 11–13, 2018



Row One (sitting), Left to Right: Connie Balz, Greenbeck; Victor Hernandez, Technical Distributors; Paulina Tapia, BSL3 de Mexico; Juan Carlos Malaga, SAEG Peru.

Row Two: Luis Cerrato, Greenbeck; Nelson Cruz, Proyectos y Servicios LTDA; Ricardo Garcia, Mitsubishi Electric Colombia; Alex Betancourt, Technical Distributors; Edgar Yepiz, AQS Industrial; Raul Gamez, Sergio M Valdez LTDA; Anibal Rangel, Proyectos y Servicios LTDA; Alberto Muñoz, BSL3 de Mexico; Luis Machado, SAEG Colombia; Omar Santiago Barragan, Proyectos y Servicios LTDA; Dirson Baez, Greenbeck.



Sales Training Seminar August 20 – 23, 2018

Top Scores, Sales Training Seminar



Left to Right: Stephen Zakowski, Cece Reilly, Matt Belko, Paul Buckley, Matt Fontenette, Logan Smith

Row One (sitting), Left to Right: Spencer Seiderman, ThermAir Systems; Dan Brendlinger, Del-Ren HVAC, Inc.; Logan Smith, Vyron Corporation; Mark Balboni, ThermAir Systems; Brooke Higgins, Herman HVAC Products, LLC.

Row Two: Matt Belko, Bartos Industries; Pari Cecchini, Greenheck; Amanda Worrrix, Air Control Products, Inc.; Cece Reilly, Air Control Products, Inc.; Michelle Dincecco, Buckley Associates, Inc.; Suzy Bowles, ThermAir Systems; Jessica Burford, CFM Company; Irina Matamoros, Strong Intl; Melina Grueso, Cors-Air; Itala Lavarello, Cors-Air; Camille Smith, Cors-Air.

Row Three: Austin Phillippe, ThermAir Systems; Tyler Hawkins, Greenheck; Derek Dietz, Bartos Industries; Bobby Claudio, MRI; Paul Buckley, Buckley Associates, Inc.; Matt Fontenette, Air-Side Equipment, Inc.; Stephen Zakowski, Vyron Corporation; Lily Williams, Michigan Air Products; Matt Sculley, ThermAir Systems. Brandon Seubert, Greenheck.

- **1st Place: Paul Buckley**
Buckley Associates, Inc.
- **2nd Place (Four Winners):**
Stephen Zakowski
Vyron Corporation
- Cece Reilly**
Air Control Products, Inc.
- Matt Belko**
Brucker Company
- Matt Fontenette**
Air-Side Equipment, Inc.
- **3rd Place: Logan Smith**
Vyron Corporation

Inkjet Address/Indicia Area-
REMOVE GRAY BOX & THIS TEXT WHEN READY TO PRINT

Larger Direct Drive Options

Demand in the marketplace for larger direct drive options on the spun aluminum product line is growing. Greenheck's power roof ventilator (PRV) team is excited to announce the addition of larger direct drive sizes in both the G & C Series product families. Each model is now selectable up to size 300 and utilizes three-phase induction motors. Variable speed control is available with the optional selection of the Vari-Green® Drive and the full range of Vari-Green controls. This expanded offering will help you be more competitive against fan manufacturers that currently offer larger direct drive exhaust fans and meet specifications on jobs calling for direct drive benefits.

New Sizes!	CUE	G
200HP	x	x
240	x	x
240HP	x	
300	x	x
300HP	x	



Model G

Model CUE

Ad Preview

Ads strategically placed in August, September and October 2018 print and digital editions of influential trade media.

August 2018	Ad	September 2018	Ad	October 2018	Ad
HPAC Engineering	School System	HPAC Engineering	SP-A-VG	ACHR News—10/29/18	New USFD-100
ACHR News—8/13/18	Data Center for Contractors	ACHR News—9/20/18	Direct Fired Make-Up Air Start-up Video E-blast	Refrinoticias Al Aire	New Spanish Image
SNIPS	Millennial Man - Contractor	ACHR News—9/24/18	RV/RVE Contractor	ASHRAE Journal	Data Center
Building Operating Management	Data Center	Life Safety Digest	Smoke Control	HPAC Engineering	New USFD-100
ASHRAE Journal	eCAPS InfoCenter	High Performing Buildings	SP-A-VG		
Consulting Specifying Engineer	<ul style="list-style-type: none"> GreenJet Educating Engineers Advertorial 	ASHRAE Journal	EQD		
		Engineered Systems	<ul style="list-style-type: none"> Make-Up Air Make-Up Air Advertorial 		
		High Performing Buildings	<ul style="list-style-type: none"> SP-A-VG New Products Advertorial 		
		ASHRAE Journal AHR Mexico Expo Show Guide	New Spanish Image		

