

# REP UPDATE

A MARKETING REPORT FOR GREENHECK SALES REPRESENTATIVES

## AsOne Throughout the Americas



LATIN AMERICA REPS GATHER FOR IMPORTANT SALES MEETING



**More Reasons**  
To Specify Greenheck SP-AP Fans

**HVLS Fans**  
What's New

**VGD-100+**  
Takes the Gold

**Be Rewarded**  
For Your Project Profile

# Plotting the course for stronger sales.



**Is it possible to work AsOne across international boundaries? The answer to the question is a resounding YES!**

Valued Greenheck reps who live and work in Latin America (Mexico and countries in Central and South America, and the Caribbean) gathered this past June in Miami for the Greenheck Latin America Sales Meeting. Similar to the National Sales Meeting, this gathering emphasized the bond we share and a commitment to strengthening it by focusing on opportunities.

Greenheck has a rich history in working with reps to provide HVAC solutions in the Latin American market. One rep, Proveedora

Industrial Panamericana S.A. de C.V. was recognized for 25 years of service to the company. Several reps also received awards for top sales (Strong International Group: Latin America), and million-dollar sales club (Provedora Industrial Panamericana S.A. de C.V., Strong International Guatemala and SAEG Ecuador).

Tim Kilgore, Greenheck president of sales and marketing for the Americas, shared his vision for the region. Kilgore emphasized the continuing investments in developing new products, expanding manufacturing capabilities and the need to return to core values. He stressed the importance of being the

easiest company to do business with and assured reps of the company's commitment. A secondary but equal emphasis included the need for everyone to adapt to market changes. Many factors beyond product demand affect sales intake. We need to anticipate these market changes where possible and react quickly to ensure we retain or gain market share.

The Latin American market appears to have several challenges we must confront. The challenges of trade, customs, violence, and politics are formidable. These all point to the potential for a soft market and slow sales. However, a challenge is just

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an opportunity waiting to happen as part of the company's adapting to the changes in the market.

The "All things Greenheck" and "CAPS in the cloud" initiatives are other examples of the progress we are making adapting to market changes. We are making progress. These projects, designed to improve your interactions with Greenheck, began a year ago with the introduction of the new Greenheck.com website. New Quick Delivery and parts websites

followed, making it easier to access the desired information. The latest project, scheduled for September, improves access to your Greenheck accounts and increases online security.

Hugo Pereyra inspired and challenged those in attendance. Pereyra is director and founder of Hugo Pereyra Training and author of the book "Discovering my Break Point." He shared how the trials of life affect the future and how, while at your lowest point, you can use these experiences to generate future success.

Rep principals met to discuss topics and strategy. All wanted to meet more frequently. The last Latin America sales meeting was in 2012, and while communication between Greenheck and the reps is always there, many believe that in-person discussions are beneficial. Greenheck executives agreed and committed to meeting again no later than 2021.

Reps in the Latin America region are facing many challenges related to political strife and tariffs. Products crossing international borders are facing delays and increased paperwork that make hitting construction dates

extremely difficult. Doing business has become more challenging. Reps discussed a variety of solutions, including the possibility of adding manufacturing capacity in Saltillo for in-demand products customers want. This last strategy would help avoid tariff and customs issues.

Some suggested the creation of a Latin American region rep advisory board. The topic of being the easiest company to do business with was also discussed as the perception exists that Greenheck does a great job, but there is always room for improvement.

The key to success in the Latin American market is the same as every region we serve. It requires adapting to market needs and challenges. For Greenheck, adaptation continues. Sales managers have already made changes by being in the region more frequently, offering on-site lunch and learns to gain interest from local customers and working with reps more often.



*Hugo Pereyra*

**Recognition & Awards**

# AS ONE



*Quota Buster Award and Quarter Century Service Award - Arturo Ortega, Proveedora de Climas, Monterrey, Mexico; Tim Kilgore; Marcelo Gonzalez, Proveedora de Climas; Dario Genolet, Proveedora de Climas; Olman Saucedo.*



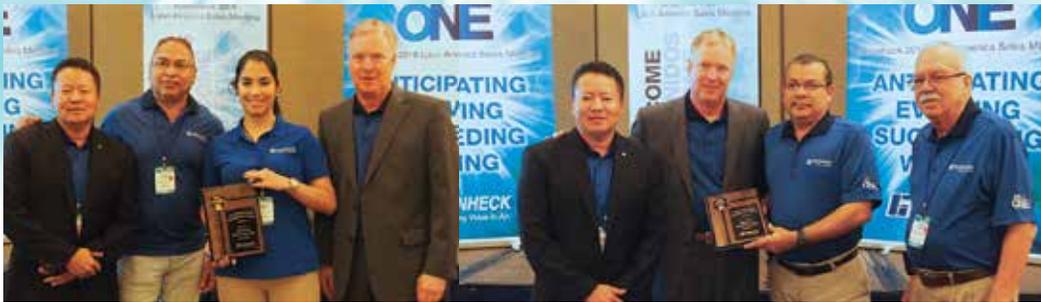
*Quota Buster Award, Nicaragua - Tim Kilgore; Orlando Fonseca, STRONG Costa Rica; Olman Saucedo.*



*Quota Buster Award, El Salvador and Honduras - Tim Kilgore; Manrique Gutierrez, STRONG Costa Rica; Olman Saucedo.*



*Quota Buster Award, Guatemala - Tim Kilgore; Roberto Matheu, STRONG Guatemala; Olman Saucedo.*



*Quota Buster Award, The Caribbean - Olman Saucedo; Sergio Flores, Primelines, The Caribbean; Yadina Lee, Primelines; Tim Kilgore.*

*Quota Buster Award, Puerto Rico - Olman Saucedo; Tim Kilgore; Javier Santiago, Technical Distributors, Puerto Rico; Emiliano Santiago.*



*Million Dollar Sales Club - Tim Kilgore; Xavier Enriquez, SAEG Ecuador; Olman Saucedo.*



*Quota Buster Award, Mexico and Quarter Century Service Award - Emiliano Verduzco, PIPSA, Aguascalientes, Mexico; Tim Kilgore; Jose Verduzco, PIPSA; Gabriel Acevedo, PIPSA; Olman Saucedo.*



*Million Dollar Sales Club - Strong International Group. Tim Kilgore; Roberto Matheu; Orlando Fonseca; Manrique Gutierrez; Olman Saucedo.*



*5 Million in Sales, Top Seller - Strong International. Tim Kilgore; Orlando Fonseca; Manrique Gutierrez; Roberto Matheu; Olman Saucedo.*

## Representing You at the Region VI ASHRAE Conference

Region VI of the American Society of Heating, Refrigeration and Air-Conditioning Engineers (ASHRAE) held its Chapters Regional Conference (CRC) this past May. Greenheck was a primary sponsor of the CRC, held at the Harley-Davidson Museum in Milwaukee. More than 200 members and guests attended.

CRCs are annual events providing members with valuable information and educational opportunities. The conference is an excellent occasion to influence attendees, many of whom are contractors, mechanical engineers, designers, and other key people responsible for product specification and purchase.

As a sponsor, we shared information on our products and our great Wisconsin rep partner Vyrion, who also hosted the CRC event. Prior to the keynote address Tony Rossi, Greenheck's vice president of marketing, gave a presentation on the value ASHRAE offers members and the involvement of Greenheck engineers that contribute to ASHRAE and the Society as a whole.



Many people stopped at our display inside the Harley-Davidson Museum to discuss and ask questions. But our outdoor display commanded the most attention, with many attendees stopping to learn more. We brought the mini-mobile learning center featuring tempered air products (TAP) and a dedicated outdoor air system (DOAS). In addition, we set up Fumejet® and HVLS fan displays.

Participating as a sponsor for an event like this not only places Greenheck in the spotlight, it also gives you exposure. For example, Robert Feind is one of your local rep colleagues from Vyrion Corporation, (Waukesha, Wis.) and an active member of the Society. He helped by serving on the planning committee for the CRC.

Robert understands the value of having Greenheck sponsor such an event. He noted that inviting guests such as local engineers who can benefit from the CRC is an expensive proposition for the attendees.

“There was more incentive [with Greenheck as a primary sponsor] for sponsoring local engineers to come to the event because the investment was \$300 each. Also the technical discussions were more relevant to air movement, control and conditioning applications.”

Greenheck participates in and sponsors several events. Each one has laser focus to provide a maximum benefit [exposure] that ultimately results in helping you sell more Greenheck products.

## ASHRAE President Visits Schofield Campus

Sheila Hayter, ASHRAE president (2018-19) visited Greenheck's Schofield campus this past April, as part of her visit to ASHRAE chapters in Wisconsin. Ms. Hayter was the first sitting ASHRAE president to visit the company. (Her term as ASHRAE president ended in June.) During her visit,

she toured the Robert C. Greenheck Innovation Center, the Bernard A. Greenheck Education Center and Facility 2 to see the many changes taking place as Greenheck continues to grow as a valuable contributor to the HVAC industry.

Challenges facing the HVAC industry and learning how ASHRAE helps its

members were part of the discussions. Ms. Hayter met with 40 Society members on the Greenheck staff. She finished her visit by meeting with Greenheck CEO, Jim McIntyre, thanking him for the company's participation in ASHRAE.

## More Reasons to Specify Greenheck SP-AP Fans

Greenheck's SP ceiling exhaust fan line is better than ever! We listened to you, our valued partners, to launch the all-new SP-AP series. The new SP-AP introduces powerful features to help you win against Broan, Panasonic and Delta Breez. Now is a great time to engage your contractors and switch them to the SP-AP for all of their multifamily needs.

### Why will the SP-AP help you win on bid day?

**Pricing** – 25% price reduction compared to the current SP-80-VG and SP-110-VG models while including more standard features.

**Performance under pressure** – Constant CFM technology provides guaranteed airflow to over 0.5 in wg. This reduces issues during test and balance, reduces call backs and improves indoor air quality.

**Installation and retrofit** – Easy install bracket and room side-duct connection allow for simple installation in new construction and retrofits.

**Energy efficiency** – Certified by the Energy Star program as “Most Efficient.” Only products that pass the most stringent Energy Star requirements earn this label.

**Simplified stocking** – The airflow flexibility combined with our plug-and-play models allows you to stock two fans and a small stock of sensors to have the equivalent of over 30 SKUs on the shelf, ready when your customers need it.

**Code compliance** – Standard two-speed (commonly known as whole house ventilation) operation provides tools to help meet ASHRAE 62.2, WSEC and CAL T24 requirements.

**Plug-and-play customization** – Optional nightlight, motion, humidity, and CO2 sensor modules clip into the fan, creating countless combinations.

**Flexibility** – Virtually silent EC motors allow for three built-in high-speed air flow settings of 50, 80 and 110 cfm for flexibility in most common applications. The universal duct connector allows for connection to 4”, 5” and 6” ducting.

Email the ceiling fan group today for more information [ceilingfans@greenheck.com](mailto:ceilingfans@greenheck.com).



## Unbeatable Ceiling Fan-Damper Combination

Greenheck launched the CRD-310WT ceiling radiation damper with the CAPS® 4.29 (April) release. This was a collaborative project between ceiling fan and damper business units. The damper is UL approved for use in over 20 combustible (wood) ceiling floor assemblies and provides greater access to sales in wood-framed apartment buildings and assisted living facilities. This new certification complements our Warnock Hersey rating and adds peace of mind for the consulting engineer and contractor. The CRD-310WT is available on sizes SP-A50 through SP-A190 and is available as a ship-loose accessory or mounted at the factory, saving contractors valuable time. Email the ceiling fan group today for more information [ceilingfans@greenheck.com](mailto:ceilingfans@greenheck.com).

**{ Ability is what you're  
capable of doing.  
Motivation determines  
what you do.  
Attitude determines  
how well you do it. }**

- Lou Holtz -

## HVLS Fans – The Truth About Cooling Effect

When temperatures start to climb in spring and summer months, HVLS fans are a great way to provide comfortable air movement that can make building occupants feel cooler. For years, HVLS manufacturers have made various claims about the cooling effect provided by their fans, but few have been able to prove it with their performance data. That's where Greenheck's new cooling effect calculator in CAPS® 4.30 delivers the proof! Based on ASHRAE Standard 55, the cooling effect calculator determines the perceived temperature change that a person would feel based on five key criteria – air speed, building temperature,

relative humidity, the type of work people are doing, and the kind of clothing worn by building occupants. Combine this with Greenheck's performance-based selection process and you can provide your customers with accurate performance information for their specific building and application – all with just a few clicks in CAPS!

And for engineers or architects who want to visualize HVLS performance in their building, Greenheck's HVLS Revit models now include cooling effect data, air speed data, coverage capabilities, and clearance requirements!

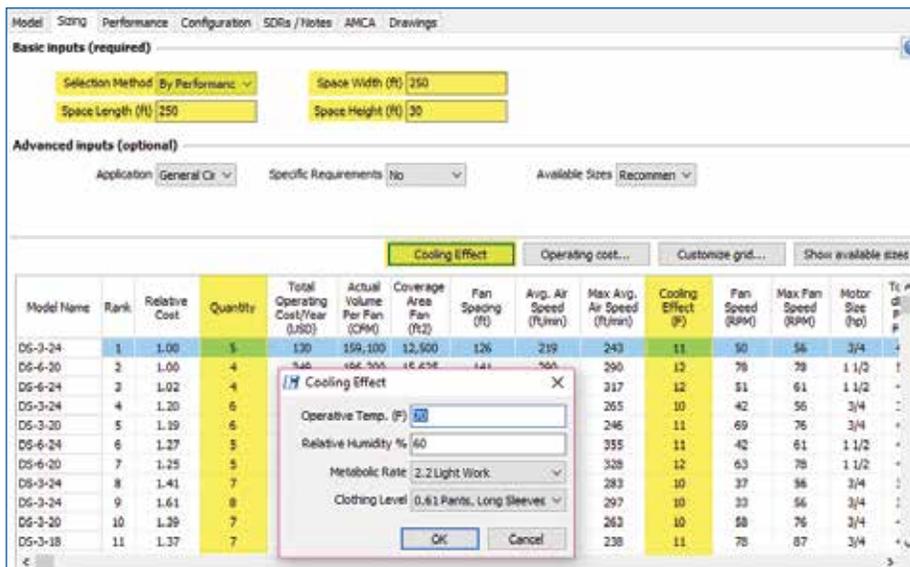
## HVLS Fans – What's New



HVLS fans available in CAPS® now offer optional temperature and humidity sensors with the touchscreen control! This accessory measures temperature and humidity every tenth of a second, and modulates fan speed and operation to achieve a thermally comfortable environment. Sensors integrate seamlessly into the fan's operation and allow users to select three operation modes - summer, winter, and manual. The kit includes two sensors, for mounting on the ceiling and at occupant height.

Check out these other new HVLS features in CAPS today!

- 8, 10, and 12 ft. sizes in model DS-3
- AMCA Certification for all DS and DC models and sizes
- Cooling effect calculator
- Enhanced Revit® content
- Recessed mount control options
- Keypad controls to operate 3, 5, or 10 fans



Revit All Zones

## Vektor® Energy Recovery - Expanded Offering for Lower Volumes

Our new compact Vektor energy recovery system (ERS) sized for air volumes less than 15,000 cfm features the coil mounted directly to the bypass air plenum reducing cost and footprint. ASHRAE 90.1 design standards require all installations over 5,000 cfm be reviewed for energy recovery options. Current units with high volume have larger coils and footprints, making them unattractive for volumes below 15,000 cfm. These new sizes provide a lower first cost and improved return on investment (ROI), maximum safety, and zero cross contamination between the supply and exhaust airstreams.



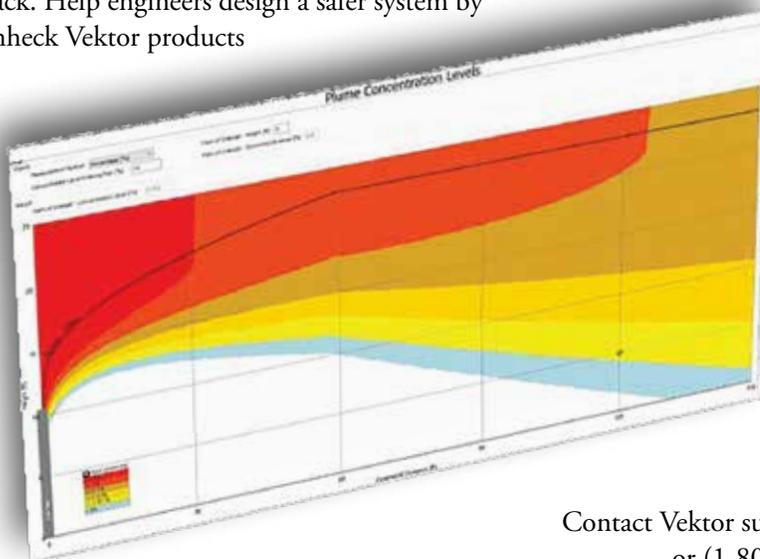
### Advantages:

- Pre-engineered ERS systems for flows 2,000 to 66,000 cfm
- Improved ROI with pre-configured cabinet and coil combinations
- Integrated with laboratory exhaust fans
- Low volume systems save additional space with coil configured to match bypass air plenum

Check out [Greenheck.com](http://Greenheck.com) for the latest catalog and our new ERS system video. Contact Vektor support at [vektor.support@greenheck.com](mailto:vektor.support@greenheck.com) or (1-800-VEKTORS) with questions.

## Chemical Concentration Dispersion in CAPS®

Chemicals and other contaminants being exhausted do not stay uniformly together in the surrounding air but disperse downwind of the stack. In the past, engineers only had the ASHRAE Momentum Flux plume rise tool to avoid exhaust re-entrainment into a building's make-up air system. Greenheck is leading the industry by incorporating ASHRAE handbook plume dispersion formulas into the CAPS program. This tool provides dispersion levels downwind of an exhaust stack. Help engineers design a safer system by specifying Greenheck Vektor products with dispersion.



### Features:

- Easy-to-read color gradient of concentration levels
- Measurements in parts per million (ppm) or as a percent of concentration
- Adjustable point of interest (POI) to see numerical results
- Available in CAPS version 4.30 (August release) with all Vektor models - optional submittal page printout
- ASHRAE formulas account for factors as Vektor fan height, wind speed, building height, downwind distance, etc.
- Results are unique to Greenheck Vektor products

Contact Vektor support at [vektor.support@greenheck.com](mailto:vektor.support@greenheck.com) or (1-800-VEKTORS) with questions.

## DOAS Warranty Updates

Models RV and RVE now have improved warranty periods without additional cost from previous warranties. The updated warranty periods for both models are:

- One year (standard): 12 months from start-up or 18 months from shipment, whichever is less.
- Two years (one year extended): 24 months from startup or 30 months from shipment, whichever is less.

The improved warranty periods ensure competitively positioned and reliable products for your customers.

Should you elect to have the warranty period begin at start-up, you must first complete and submit a start-up report. Send start-up reports to [DOAS@greenheck.com](mailto:DOAS@greenheck.com). Forms are available on the DOAS page on [Greenheck.com](http://Greenheck.com).

For additional information, please contact the DOAS support team at [DOAS@greenheck.com](mailto:DOAS@greenheck.com) or call 1-866-478-2574.

## New Value-Driven Packaged Cooling Option for Make-up Air

The August CAPS® 4.30 release featured the introduction of optional packaged direct expansion (PDX) cooling to the economy make-up air model DG. This new PDX cooling option, available from 800 – 6000 cfm with 3 – 10 tons of cooling capacity, is packed full of standard value-added features, including:

- Single point electrical power
- Engineered direct expansion system and draw-through coil design providing a wider cooling operation window than the competition
- Low sound condensing fan
- Double-sloped stainless steel drain pan
- Side-mounted condensing section and compressors for easy service access

The new PDX option for model DG was designed from the ground up to be a value-driven sensible cooling option for price-sensitive make-up air applications and is available at a price 15% lower than a comparable model DGX.

For additional information, please contact the TAP support team at [TAP@greenheck.com](mailto:TAP@greenheck.com) or 1-800-240-0870.

## Getting to the Core of Energy Recovery

Tempered air products (TAP) is excited to announce the expansion of the ECV (energy core ventilator) product line with the newest addition of a polymer membrane energy recovery core. The AHRI certified polymer membrane energy core is manufactured from corrugated aluminum sheets used to separate the polymer membrane layers. This new core option is available only on model ECV and has a "-PM" in the model nomenclature.

The new polymer membrane energy core allows for low air-side pressure differentials, increasing ECV capacity by 15% per housing size. The polymer and aluminum material allows for washable maintenance and provides increased thermal effectiveness (~5%).

Model	Maximum CFM	
	Fiber Membrane (-FM)	Polymer Membrane (-PM)
ECV-10	1,000	1,300
ECV-20	2,200	2,750
ECV-30	3,300	3,750



In addition to the increased thermal performance and expanded airflow ranges, the polymer membrane energy core offers multiple specifiable features unmatched by the competition. Make sure the following requirements are specified when working with your engineers to get this new option scheduled.

The energy core shall:

- Be AHRI 1060 certified.
- Be washable.
- Achieve the enthalpy recovery ratio (ERR) as listed on the schedule.
- Achieve the minimum energy core leaving air temperatures in summer and winter conditions.

Along with our enthalpy wheels, Greenheck continues to expand our offering and provide you and your customers with energy recovery solutions regardless of technology preference. Start the conversation today about specifying this new model with your engineers and get the competitive edge in the core market!

## CAPS® Time-Saving Tip: Pricing is Missing in CAPS

We occasionally get calls from you, our business partners, that CAPS no longer shows pricing. There are a variety of reasons why this can happen; most commonly it happens if you have a brand new installation of CAPS or if you changed your RepNet password. In either case, this is easy to fix.

### Login to CAPS

The first time you logged in, CAPS remembered your password so you didn't have to log in again. If you changed your password, CAPS looks at that first password and finds this new one that doesn't match. For security purposes, it turns off pricing.



### Turning on Pricing

Follow these steps to turn pricing on again. This works for both a changed password and a new CAPS installation.

- Login to CAPS using your password (if you changed your password, use the new one - one time only unless you change your password again)
- Click "Updates and Settings"
- Open "User Settings"
- Under the Preferences tab, check "Display Pricing"

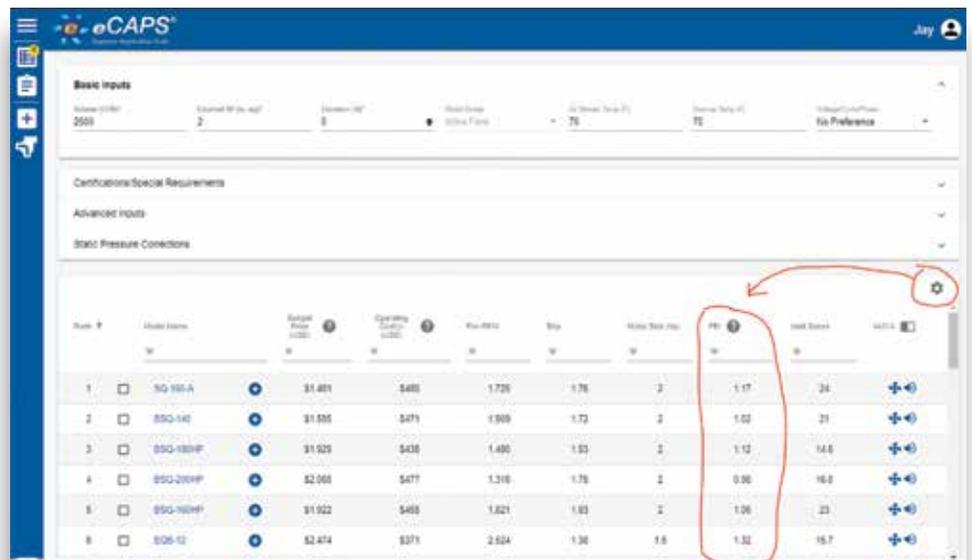
As always – we appreciate your feedback. If there are other topics you want us to address, please feel free to contact us anytime at [caps@greenheck.com](mailto:caps@greenheck.com).

## eCAPS® Adds Fan Energy Index (FEI)

### GET TO KNOW FEI!

The industry is in the process of adopting the FEI metric to replace the previous flawed FEG metric. FEI encourages responsible fan selections to drive fan energy savings in HVAC systems. ASHRAE 90.1 and related energy standards are in the process of including FEI as part of their standard language for adoption in codes.

The FEI metric is a ratio of the actual fan power to a baseline maximum allowed fan power, based on the actual fan operating point. An FEI of 1.1, means the fan is 10% more efficient than the baseline fan. To access FEI in eCAPS, select the wheel/cog (upper right corner of the sizing grid) and select FEI. You can sort and/or filter on the column. The numbers in the FEI column will receive AMCA certification effective with the September eCAPS release.



**Note:** For more information on FEI visit [www.amca.org/whitepapers](http://www.amca.org/whitepapers)

## Vari-Green® Balance Dial

The August CAPS® 4.30 release should clear up some confusion over the balance dial selection on Vari-Green® motors. This dial is now a default option in CAPS when selecting fans with Vari-Green motors and should minimize the guesswork on whether the motor will arrive with a balance dial. It will.

What happens if you do not need or want the balance dial? No problem. You may still deselect the balance dial. Please contact the Vari-Green team with questions at [prvfans@greenheck.com](mailto:prvfans@greenheck.com).



## VGD-100+ Takes the Gold



Greenheck was recognized for excellence in product design in the 16th annual Dealer Design Awards Program sponsored by The Air Conditioning Heating & Refrigeration NEWS magazine. An independent panel of contractors acted as judges in the contest that had 79 entries. Greenheck's Vari-Green® drive with companion app, model VGD-100+, was the Gold Award winner in the Ventilation Products category. The NEWS is the leading trade magazine in the heating, ventilating, air conditioning, and refrigeration industries for contractors.

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The VGD-100+ comes pre-installed and wired to the fan it was ordered for and pre-programmed with all of the necessary operational settings for the application. It's as simple as taking the fan out of the box, powering it up, and you are ready to go. The companion app unlocks even more capabilities of this drive— advanced programming features such as configuration of input and output terminals, BACnet and Modbus communications, and troubleshooting help. With a direct link to Greenheck's technical support, further assistance is only a tap away. For additional questions, contact us at [prvfans@greenheck.com](mailto:prvfans@greenheck.com).

## New Sidewall CUE/CUBE Mounting Bracket!

The newest addition to the sidewall CUE/CUBE is a wall bracket for flush mounting of the fan to a wall. The 18 gauge or 16 gauge galvanized steel construction ensures a rigid fan installation. Unlike roof curbs that are recommended for installation through the wall, this wall bracket can mount directly to the exterior wall surface of the building. The fan slips over the bracket and is secured with the fasteners provided.



are recommended for installation through the wall, this wall bracket can mount directly to the exterior wall surface of the building. The fan slips over the bracket and is secured with the fasteners provided.

This bracket is recommended for all non-grease sidewall CUE/

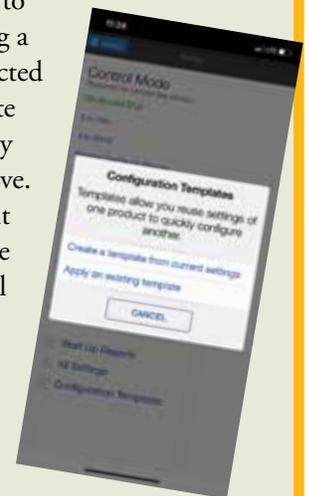
CUBE applications to mitigate the cost of a mounting accessory. A roof curb is still available in grease exhaust installations to provide room for the grease containment and curb hinge.

Need to replace an old CW/CWB fan? No problem. The wall bracket mounts to the wall in the same manner that the CW/CWB fan did, making it easier to install replacement fans.

## Did You Know?

**You can copy and paste Vari-Green® Drive configurations.**

The “Configuration Templates” feature, found in the setup menu on the VGD+ app, will copy ALL drive settings and save them to a file on your device, creating a setup template. Once connected to another drive, the template can then be loaded to quickly “paste” all settings to this drive. This saves a ton of time spent programming advanced drive settings when many identical drive setups are needed for the same project.



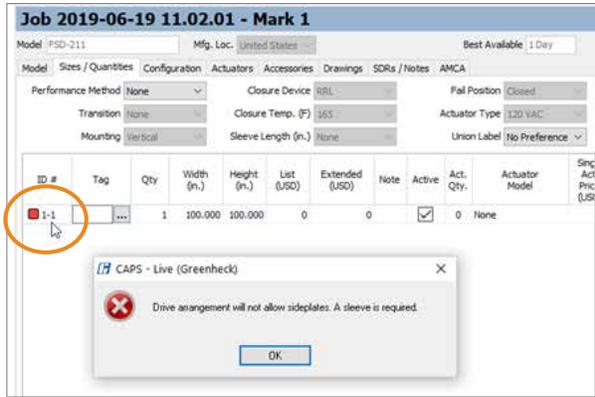
## Pro Tip:

Before making settings changes to a working drive setup, create a “copy” of the setup using the configuration templates feature. This allows you to quickly “undo” any changes if needed.

## FAQ about CAPS® – Dampers

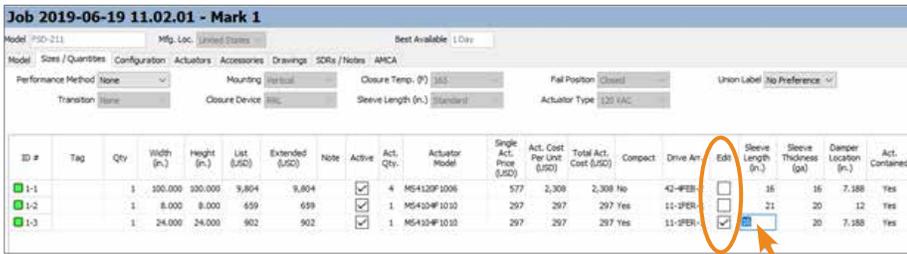
**Q:** Why do I have a red box on my line?

**A:** This indicates a problem. If you double click on the red box, a pop-up will tell you what you need to fix.



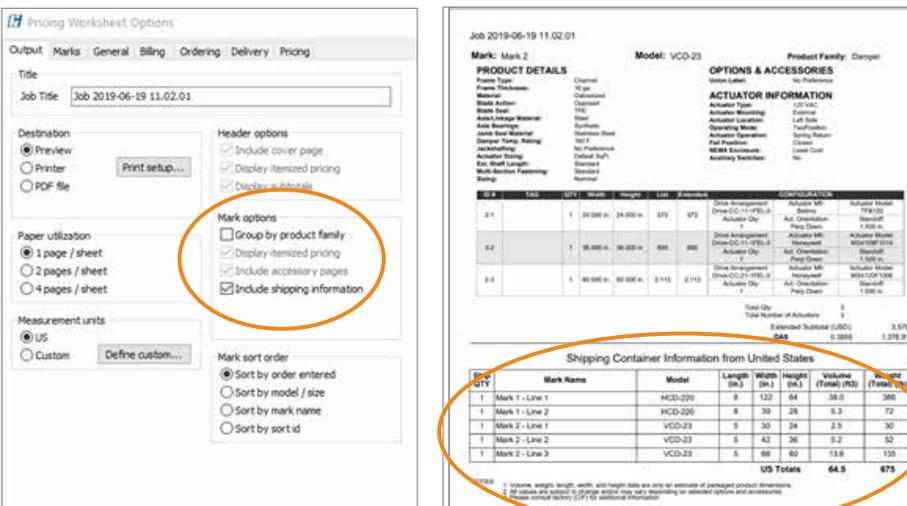
**Q:** I have a Mark with multiple lines. How do I change the sleeve length on one of the lines?

**A:** Click the edit box. It will allow you to change the sleeve length on that particular line without having to make a separate Mark.



**Q:** How do I get weights for a VCD (volume control) or HCD (heavy-duty control)?

**A:** When you are printing a pricing worksheet, select “Include shipping information.” The shipping information including weight will appear on the last page of the pricing worksheet.



## Duct Heater Changes for August CAPS® Release!

We had announced in the April CAPS® release that the model IDHC will no longer be available starting with the August CAPS release. The replacement for the IDHC is the IDHE.



Advantages of the IDHE vs IDHC	IDHE	IDHC
UL approved for multiple mounting positions	✓	
Capacity	30kW per sq. ft.	22kW per sq. ft.
Rotatable	✓	
Upfront coordination required		✓
Low watt density coils	✓	

### FAQs About Duct Heaters

**Q:** How do you size a duct heater with internal insulation?

**A:** The general rule is:

Heater “H” = Duct “H” (insulation thickness x 2)

Heater “W” = Duct “W” – insulation

*Note: Heater will need a recess of one insulation thickness*

**Q:** Do I need to bring 24VAC to control the heater?

**A:** No, every duct heater has an internal transformer to power the control circuit along with being able to provide power to an external thermostat. Bringing an external power source to the control circuit will damage the heater.

**Q:** My duct heater is placed upstream of my fan and my airflow switch is not making. Why?

**A:** The airflow switch from the factory is defaulted to look for positive pressure. If the duct heater is installed upstream, the sensing tube must be switched to the low port on the airflow switch to sense the negative pressure.

## Industrial Dampers: Multi-sections

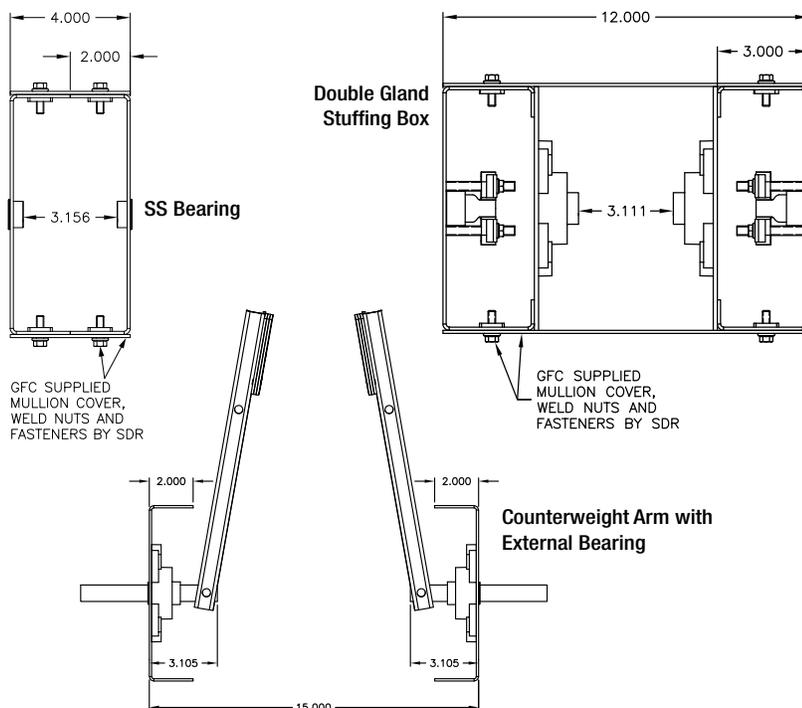
Industrial dampers can be stacked on top of each other or “banked” side-by-side to fill openings that are larger than the maximum section size you can order through CAPS®. However, you need to be aware of several precautions.

1. Industrial dampers always have flanges. When two flanges are installed side-by-side, it creates a mullion. You must account for mullion dimensions when sizing the ordered damper size in CAPS.
2. Depending on the type of damper, there may be projections past the flanges that also need to be accounted for – outboard bearings, linkages, possible actuators, counter balance or pressure set weights, to name a few.
3. Depending on the opening size and final configuration, the opening may require additional structural supports to help support the damper assembly.
4. We recommend using mullion covers to join damper sections together. We can design and manufacture mullion covers with the dampers, but we need to be aware of your circumstances before you place the order. A special design request (SDR) must be issued to make sure the correct parts get manufactured with your dampers.

Greenheck industrial dampers are very versatile, but you can get yourself into a rough situation very easily if not coordinated properly. Proper coordination with the factory is the best way to prevent problems in the field.

Contact us at [HDDampers@greenheck.com](mailto:HDDampers@greenheck.com) or 1-800-717-6540 if you have further questions.

**Examples of how bearings, shaft seals, and other projections determine mullion size and overall damper size.**



## Be Rewarded for Your Project Profile

A new project profile from our rep in India, Green Air Trading Enterprises (GATE) India Pvt. Ltd., arrived recently. The project provided ventilation

and occupant comfort for people working in and visiting the world's tallest statue, located in the Narmada district of Gujarat, India. The statue is 183 meters or the equivalent of a 55-story building.

The profile highlights the installation of 16 BSQ and 12 RA model fans in strategic locations inside the statue to provide dependable exchange of supply and exhaust air, and maintain proper pressurization. Energy efficiency and compact design were major factors in fan selection. You can read more about this project by going to [Greenheck.com](http://Greenheck.com) and looking in the resource section under project profiles.

**Do you have an interesting project featuring Greenheck products?** Is your customer open to sharing the details? Help gather that information and you will receive financial incentive. Learn more by contacting Sara Valiska, corporate marketing manager, at [sara.valiska@greenheck.com](mailto:sara.valiska@greenheck.com).



## Staff News



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

### Accurex

Gabriel Castaneda  
Account Manager

Lee Doctoroff  
Executive Account Manager

Nicholas Halm  
Executive Account Manager

Edwin Johnson  
Account Manager

### Architectural Products

Kayleigh Natzke  
Marketing Specialist

### Corporate Marketing

Michaela Beck  
Graphic Designer

Alan Primm  
Digital Media Designer

Sue Schultz  
Marketing Literature Specialist Sr.

### International

Kimberly Drake  
Marketing Specialist

### Sales

Lisa Dahlke  
Inside Sales Manager

Lucas Kasten  
Sales Assistant

Heather Olivotti  
Sales Coordinator

## Congratulations!



## Training Information

- 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.

## Latin American Training June 6–7, 2019



**Row One (sitting), Left to Right:** Luis Matos, matVent,Srl; Diana Cristina Granada, IRM Aires SAS; Ingrid Velasco, SAEG Colombia; Connie Balz, Greenheck.

**Row Two Left to Right:** Lleder Velasquez, Greenheck; Sergio Cataño, Comercial y Servicios LARCO S.A.S.; Edgar Vargas, DISMEC SAS; Luis Mendoza, matVent,Srl; Nicolas Alvarez, TYAZHMASH Colombia; Octavio Melo, SACMAG de Mexico; Rene Ruiz, Greenheck.

**Row Three Left to Right:** Dirson Baez, Greenheck; Luis Roldan, SACMAG de Mexico; Jairo Carcamo, Comercial y Servicios LARCO S.A.S.; Juan Carlos Alvarado, AC JUCAR; Ricardo Hau, Versa Comercializadora; Luis Lopez, WeWork; Mauricio Mesa, IRM Aires SAS; Luis Cerrato, Greenheck.

## Latin American Training July 10–12, 2019

{ Even though the  
future seems far  
away, it is actually  
beginning right now. }

- Mattie Stepanek -



**Row One (sitting), Left to Right:** Alberto Martin, Optimum Industrial; Resa Toorie, Worley Trinidad Ltd; Yadira Lee, PrimeLines LLC; Jocelyn Hernandez, Strong Nicaragua.

**Row Two Left to Right:** Carlos Burgos, Optimum Industrial; Dirson Baez, Greenheck; Sergio Flores, PrimeLines LLC; Dev Maharaj, IAQ Solutions; Kidjo Marchiano, SimpleAire B.V.; Jousif Abdul Hamid, SimpleAire B.V.; Willis Trotman, Twenty One Degrees Inc.; George Nicholson, ADEB Consultants Limited; Chad Bourne, TMR Sales & Services Ltd.; Phillip Lamey, Stages Group; Zachary Weller, Planning – Endeco; Luis A. de Jesús Morales, CIC Construction Group; Mario Maldonado, CM Mechanical Services; Carlos Lopez, CLR Projects Corp.; Hector Collazo, Babilonia Group; Rene Ruiz, Greenheck; Barry Olivo, Technical Distributors Inc.

## Sales Training Seminar August 19–22, 2019



**Class Winners (L to R):**  
Doug Stuck, Andrew Joliat, Robert Smith

- **1st Place:**  
Andrew Joliat  
Michigan Air Products
- **2nd Place:**  
Robert Smith  
Engineered Equipment, Inc.
- **3rd Place:**  
Doug Stuck  
Norman S. Wright



**Row One (sitting), Left to Right:** Melanie King, Engineered Equipment, Inc.; Ellen Tuech, Stan Weaver & Company; David Lester, Stan Weaver & Company; Andrés Verduzco, PIPSA; Camille Gonzales, Norman S. Wright Mechanical Equipment Co.; Vince Long, Hoffman & Hoffman, Inc.

**Row Two Left to Right:** Mohamed Rafeeq, Western Technological Equipments; Sandy Kyle, Greenheck; Matt Richmond, H&H Sales Associates, Inc.; John Bauer, Norman S. Wright Mechanical Equipment Co.; Saeed Hakim-Hashemi, TMS Johnson, Inc.; Andrew Joliat, Michigan Air Products; Brad Cockerill, Michigan Air Products; Chris Ward, Holden & Associates; Robin Cohen, Pittsburgh Air Systems, Inc.; Tori Wood, Greenheck; Michaela Beck, Greenheck.

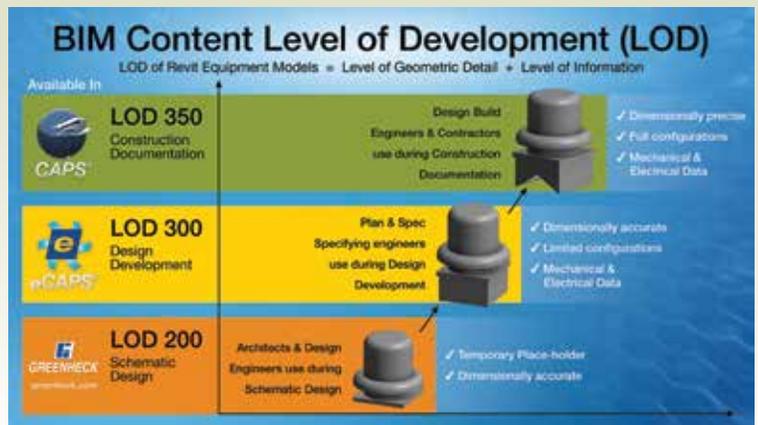
**Row Three Left to Right:** Brandon Wright, Engineered Equipment Inc.; Robert Smith, Engineered Equipment, Inc.; Doug Stuck, Norman S. Wright Mechanical Equipment Co.; Austin Gerber, H&H Sales Associates Inc.; Jorge Armenta, PIPSA; Mike Gersper, Air Control Products, Inc.; Clayton Schultz, Norman S. Wright Mechanical Equipment Co.; Chase Vadnais, Jorban-Riscoe Associates, Inc.; Zach Norton, Jorban-Riscoe Associates, Inc.; John Wright, Jorban-Riscoe Associates, Inc.; Stephen McElwee, Holden & Associates; Ronda Godin-Fletcher, Greenheck; Stephen Malugani, Greenheck.

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## Dedicated to Quality Manufacturing

The Level of Development (LOD) of Building Information Modeling (BIM) content is a measure of its refinement. This takes into account the geometric detail and the amount of data (electrical and performance). Using the LOD standard, we have tailored our content to meet the needs of architects, engineers and contractors during the construction lifecycle. The content is available in three locations with varying LODs.

- Greenheck.com: LOD 200 – for architects and engineers, used as temporary placeholders during the schematic design phase.
- eCAPS®: LOD 300 – for engineers during design development. Contains schedulable performance data.
- CAPS®: LOD 350 – for engineers and contractors during construction documentation. These come as-configured, contain detailed performance data, and are useful for coordination.



## Ad Preview Ads strategically placed in August, September and October 2019 print and digital editions of influential trade media.

August 2019	Ad	September 2019	Ad	October 2019	Ad
AMCA InMOTION	-Vari-Green Anniversary -DOAS	ASHRAE Journal	More HVLS Models	ASHRAE Journal	Fan/Damper Assembly
Consulting Specifying Engineer	ABD Damper	Engineered Systems	ABD Damper	Engineered System	Vari-Green Anniversary
Engineered Systems	Hospital System	HPAC Engineering	Fan/Damper Assembly	HPAC Engineering	DOAS
HPAC Engineering	Vari-Green Anniversary	ACHR News—9/23/19	Vari-Green Anniversary	ACHR News—10/17/19	VGD 100+ App video
SNIPS	Quick Delivery Online	Life Safety Digest	Smoke Control	ACHR News—10/21/19	Fan/Damper Assembly
Building Operating Management	Fan/Damper Assembly	High Performing Buildings	More HVLS Models	SNIPS	Three-sided Damper Installation
Multifamily Design+Construction	SP Bathroom Fan			Building Operating Management	Vari-Green Anniversary
				SMACNA Directory	New Contractor-All Products
				Refrinoticias al Aire	Spanish Product Application

