

# UPDATE

A MARKETING REPORT FOR GREENHECK SALES REPRESENTATIVES

# AS ONE

## 2018 National Sales Meeting

Greenheck 2018 National Sales Meeting



RECORD ATTENDANCE ADDS TO THE EXCITEMENT

 **GREENHECK**  
Building Value in Air.

Introducing  
eCAPS® 2.0  
The USF Family  
Continues to Grow

Taking Ventilation  
to New Heights  
New Lower Price  
Vari-Green® Motor Option



# 2018 Sales Meeting

Greenheck and partner reps plot the course ahead AsONE



**The 2018 Greenheck National Sales Meeting “checked all the boxes!” The largest sales meeting in company history set the record with 550 rep partners in attendance. We are extremely grateful you took time from your busy schedules to join us for lots of good actionable information to help you sell more Greenheck products and a little fun. Thank you!**

For those of you who were unable to attend, here are key highlights from the executive team.

Greenheck is healthy and growing! Both Greenheck Group CEO Jim McIntyre and Greenheck Board of Directors’ Chairman Dwight Davis shared that the company is doing well, with intake growth, performance, board of directors’ satisfaction, and continued reinvestment. In addition, it was an honor to have Greenheck’s co-founder Bob Greenheck and his son Bobby in attendance. All four gentlemen greatly appreciate and thank you, our valued rep partners, for what you do for us!

Tim Kilgore shared that although our “Get Ready” predictions of four years ago were bold, most of you

met the challenge by investing in additional staff and offices. You trusted our message and have been rewarded nicely! “AsOne” we must adapt to the market changes, and evolve our businesses to protect and capture more market share! Tim also explained that nonresidential construction spending continues to grow and our market outlook remains strong for the next couple of years. We are committed “AsOne” with you, our partners, to meeting the needs of today’s rapidly changing marketplace.

Dave Kallstrom emphasized that we have and continue to invest in increased capacity with the objective of providing long-term industry-leading lead times. The completion of the first two plants on our Tulsa campus is near with production scheduled to begin in January. Facility 2 in Schofield is undergoing a series of changes that will result in big improvements in capacity. The most recent was a 7,400-square-foot expansion to add a new state-of-the-art paint line. A brand new Facility 18 in Schofield is making progress with planned occupancy also in January. The 23,000-square-foot addition to Facility 11 in Mosinee is already producing dividends. The National Distribution

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Center in Schofield benefited from an addition of more than 34,000 square feet and new equipment, helping prepare product for shipment.

A major emphasis continues to be us listening to you. Your input on business decisions is invaluable! Direction and input from your Rep Advisory Board provided impetus to revamp and improve our Quick Delivery program. You shared through your Annual Rep Survey and the Rep Advisory Board the importance of being agile in growing and speed to market, particularly with the DOAS products. Now, with a decision to make DOAS its own business unit, the addition of capacity in Tulsa and new products fitting larger market segments, we expect significant improvements to allow you to dominate the DOAS market! Other items your input has driven include:

- The RVE mini trailer – on the road for almost 10 months; reports coming back indicate that this sales tool is paying dividends.
- Next generation of CAPS® – we are developing the road-map for the next generation of CAPS as a web-based platform.
- Electronically commutated (EC) motors and ECM applications – we now offer an expanded line of products.
- Easiest company to do business with – we continue to emphasize and stress the importance of this.

Three great speakers shared humor, insight and strategies helpful for all in attendance. Ross Shafer finds human nature and success fascinating. He believes staying relevant future-proofs your organization. But relevance is a moving target. So, we need to identify trends and market shifts “As One” to navigate our inevitably changing market landscapes. Reducing customer friction also leads to being an “easy to do business with” company.

*Continued on Page 4*

**W**hat a year! It seemed as if the calendar just turned to 2018. Yet, here we are preparing for 2019. It is said that time flies when you’re having fun, and this year certainly was fun and challenging.

Sales intake started climbing earlier than normal and has not let up as we remain on target for record sales. Several projects improving capacity to provide you with products you need are complete or nearing completion. For example, the first products from the Tulsa campus are scheduled to ship in January. Critical facility expansions in Schofield and Mosinee are already helping streamline operations. Your record attendance at the National Sales Meeting demonstrated the importance of our mutual partnership. But there’s more.

Market desire for a larger Greenheck digital footprint is advancing. Launching the new Greenheck.com in September was the first of several new digital products, with more initiatives to come.

None of this—the sales, expansion or digital marketing—is possible without you, our valued partners. Your desire to succeed, your passion and commitment to Greenheck are what drives us to exceed your expectations.

Now, as 2018 draws to a close, know we are committed to building on this year and making 2019 better still. On behalf of the entire Greenheck team, have a Merry Christmas and prosperous New Year!

*Tom Kelly     Dave Kalb*



Continued from Page 3



John Martin spoke on successfully selling HVAC systems to a new generation of customers, with a deep dive into generational dynamics. His presentation looked at trends impacting the HVAC/construction/contracting industries and applied the “generational lens” to help us understand where things are going and why.

Finally, returning speaker and economist, Brian Beaulieu provided insight into the current economy and what to look forward to in the coming months. He also shared how the research he does helps companies increase profitability by looking into business cycle analysis and economic forecasts.

The future looks bright and the entire Greenheck team is excited and ready to serve you, our valued reps, with the best products and service in the industry.

## Greenheck PowerPoint Presentations Available!

To assist in your sales efforts, PowerPoint presentations on product articles that appear in Rep Update are available for your use on RepNet.

Go to RepNet and click on ->Support Center->Communication-> Update Articles

The PowerPoints for each featured article are listed under Featured Product Presentations

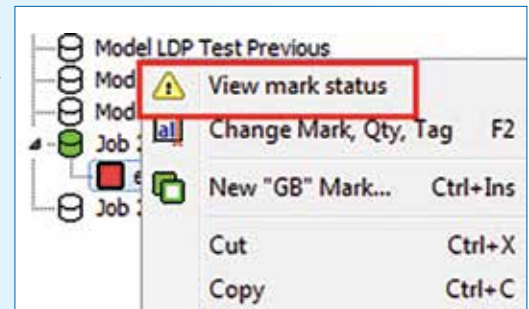
## CAPS® Time-Saving Tips: Survey Suggestions - Already Available!

We send our Rep Partners a customer satisfaction survey every September. When we get the results, we review the information to see how to make CAPS better and easier to use.

Several of you made similar comments that require a response we want to address here.

### “My mark isn’t green and it’s frustrating to have to ‘click around’ to figure out why.”

If you are not already familiar with the meaning of the different mark colors, go to the CAPS Live page in the Resources section. Review the “Mark Statuses (Colors) in CAPS” document. Next, navigate to the mark in the Jobs menu (left pane) and right-click to open the Mark menu and click “View mark status.” A dialog box will open with information on what needs changing, reviewing, or to be selected on that mark.



### “It would be nice to access IOMs and Catalogs in CAPS”

Catalogs and IOMs are currently available in CAPS. Go to the Model tab and look for the panel in the bottom left corner titled, “Documents.” Catalogs and IOMs for that model are listed (you may need to scroll down to see them all). Just double-click on the title to open the pdf. Additionally, once you have a saved job file you can select the print menu (printer icon) and select IOMs to print all the IOMs on that job.

### “CAPS updates take forever! I wish we could schedule them for a different time.”

You can! With the MSI installation, you control when to schedule the update. To install or learn more, go to RepNet > Software > CAPS.

We truly appreciate the feedback you share on the yearly survey. But don’t wait for the survey to contact us with a question or feedback. Send it anytime to [caps@greenheck.com](mailto:caps@greenheck.com).

## eCAPS® and LOD Revit® Content

eCAPS® Revit® now has improved detail, making it more usable for engineers. The Revit detail is in agreement with the industry standard defining the detail, called Level of Detail (LOD). Greenheck now offers three LOD levels: LOD-200, 300, and 350.

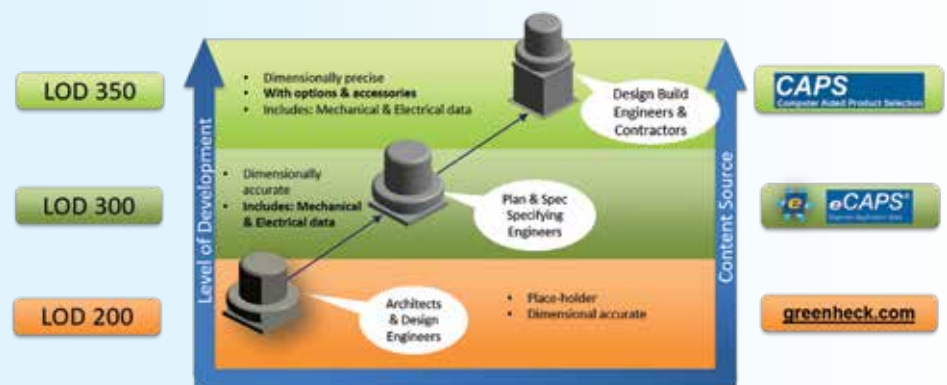
- LOD-200 is available from eCAPS and our website (greenheck.com). It's an accurate 3D representation or placeholder for the architect and/or design engineers.
- LOD-300 is available from eCAPS. It's the same 3D model from LOD-200, but it includes the performance and electrical info for scheduling directly from Revit. This is intended for the plan and spec engineers.

- LOD-350 is available from CAPS. It adds onto the LOD-300 model by including options/accessories that affect drawings. It's intended for the design-build contractors.

We also added the ability to download Revit content for all

eCAPS selections at once from the eCAPS Schedule screen. This allows your engineers to quickly get all of the Revit content at once.

Promote our new time-saving Revit content from eCAPS to your engineers!



## Introducing eCAPS® 2.0

Engineers are really taking to eCAPS. With the new look and feel, they will find it even more valuable. Recent highlights include:

- The new interface is faster, sleeker, and has more animation to keep users involved.
- Cut Sheets are available from the Product Info screen – you no longer need to add a product to a Schedule first.
- Expanded the maximum number of selections per job from 12 to 24.
- Dynamic Revit® content (Level of Detail) LOD-200 and LOD-300 are available for roof-mounted products. LOD-300 includes performance and electrical info/parameters for scheduling.
- A new interactive layout for fume exhaust products helps to visualize selections/options of their configuration.
- Added ability to download the Revit content all at once from the Schedule screen.
- Added axial propeller sizes 42 and 48 for model AER



- Added 2-D AutoCAD® drawings to dedicated outdoor air systems (DOAS).
- DOAS products added a side return option.
- Replaced utility blower models SFD/SFB and SWD/SWB with models USF and USFD 100 series with FC (forward curved) and BI (backward inclined) wheels.

Take this opportunity to promote eCAPS to your engineers and show them the time-saving tools it offers.

## The USF Family Continues to Grow!

The USF family is growing and offers exciting possibilities with both belt and direct drive options with forward-curved and backward-inclined wheels.

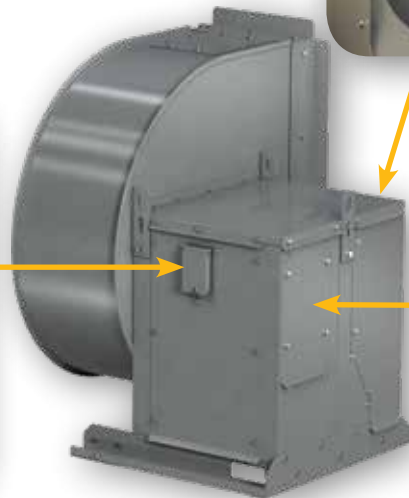
The USFD-100 direct drive utility fan is a game changer! It offers Vari-Green® electronically commutated EC motors for single-phase applications and NEMA premium efficient motors with integral micro-VFD for larger horsepower applications. Both provide high efficiency and controllability in a simple-to-install, low-maintenance package.

The USF-100 belt drive utility fan is a low-cost solution for price competitive bids. It is compact and easy to maintain with extended lube lines and belt tensioning from outside the weather hood.

*Please note - model CSW will become the USF-500 series. This puts all blowers and utility sets under one model, simplifying product selection and specification. CAPS® and eCAPS® can assist you in selecting the right series of construction for any application.*



*Speed Control*



*USFD-100 direct drive with micro drive*

*Premium Efficiency Motor*



*Micro Variable Frequency Drive*

## Auto Balancing Dampers – ABD Series

Greenheck's new automatic balancing damper (models ABD, ABD-GM, & ABD-T) is a pressure independent damper that maintains a constant flow by automatically adjusting to changes in system pressure. The damper blade is designed to automatically adjust to changing pressures in the duct work. The ABD damper series is designed for use in both supply and exhaust applications.

These dampers are UL 2043 classified for flame spread and smoke development along with being constructed of antimicrobial plastic to inhibit microbial growth. The ABD has over 20 cfm set points for easy field adjustment without the use of any additional tools. An ABD can be installed directly into round duct work without the need for fasteners or the use of any adhesive.

**Reduce the time for balancing an HVAC system!**

**Three models are available:**



**ABD:**  
damper only



**ABD-GM:**  
damper with a flanged grille mount box (grille shipped for field mounting)



**ABD-T:**  
damper with a square transition

## Tell Your Contractors About Three-Sided Angle Installation!

Greenheck's UL approved three-sided retaining angle installation method for fire and combination fire smoke dampers is perfect for installations where the damper sleeve is tight up against a wall, floor, or other obstruction and there's no room for a retaining angle on one side.

### What makes this installation different than the competitors?

Greenheck's installation does not require the use of any firestop material. The three-sided angle installation methods used by competitors require firestop material to be applied to a specified minimum thickness on the side of the damper without the retaining angle. Complying with that requirement without scraping off the firestop material during installation can be very difficult. And it is even more difficult for a building inspector to confirm that the required amount of firestop material has been applied. With Greenheck's three-sided angle installation method, you simply run fasteners from inside the damper into the wall opening on the side without the retaining angle. This makes for a faster, cleaner, and more cost-effective installation.



### New Industrial Backdraft Damper: HBR-150

Greenheck now offers the HBR-150 – a round industrial backdraft damper. The HBR-150 is rated for velocities up to 4000 fpm and pressures up to 6 in. wg.

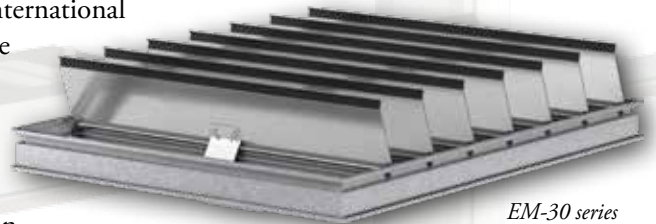


HBR-150

### More AMCA Certified Backdraft Dampers from Greenheck!

Energy codes now mandate minimum required leakage performance levels for nonmotorized dampers. The 2015 and later editions of the International Energy Conservation Code (IECC) require gravity (non-motorized) dampers with both a width and height greater than 24 inches to leak no more than 20 cfm/ft<sup>2</sup>. Gravity dampers with a width or height 24 inches or less are required to leak no more than 40 cfm/ft<sup>2</sup>. The rate of air leakage shall be determined at 1.0 in. wg when tested in accordance with AMCA 500D for such purpose. The dampers shall be labeled by an approved agency. The 2013 and later editions of ASHRAE Standard 90.1 require the same leakage performance levels.

The number of Greenheck backdraft dampers that are AMCA licensed to comply with these requirements continues to grow. The latest are the EM-30 and ES-10 series backdraft dampers. These complement the BD and ES-30 series gravity dampers, which are already AMCA licensed for air leakage and air performance. You now have a broader selection of AMCA licensed gravity dampers to comply with current energy code requirements.



EM-30 series



ES-10 series







*A record 550 reps joined AsONE with Greenheck staff at the 2018 National Sales Meeting, October 5-7. Highlights included reports from the executive team talking about the rep-driven sales success and overall health of the company. Keynote speakers offered timely messages on economic trends, a culture of service and the future, while the business units shared the latest on new products. Finally, there was still time for fun and recognizing achievements. Success breeds more success. Plan to attend the next Greenheck National Sales Meeting.*



## Introducing Model DS, Greenheck's Industry-Leading HVLS Fan



We are excited to announce the launch of Greenheck's new direct drive high volume, low speed (HVLS) ceiling fan, model DS. Designed from the ground up (or should we say ceiling down) by Greenheck's experienced engineers, the DS fan offers industry-leading performance at a fraction of the operating cost of traditional gearbox-driven HVLS fans. In fact, one DS fan can move 10-15% more air than the leading competitor's product with up to 20% less energy consumption! As a result, a typical building requires fewer DS fans to achieve the same

level of comfort as the competition, giving you a competitive advantage during specification and on bid day. But don't just take our word for it — model DS is the industry's only AMCA licensed HVLS fan. Greenheck has the data to prove it! Check out the published performance data and exclusive performance-based selection process in CAPS® 4.28 and eCAPS®. Also, try our eCAPS fan designer for on-demand color customization of the DS!

With AMCA certified performance up to 243,000 cfm and more standard features than any other competitor,

model DS is the ideal selection for air circulation and destratification in any building. Talk with your architects and engineers about specifying model DS today!

Available Sizes (diameter in feet):  
8, 10, 12, 14, 16, 18, 20, 24

Performance: Up to 243,000 cfm

Standard Features:

- High-efficiency, direct drive motor
- Factory-mounted and wired VFD
- Plug-and-play design with factory-wired power and communication cables
- 10+ safety systems including fan impact detection and intelligent motor & VFD protection
- Two selectable standard color schemes
- 10-year warranty



## Change is in the AER™!

Get ready for change! Model AER is now available with a full range of sizes between 20 and 60 inches, performance up to 78,600 cfm and up to 2.45 in. static pressure. Check out the new sizes and features in CAPS® and eCAPS® today!

### New in CAPS 4.28:

- Sizes 54 & 60
- 15 & 20 hp motors
- FastPass on sizes 20-36
- VGD & VGD-100+ up to 10 hp
- Low sound options on sizes 20-48



AER

## New Louver Model EVH-302

A new hurricane-rated louver is coming with the December release of CAPS® 4.28. Model EVH-302 is a three-inch deep vertical blade wind-driven rain louver boasting AMCA 550 High Velocity Wind Driven Rain and AMCA 540 2 x 4 impact listings. This new product will eventually replace the EVH-301 but at a lower price point.



*Model EVH-302*

A Miami-Dade County and Florida Approved version will follow soon.

Remember...the Hurricane Prone Region (HPR) spans from Southwest Texas all the way to Maine. Hawaii is also part of the HPR. All intake and exhaust louvers must comply with AMCA 550 High Velocity Wind Driven Rain if your state has adopted IBC 2012 or beyond. Should you have any questions regarding louver requirements in the HPR or these newly developed products, please contact the louver department by e-mailing [louvers@greenheck.com](mailto:louvers@greenheck.com) or calling 1-800-373-4866.

**{Character is the ability to  
carry out a good resolution  
long after the excitement of the  
moment has passed. }**

*- Cavett Robert -*

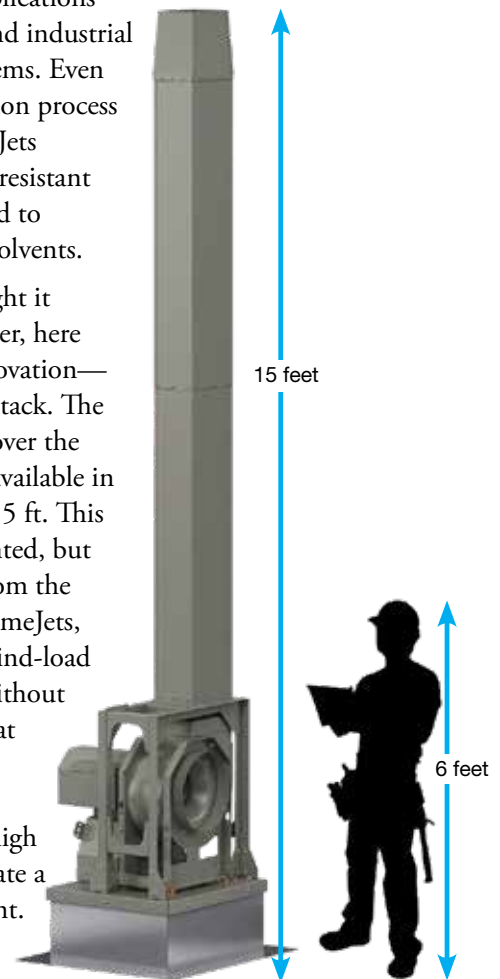
## Taking Ventilation to New Heights



The FumeJet® family continues to be a hit in the marketplace because of all it offers. Engineers like the system features of nozzles, inlet boxes and dampers included in CAPS®. Contractors like the price point and features that save them time such as the curb cap/inlet box. Programmed VFDs? Sure, we can provide that, too! Typical FumeJet applications include small labs and industrial process exhaust systems. Even the cannabis extraction process benefits when FumeJets with optional spark-resistant construction are used to exhaust flammable solvents.

But when you thought it couldn't get any better, here comes the latest innovation—the FumeJet Mega-Stack. The Mega-Stack towers over the competition and is available in heights from 10 to 15 ft. This system is curb mounted, but the fan is isolated from the building. Like all FumeJets, the Mega-Stack is wind-load rated to 115 mph without guy-wires. It is a great solution for lower volume fume applications where high velocities do not create a safe roof environment.

Look for the FumeJet Mega-Stack in CAPS 4.28.



**Check  
It Out!**

New graphic images used with Fume Exhaust fan selections in eCAPS provide visual reference for airflows, system components and layout, simplifying the complex and making it easy.

# Mixed Flow Plenum Fans for Make-up Air

**Now with more competitive pricing:**

**Models DGX and MSX**

- 800 - 16,000 cfm
- Up to 3 in. wg

**Get Ready for a Make-up Air Revolution**

Greenheck's mixed flow plenum supply fans for make-up air offer industry-leading operating power requirements, discharge position flexibility, and reduced outlet sound all in a direct drive arrangement. These fans are optimized for typical make-up air applications such as warehouses, manufacturing facilities and other general ventilation applications with total static pressures below 2 in. wg. Now with more competitive pricing, up to a 15% reduction in the CAPS® 4.28 release, Greenheck's mixed flow plenum fans are positioned to take over the make-up air market.

**Get Specified!!**

Specify models DGX and MSX with mixed flow plenum fans. Both models are more efficient and use less horsepower to move the same amount of air when compared to competitor fans. Better still, research indicates these models:

- Use smaller motors
- Have lighter and smaller cabinets

This means your competition cannot compete without serious modifications to the spec. Get these models specified, gain the competitive advantage and lock down jobs.

**Quick Paybacks**

New, more competitive pricing for the mixed flow plenum supply fans results in paybacks of less than two years\* when compared to typical forward-curved fans.

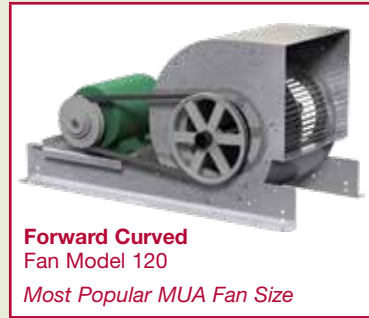
**Direct Drive Benefits**

In addition to lower operating power, lifetime equipment maintenance cost is further reduced by eliminating belt and bearing maintenance with the direct drive arrangement. In addition, air balancing is simplified by the factory provided variable frequency drive (VFD).

**Stay Tuned for More!**

We are not done yet! The direct drive mixed flow plenum fans are coming to the IGX soon! Keep following the CAPS updates to stay on top of the latest developments.

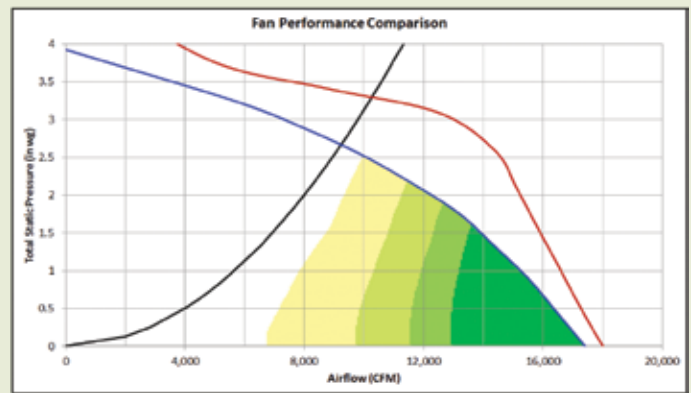
*\*Based on 24-hour operation, five days per week.*



**Forward Curved**  
Fan Model 120  
Most Popular MUA Fan Size



**Mixed Flow**  
Fan Model P127



Mixed Flow Operating Power Savings	Payback*
0.0 - 0.5 BHP	>7.5 Years
0.5 - 1.5 BHP	7.5 - 2.5 Years
1.5 - 2.5 BHP	2.5 - 1.5 Years
2.5 - 3.5 BHP	1.5 - 1.1 Years
>3.5 BHP	<1.1 Years

## Greenheck DOAS

### FASTER Product Development

You've been asking DOAS (dedicated outdoor air systems) to go faster and we've heard you! With a focus on dominating DOAS, we are introducing new sizes and technologies faster with the same quality and comprehensive testing you expect. We will introduce several new products and features this month.

- DOAS models RV and RVE are getting bigger! The new RV-110 and RVE-180 will offer up to 18,000 cfm and 70 tons of packaged cooling capacity.
- Variable speed compressors will be available on the RV-25 and RVE-40 from 5-15 tons, bringing this

## Composite Wheels – Advanced Materials Gain Traction

Models G, CUE, CW, SQ, LD and LDP sizes 60-95 will be offered with a composite wheel in CAPS® 4.28. This new wheel material represents years of research and development focused around applying advanced materials to our products and have been engineered to withstand the demands of the application. In fact, these not only meet the demands of the application, composite wheels are outperforming traditional stamped/riveted aluminum counterparts in the following areas:



*Aluminum Wheel*

- 17% increase in strength
- 25% increase in over-speed RPM
- 23% reduction in runout
- Improved lead time and shipments



*Composite Wheel*

This new wheel material increases product quality and helps ensure lead time stability. To ease the transition, the current aluminum wheel will be available as an option until the CAPS 4.29 release in April 2019. Then, the composite wheel becomes the only available selection in future CAPS releases.

## New Lower Price Vari-Green® Motor Option

For applications where the price of a Vari-Green motor selection is a concern, a new lower price motor option is available in CAPS® 4.28. Models G, CUE, CW, SQ, LD and LDP sizes 60 and 70 will default to the new 1/15 hp motor, which represents a 4% reduction in price versus the current 1/10 hp motor.

It is important to note that the 1/15 hp motor is available as Dial on motor/Dial on fan control ONLY, and is not capable of receiving a 0-10V signal. CAPS will not allow the 1/15 hp motor to be selected with any control option sending a 0-10V signal. The 1/10 hp motor will still be available on these sizes for all control scenarios.

*G-70 with 1/15 hp  
VG Motor*



more efficient technology and specifiable feature to the DOAS units.

- RV and RVE unit controls will also have an upgraded controls platform. The new platform will provide an expanded points list, new BMS control options, ability to add more auxiliary points, and improved logging capabilities including a Web UI providing the ability to interface with units remotely without a BMS system.

The new plant on the Tulsa, Oklahoma campus is scheduled to start production next month. This adds manufacturing capacity and maintains competitive lead times, helping your sales efforts.

*RV-110*



*BMS control*



*Variable speed compressors*

## Staff News



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

### Accurex

Mary Hintze  
Product Specialist

Joshua Garlitz  
Account Manager, Sales

Brandon Coughlin  
Associate Account Manager

Lori Morris  
Product Coordinator

### Axial and Inline

Nicole Cornele  
Product Specialist

Tyler Erdman  
Product Specialist Sr.

### Ceiling

Craig Kuski  
Application Engineer Specialist

### CVI

Troy Goldschmidt  
Product Manager

### Dampers

Stacy Steinbach  
Marketing Coordinator

### Parts, Sales and Service

Christi Imhoff  
Product Specialist

### TAP

Nicholas Crochiere  
Application Engineer II

# Congratulations!



## Training Information

- January 14-16 • Fan & Damper Fundamentals Seminar
- January 23 - 24 • Tempered Air Products Service Training
- January 28 - 31 • Sales Rep Training Seminar
- February 25 - March 1 • Advanced Training Seminar
- March 18 - 21 • Sales Rep Training Seminar
- March 25 - 26 • 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](mailto:jenna.munz@greenheck.com)  
or any member of your area sales team.

## Advanced Training • October 15–19, 2018



**Row One (sitting), Left to Right:** Stephen Zakowski, Vyron Corporation.; Lily Williams, Michigan Air Products; Logan Smith, Vyron Corporation.; Antonio Bravo, Cors-Air.

**Row Two Left to Right:** Rich Gornick, Brucker Company; Ryan Shea, ADE Systems, Inc.; Dan Carafeno, Buckley Associates, Inc.; Dan Brendlinger, DelRen HVAC, Inc.; Nicholas Guolla, E.H. Price, Limited; Derek Herbert, TMS Johnson, Inc.; Kris Berggren, Norman S. Wright Mechanical Equipment Co.; Nick Bouray, Precision Coils; Tony Atkins, R.L. Craig Co., Inc.; Matt Little, Vyron Corporation.; Sid Chatterjee, DelRen HVAC, Inc.

**Not Pictured:** Chris Schoonmaker, EAP, Inc.

## Latin American Training October 24–26, 2018

**{Encouragement to others is something everyone can give.}**

~ Joel Osteen ~



**Front, kneeling:** Dirson Baez, Greenheck.

**Sitting, Left to Right:** Salvador Guerra, Guerra Engineering LTD; Edwin Rodas, Ciraire; Gerardo Valiente, Gama Trading; Joaquin Garcia Sr.

**Standing Left to Right:** Gustavo Romero, Strong Honduras; Sebastian Rodriguez; Orlando Fonseca, Strong Costa Rica; Eby Fonseca, SEM Honduras; Mario Espinosa, SEMTEL; Mario Mendez, Alimentos Ideal; Pablo Ponce, VENTUS; Jose Calderon, Strong Guatemala; Jose Omar Lopez, CCSS; Enmanuel Erazo, OBC/AIRE; Luis Leiva, Termoaire; Javier Rodriguez, UNI AIRE, Guatemala; Rene Salas, Mazda Mexico; Mario Mata, Multifrio; Joaquin Garcia Jr.; Francisco Martinez, Edificaciones 3 Rios; Rene Ruiz, Greenbeck; Jose Murillo, Ingenieria Termica.

**Not pictured:** Eleonora Basagoitia, Gama Trading



## Sales Training Seminar November 12–15, 2018

### Top Scores, Sales Training Seminar



**Left to Right:** Curtis Warren, Steve Murray, Kate McFarland, Berry Dillard, Connor Doyle

- **1st Place (Tie):**  
**Connor Doyle**  
Stinebaugh & Company
- **1st Place (Tie):**  
**Curtis Warren**  
E.H. Price, Limited
- **2nd Place:**  
**Berry Dillard**  
Mechanical Representatives, Inc.
- **3rd Place (Tie):**  
**Steve Murray**  
Buckley Associates, Inc.
- **3rd Place (Tie):**  
**Kate McFarland**  
Pittsburgh Air Systems, Inc.



**Row One (sitting), Left to Right:** Abbi Clark, Vyron Corporation; Kate McFarland, Pittsburgh Air Systems, Inc.; April Feetham, Buckley Associates, Inc.; Marlenne Montaña, Proveedora de Climas.

**Row Two Standing Left to Right:** Manuel Torres, Proveedora de Climas; Steve Murray, Buckley Associates, Inc.; Larry Bagley, Products, Inc.; Ben Bingham, Hoffman & Hoffman, Inc.; Berry Dillard, Mechanical Representatives, Inc.; Jeremy Kohr, Ward-Boland Associates, Inc.; Connor Doyle, Stinebaugh & Company; John Joseph, Bartos Industries; Francisco Valenzuela, Proveedora de Climas; Patricia Guzman, Proveedora de Climas.

**Row Three Standing Left to Right:** Matt Strigle, Ward-Boland Associates, Inc.; Spencer Empey, Norman S. Wright Mechanical Equipment Co.; Mike Sukkau, E.H. Price, Limited; John Plaskey, Michigan Air Products; Curtis Warren, E.H. Price, Limited; Connor Loose, Bartos Industries; Andre Elnakble, Buckley Associates, Inc.; Carlos Estrada, Proveedora de Climas; Kurt Ferdinandusz, E.H. Price, Limited.

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## Model SP and CSP Vari-Green® Expansion



The number of ceiling fan models available with the Vari-Green motor continues to expand. Models SP, CSP A700 and 1050 will now have Vari-Green motors available beginning with the CAPS® 4.28 release. This provides a significant increase in the Vari-Green performance range for the product line. These fan models with the Vari-Green motor offer full controllability and comply with ASHRAE 90.1

Model CSP is already the industry's quietest inline fan. The addition

of the Vari-Green motor now provides excellent energy efficiency (up to a third more efficient than standard models) and is compatible with the standard Vari-Green controls package. Watch for more information as additional ceiling and inline fans will receive the Vari-Green offering in the coming months. Questions? You can contact us directly at [ceilingfans@greenheck.com](mailto:ceilingfans@greenheck.com).



## Ad Preview Ads strategically placed in November, December 2018 and January 2019 print and digital editions of influential trade media.

November 2018	Ad
AMCA InMotion	<ul style="list-style-type: none"> <li>•USFD-100</li> <li>•eCAPs with DOAS</li> </ul>
Consulting Specifying Engineer	<ul style="list-style-type: none"> <li>•Hospital system</li> <li>•Aspirus Project Profile</li> </ul>
Engineered Systems	Data Center
HPAC Engineering	Hospital system
ACHR News—11/15/18	IDHE Duct Heater Video e-blast
Contracting Business	USFD-100 Contractor
Building Design+Construction	SP Frog - Building Owners
ACR Latinoamerica	New Spanish Image

December 2018	Ad
ASHRAE Journal	<ul style="list-style-type: none"> <li>•USFD-100</li> <li>•New Product Advertorial</li> </ul>
HPAC Engineering	DS HVLS Fan
ACHR News—12/17/18	SP Bathroom Fan
Contracting Business	DS HVLS Fan
SNIPS	Quick Delivery
HVAC/P	USFD-100
Building Operating Management	Quick Delivery
High Performing Buildings	DS HVLS Fan
Life Safety Digest	Non-Concrete Damper

January 2019	Ad
ASHRAE Journal	DS HVLS Fan
Consulting Specifying Engineer	<ul style="list-style-type: none"> <li>•USFD-100</li> <li>•Executive Voice Advertorial</li> </ul>
Engineered Systems	GreenJet
HPAC Engineering	VGD-100+
ACHR News Directory Issue 1/1/19	More than fans—contractor
ACHR News—1/14/19	Quick Delivery
SNIPS	USFD-100 Contractor
Building Operating Management	SP Frog—Building Owners
Refrinoticias Al Aire	New Spanish Products

