



America

Newsletter | 11/2015

**THE VENTUS
ROADSHOW
IS READY TO ROLL!**





Maciej Grzegowski
Chief Executive Officer
VTS America Inc.

DEAR BUSINESS PARTNERS

Once again another month is upon us, and I am once again excited about the new possibilities and opportunities that we have in store for you.

As VTS continues to innovate and revolutionize the HVAC industry, we work hard to ensure that communication of any changes is easily available and accessible to all of our partners.

With this promise in mind, we here at VTS will be making one rather large change that will make sharing this information more available to our partners than ever before.

But don't let me ruin the surprise keep reading to find out more.

Once again, thank you for your support and the trust that you put into VTS.

Maciej Grzegowski

WELCOME TO THE **NOVEMBER`15** **EDITION** OF THE **VTS** NEWSLETTER

Once again as always, **VTS** has worked diligently to keep our ears to the ground, and fingers on the pulse of our customer's needs.

Through careful listening, and perceptive questions, we here at **VTS** have noticed that the most common statement offered when we introduce our new **VENTUS** line is the phrase, "**Seeing is believing**".



Jeron Burrowes
VTS Application Engineer
Chief Editor

Well, as of today, we are proud to announce that not only will you be able to see our new **VENTUS** line out in the field but we will also be taking this the very same **VENTUS** line to your doorstep with the **VTS Roadshow**. Please find more information on our newest endeavor below!

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▶ AVS MANUFACTURING UPDATE

As an update from the VTS operations department, all AVS units with model numbers that overlap with blower coil units, AVS-85 and lower, will be manufactured as fully assembled from the factory with the aforementioned units being the exception, all AVS units will be built and shipped exactly as they are indicated by the CCOL selection software.

Any requested deviations from the indicated number of sections / sections sizes specified in the selection software MUST be verified and approved by the VTS Operations department before any orders can be placed.



▶ FACTORY VISITS

We here at VTS would like to thank Northrich and Tom Barrow for your recent visit to our US headquarters. It was wonderful seeing all of you here at the factory and I know that the time that we spent together was beneficial for us all.

I know all of us here at the Headquarters look forward to the opportunity to show many more of our representatives what VTS can provide for them!

Please don't hesitate to stop by!

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▶ EMPLOYEE OF THE MONTH



The heart of VTS is consistent excellence. Whether it be in the design and construction of our products, or in the services that are provided by our internal team members, the drive for peerless refinement is something that is inherent in all of our employees. But even with everyone striving for the same goal, there are often specific individuals whose actions rise above and beyond the call of duty, and prove themselves to be unsurpassed examples of dedicated leadership. Today we would like to celebrate these individuals and congratulate them on their accomplishments over the past month. Please see the All-Stars of VTS North America, in the Employee of the Month list below.

Out of all these names, there is one individual who is hand-picked by the CEO of VTS North America for working the hardest, having the best attitude, and doing the most good for the company as a whole. This individual has proven that they truly understand what it means to be a leader and innovator in their field. Please join me in congratulating Jessie Jones for his excellent work this past month.

Keep up the good work Jessie!



Employee names and departments:

Adam Langley - Quality Control

Stephanie Sumlin - Logistics Center

Dallas Kaiser - Operations Specialist

Jessie Jones - Production Hub

Jeron Burrowes - Application Engineering

Oscar Cardoza - Production Hub



▶ THE VENTUS ROADSHOW IS READY TO ROLL!

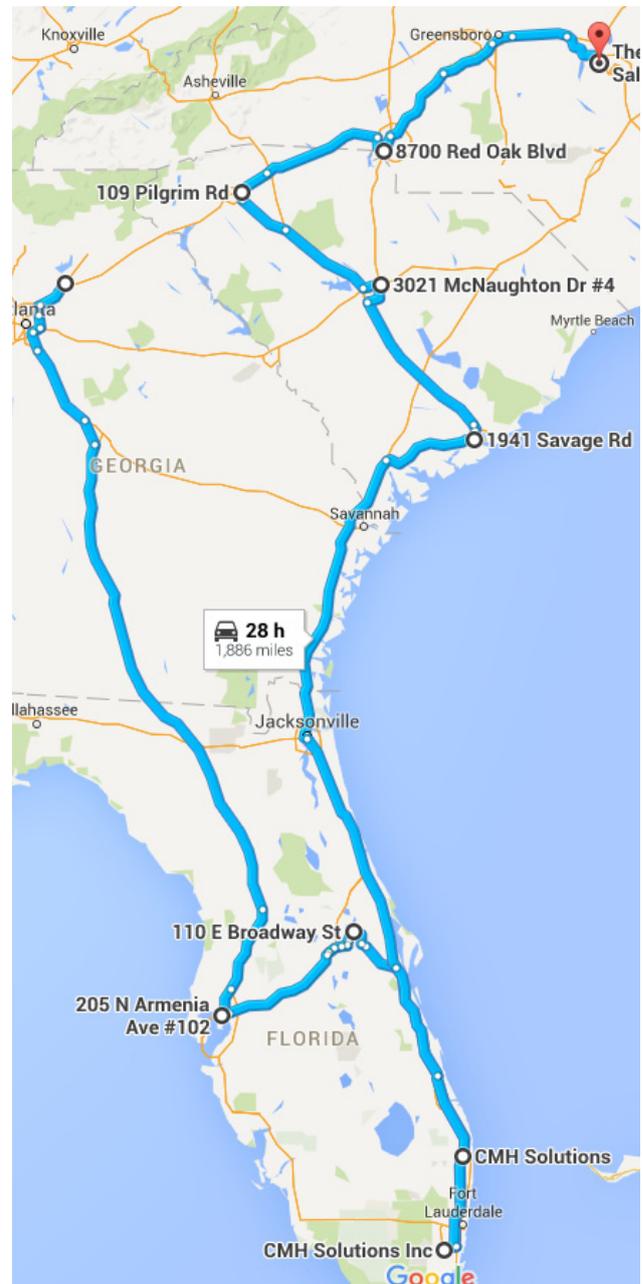
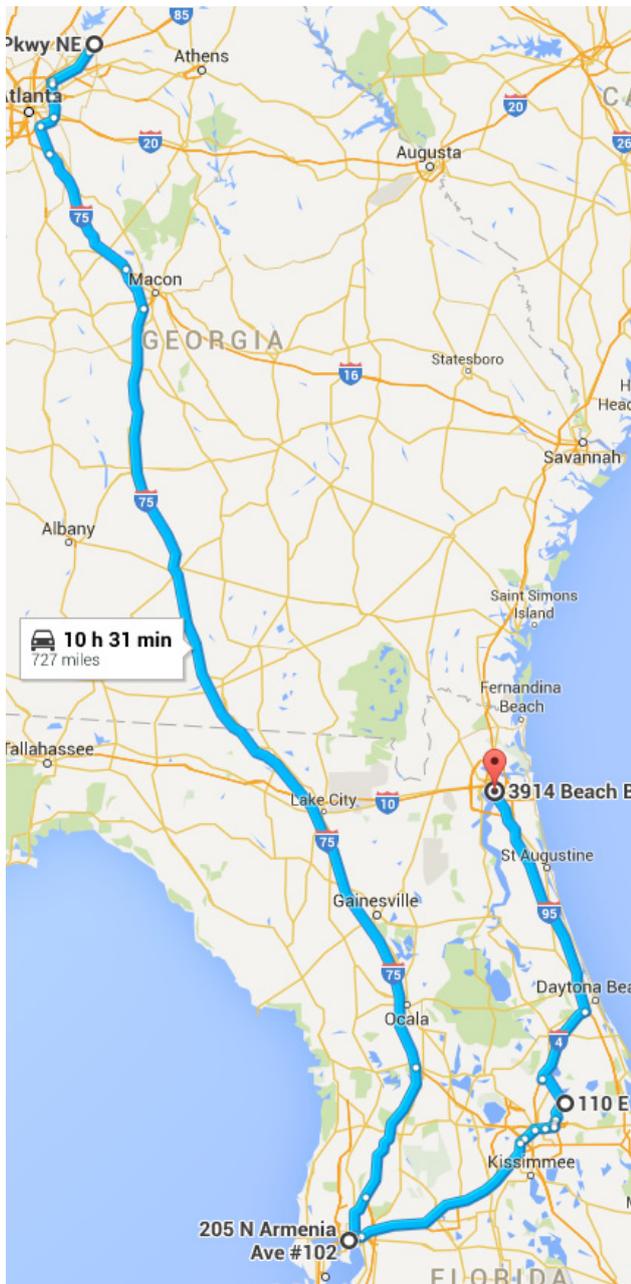


Starting on November 3rd 2015, we here at VTS will be taking our show on the road. Spear-headed by Jose Matthews, the VENTUS roadshow will be taking an AVS-100 to key areas and will be holding Lunch and Learns, presentations, and unit demonstrations, for VTS representatives, local engineers, installing contractors. If you would like our Roadshow team members to make a presentation at your facility, please contact you Regional Sales Manager and we will do what we can to include your request to our schedule.

We look forward to seeing you all very soon!



▶ AVS ROAD SHOW: COMMENTS FROM REPS AND CUSTOMERS



The AVS Road Show was kicked off on November 2nd, 2015 with our reps in Tampa, FL. Over the next couple of weeks we were able to show off our unit to many of our Reps' customers in Tampa, Orlando, and Miami. Many compliments were made regarding the unit; I will highlight of the most complimented features of the AVS line. The design engineers spoke highly of our construction; the frameless external design, complete thermal break construction, and standard VFD's and plug-fans. The contractors were also happy with

the VFD and plug fan as standard, due to the decrease in maintenance. Other elements that the contractors complimented were the double-tongue and groove and how this would make assembly of sections simpler. They also enjoyed the Alu-Zinc coating, standard main disconnect, quick lead time, and the miniscule deflection of our unit at L/300. Overall compliments included the simple, yet elegant design of our units and the competitive pricing of our AHU's.



Date	Company	Location	Distance / Time to next destination	Address
2015-11-01		Buford, GA	7 hours (489 miles)	1650 Horizon Pkwy Buford, GA 30501
2015-11-02	Slade Ross	Tampa, FL		205 N Armenia Ave #102 Tampa, FL 33609
2015-11-03	Slade Ross	Tampa, FL	1 Hour 45 Min (104 miles)	
2015-11-04	Nelson Company	Orlando, FL		110 E Broadway St # A, Oviedo, FL 32765
2015-11-05	Nelson Company	Orlando, FL		
2015-11-06	Nelson Company	Jacksonville, FL	2 Hours (133 miles)	3914 Beach Blvd Jacksonville, FL 32207
2015-11-09	-	-		
2015-11-10	CMH Solutions	West Palm Beach	4 Hours (277 miles)	CMH Solutions, 6917 Vista Parkway North #2, West Palm Beach, FL 33411
2015-11-11	CMH Solutions	West Palm Beach		Flight back to GA
2015-11-12	-	-		CMH Solutions Inc, 14100 Palmetto Frontage Road, Hialeah, FL 33016
2015-11-13	-	-		
2015-11-16	TRS	Charleston, SC	5h	1941 Savage Road, Charleston, SC 29407
2015-11-17	TRS	Columbia, SC	2 Hours (121 miles)	3021 McNaughton Drive # 4, Columbia, SC 29223
2015-11-18	TRS	Greenville, SC (will also travel to clemson and spartanburg)	1 Hour 30 min (102 miles)	109-B Pilgrim Road Greenville, SC 29607
2015-11-19	TRS	Charlotte, NC - Huntersville	1 Hour 30 min (100 miles)	8700 Red Oak Blvd # L, Charlotte, NC 28217
2015-11-20	TRS	Kernersville, NC	2 Hour 30 min (161 miles)	721 Park Centre Dr # A, Kernersville, NC 27284
2015-11-21		Buford, GA	5 hours	
2015-11-26	Thanksgiving			
2015-11-27	Thanksgiving			
2015-12-08	Texas Air Products	Austin, Texas		
2015-12-09	Texas Air Products	Austin, Texas		
2015-12-10	Texas Air Products	Corpus Christi, Texas		
2015-12-11	Texas Air Products	Rio Grande Valley, Texas		
2015-12-14	Texas Air Products	San Antonio, Texas		
2015-12-15	Texas Air Products	San Antonio, Texas		





Danny Hall
VTS Business
Development Manager

What factors do you believe have contributed to the near exponential growth of VTS North America over the past two years?

The answer to that question is rather simple but actually comes in two parts. First of all, there are many Air Handling Unit manufacturers that can provide a single solution to the US Market, however, there are very few indeed who can provide two solutions to the Market, and only one that I can think of that can provide three solutions, not only to the US market but to any Market, anywhere. It goes without saying that the company that I'm talking about is VTS.

What makes VTS attractive to customers in the US marketplace?

Like I said before, the factors that attracts people to VTS is three-fold. First of all, VTS provides a "best in the industry" standard of delivery. This is a standard that something that has been unheard of in the field of HVAC, and even after all the years that VTS has been around, not one competitor has

been able to come close to matching this standard. The second factor that causes VTS to stand out is the pride that we take in the construction of our product. No other company holds a candle to our scrutinizing attention to detail, and it can be seen, not only by the internal layout of our units, but also by the appearance of the exterior as well. The third factor that makes VTS attractive in the US market is the flexibility of the Semi-custom AVS line. With this new line, customers can order what they want, and receive a unit customized for their individual needs. What's not to like?

What regions / sectors / portions of the US do you see VTS set to expand into during 2016 and beyond?

The question really shouldn't be what regions will benefit from the VTS product, the question should be what regions can't benefit from the product? The way that we here at VTS design our product we make sure that a single air handler could be installed in the northern reaches of Siberia, and operate just as if it were being used in the deserts of the Middle East. With a track record like that, there isn't a region in the US that will make a VENTUS AHU so much as break a sweat.

Danny Hall is the existing Business Development Manager of VTS America. In the past, Danny has played a major role in the design, product development, and market introduction of numerous HVAC products, as well as co-authoring and patenting various HVAC Products. In the early 80's he served as a consulting- sales engineer for a large manufactures representative in the Carolinas, and in the late 1980's as well as the early 1990's, he assisted and lead design teams specializing in environmental control, power specialties, UPS system and other aspects of computer rooms, along with all type of HVAC and humidity control systems. For the past 5 years, Danny has worked as a manufacturer's representative in the Carolinas with the current VTS representative, Thermal Resource Sales, specializing in the design and specification of major AHU projects in his specific region. Along with this already impressive list of accomplishments, he also has been guest professor at multiple Universities lecturing on Psychrometrics and Thermal Dynamics.





As our standard practice, VTS takes the needs and opinions of our representatives very seriously. In accordance with this VTS convened the first official representatives council meeting in Miami, FL.

This council meeting was held as round table session where both representative and manufacturer could come together and discuss how we could both work together to best meet the needs of the market.

With the help that you provided we eagerly anticipate the enhanced progress that will come about through our joint efforts and collaboration.

To ensure that all future needs are heard, and addressed, the rep council will continue to meet on an annual basis, with quarterly conference calls to supplement and look after more immediate needs.

Once again I would like to thank the attendees, and we look forward to seeing you all next year!

We are very thankful to the following attendees for their presence and input at the Council meeting:

Andrew Santella

Michael Goetz

Joseph Paul

Doyle Freeman

Mark McMillan

Curt Ratajczak

Joseph Napoletan

Felipe Niada

Maciej Grzegowski





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