



America

Newsletter | 03/2016

SUCCESS AT THE AVS ROAD SHOW VTS

**traveled through Mississippi,
Louisiana, Oklahoma & Texas!**



Maciej Grzegowski
Chief Executive Officer, VTS America Inc.

Headed into the New Year, VTS had ambitious goals. Through determination the VTS Staff is proud to admit that our first quarter in 2016 was exceptional with closing over \$445,000 in sales. We were able to service a wide variety of properties from retail stores to middle schools and military bases. One of our biggest accomplishments was securing a bid to replace several large units at Fort Jackson in South Carolina.

Maciej Grzegowski

HELLO VTS COMMUNITY!

I'd like to introduce myself as the new editor of the VTS Newsletter. I'm honored to be a part of such a wonderful organization and encourage you to be engaged by keeping up with our evolution.

The following are general topics that will be discussed in the newsletter.

Bryana Dean



Bryana Dean
Operational Specialist, VTS America Inc.

CONTENT

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 EMPLOYEE PROMOTION

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 SUCCESS STORY: FIRST QUARTER

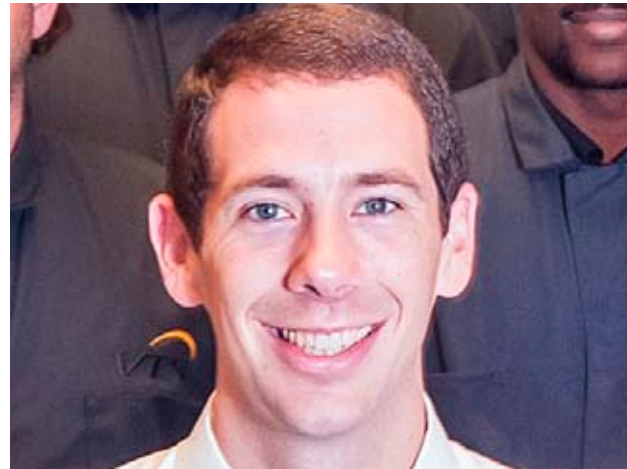
 QUALITY OF LIFE

 LEAD TIME REMINDER

 UNIT REMINDER

JOSEPH MICHAEL NAPOLETAN

OPERATIONS MANAGER



The heart of VTS is consistent excellence. Today we would like to celebrate one such individual and congratulate him on his accomplishments over the past month. This individual 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 visionary in their field. Please join me in Congratulating Joseph Napoletan for his excellent work this past month, great work Joe!.



DANIEL FUENTES

TECHNICAL PRODUCT MANAGER



Daniel Fuentes joined VTS America team on January 4th and will be serving under Maciej as the Technical Product Manager as well as the Controls Manager. With a total of 6 years' experience in the HVAC area, Daniel will be responsible for all technical aspects of the product line and will develop the controls department here in USA.

Daniel's career in the HVAC field started back in 2010 as a Controls Engineer at Trane, being in charge of developing BMS submittals for US projects. In 2013 he was promoted to Level 2 Engineer, and was

placed in charge of complex projects that required direct communication with customers in order to provide the best solution. In 2014 Daniel joined the VTS family in Chile as a Regional Sales Manager, in charge of the technical/sales linkage between the assembly facility in Buford and Rep/Customers in Chile.

With his background in controls, knowledge of the VTS portfolio, and his engineering skills gained over the years, will push VTS to limitless heights.



DALLAS KAISER

REGIONAL FINANCE
& ADMINISTRATION MANAGER

Here at VTS we always strive for a level of quality and distinction that separates us from our competition, both in the way we present ourselves and in service that we provide. The following individuals have proven themselves, and have displayed a caliber that has brought both them and VTS as a whole to new heights and VTS publically acknowledge their efforts.

I am pleased to be able to inform you that Dallas Kaiser has been promoted to Regional Finance & Administration Manager. Dallas has worked hard at VTS for the last year, and was instrumental in keeping the company's functionality in her former position as Operations & Administration Specialist. VTS is happy to reward that kind of work and dedication. I hope you will join me in congratulating Dallas on her recent promotion.



In recent months, your Regional Sales Manager reached out to you for some contact information regarding VTS Training for Module Assemblies.

VTS Module Section Assembly: This is where the Manufacturing / Assembly HUB in Buford, GA would build Sub Assembly Sections and ship to the final customer location. You/your contractor would then build up the unit into final configuration in the mechanical rooms. This training will arm you with

the knowledge of the critical to quality elements of the VTS systems.

Some of you may have sent / will be sending a service representative; we are asking you to participate in this Online training to help ensure proper assembly which will mean optimal efficiency and better performance of the product. It takes less than 35 minutes and helps explain the module assembly process.



ANNEX STORAGE

St. Paul, Minnesota
Sales person: Kirk Schaffner

UNITS:
AVS-AVS085-R-M/HC
AVS-AVS085-R-M/HC
AVS-AVS085-R-M/HC



SOUTHERN TIRE MART EQUIPMENT

Columbia, Mississippi
Sales person: Greg Verhelle

UNITS:
AVS-AVS170-L-M/CH/E
AVS-AVS055-R-M/CH
AVS-AVS130-L-M/CH



COSMOPLAS, S. A.

Chile, South America
Sales person: Cristian Pizarro

UNITS:
AVS-AVS065-R-V
AVS-AVS065-R-V
AVS-AVS065-R-V



FORT JACKSON

Fort Jackson, South Carolina
Sales person: Jeremy Mabe

UNITS:
AVS-AVS300-L-M/C/E
AVS-AVS300-R-M/C/E



TIMS CRANE

Savannah, Georgia
Sales person: Kirk Schaffner

UNITS:
AVS-AVS040-R-HCH
AVS-AVS040-L-HCH
AVS-AVS065-R-HCH
AVS-AVS100-L-HCH
AVS-AVS100-R-HCH



KOLOSTAT

Quebec, Canada
Sales person: Jeff Mace

UNITS:
AVS-AVS100-L-C
AVS-AVS130-R-C



ROLLIE JOHNSON INC.

St. Louis, Missouri
Sales person: Kirk Schaffner

UNITS:
AVS-AVS065-R-HC
AVS-AVS065-R-HCH



LUVATA ELECTRONFIN

Pompano Beach, Florida
Sales person: Greg Verhelle

UNITS:
AVS-AVS055-L-EEE/V



NORTHRICH

Garfield Heights, Ohio
Sales person: Kirk Schaffner

UNITS: AVS-AVS170-R-C



ADVANCED AIR

Phoenix, Arizona
Sales person: Greg Verhelle

UNITS: AVS-AVS040-R-C, AVS-AVS040-L-C



▶ LEAD TIME REMINDER:



Just as a friendly reminder

The lead-time for our current line of units are as follows.

14 days

B V S units

with **Hydronic** coils
of **Electric** heat

28 days

B V S units

with **DX** coils

28 days

E R V units

[**Cross-flow** plate or
Heat-wheel]
BVS unitst

6 weeks

All AVS units

▶ UNIT REMINDER:

All units [Both Horizontal and Vertical] are automatically generated with forward facing discharges. Please be sure to check the orientation of the discharge after the generation of the selection.



Onsite Module Assembly Instructions



If you have any questions, please contact **Craig Chetlin**. He is our new Service Manager and can be reached at **470-809-6811 ext. 1008** or email at craig.chetlin@vtsgroup.com.



▶ AVS ROAD SHOW



Over the last couple of months the AVS Road Show has gone through Mississippi, Louisiana, Texas, and Oklahoma.

We have had a great response from engineers and contractors on the design of our units. Mainly highlighting the completely thermally broken design of the units, the standardization of the direct drive plenum fans with integral VFD's, the stainless steel drain pans, the coating and robustness of the casing. Contractors and owners have been very receptive and excited to have the quick lead times and competitive pricing with the phenomenal quality of the units.

Highlights:

- At Purdy MacGuire in Dallas, we were able to get into their general specs right at the time of the presentation.
- At the UTSW, the Utilities Operation manager was so impressed by our units, he actually took us to a site where they needed a replacement of a ~16000 CFM AHU.
- Over the last month, we have spoken with over 70 engineer firms, contractors, and owners.
- Many people are also excited of how there is a new competitor in the US AHU market who isn't scared to mess with the status quo.



Next Road Show wil be Knoxville, TN



When receiving a shipment with VTS product please be sure to immediately inspect the product before accepting it from the shipping company. If the unit has sustained any damage during shipment **DO NOT** accept it from the shipping company and notify a representative of VTS immediately. Any damage to the unit(s) will need to be reported to VTS within 24 hours of delivery.

