









AMERICA NEWSLETTER

August 2018



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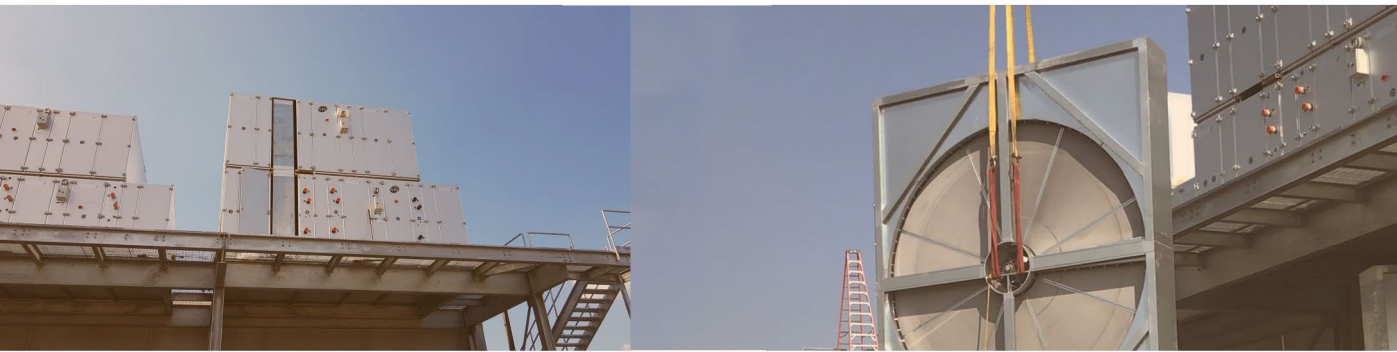
▶ INTRODUCING

Daniel Fuentes

VTS America Technical Director



From a controls engineering background, I came to the company 4 years ago as a regional sales manager for our office in Chile. One and a half years later, due to my technical knowledge and my deep involvement with our portfolio, I was moved to US to be our Technical Product Manager. Now in 2018 with more experience in the US market, **I am moving to Manage the Service Department** while also be in charge of the development of our portfolio working together with Headquarters and Research and Development. My technical orientation will drive the Service Department to a process that involves more investigation and faster resolution, and together with my development position, will allow VTS to deliver prompt solutions. For this to happen, **a new procedure has been implemented to keep better track records and leaner claim processes to aid the RSM with expedient support.**





▶ INTRODUCING

Michelle Larsen

VTS America Regional Finance Manager



I am an accounting graduate of DePaul University in Chicago, IL & a Certified Public Accountant, CPA. I spent my first 7 years in public accounting, primarily working with small clients, and then the last 10 years as an accountant for solely large manufacturers. I have worked at Danaher Corporation, Andes Candies (Tootsie Roll) & Sage Products (Stryker), all of which are publicly traded. A bit crazy, perhaps, but I thoroughly enjoy all aspects of accounting, which brings with it the challenges of problem-solving & proper communication.

I'm super excited to bring my vast overall experience to VTS and implement ways to improve the financial structure in a way that increases efficiency and effectiveness without compromising the quality of our products.

I'd like to share with you the following points, which perhaps, you are not aware of:

- **VTS offers a 5% prepayment discount when placing an order & 3% discount for payment within 7 days of shipment date. Make sure to take advantage!**
- **Submit payments via wire and not checks.**
- **Up to 9% discount – for trading volume – assigned to customer in the offer system (multiplier)**



ENGINEERING EVENT



The **US-Georgia** based sales team of **Matthew Seech, Zach Moore, Paul Ezech, and Greg Verhelle** had a Happy Hour for Peachtree Corners, GA area consulting engineers on Thursday August 26th. It was an opportunity to loosen the ties a little and get to know the engineering community a little better. **This is something that the crew at VTS America is doing monthly.** These types of events help us stay in front of our customers in the hyper-competitive US HVAC market. We at VTS America value our relationships with our customers and this is our way of getting to know everyone a little better. **Without our customers, our high quality air-handling units would not find a home!**





▶ TRUCK SHOW



The **VTS Truck Show** started on **February 2018**, covering the state of Florida. Over the next couple of months we were able to show off our unit to many of our Reps' from **Georgia, Tennessee, South and North Carolina, Virginia, Maryland, Pennsylvania, Kentucky and Illinois**. 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, 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. They also enjoy the features that we were displaying on our truck show unit, **AVS 100 -10.000 CFM featuring TS Energy Recovery Wheel, Electric Heater, Cooling Coil, Filter banks, portholes, Direct Drive Plenum Fans.** There's still 8 more states that the truck show will cover until the end of the year, we will keep you post it on the progress over the next couple upcoming newsletters.





▶ PRODUCT FEATURES

NEW and IMPROVED
HINGES/LATCHES DESIGN

- Heavy Duty Construction W/High Density Polymer
- Auto Compress W/Quick Release Hinge Design
- Longer Handle Design



REINFORCED
MIXING BOX SECTION

FOR AVS 170 TO 380



OPTION:
ULTRA-LOW LEAKAGE



REINFORCED
FAN INLET WALL
VIBRATION ABSORBERS

- Added Gasketed Bolt for Additional Reinforcement to Ensure Consistent Whisper Quiet Operation



OPTION:
BACKDRAFT
DAMPER



OPTION:
EC MOTORS



IMPROVED
DRAIN PAN DESIGN

- Extended Base and Crossbar Support to Ensure Better Condensate Drainage



STD. DROPLET
ELIMINATORS

FOR AVS 170 TO 380



REINFORCED PACKING

- Wooden Frames W/Additional Internal Reinforcement for Greater Support





▶ Factory Tours



VTS America, would like to extend to you an invitation to our North American facility so you can experience, our company's commitment to excellence first hand.

During your visit you will have full access to our facility, during which we will go through our product lines, our manufacturing process, and our Logistics Center. We can guarantee that when you leave our factory you will be able to verify that our products and our processes are some of the best on the market.

Reach out to your local RSM to schedule a visit to our Manufacturing Facility, located in Buford, Gerogia- USA

- ▶ Northeastern United States & Eastern Canada
- ▶ Midwest United States & Florida
- ▶ Western United States & Western Canada
- ▶ Southern United States, †Oklahoma, Kansas and Texas



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VIDEO TUTORIALS



We want to keep you, our customers informed and trained in our processes, products and our online selection tool (CCOL4), for this reasons we have decided to create a series of videos tutorials, wich are being hosted on the **VTS Group Youtube Channel**.

1st - Login and Basic Settings:

this tutorial will guide you on the steps neccesary to log in in to your account, and will also teach you how to set up your Units of Measure, your Max Face Velocity for coils selections and more.

2nd - How to Create a Project:

this tutorial its key to start designing units on our software, will guide you step by step, from selecting the type of unit and to all performance parameters that you need to enter to produce a VTS AHU.

3rd - AVS Casing Design:

Its a video by Jose Mathews, one of our RSM, where he details the unique characteristics of our 2" casing. This video its key, as it will help you understand the key features that make our casing unique in the market.

Follow us on: <https://www.youtube.com/vtsgroupeuroheat/>

IN EVERY INDUSTRY
YOU CAN FIND
A SUPERHERO



VENTUS
up to 8 500 CFM
from **1 245 USD**



AHU selection

Capacity Net price starts from



800 CFM

1 245 USD

[ASK FOR OFFER »](#)

VENTUS AVS008e
Air Handling unit with Merv 8 / Hot Water Coil
and Direct Drive Plenum Fan w/VFD

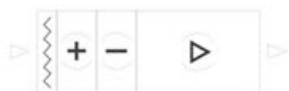


3 000 CFM

3 715 USD

[ASK FOR OFFER »](#)

VENTUS AVS030
Air Handling unit with Merv 8 / Hot Water
and Chilled Water Coils and Direct Drive Plenum Fan w/VFD



4 000 CFM

4 720 USD

[ASK FOR OFFER »](#)

VENTUS AVS040
Air Handling unit with Merv 8 / Hot Water
and Chilled Water Coils and Direct Drive Plenum Fan w/VFD

The above mentioned data is for user reference only and does not constitute a commercial offer within North America.
This price excludes VAT.



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