



America

Newsletter | 02/2016

**GREAT
SUCCESS OF
VTS AMERICA INC**

during AHR EXPO 2016

- world largest HVACR trade show



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

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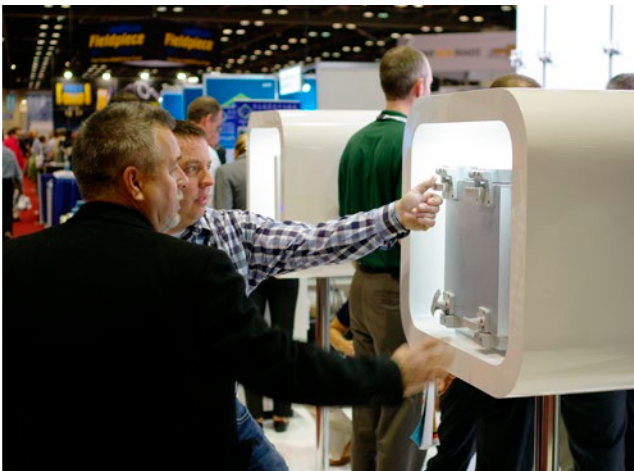
VTS has had many successes over the years, and this year we had one of our biggest successes to date! Many know the ASHRAE tradeshow as the “World’s Largest HVACR Marketplace” and at that venue VTS was able to make our presence known in a big way. Standing in the center stage of our booth the AVS-100 was the perfect model to display to the nearly 60,000 people who attended the show.



The presence that surrounded the VTS booth was practically overwhelming as droves of people came to see the best that VTS had to offer. Interested in both the aesthetics and the construction of the unit, all individuals had their questions answered by the attentive members of the VTS team, and by the end of the conference, the true impact of our efforts was revealed.

When everything was said and done, it was determined that VTS managed to hold our own as we stood tall in the top 2% of views for the convention.

We look forward to the many exciting times to come now that the “Word is out” and now that the success of ASHRAE is behind us, we anticipate many more things to come in 2016!



JEREMY MABE

BUSINESS
DEVELOPMENT MANAGER:
SOUTH EAST

CONTACT INFORMATION

Cell Phone: 470-554-5509

E-mail: Jeremy.Mabe@vtsgroup.com



Jeremy Mabe joined the VTS America team on November 16, 2015 and will be serving under Maciej as the existing Business development manager in the Southeast region of the United States. He received a Bachelor of Science degree from North Carolina State University in Industrial Engineering in 2002. He has over 20 years of combined sales and sales management experience. He has also worked with manufacturing facilities for almost a decade as a sales rep and through his degree. For the past 7 years, Jeremy was a successful and determined sales representative of 60+ manufacturers for Thermal Resource Sales,

who also represents VTS in the Carolina's and Georgia. During this time he honed his knowledge of HVAC systems, both on the water-side as well as the air-side and worked directly with owners and design engineers on system designs. Given his educational background, manufacturing experience, and length sales career, Jeremy Mabe is a natural fit and will be an invaluable asset to the continual improvement of this quickly growing company. This fact, along with his varied background in multiple professional areas, makes him a natural fit to direct and grow VTS's business in the Americas.

▶ 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 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 innovator in their field.

Please join me in congratulating Jeron Burrowes for his excellent work this past month.

As the Principal Engineering Manager here at VTS, **Jeron Burrowes** is tasked with ensuring that the engineering team at the VTS headquarters operates at their peak performance.

Assisting with generating ClimaCAD selections, finding solutions to Engineering problems, and drafting HVAC Submittals packages are just a few of the many tasks that Jeron oversees.

By giving his full attention to the needs of all of VTS's team members, both internally and externally, Jeron guarantees that the many cogs and gears of VTS America, are well oiled and continue turning smoothly.





In response to an overwhelming wave of requests, we here at VTS have decided to extend the run of our incredibly successful VTS road show! Not only will we be extending the length of time that our show will be available, but we will also be

covering a much larger portion of the U.S. We look forward to seeing all of you in your own home town, and we can't wait to show you what we have to offer!



Date	Company	Location	Distance to next destination [miles]	Time to next destination [hours]	Address
2016-03-27	VTS	Buford, GA			1650 Horizon Pkwy Buford, GA 30501
2016-03-28	Environmental Products	Vestavia Hills, AL	183	3	4129 Crosshaven Ln, Vestavia Hills, AL 35243
2016-03-29	Environmental Products	Vestavia Hills, AL			4129 Crosshaven Ln, Vestavia Hills, AL 35243
2016-03-30	Ward Mechanical	Jackson, MS	249	4	210 Marketridge Drive Ridgeland, MS 39157
2016-03-31	Ward Mechanical	Jackson, MS			210 Marketridge Drive Ridgeland, MS 39157
2016-04-01	Ward Mechanical	Jackson, MS			210 Marketridge Drive Ridgeland, MS 39157
2016-04-04	Distribaire/Houston	Houston, TX	459	7	5821 Beverly Hill St, Houston, TX 77057
2016-04-05	Distribaire/Houston	Houston, TX			5821 Beverly Hill St, Houston, TX 77057
2016-04-06	Distribaire/Houston	Houston, TX			5821 Beverly Hill St, Houston, TX 77057
2016-04-07	Distribaire/Houston	Houston, TX			5821 Beverly Hill St, Houston, TX 77057
2016-04-08	Distribaire Houston	Houston, TX			5821 Beverly Hill St, Houston, TX 77057
2016-04-09					Leave truck in Houston or Dallas
2016-04-17			From Houston		
2016-04-18	McMillan James	Dallas, TX	272	4	1010 Mustang Drive, Grapevine, TX 76051
2016-04-19	McMillan James	Dallas, TX			1010 Mustang Drive, Grapevine, TX 76051
2016-04-20	McMillan James	Dallas, TX			1010 Mustang Drive, Grapevine, TX 76051
2016-04-21	McMillan James	Dallas, TX			1010 Mustang Drive, Grapevine, TX 76051
2016-04-22	McMillan James	Dallas, TX			1010 Mustang Drive, Grapevine, TX 76051
2016-04-25	Hydronic Systems	Oklahoma City, OK	197	3	200 N.E. 39th Terrace Oklahoma City, OK 73105
2016-04-26	Hydronic Systems	Oklahoma City, OK			200 N.E. 39th Terrace Oklahoma City, OK 73105
2016-04-27	Hydronic Systems	Oklahoma City / Tulsa, OK			200 N.E. 39th Terrace Oklahoma City, OK 73105
2016-04-28	Hydronic Systems	Tulsa, OK	109	1,75	5422 S. 108th E. Ave, Tulsa, OK 74146
2016-04-29	Hydronic Systems	Tulsa, OK			5422 S. 108th E. Ave, Tulsa, OK 74146
2016-04-30					Leave in Oklahoma
2016-05-09	Powers of Arkansas	Arkansas	257	4	5440 Northshore Dr, North Little Rock, AR 72118
2016-05-10	Powers of Arkansas	Arkansas	195	3	1219 Wagon Wheel Road, Springdale, AR 71764
2016-05-11	Powers of Arkansas	Arkansas	85	1,5	104 North 3rd Street, Ozark, AR 72949
2016-05-12	Tom Barrow	Memphis, TN	267	4,25	4159 Willow Lake Blvd, Memphis, TN 38118
2016-05-13	Tom Barrow	Memphis, TN			4159 Willow Lake Blvd, Memphis, TN 38118
2016-05-16	Tom Barrow	Nashville, TN	211	3,5	2957 Kraft Dr, Nashville, TN 37204
2016-05-17	Tom Barrow	Nashville, TN			2957 Kraft Dr, Nashville, TN 37204
2016-05-18	Tom Barrow	Nashville, TN			2957 Kraft Dr, Nashville, TN 37204
2016-05-19	REA	Knoxville, TN	169	2,75	620 Reliability Circle Knoxville, TN 37392
2016-05-20	REA	Knoxville, TN			620 Reliability Circle Knoxville, TN 37392
2016-05-21	VTS	Buford, GA	226	3,75	1650 Horizon Pkwy Buford, GA 30501



Northrich, Mike Goetz / Principal



I would like to start off by saying a well-deserved “Congratulations” to both you and your team at Northrich, Mike. This award wasn’t given away lightly, and there was quite a bit of stiff competition that you were able to overcome to get to this point.

If you don’t mind me asking, tell me in your own words why Northrich was able to rise to the top. Was it the people that you have, or perhaps a specific strategy that you used? What makes Northrich the best?

Thanks Jeron. We attribute our success as a company to several factors. First, we have an amazing sales team at Northrich and we are very proud of that. In addition, VTS has been a great partner. Maciek assembled an impressive sales and support staff which makes promoting a new product much easier.

VTS has entered the US market at a perfect time in our opinion. While most AHU manufactures are scaling inventory back and pushing lead times, VTS has a completely different philosophy. VTS carries a very large inventory allowing them to manufacture AHU’s at unprecedented standard lead times. The fact that they can offer a quality standard product at a competitive price and faster than anyone else makes it an easy sell.

Alright, thank you for that answer. We definitely cannot argue with the results that you achieved up to this point. Northrich as a team has had many successes that has secured you with your current position. What would you say is your biggest success from the past year? What hurdle have you overcome that has brought you farther than any other?

We were able to convert several projects that were over budget and behind schedule and save the project. One project in particular, we provided units to a local university inside of two weeks and under budget. The contractor and the university were both pleased with the final product.

It’s really sounds like your hard work and determination paid off. It’s encouraging to see that a bit of grit, resolve, and effort can bring you far in the HVAC industry. And speaking of going far, with all the things that Northrich has accomplished, what steps do you believe are the most important for any HVAC rep to take for continual success?

I realize that every market is very different but the key to our continued growth is private / design build projects which make up the majority of our sales. Initially, we took a VTS AHU around to service contractors and institutional customers and showed them the product. They were very impressed that a quality product could be delivery in a few weeks.

As far as continued success, we plan to stay focused on the engineering community, contractors and institutional customers. I hope that helps.

Excellent! Thank you for your time Mike. I look forward to hearing about your many triumphs in the future!



VTS is proud of our dedication to quality both inside and outside our units. From the dedication to design on the handles, to the focus on the internal layout in the unit, and even the attention to ascetics with the newly colored fan wheels, it's is quite obvious from every angle that VTS takes pride in all that they produce.

The needs of the investors in the U.S. Market are a good quality AHU that can be provided in a “Speed-of-business” time frame. VTS America both meets and exceeds this essential requirement of the Market, all while offering personalized service through our attentive staff.

We are proud to present one of our newest reference object: HOME BUILDER'S ASSOCIATION where 9 of our vertical VENTUS Born in the USA are delivering fresh air taking care about good climate of investment.



HOME BUILDER'S ASSOCIATION / USA

VENTUS: 9

TYPE:

- AH-2 VTS-40-L-CH(v), AH-3 VTS-20-R-CH(v), AH-4 VTS-30-R-CH(v), AH-5 VTS-16-L-CH(v), AH-6 VTS-20-L-CH(v), AH-7 VTS-16-L-CH(v), AH-8 VTS-40-R-CH(v), AH-9 VTS-40-L-CH(v), AH-10 VTS-12-L-CH(v)

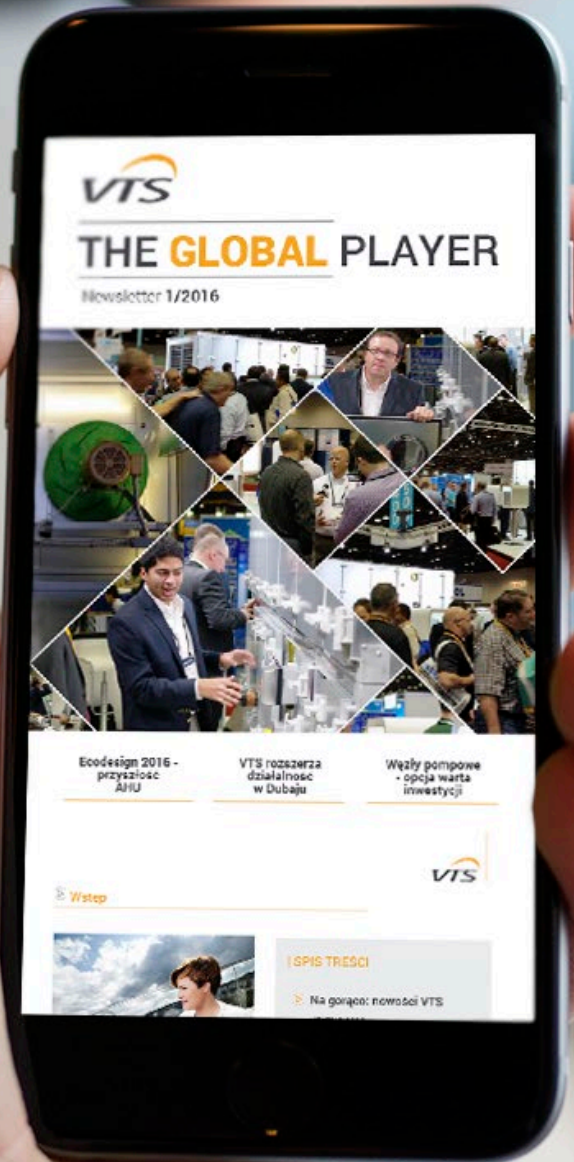


VTS THE GLOBAL PLAYER

**NEWSLETTER
COMMING SOON**



Check your mailbox



VTS America Inc.

1650 Horizon Parkway NE,
Suite 100, GA 30518 Buford

Telephone: +1 470-809-6811, Fax: +1 470-809-6815

america@vtsgroup.com

<http://vtsgroup.us/>