



America

Newsletter | 06-07/2016

Early Bird

DISCOUNT

SAVE 2%

if you pay
within 5 days

**OUR TERRITORY
IS EXPANDING
OVER THE BOARDS**

**New Brand Representatives
in Canada**



Maciej Grzegowski
Chief Executive Officer, VTS America Inc.

As we gear up for a busy third quarter, I'd like to remind you that we strive for excellence. Brand quality and exceptional customer service are our main focus, please let us know how we can serve you better. Thank you for your trusting VTS America!

Maciej Grzegowski

HELLO VTS COMMUNITY!

Greeting! I hope you're enjoying the summer months with family and friends. Remember to stay cool and stay tuned for future updates!

Bryana Dean



Bryana Dean
Operational Specialist, VTS America Inc.

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▶ **EMPLOYEE OF THE MONTH**



**CHRIS
COLEMAN**
AVS SPECIALIST



In the Fall of 2015, Chris Coleman, joined the VTS family. He expressed an eagerness to enter into the HVAC industry with no prior experience. After VTS opened the door to this new opportunity, Chris gained skills as well as a tremendous amount of knowledge as our AVS Specialist. This past month, Chris exceeded our expectations with his fast pace

and can do attitude, please congratulate him as he is our Employee of the Month!

Fun Fact: He was born and raised in Chicago, Illinois. Chris is one of our biggest sports fan, mainly, basketball. His favorite team is the Chicago Bulls!

▶ **NEW EMPLOYEE INTRODUCTION**



**ZACH
MOORE**
ENGINEER IN THE OPERATIONS
DEPARTMENT

Zach Moore joined the VTS America team full-time on June 1st and will be serving under Maciej as an Engineer in the Operations department. He previously interned in the Application Engineering department starting last summer.

Zach recently graduated from Georgia Tech with a degree in Mechanical Engineering. He gained some

previous engineering experience from his time as an Engineering Planning intern at Volkswagen in 2014. His engineering skills and knowledge, and fresh outlook on the company will help push VTS to new levels. Please welcome Zach Moore to the team!

Fun fact: Zach won two tennis state titles and his team went to nationals.



▶ **NEW CLIENT RECOGNITION:**



Recently, VTS gained three new brand representatives in Canada. We look forward to working with you all and thank you for trusting VTS America!

ENERTRAK

Established in 1982 in Quebec City and has since expanding into multiple locations such as Dartmouth, Laval, Longueuil, Moncton & St. John's.



EFI CONCEPTS

Located in the greater Toronto region and Western Ontario. Over 30 years of experience and highly specialized in HVAC requirements of hospitals.

**HVAC SYSTEMS
AND SOLUTIONS**

Established in 1999, quality products and dedicated employees have contributed to their success. Located in Port Coquitlam, BC.



OFFICE VISIT

**VTS would like to thank Midwest Applied Products for visiting our office.
It was a pleasure to give you a tour of our manufacturing facility, we sincerely hope
that you enjoyed our southern hospitality and we appreciate your business!**



▶ **SUCCESS STORIES:**



Jeff Mace, VTS Regional Sales Manager, toured the last two months through Montreal, QC, Moncton, NB and Halifax, NS with our AVS 40 demo trailer. He personally demonstrated the AVS units to local

Engineers and Contractors and secured our new clients to represent the VTS brand. Nice job Jeff, keep up the good work!

CANADA DEMO TRAILER



DOMINION PROJECT

Kirk Schaffner, Business Development Manager, worked on this project over six weeks. VTS ultimately won a bid over Engineered Air due to

our price and lead time. The following are photos of the ventilation units for power transmission room.



▶ **AVS TRUCK SHOW**



The AVS Road Show has made its way up the east coast hitting locations in North Carolina, Virginia, Maryland, and the DC area. Most of the contractors who work with the big military bases, like Camp Lejeune and Fort Bragg were very excited about the product especially since most of the AVS units meet the buy American Act. A lot of them were also impressed by the price point. Contractors also pointed out the ease of rigging, assembly, and have stated that we had one of the simplest coil pulls they have ever seen. A few other highlights from this trip include our meeting

with the Engineers at NAVFAC [Naval Facilities Engineering Command] in Virginia at the largest naval base in the US. The engineers enjoyed the idea of revolutionizing what the market sees as a standard air handler and noted the detail and care that VTS puts into our design. Another highlight would be meeting with the facilities team in UNC-Wilmington. The 2400 hour salt spray rating that our standard Alu-Zinc coating achieved was very much appreciated. Lastly, we were able to get onsite at Bridgepoint Hospital in DC to look at possible replacement units

Joyce Agency and Critical systems



TRS Charlotte and Greensboro



TRS Raleigh and Wilmington





Recently, we updated the CCOL 3 link, please use the following link to access the most updated selection software.

[CLICK >](#)

▶ UNIT QUALITY INSPECTION

*** IMPORTANT MESSAGE FROM OUR SERVICE DEPARTMENT ***

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.

Any claims submitted after 24 Hr period will not be accepted under any circumstance.

