New Selection Software July 10, 2017

I am happy to announce the release of upgraded selection software on Monday for both ArctiChill and Arctic Cool Reps. Both interfaces will be very similar with a few welcome additions.

ArctiChill
1. The big improvement here is the addition of Air-Cooled Modular Chillers which previously had to be selected at the factory
2. Model List has been updated and simplified

Arctic Cool
1. Selectable Economizer – This option had to be custom run at the factory previously. It adds efficiency to the full load kw/ton and additional capacity if needed
2. Selectable Free-Cooling on Air-Cooled Models – This option also had to be selected and submitted on at the factory in the past
3. Condenserless Models now available for rating
4. Brand New Condensing Units available for rating
5. Sound data is now a part of the standard output

Contact your regional manager to arrange for an online training session if you feel it will help. Since the interface is very similar, I think the improvements will be easily integrated into your current use of the system.

Welcome to Arctic Chiller Group

We are pleased to announce that Peter Fung and Changiz Tolouee have joined the Arctic Chiller Group. Peter is in the role of East Regional Sales Manager and Changiz Tolouee is the Group Vice President of Engineering.

Peter’s main duties will be sales growth, product promotion and education to the field sales offices, consulting engineers, mechanical contractors, owners and architects in his region. He brings over 30 years of experience in chillers, custom airside equipment, and system solutions to the table for Arctic.

Changiz has over 25 years of equipment design experience in the HVAC&R industry. Changiz will help drive new products to take Arctic to the next level of cutting edge design. Changiz also played an important role in the commercialization process of the Turbocor compressor and helped deliver the product from the R&D stage to commercial stage during his many years with Turbocor.

Recent Trade Shows

The Arctic Chiller Group made a big splash at the China Refrigeration Exposition in Shanghai, China, which took place in April. Arctic revealed the first China built unit to great fanfare. It was also announced that the Grad Group would be our manufacturing and distribution partner in the far east. Paul Mattingly and Eric Chen with Arctic, along with senior management of Grad Group, were present during the show and for the “big reveal” shown below. “The new chiller has been met with great excitement at the show. The booth has been full all day with potential customers wanting to get a peek at the new technology,” said Mattingly.
Great Stock Chiller Opportunities

The following chillers are available for immediate shipment:

<table>
<thead>
<tr>
<th>Arctic Cool Model</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACW080AT30BP</td>
<td>80 ton brazed plate modular 460v TurboCor Compressor</td>
</tr>
<tr>
<td>(2) ACAS200BB12F</td>
<td>200 Ton Air Cooled Screw</td>
</tr>
<tr>
<td>ACA110AT6F</td>
<td>110 Ton Air-Cooled TurboCor 460V</td>
</tr>
</tbody>
</table>

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<tr>
<th>ArctiChill Model</th>
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</tr>
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<tbody>
<tr>
<td>PWCCMV0500D4-MM</td>
<td>50 ton w/c 460v modules shell &amp; tube evaps and cond. Scroll Compressors R-407C</td>
</tr>
<tr>
<td>PACMV0300D3-MM</td>
<td>30 ton a/c 208v modules Scroll Compressors Fan Assembly Prototype</td>
</tr>
<tr>
<td>PWCCMV0300D4-MM</td>
<td>30 ton w/c 460v heat recovery module with EC variable speed condenser fan motors, compressor wraps, variable primary valving R-134a. Verify capacity at conditions before quoting.</td>
</tr>
<tr>
<td>IACHCU0040S3</td>
<td>4 Ton 208v Hoyt Condensing Unit</td>
</tr>
<tr>
<td>PWCCMV0300D4-MMA</td>
<td>30 ton w/c 460v modules with EC variable speed condenser fan motors, compressor wraps, variable primary valving</td>
</tr>
<tr>
<td>PACVMV0300D4-MM</td>
<td>30 ton a/c 460v modules with EC variable speed condenser fan motors, compressor wraps, variable primary valving</td>
</tr>
<tr>
<td>PACVMV0600D4-MM</td>
<td>60 ton a/c 460v modules with EC variable speed condenser fan motors, compressor wraps, variable primary valving</td>
</tr>
<tr>
<td>PACCMV0300D3-MM</td>
<td>30 ton a/c 208v modules with EC variable speed condenser fan motors, compressor wraps, variable primary valving</td>
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<td>30 ton a/c 208v modules with EC variable speed condenser fan motors, compressor wraps, variable primary valving</td>
</tr>
<tr>
<td>PWCCMV0300D4</td>
<td>30 ton w/c 460v modules Scroll Compressors</td>
</tr>
</tbody>
</table>

*Allow 1 week for shipment after receipt of released order.

Give me or your regional manager a call or email if you have any questions regarding current stock chillers. Also, if you have an opportunity but don’t see the exact chiller you need, give us a call or email as we can often do a quick ship run on certain models.

The list can be found at [http://arcticconnect.arcticchillergroup.com/ACG_InventoryForSale.aspx](http://arcticconnect.arcticchillergroup.com/ACG_InventoryForSale.aspx)

Harvard: Bunting Quad Dorm

ArctiChill was recently called on to solve a very difficult sound challenge at the Harvard University Campus in Cambridge, Massachusetts. A dormitory building named the “Bunting Quad” needed new chillers and was very close to a private residential property line thus requiring extreme sound reduction.

They also needed a system which would be expandable, highly redundant, and include pumping for future capacity needs.

ArctiChill came through for the local representative Alfieri Proctor & Associates with a modular chiller bank consisting of (2) 30 all variable speed “SuperMod” Modular chillers with a pumping module including capacity for a 3rd module to be added later. Variable speed compressors and condenser fans, as well as specially designed and built discharge air diffusers to further reduce emitted sound levels were included.

In the end, the bank was lower than the 50 Dba sound level requirement at the property line which was only 30 feet away from the system.

Don’t lose any orders!

Last but not least, I want you to close all orders possible. Give me or your regional manager a call if you need any help either on pricing or lead-time. As you can see, we have never had a larger offering or a more competitive stance for closing work, so let me know if there are any open projects we can help you close! Summertime is always a high opportunity period in the HVAC business, so let us help you close as much as possible.

Please let me know if there is anything I can do to further your sales efforts.

Good Luck and Good Selling!

Sincerely,

Mark R. Rogan, P.E., CEM
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See the website at [www.arcticchillergroup.com](http://www.arcticchillergroup.com)