

THE REGISTER

HART & COOLEY INC. AUGUST 2013 NEWSLETTER

IN THIS ISSUE
NEW VP OF SALES & MARKETING / GOLD MEDAL AWARD /
NEW PRODUCT MANAGER
AND MORE



SAY HELLO TO THE NEW VICE PRESIDENT OF WHOLESALE SALES & MARKETING

We are happy to welcome our new Vice President of Wholesale Sales and Marketing, Tim McDonald, to the Hart & Cooley Inc. team.

Tim was previously the Director of Sales & Marketing for North America at Tranter, a division of Alfa Laval. He has also worked for Emerson Electric Co., Invensys Controls and Honeywell. Tim's wife, Gretchen and his daughters Mackenzie and Payton are excited to join him from Texas in the upcoming weeks.

We are looking forward to the experience and expertise Tim will bring to HCI.



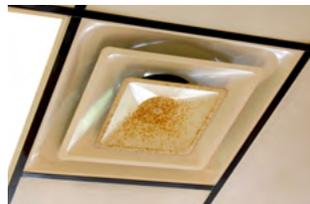
BRAND NEW CATALOGS

The newest editions of our Hart & Cooley Commercial and Residential Grilles, Registers & Diffusers catalogs are now available in both print and electronic format! In the new catalogs, we've updated the look and added the A680 line and our 800 series ceiling diffusers. To order your own, contact your Customer Service Representative or visit www.hartandcooley.com to download.



WANTED: RUST FOR REZZIN

Give your restaurant the look it deserves; replace your rusty diffusers for rust free Rezzin. Rezzin diffusers perform better than steel in high humidity situations and make the cleanup of grease and oil residue simple. Our Rezzin ceiling diffusers are a long lasting, worry free investment. The secret to the long lasting, durable Rezzin diffusers is the engineered polymer construction, which is impervious to moisture. The material will not warp, flex, bend, or lose its color. For more information on our Rezzin line, contact Product Manager, Shari Janiszewski at sjaniszewski@hartcool.com.



MAXIMUM EFFICIENCY

R8.0 INSULATED BACKS

The Hart & Cooley molded insulated backs for T-Bar diffusers are now available with R8.0 insulation, which increases energy efficiency when compared to R6 and R4.2 insulation. A bonded foil vapor barrier is used to minimize condensation. The fiberglass back is sold separately and accepts 6"-14" tab collars, 6"- 18" snap-in collars and standard spin-in collars. For more information, contact Product Manager, Shari Janiszewski at sjaniszewski@hartcool.com.



NEW VENT & CHIMNEY PRODUCT MANAGER

Sean Spellman has joined us as the new Product Manager for residential vent and chimney products. Previous to Hart & Cooley, Sean worked as a System Sales Engineer for Johnson Controls and as a Product Development Engineer for StageRight Corp. Please join us in welcoming Sean to our marketing team (sspellman@hartcool.com).



A GOLD MEDAL PRODUCT

Our Portals Plus brand was recognized for excellence in product design in the 10th annual Dealer Design Awards Program sponsored by The Air Conditioning Heating & Refrigeration News magazine. Out of 122 entrants in multiple categories, the Pedestal Plus won the Gold medal in the category of Components and Accessories. The winners were chosen by a popular vote of independent dealers and contractors.

Product Manager, Matt Meyer said, "The Pedestal Plus was designed with the architect and contractor in mind. We created a product that would be economical and simple to install, while still qualifying for three LEED accreditation points."

For more information on the Pedestal Plus and the Gold medal award, visit www.portalsplus.com or contact Matt Meyer at mameyer@hartcool.com.

Pictured with award (left to right)
Alex Prociw, Product Engineer / Steve Krey, Commodity Manager
Matt Meyer, Product Manager / Clark Pridemore, Product Engineering Manager



DD 2013
DEALER DESIGN
AWARDS
THE NEWS | GOLD

PORTALSPLUS | PedestalPlus



EMPLOYEE SPOTLIGHT

Amy Delp (left)

Wholesale Customer Service Lead

Amy Delp has been with Hart & Cooley, Inc. for 1.5 years, and was recently promoted to the Wholesale Customer Service Lead, where she oversees a group of 9 Customer Service Representatives. Amy started at Hart & Cooley as a Wholesale Customer Service Representative, covering the Southern states of AR, TN, AL, MS and KY. Prior to Hart & Cooley, Amy was an LPN, receiving her degree from Grand Rapids Community College. In her free time, Amy enjoys playing softball, basketball and spending time with her 5 children.

Myka Denstedt (right)

Order Entry Lead

Myka Denstedt has worked with Hart & Cooley, Inc. for 3 years, and was recently promoted from Retail Customer Service Representative to the Order Entry Lead. In her new position, Myka manages 4 Order Entry Representatives who enter customer orders received throughout the day. Myka has a Bachelor's Degree in Marketing from Western Michigan University, and in her free time, she enjoys teaching Beachbody classes, playing volleyball and spending time with her 2 children.



BRINGING ENTERTAINMENT TO THE MASSES

At our company headquarters, the entertainment committee is responsible for planning and holding events for employees. Each month, employees from all departments get together and plan these gatherings as a way to have fun and meet those who they may not normally work with. Some event examples include chili cook-offs, pot lucks, Christmas parties and summer activities for families. Our most recent, an ice cream social, was held on a Friday afternoon and was a huge success; everyone enjoyed sampling the different ice cream toppings. Our next company get-together will be the annual Summer Picnic, held at the Double J Ranch in mid-August.

