

The WaterHeat Way

January 2020 Edition

The President's Corner:

By: Justin Shamion

2019 was an great year for Colmac Water-Heat and has us excited for 2020 and beyond. The initial installations of our redesigned CxW (water to water), CxA (air to air), and CxV (air to air) heat pumps all occurred and have proven to be products our representatives have seen early success selling throughout North America. These early successes have helped us to grow internally to support the new sales requests and the current order log. Our Applications Engineering staff has increased with new energetic faces supporting the efforts of our rep network. They continue to find ways to offer support in the field and from the office. Numerous trade shows, lunch and learns, presentations and in person visits have taken place and to cultivate interest, explain our latest technology and the benefits of buying a Colmac.

With the immense increase in orders, our production group nearly tripled its floor space capacity and the number of employees dedicated to assembly and quality control. We continue to strive to meet the requirements of our customer lead times and are quickly ramping up to do so. Fortunately, our friends across the street at Colmac Coil are in the process of setting up a production line to further improve lead times on future orders.

Our engineering and research and development staff focused on certifications in 2019 and we are pleased to announce the finalization of NSF 61 certification through IAPMO for our products offering an additional benefit our representatives can utilize to further satisfy and specify in current and future projects.

I would like to personally thank everyone for all of their efforts past, present and future helping to make Colmac WaterHeat the industry standard for industrial commercial heat pump water heaters. Please stop by our booth at AHR and say hello. We're very proud of the efforts to date and would appreciate your ideas as we prepare for the future.



Colmac WaterHeat attended the following in 2019:

- AHR 2019 – Atlanta, GA
- ACEEE Hot Water Forum – Nashville, TN
- Energy Expo – Miami, FL
- Buildex – Vancouver, BC
- AEE East – Boston, MA
- Hawaii Energy Innovation Symposium – Honolulu, HI
- PG&E Symposium – San Francisco, CA
- AEE West – Santa Clara, CA
- NYCSCA – New York City, NY
- ExpHotel – Cancun, Mexico
- NAPHN – New York City, NY
- B2G Expo – Fort Benning, GA
- Shift Building Symposium – Portland, OR
- Admor Vendor Fair – Honolulu, HI
- AEE World – Washington, DC
- Getting to Zero Forum – Oakland, CA
- ASPE Boston Chapter – Boston, MA



Evan Green and Colmac rep Dream Solutions & Consultancy at the 2019 AHR Expo



Colmac partnered with rep James M. Pleasants at the B2G Expo in 2019



Product Spotlight



A Colmac low air source temperature CxV heat pump in California

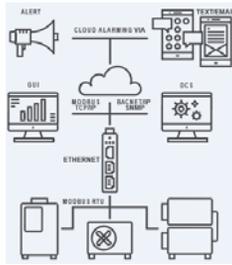
Cloud monitoring is available for Colmac WaterHeat heat pumps. No matter where you are in the world you can check in on your heat pump and receive an e-mail or SMS text message* and see how your heat pumps is performing.

Colmac's cloud monitoring seamlessly connects to individual units or arrays of heat pumps providing performance information, remote access to select control variables, and alerts through any internet connection. If internet is not available, cellular coverage can be used to provide the data link.

This module also allows factory access to the installation so the Colmac design and applications team can assist with any questions or concerns.

Data from the monitor can be stored on the cloud for up to one year at no cost; premium service can store data for up to five years.

*Text Messaging may incur additional fees from the customer service provider depending on plan specifics.



★ Colmac WaterHeat received approval and listing from the Massachusetts Board of State Examiners of Plumbers and Gas Fitters for all units in our product line. Please visit: www.mass.gov for more information.



★ All Colmac heat pumps are NSF 61 rated. Please visit: <http://pld.iapmo.org/> for more information and to view Colmac's certification.



Colmac WaterHeat Sales & Engineering Teams:

- Justin Shamion - President
- Mike Harper - Vice President of Engineering
- Bart Ransom - Applications Engineer
- Evan Green - Applications Engineer
- Tom Murgatroyd - Applications Engineer
- Erik Parsley - Applications Engineer
- Kendra Phillips - Inside Sales
- Kenneth Rea - R&D Engineer
- Andrew Lake - R&D Engineer
- Alex Tang - R&D Engineer
- Caleb McCoy - Designer/Drafter

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Alex Tang has joined the Colmac Engineering team as a Research and Development Engineer. Alex is a 2019 graduate of Gonzaga University with a Bachelor of Science in Mechanical Engineering.



Tom Murgatroyd has joined the Colmac sales team as an Applications Engineer. Tom is a 2019 graduate of Washington State University with a Bachelor of Science in Mechanical Engineering.



Erik Parsley has joined the Colmac Sales team as an Applications Engineer. Erik is a 2009 graduate of University of Idaho with a Bachelor of Science in Mechanical Engineering.