

Information and updates from KE2 Therm Solutions

Hands-On Training Display Demonstrates KE2 Evap's Ease of Installation and Use

To introduce a new product to a group of "hands-on" people, like refrigeration technicians, nothing seems to work better than a "hands-on" approach. The KE2 Evaporator Efficiency display is just the thing.

The counter top demonstration unit measures 18" x 18" and is fully wired and operational once connected to a standard outlet. Ideal for demonstrating the ease of wiring, and moving through the controller menus, the displays are currently in use at over 100 wholesaler locations.

A step-by-step laminated sheet is included with the display. The sheet takes the user through the basic three step setup for use with a mechanical valve, the five step setup for use with a pre-configured EEV, or the seven step process for custom EEV setup.

The displays can be ordered from KE2 Therm using part #20527. Pricing for the display is found in the A.9.2 January 2012 price schedule.



Case Studies Help Prove the Point

Nothing speaks louder for the benefits of a product than a good success story, and KE2 Therm has many to share. From installations at the world famous St. Louis Zoo, to Krakow Store in rural Missouri, the case studies provide real examples where the KE2 Evaporator Efficiency controller and KE2 Fan Control are installed.

Vice President of Marketing, Jeff Kavanagh explains the company's emphasis on the studies, "We knew our product provided energy savings, diagnostic capability, communication, and so on – all our lab testing proved that. But we wanted to back that up with real life examples of our products being successfully applied. We have a sampling of studies from various applications. And, what we've found is most everyone can relate their own situation and needs to one of the studies."



The case studies are found on the KE2 Therm website at www.ke2therm.com, under the Case Studies tab. Additional case studies are underway, so be sure to check periodically for new materials.

If you know of a location that would be ideal for a case study, please contact Jeff Kavanagh at 636.266.0140, or by e-mail jeff.kavanagh@ke2therm.com.



"Seeding" the market to increase awareness and long term retrofit sales

KE2 Therm is working closely with several OEMs to apply KE2 Evaporator Efficiency controllers on new equipment. Century Refrigeration and Master Bilt will launch their KE2 enhanced products this month.

KE2 Therm's wholesalers benefit from increased contractor awareness and familiarity with KE2 Therm controllers. Additionally, OEM specification of KE2 Therm controllers will funnel future replacement business through the authorized wholesale channel.

Testing by additional OEMs is expected to be completed in Spring 2012.