

## KE2 Therm Earns ACHR 2013 Dealer Design Award

KE2 Therm was recognized for excellence in product design in the 10th annual Dealer Design Awards Program sponsored by *The Air Conditioning Heating and Refrigeration News* magazine.

The entries are judged by contractors in the industry, and recognized as products that improve the installation, service and maintenance of HVACR equipment. KE2 Therm's KE2 Evaporator Efficiency (KE2 Evap) controller was the Bronze winner in the Commercial Controls category.

Designed as a controller for walk-in coolers and freezers, the KE2 Evap was selected for the Dealer Design Award for several reasons.

Among its technician friendly attributes are the KE2 Evap's communications feature, which allows the contractor to access the controller and monitor or adjust settings remotely, and view seven-day or 30-day performance graphs — often getting the diagnostic work done before arriving on the job site or entering the refrigerated space. In addition, the contractor or end user can receive alarm



notifications via text or email. The KE2 Evap also installs without breaking into the system, so there is no need to pumpdown the system.

Completing the package, the controller has an optional mounting box and a wire harness to make installation quick, easy, and neat.

## New Brochure and Video Highlight Key Benefits of the KE2 Evap for End Users



Finding the right talking points when approaching end users is often a challenge. What appeals to a contractor — ease of installation, 24-hour tech support, remote monitoring....may not be what resonates with a restaurant owner — reduced spoilage, energy savings, alarm alerts.

Stepping in the customer's shoes to identify their needs isn't easy. To help make approaching potential KE2 Evap customers easier, KE2 Therm has put together a four page brochure that summarizes eight significant end user benefits, as well as a video which covers the same key points.

Among the highlighted benefits are energy savings, improved product integrity-reduced spoilage, alarm notification via text or e-mail, remote monitoring and system control and reduced liability due to elimination of icing issues.

The brochure and video are online at [www.ke2therm.com](http://www.ke2therm.com), the video may also be accessed through YouTube. Copies of the brochure are available by contacting KE2 Therm and requesting literature A.1. 53.

## TECH TIP for the KE2 Evap

**Q. What is the best way to begin diagnosing an issue?**

- A.** Stick to the fundamentals.
- Verify the complaint. (KE2 Evap Efficiency's Graph page should help.)
  - Gather the proper pressures and temperatures (KE2 Evap's Home-page)
  - Using the diagram provided in the Q.1.3, fill in all of the information requested.

Don't allow the presence of technology to become overwhelming. Technicians can use the skillset they have already developed to lead them down the path of the proper solution.