



# Bits

## Information & Updates from KE2 Therm Solutions

June 22, 2017

### KE2 Therm Redefines Sales Territories to Provide Improved Customer Support



Troy Slate, Southeast Regional Manager

Several recent additions to KE2 Therm's field sales team have allowed us to redefine territory lines, to better support our customers.

The most recent addition, Troy Slate, joined the company on June 19th. Troy

is an HVACR industry veteran with over 25 years experience. In addition to working for several refrigeration OEMs, Troy owned his own contracting company. He'll now direct sales efforts in our Southeast territory, including Georgia, Alabama, and Florida.

Moving up the east coast, Bruce Gregory will maintain his sales role in the states of North and South Carolina, and will also cover Virginia, Delaware, and Maryland.

This shift frees Mark Reichenbach to cover the populous Northeast states of New York, New Jersey, Connecticut, and Rhode Island.

Just to the west, Paul Showalter was joined in the Ohio Valley by Alex Newkold, allowing Paul's focus to center on the Chicago area, Indiana, Michigan, Toledo area, and Ontario, in what we call the North Central territory.

Alex now manages the Ohio Valley states of Kentucky, Ohio, Pennsylvania, West Virginia and Tennessee.

In the West Coast territory, Geo Harris is covering California, Arizona, and Nevada.

The Midwest, Southwest, and Pacific Northwest territories are unchanged at this time. However, KE2 Therm is continuing to add sales engineers, with plans to provide additional coverage in several key areas. ■

### What do you want to know?

#### Seeking topic suggestions for KE2 Therm's fall Webinar series

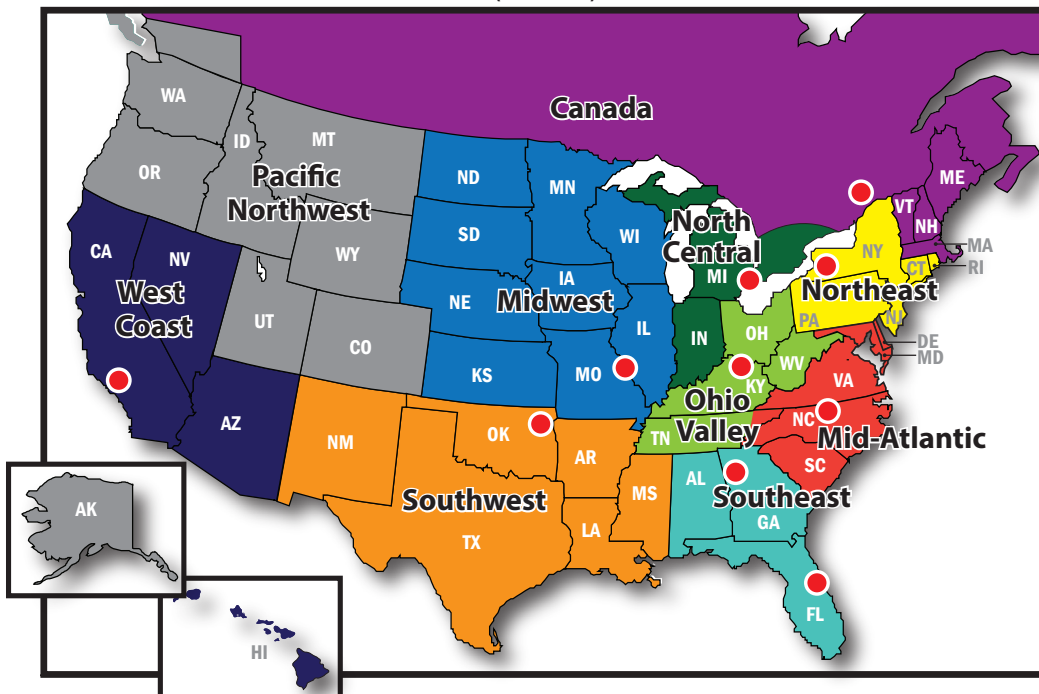
KE2Therm is reprising our webinar training series, and would appreciate hearing from you, our wholesalers and contractors, on the topics you would like to see covered in the training series.

Webinar topics in the past have included Adaptive Refrigeration Control, How to Diagnose System Issues, and How to Setup Remote Access. While we can repeat a topic if there is interest, we would like to offer additional topics based on your input.

If you have suggestions, please contact us at [neal.thompson@ke2therm.com](mailto:neal.thompson@ke2therm.com).

Webinar dates, times, and topics will be announced in future KE2 Bits. ■

### SALES REGIONS - 2017 (6/20/17)



### SALES ENGINEERS

- Southeast - Troy Slate/AJ Saucier/BTU
- Mid-Atlantic - Bruce Gregory
- Northeast - Mark Reichenbach
- North Central - Paul Showalter
- Ohio Valley - Alex Newkold
- Midwest - Joe Dudley
- Southwest - John Whitworth
- West Coast - Geo Harris
- Pacific Northwest - Ryan Kliethermes, Jeff Kavanagh
- Canada - Serge Tremblay
- Existing Regional Sales Office



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