



Progress Supply Inc.  
The

# Progress Report

Helpful Information for HVAC/R & Controls Contractors from Progress Supply Inc.

## PROGRESS SUPPLY

### NOW AN AUTHORIZED FULL-LINE WHOLESALE OF EMERSON CLIMATE TECHNOLOGIES



In past issues of The Progress Report, we've explained the impact on your business as we've embraced the **Emerson Climate Technologies** concept as a complete source for all HVACR products and components, and what it has meant to the expansion of Progress Supply's product line.

**Who is Emerson Climate Technologies. . . .**

Briefly. . . Emerson Climate Technologies is a global business, launched in 2002, that brings together innovative technologies, products and services for the HVACR world marketplace.

**What it means to you, our customer. . . .**

As an Emerson Authorized Full-Line Wholesaler, below are the brands we are entitled to distribute and support.

**Individual parts make a more successful whole. . . .**

As an Emerson Authorized Full-Line Wholesaler, the stronger Emerson is, the stronger we are. So we're streamlining our brands to make it easier for you, our customers, to fully appreciate everything we can offer. To keep things simple, most brands will carry the Emerson Climate Technologies logo rather than an individual logo. These are our product and service lines.

Of course, there are several long-standing brands which are part of Emerson that you have come to trust: **Copeland**, **White-Rodgers** and **Browning**. They will continue to have their own logos, although the logos have been modified slightly and the packaging changed to fit into the Emerson brand architecture.

We're sure you've heard the expression, "**The whole is greater than the sum of its parts.**"

This means any individuals working in unison can create a synergistic effect, generating truly astounding results for the entire group.

<b>TRUSTED BRANDS</b>
<b>PRODUCT AND SERVICE LINES</b>
<ul style="list-style-type: none"> <li>✓ Design Services Network</li> <li>✓ Educational Services</li> <li>✓ Flow Controls</li> <li>✓ HVACR Motors</li> <li>✓ Ventilation Products</li> </ul>

**The mark that sets us apart. . . .**

As a premier distributor of Emerson Climate Technologies products and services, we now have our own exclusive brand mark shown above. This brand mark distinguishes us as a source for Emerson's entire range of best-in-class product offerings and represents the trusted level of quality and service you have come to expect from us. It's a symbol that depicts the integration of technology and engineering that only we can deliver; with a little help from Emerson Climate Technologies, of course.

**"We're proud to have been selected as an Emerson Authorized Full-Line Wholesaler. Depend on us as your one-stop source for all Emerson refrigeration and HVACR products, services and support."**

Mark Faessler  
President and Chief Executive Officer  
Progress Supply, Inc.

## SCREW COMPRESSOR TECHNOLOGY THE ANSWER FOR TOUGH REPLACEMENT JOB

When 'changing out' compressors for a large air conditioning chiller, the preferred method is to replace it with a similar model — like-with-like, if you will.

But, when **Mike Sullivan**, the lead technician on the job, got the responsibility for bidding a change out of a compressor for a large downtown Columbus, Ohio customer, he was faced with a different set of circumstances.



*How it looked before the 'change out.'*

Mike, who works for Automatic Process and Temperature Control, a Columbus-based mechanical contractor, was contacted by this past customer when a large chiller problem came up because the company's service sticker was on the unit with the company's number.

After discussing the problem with the customer, it was obvious 'like-with-like' wasn't going to cut it. The customer wasn't happy with the noise level of the current compressor. He wanted something quieter that didn't leak oil. Mike realized this could definitely be a potential problem job.

He remembered that **Progress Supply** had a seminar on *Copeland/Bitzer* screw compressors last year that explained the quiet operation of this type of screw compressor, and that Copelands were a good choice for replacement on a wide variety of aging chillers and process applications. He learned that the Copeland/Bitzer product line is well-built, fairly-priced and was warehoused in the U.S., so expensive, time-consuming freight arrangements were greatly simplified.

But, let Mike continue the story. . .

***"I was very apprehensive about this project and immediately called Copeland for factory support. They were very helpful. After extensive back and forth phone calls explaining the control and***

**connection changes, we took on the project.” It went very smooth, almost scary smooth. The customer was more than satisfied with the quiet operation. We’ve had no callbacks for adjustments and the customer has renewed faith in our company for solving a really tough problem.”**



*Old installation on top — new compressor below.*

This example is just one of a half dozen that **Progress Supply** and

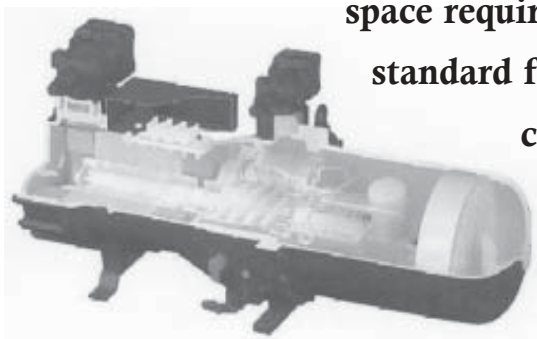
*Copeland/Bitzer* have addressed in the past two years. The compressors are high quality, quiet running, support is top notch, availability is very good (especially against Japanese and Chinese OEM compressors) and, as we mentioned, the price is very competitive.

If your company runs into a time/price issue when replacing OEM screw compressors, check with **Progress Supply** in Columbus, Cincinnati or Dayton to get a quote on a *Copeland/Bitzer* replacement. ***You and your customer will be glad you did!***

## **COPELAND SCREW COMPRESSORS**

### **MEDIUM/HIGH TEMPERATURE MODELS FOR AIR CONDITIONING**

Copeland offers a full range of screw compressors for air conditioning applications. The SCH line of compressors range from 50-240 HP and provide the ideal solution in commercial A/C applications. The integrated oil separator and oil reservoir allow for significantly reduced installation time, complexity, cost and space required. The compressors are shipped with many



standard features, including 4-step or infinitely adjustable

capacity control from 25-100%. Product flexibility extends to accommodate many of today’s environmentally friendly refrigerants, like R22, R134a and R407C.

**Progress Supply Inc.**

2864 Spring Grove Avenue  
Cincinnati, OH 45225-0067

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