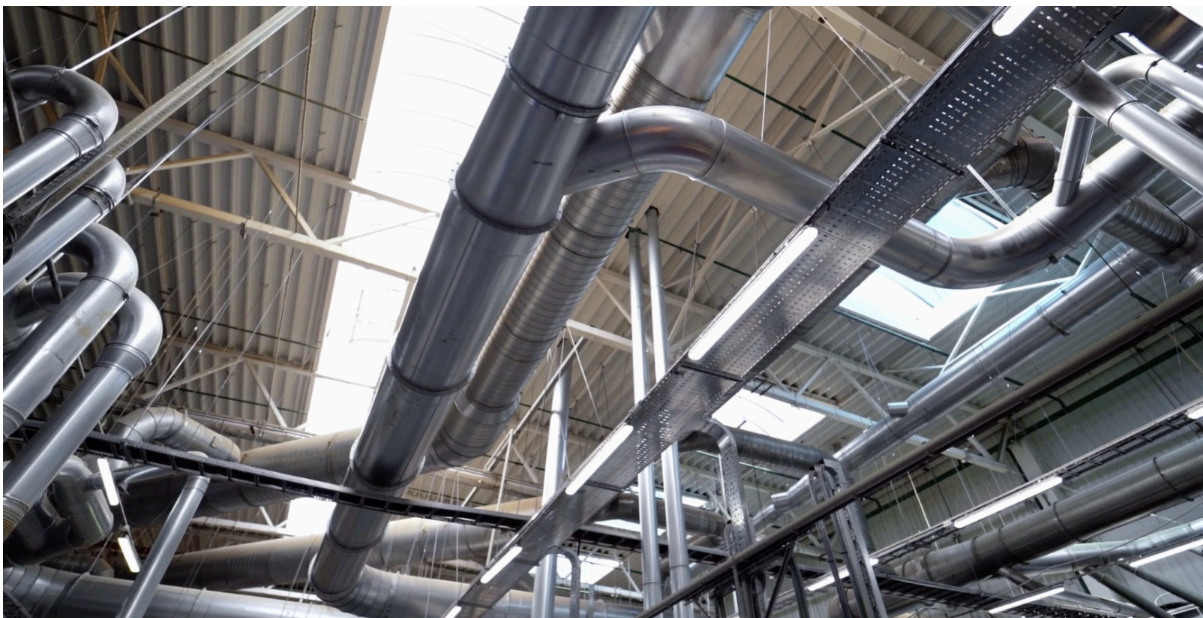


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September 27, 2022



End of the Summer. Beginning of the Future.

As we approach the end of the summer and the temperature and pace of business starts to cool, we can begin to plan for 2023. However, before we do, let's take a look at the many great things we were able to accomplish this year. To become "One Team • One Company" we needed to restructure a lot of our daily processes, most of which weren't visible to our customers. However, one that was meant to grab your attention was our new brand. Moving forward we are now the Duravent Group. Hart & Cooley has become one of the many brands under the Duravent Group umbrella.

Going forward, you will notice this new name and logo on all correspondence as well as our web and social media platforms. This new name will afford us the flexibility and infrastructure to add products/brands seamlessly to the market. This past year we have worked hard to establish and solidify our sales teams and rep agencies. There were some tough decisions, and I would like to thank those rep agencies that are no longer with us for their years of service and professionalism during the transition. Our current group of Rep Firms are some of the best in the industry, and we will continue to hold them to the highest standards to ensure peak customer service.

Finally, by now most of you are aware of our B vent transition. This product design change was necessary to increase efficiencies and allows us to lower lead times. I would like to thank those customers who have already transitioned to the new design. To those customers who are just starting this process, our sales and operations teams are working hard to make this a smooth transition and assist in any way.

Now, let's talk about 2023! Although market trends are starting to slow, we know things can change quickly and the Duravent Group is poised to be your supplier of choice. We offer a bundle of products to help you save time and money. By purchasing multiple product lines, you can lower your individual product inventory levels and still make free freight minimums. This will also free up space at the branch for equipment and large ticket items. If you only buy one product line from us, think about adding a second and third, and watch your savings grow. The Duravent Group is committed to providing you with the best products at a fair price and the industry's lowest lead times. From all of us at Duravent Group, keep building for the future!

Sincerely,



Michael Braun
Vice President of Sales – Wholesale

NEW BV AND BVO TYPE B GAS VENT MODELS

In April of this year, Duravent Group began the process of phasing out models GV and GW type B gas vent. This decision corresponded with the launch of the new BV and BVO type B gas vent models, a direct replacement for GV and GW products.

This transition is nearly complete! In the coming weeks the GV & GW product lines will start to ramp down production. All GV & GW production will end on October 31, 2022. However, while inventory remains available, Duravent will continue to accept orders for in-stock GV and GW finished goods until 3/31/2023.

Duravent will continue to honor product warranties for the duration of the warranty period. If the terms of the warranty call for product replacement and the GV/GW product is unavailable, the product will be replaced with the equivalent BV/BVO product.

We sincerely appreciate our customers' support through this transitional period. The Duravent team is focused on and committed to providing customers with exceptional products at a superior value, and this phaseout is an important step towards achieving that objective.

- *Please contact the customer service department or your regional sales manager in the links below with any questions about type B gas vent or other Duravent products.*

CONTACT US

FIND YOUR REGIONAL SALES MANAGER



BUILDING FOR THE FUTURE

What does it mean when we talk about building for the future? The name Duravent has always stood for quality, security and innovation. As we approach the one year anniversary of the DuraVent and Hart & Cooley merger, it stands for even more.

More brands, more products, more channels — and more importantly, an expanded vision for the future of climate technology.

In order to help our customers and industry professionals see exactly what we mean, we are proud to premier our new **Corporate Video!**

Take two minutes and see the executive team guide you through exactly what we do, how we do it, and where we are going as a new combined, innovative climate technology company.

Click below and see for yourself all the progress and innovation that is Duravent Group.

WATCH

THE VOICE OF ENGINEERING

The industry is heating up and the Duravent Group is right there with you as your venting partner!

Engineering has been hard at work in the lab helping to make the new Model B Vent the best in class for the HVAC professional.

What's new? Look for the new round bucket supports to help accelerate and provide more freedom in the installation process. Our Engineering Team is strategically located throughout North America to ensure we are always available to support our sales team and enhance your experience with the complete Duravent Group product portfolio.

In the coming months, we will introduce the new Selkirk Co-linear Kits with our proven, high wind cap. Engineering is also launching the new adjustable Horizontal Termination for the Selkirk and AmeriVent brands to allow for up to 5 inches of adjustability at the installation of the termination. This feature perfectly complements our full line of DirectVent products. Keep building for the future and, as always,

feel free to reach out to us by clicking below!

-Pete Schmitz
Sr. Director of Engineering

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