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May 9, 2023

## COMMERCIAL ON AIR



### Time flies, but so do we!

One thing that everybody usually agrees on is that time flies. Speaking of ... my oldest son is graduating from high school this month. Already???? It feels like just yesterday he was complaining about having a nap time, now it seems that's all he wants to do! Time does fly, but so do we. Although we are already over a quarter of the way through 2023, Duravent Group is by no means slowing down. Let's get into what's going on with the Duravent Group team.

Over the past eighteen months, our commercial business has taken momentous steps to integrate DuraVent and Hart & Cooley, improve customer experience, and streamline operations. One particularly large step we've taken has been the decision to make VentBOM the **singular** tool for quoting all commercial products.

This is one, singular platform, that both our Design Team and customers use to ensure a one-stop data source for the entire organization. Additionally, the use of VentBOM allows us to build tools that our Regional Sales Managers can use to review pricing, provide special multipliers on large or strategic opportunities, or allow a Duravent group technical expert to collaborate on a layout designed by one of our business partners.

Moving forward with VentBOM as the only quoting tool means that other pricing tools that have been historically maintained, will be discontinued very soon. These tools include legacy software, excel files, and price books. We are aware that some of our partners upload data from Duravent Group into their own unique systems. We will absolutely continue to support those requests. Our team will also be available to help train any users who are less familiar with VentBOM. Simply reach out to your RSM and schedule some time.

Also in this month's newsletter, you will find a write-up from our very own Pete Schmitz, Senior Director of Engineering. Check out his highlights of some of our new products, how we are improving existing ones, and solving engineering challenges never before tackled in the HVAC industry. Pete and his team are, as always, *Building for the Future*.

Sincerely,



Scott K. Smith  
*Vice President – Commercial Sales*

## Pricing Tools: Why did we make the change?

Utilizing VentBOM as our single-source pricing program allows for on-demand pricing, greater visibility from our sales team, and direct support from our design group. We encourage you to use VentBOM for quick part pricing, parts list quotes, and early budgets. When there is a question, all that is needed is the System Reference Number (six digits on the top left of the file) and to share the file with the designer. We can also use your shared file as a reference to produce a submittal drawing.

If this sounds new, no worries. We offer access to VentBOM for all our commercial customers. Reach out to your Regional Sales Manager to get access. We'll train new users, offer project assistance, and provide a refresher or advanced training.

There are many new features you will see now or in the coming future with the 3D version of VentBOM. They will be available directly to you or come from our design group.

Those include sizing, full submittal drawings, and the ability export to a BIM-supported file format.

Mike Heavener,  
Sales Enablement & Design Service Director

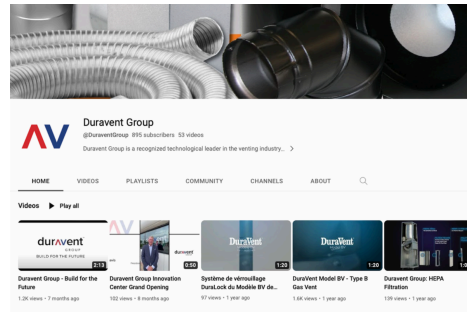


## Voice of Engineering

You vent, we listen. Actually, our Innovation & Engineering team does more than listen – we are about action and creating a best-in-class customer experience.

Later this year we will be introducing some of the most impactful pressure stack changes on the Selkirk and AMPCO brands. Ease of installation is an expectation of our customers, and I am pleased to announce that we are taking a giant leap with the development of an alignment sleeve to facilitate pipe-on-pipe installation. No more fumbling with nuts and bolts while perched on a ladder! Our V-bands will soon come with retained hardware making all-weather installation even easier. We are taking the same approach with our channel bands. Engineering has also been hard at work right-sourcing many of the accessories you may find on a pressure stack installation. It's all about lead time and meeting your expectations for timely products on your job sites.

Pete Schmitz,  
Senior Director of Engineering



## Social Media - Highlights

We are here for YOU! That's why we have the most followers and engagement in the HVAC venting and climate technology digital media space. But what's the most important thing? Providing you with valuable digital content, answering your questions, and creating a community to discuss and solve the HVAC industry's most asked about issues. What solvents do I need when installing polypropylene pipe? What diameters does Duravent's DuraStack offer? Why is round grease duct better than a square duct? These are just a few of the questions we get on our platforms, and we want more! Our social channels are your go-to for your venting questions. Want to get involved?

Click below, see it for yourself, and engage with the community on our [Twitter](#), [YouTube](#), [Facebook](#), and [LinkedIn](#) pages - built for you to help you build.

Let's ***Build for the Future*** together.



CONTACT US

## **Commercial Duravent and Security Products**

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## **Selkirk, AMPCO, and HeatFab Products**

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