

CAPITALIZE ON RETROFIT MARKET POTENTIAL

A BLUEPRINT FOR HVAC RETROFIT SUCCESS

CLIMA  COOL®


CLIMATE MASTER®

 **IEC®**
International
Environmental

 **ClimateCraft®**

YOUR PRESENTER



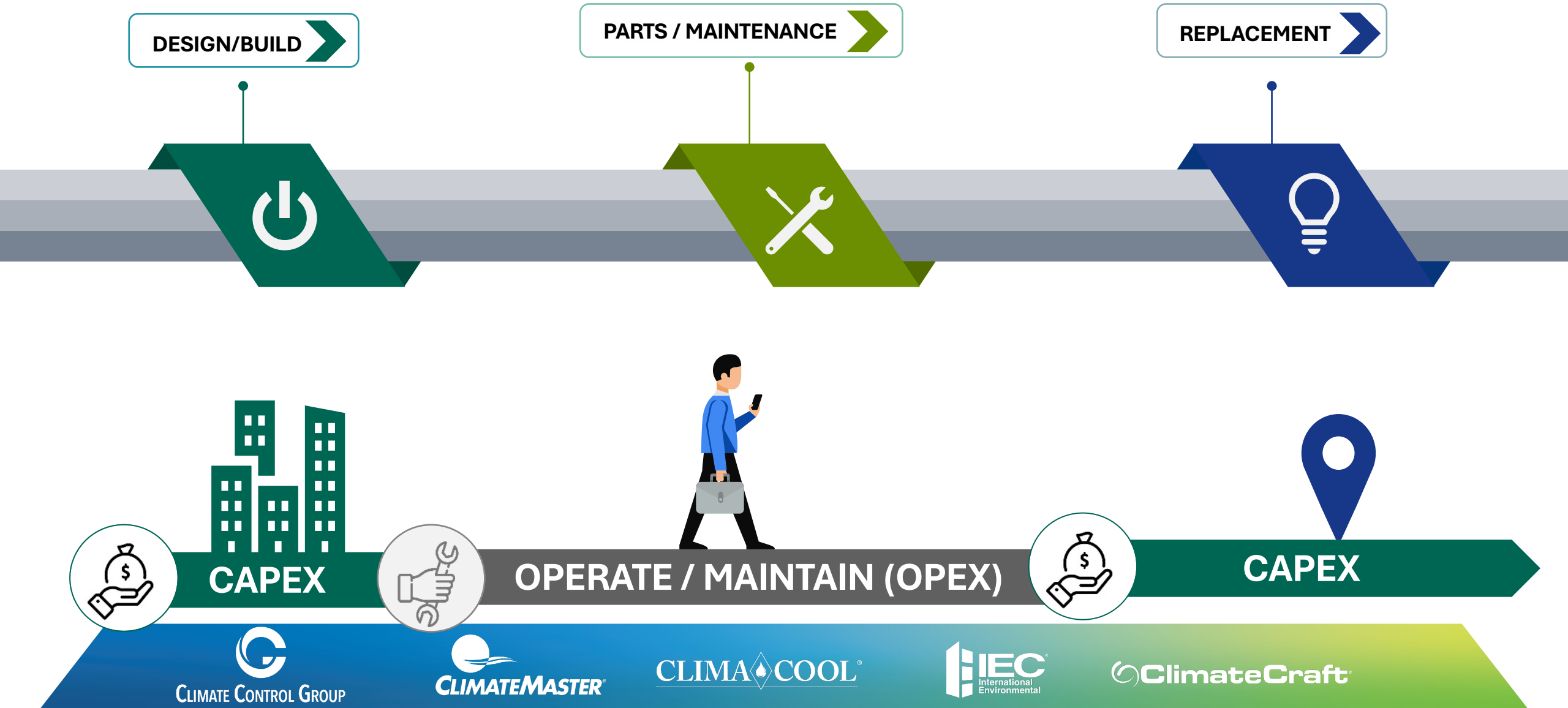
SHANE LANTZ

Aftermarket Sales Manager

LEGACY

VIEW OF THE **EQUIPMENT LIFE CYCLE** JOURNEY

ASHRAE Product Lifecycle ranges from 20 years





CLIMA  **COOL**®

Modular Chiller/Heater Systems




CLIMATE MASTER®

Water-Source Heat Pump Solutions



EnviroKIT™

 **IEC**®
International
Environmental

Hydronic Fan Coil Solutions



ClimateCraft®

Custom Air Handlers

WORN COMPONENT PARTS??



MARKET POTENTIAL

OPPORTUNITIES

POTENTIAL MARKET:

There are between 800K-1M Vertical Stack FCUs which have been in operation at least 20+ years

AVAILABLE MARKET:

Based on a 15% refurbishment factor these units require:

- Commissioning / Unit Condition Assessments / Coil, Drain Pan PM service
- Scaled Major Component Replacement / Upgrades
 - ✓ Motor / Blower assemblies
 - ✓ Coil and/or drain
 - ✓ Actuator, Control / Isolation valve replacement
 - ✓ Cabinet insulation

“NICHE” MARKET VALUATION:

There are between 800K-1M Vertical Stack FCUs which have been in operation at least 20+ years

POTENTIAL

Estimated 800k-1m
vertical stack FCUs
20+ years in operation

Available FCU

At least 15% of the units will require
some combination of maintenance /
refurb.

Market Valuation

Estimated Annual \$
value of the Vertical Stack
Domestic Refurb Market is

**between
\$250M-\$500M**

SCENARIO

Let's refurbish rather than replace
between 120,000 to 150,000 Fan
Coil units together over the next year.

SUSTAINABILITY POTENTIAL

**Source: Stopwaste Partnership GHG Calculator*



5,700 to
7,125 tons
galvanized metal

Galvanized metal from
cabinets can **AVOID
LANDFILLS**

3,000 to
3,750 tons
copper / aluminum

**Recycled or
Repurposed** Copper,
Aluminum or galvanized
metal from drain pans

240 to
300 tons
galvanized metal

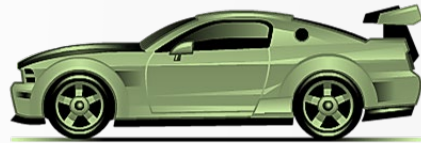
SCENARIO

Let's refurbish rather than replace between 120,000 to 150,000 Fan Coil units together over the next year.

SUSTAINABILITY POTENTIAL

**Source: Stopwaste Partnership GHG Calculator*

EQUIVALENT TO



13,000 to 16,300 cars removed from the roads MONTHLY



60,700—75,900 Metric Tons of Avoided CO2e Emissions ANNUALLY



CLIMATE CONTROL GROUP



CLIMATEMASTER

CLIMA COOL



ClimateCraft

HOSPITALITY MARKET CHALLENGES

Challenge

OWNER / OPERATOR

- ☐ Cost of Capital \$
- ☐ Reducing OpEx
- ☐ Increasing RevPAR
- ☐ Sustainability Pressures

Challenge

CONTRACTORS

- ☐ Labor Challenges
- ☐ Access to bundled solutions
- ☐ Access to Actual Decision Makers
- ☐ Differentiated Value Proposition

 **EnviroKIT**™

REFURBISH VS. NEW UNIT

The hospitality standard is *two FCU refurbishments before a new unit is considered.

*IEC Primary Research Data





















REVISED


VIEW OF THE EQUIPMENT LIFE CYCLE JOURNEY

Owner's Product Lifecycle ranges from 20-35+ years



EnviroKIT™ Comparison Matrix









EnviroKIT™ Inclusions & Options		EnviroKIT™ Energy	EnviroKIT™ Energy+	EnviroKIT™ Comprehensive	EnviroKIT™ Custom Engineered
COMPONENTS	EC Motor				YOU CHOOSE
	Blower Assembly				YOU CHOOSE
	Control Integration				YOU CHOOSE
	Replacement Coil				YOU CHOOSE
	Double-Sloped Stainless Steel Drain Pan				YOU CHOOSE
	Valve Package				YOU CHOOSE
	Closed Cell Foam Insulation		OPTIONAL		YOU CHOOSE
	Factory Assembled Casing				YOU CHOOSE
SERVICES	Engineering Support & Bench Testing			OPTIONAL	
	Custom Engineering Support & Design	OPTIONAL	OPTIONAL	OPTIONAL	
	Survey & Assessment	OPTIONAL	OPTIONAL	OPTIONAL	YOU CHOOSE

 = Included



EnviroKIT™

PARTS KITTED INTO A CHASSIS OR

EnviroKIT™		EnviroKIT™
Inclusions & Options		Comprehensive
COMPONENTS	EC Motor	
	Blower Assembly	
	Control Integration	
	Replacement Coil	
	Double-Sloped Stainless Steel Drain Pan	
	Valve Package	
	Closed Cell Foam Insulation	
	Factory Assembled Casing	

OR

PARTS KITTED TO YOUR NEEDS

FOR FIELD INSTALLATION

EC Motor

Blower Assembly

Control Integration

Replacement Coil

Double-Sloped Stainless
Steel Drain Pan

Valve Package

Closed Cell Foam Insulation

Factory Assembled Casing



EnviroKIT[®] as the Solution

CHALLENGE

OWNER / OPERATOR

- ☐ Cost of Capital \$
- ☐ Reducing OpEx
- ☐ Increasing RevPAR
- ☐ Sustainability Pressures

EnviroKIT Value

- ✓ Impact more rooms w /same \$ amount
- ✓ Better than new unit performance potential
- ✓ Increased room comfort
- ✓ Measurable CO2 avoidance



EnviroKIT[™]

EnviroKIT® as the Solution

CHALLENGE

CONTRACTORS

- ❑ Labor Challenges
- ❑ Access to bundled solutions
- ❑ Differentiated Value Proposition

EnviroKIT® Value

- ✓ Ease of installation
- ✓ Complete Solution
- ✓ Extending Capital \$ to better align you with Decision Maker



EnviroKIT™

DECISION MAKING DRIVERS FOR FCU MARKET \$

COST OF OPERATION

- Lack of Maintenance ↑ Unit Run Times and Repair Expenditures
- FCUs Operating Beyond Useful Life Expectancy

CAP SPEND VS. REFURBISHMENT SPEND

- What is available \$ in the Capital budget ?
- Hospitality industry will defer MRO spend to a point of system failure
- Lack of Maintenance ↑ Unit Run Times and Repair Expenditures

SUSTAINABILITY - REFURB VS. REPLACE

Industry Trends are demanding we fall in line with ESG initiatives



CCG RETROFIT SOLUTIONS

CLIMA  **COOL**®

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Custom Air Handlers

CCG RETROFIT SOLUTIONS



Modular Chiller/Heater Systems



Water-Source Heat Pump Solutions



Hydronic Fan Coil Solutions



Custom Air Handlers

Compact, flexible design for tight spaces.

Phased upgrades are simplified with a modular system.

Modularity means minimal disruptions during installation.



Engineered with simple replacement in mind.

Drop-in chassis exchange in Vertical Stack HP designed to minimize downtime.



Minimal downtime and easy installation.

Keep existing cabinet, replace only what you need to reduce waste.

Reduced installation cost vs. new unit.

Flexible Solutions are Customizable



Shipped in sections, assembled on-site.

Designed within limits of elevators, doors, halls

Avoids excessive rigging and demolition cost and time.

