AGENDA

- 8:15 am: NPI Launch Plan
- 8:20 – 8:45 am: Tork® TU40 Opportunity
- 8:45 – 10:30 am: Mersen® Surge Protective Devices
- 10:30 – 11:45 am: Ranco® Rocket™ Hard Start Kits
- 12:00 – 1 pm: Lunch
- 1:00 – 2:30 pm: Lab Tours / Showpad Training
- 2:30 – 3:30 pm: Ranco® O Control Refresh
- 3:30 – 4:00 pm: Uni-Line® Industrial Wipers
NPI UPDATE

- FY19 New Products
  - 4 new categories
  - 34 new part numbers
- What’s next?
  - Carrier Pilot Assembly
  - OEM parts
  - J10 De/Humidistats
- Balanced Approach
  - Internal products
  - External P/L
  - Third party brand
Features

- Auto-voltage, 40 Amp, 24-hour, On/Off mechanical timer
- LED indicators provide quick visual timer status – red for load / green for power
- Manual On/Off/Auto override switch
- Captive trippers on 15 minute increments
- Real-time clock face with day/night dial indicator
- Combination ⅝” and ¾” knockouts on both sides, bottom and back
- NEMA 3R non-metallic, indoor/outdoor rated enclosure

Applications

- Refrigeration, HVAC, pumps, motors, fans, and security systems
Strategy
- Chase Intermatic GM40/GM40AV market volume
- Intermatic volume – 16,000 units/year @ $45/ea.
- Cost = $32.49
- Go after every account you know selling Intermatic!