

Kansas City, MO 64030

# 2010 Selling Checklist

#### (816) 761-7476

FAX (816) 765-8955

# We will Go Green by scheduling Ruskin presentations with our top engineers and contractors to discuss:



FSD Applications & Installation Advantages – No Better Way to Save Money!

- ✓ High static & velocity ratings on FD's, SD's and FSD's
- ✓ FDR and FSDR True-Round Dampers
- ✓ Modulating FSD's and SD's
- ✓ "BAL" Balancing FSD's Exclusive!
- ✓ FA Front Access FSDs
- ✓ Normal Open Smoke Dampers

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Wind-Driven/Hurricane Louvers – Including Penthouses!

- ✓ EME vertical and horizontal wind driven rain louvers including the EME420DD and EME6325D
- UL approved High Windload Louvers
- Louvers in-house anodize and painted finishes

IAQ, Energy and Outside Air Damper/Louver Designs – Required per code!

- EnERVent Energy Recovery Ventilators
- ✓ Commercial Air Doors
- ✓ ZPD25 Pulse Dampers
- ✓ IAQ350XL 3 in one Damper
- ✓ EAMP Electronic Air Measuring Probes
- ✓ EFAMS Electronic Fan Air Measuring Stations
- ✓ CD50/60 Class I Leakage Control Dampers
- ✓ Z2000 Zone Control System

### 🕽 Ruskin Industrial

- ✓ PSD Bubble Tight Isolation Dampers
- ✓ CBS8BL Blast Damper
- ✓ BTR92 Bubble Tight Isolation Dampers
- ✓ CDR92 Round CB Backdraft Dampers



# www.ruskin.com

- Application & Selection
- Download REVIT/BIM Files
- ✓ Download CAD details
- ✓ LEADS Louver Selection Program
- Download electronic CSI Specs
- Case Studies
- ✓ ASAP! Demonstration Best Acoustics Program in the Industry!

We will Go Green by scheduling sessions with local code inspectors to update them on code requirements, installation and applications of Ruskin products.



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### We will Go Green by scheduling local ASHRAE talks on . . .

- ✓ Fire/Smoke Codes and Testing Standards
- ✓ Wind-Driven Rain Louvers and/or Hurricane Outside Opening Protection
- ✓ Ventilation and Energy Code Solutions: ASHRAE 62, 90.1, IMC, LEED
- AMCA: Test Methods and Certifications for Dampers and Louvers
- Reducing sound in HVAC systems

# We will Go Green by regularly discussing the Ruskin monthly mailing at our office sales meetings.

- We will Go Green by using the Ruskin VIPnet for:
  - Monthly Mailings
  - LIVE Order Data 24/7
  - Current Cost Multiplier Schedules
    & Secure Rep Pricing Sheets
  - Ruskin University Training Dates
  - Multiple Brands
  - Administration/Updating Contacts
- We will Go Green by registering all our engineers and contractors for the Ruskin E-Specifier Newsletter.
  - We will Go Green by attending Ruskin Webinars on the first Wednesday of every month and by having our Engineers and customers attend Ruskin Webinars on the second Wednesday of every month.



SPECIFIED BY MANY— EQUALED BY NONE