

Northwest Ductless Heat Pump Project



Distributor Networks

Moderated by **ERICA THOMPSON**

About the Presenters

- Paul Daugherty—Daikin AC
 - Western US sales/distribution manager for DHP products
- Krisann Parks—Pacific NW Reps
 - Manufacturer Rep
- Lonny Myers—Thermal Supply
 - Sales manager

Manufacturers

- Bringing DHPs to the NW market
- Product design
 - Technology
 - NW climate
 - Home type
 - Efficiency ratings
 - Marketing and sales strategy

Manufacturers

Engaging energy efficiency organizations

- Tax credits and rebates
- Code compliance

Manufacturers

Trainings

- Sales and technical
 - Internal employees
 - Distributors
 - Utilities
 - Manufacturer reps
 - Dealers
- Local and regional

Manufacturers

Tools and resources

- Manuals
 - Service
 - Applications
- Sales guides
- Marketing support
- Upcoming resources?

Manufacturers

Utility engagement opportunities

- Cooperative promotions and cost sharing
 - Example: PGE
- Non-branded collaboration
 - Training
 - Consumer messaging
 - Developing contractor base

Manufacturer Reps

Pacific NW Reps., Inc.
www.pacificnwreps.com

- Mike Rock, Owner
(425) 836-0907
- Scott Herberg (Eastern WA/OR, Western MT)
(509) 823-7008
- Jim Palmquist (Western WA, Alaska)
(206) 790-0137
- Krisann Parks (Oregon)
(503) 949-0886

Distributors

Best Roll

- Work with Manufacturers, Contractors, Utilities and End Users

Distributors

Product Support

- New Products & Existing
- Training
- Tech Support
- Inventory
- Warranties
- Sales Literature

Distributors

Marketing

- Promotional Items
- Home Show Support
- Marketing Dept.

Your turn

Questions for the presenters?

Experiences you would like to share?

Thank you for joining us!

Contact Us

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