

GREENMILL TRADE BULLETIN

INSIDE ISSUE #14

➤ Greenmill Hybrid Hub

Want to know anything
about Hybrid & Pressfit?
Ask the Greenmill team

➤ New Hybrid Supplement

Our latest Issue 5 Hybrid
supplement is now
available to download.

➤ Could you be the next video star?

We're looking for video
testimonials from customers.
Give us your Greenmill story.

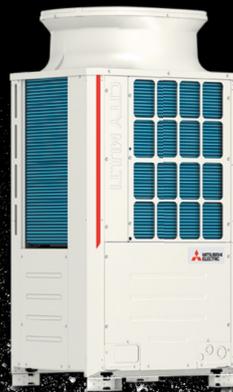
➤ Hybrid Training & Best Practice

Get the most out of
our free Hybrid product
training and resources.

For everything Hybrid & Pressfit

HYBRID HUB

PRESSFIT & HYBRID VRF INSTALL MATERIALS



When HVRF hit the UK a few years ago, we knew we had to be involved. Fast-forward to 2023 and Greenmill is at the forefront of this developing technology. If you want to know about Hybrid, ask Greenmill.

Right from the start, we worked with the industry leaders to develop our unique knowledge bank, build a support network and establish a range of "best practice" hybrid install materials.

HVRF is still an emerging technology in the UK, and relatively new to some engineers. Which is why we

are committed to sharing our hybrid knowledge, technical expertise and first-hand experience with customers, suppliers and manufacturers.

So if you've got an HVRF project coming up, or looking to quote on one, talk to the specialist Greenmill team about our:

- ✔ Onsite product demonstrations
- ✔ Product training & certification
- ✔ Free installation guides
- ✔ Product & installation videos
- ✔ Range of hybrid install materials

We've even created a Hybrid Hub site, covering all the leading hybrid and pressfit systems, that brings loads of our resources all together in one place:

www.pressfitsolutions.com



Wireless Charging Weighing Scales



First for cylinders!

A decent set of charging scales is an essential part of any engineer's kit, and these Wey-TEK INFICON wireless scales are just the job. Use the FREE Wey-TEK app to display real-time measurements on your smartphone or tablet. Plus, the INFICON includes an alarm mode and 30ft wireless range, which means you can get on with your job, leaving the scales to do theirs.

We also stock most leading charging scale brands including Mastercool and Javac. And we are first for cylinders and all the equipment you need for refrigerant transfer.

www.greenmillac.com/a-c-tools

NEW Hybrid Hub Supplement Issue 5

FREE Pipework Installation Guides



Our latest Issue 5 Hybrid Hub supplement brings Greenmill's comprehensive range of Hybrid and Pressfit install materials together into a handy, pocket-sized catalogue.

Spread over 40+ bumper pages, the supplement is one of the few catalogues to feature both RLS (Rapid Locking System) and Conex >B< MaxiPro, the UK's two leading braze-free pressfit systems.

There's a whole range of pressfit fittings (in all popular sizes) for both systems. Plus tools, jaw sets, accessories and pressfit ancillaries.

Because we are hybrid specialists, we want to make sure that we have everything you need for your HVRF installs. Which is why we stock the STÖRNCH range of Barrier and Copper Press install materials. From Hybrid Barrier Pipe (including 20mm OD), to Copper Press

fittings and hybrid water supply materials. And it's all available from stock, with next-day delivery as standard. Plus, if you're looking for a bit of guidance, you'll also find our free HVRF installation guides towards the back of the supplement. And if you need anything else, get in touch with the Greenmill team.

Request your copy or download now at: www.greenmillac.com/hybrid-hub-issue5



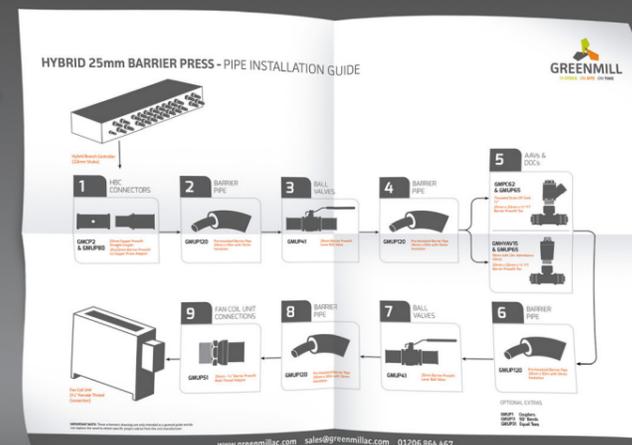
- Hybrid Barrier Press
- Hybrid Water Supply
- Hybrid Copper Pressfit
- Hybrid 25mm Push Fit

Whether you are new to HVRF technology, or an experienced hybrid installer, our free set of schematic installation guides provide the perfect starting point for all your hybrid projects and quotes.

The guides specify the pipework and connections you will need for a range of standard HVRF installs including Barrier Press

(20, 25, 32 and 40mm), Push Fit (25mm), Copper Pressfit and Water Supply, along with details of the required fittings and the Greenmill codes to help you order.

Handy A5 versions of the hybrid schematics are included towards the end of our latest Issue 5 Hybrid Hub supplement. In addition, each installation schematic is also available for



free in a large A3 fold-out format. To request your copies get in touch with the Greenmill team.

IMPORTANT NOTE: Hybrid schematic drawings are only intended as a general guide and do not replace the need to obtain specific project advice from the unit manufacturer.

Are you memorable?



By Chris Tame
Head of Sales at Greenmill

You are one of 30,000+ companies in the UK who installs and services air conditioning. That's a very competitive space.

Don't get me wrong, we love every one of you! In fact, we obsess about you from dawn till dusk, every working day of the week. But how are you going to ensure your clients remember your company above all others?

Getting the job done for a reasonable price just isn't enough these days. It needs something more. Something your competition aren't doing. The crazy thing is, it's often the small things that we remember about a company.

One team who stick in my mind, always leave a property cleaner than they found it. We also like the company who send a thank-you letter every time they win a project. That's a nice touch.

What if you were to send a hand-written thank-you letter every time you lost a project? 'Thank you for the opportunity, we'd love another chance next time round.'

What if your service engineers were the most polite tradesmen your clients have ever met? With some customer service training, and some guidance, maybe they could be. And how well would it go down if they left a box of chocolates after every AC service?

You think these things are insignificant. We've realised they're incredibly powerful.

We first started sending out sweets with deliveries in 2005. By 2008, we were winning a lot of orders just because of the sweets. Roll the years forward, we have companies based 250 miles away answering cold-calls saying, 'Greenmill? Oh, the guys who give out sweets?'

We'll admit, it's not very glamorous, but it's memorable!

What is the one thing you can do in 2023 to be remembered by your clients?

hilmor A Frame Tube Bender

The Hilmor HIL-CM A-frame tube bender is manufactured by professionals, for professionals. The frame is designed to give maximum stability, which minimises the risk of movement while in use.

www.greenmillac.com/a-frame-bender

- Imperial version – 2 guides and formers (7/8" and 1-1/8")
- Calibrated markings for making accurate bends up to 180°
- Heavy-duty A-frame for stable working



- Precise Angles**
Calibrated markings for making accurate bends up to 180°.
- Comfortable Grip**
Non-slip grip.
- Lighten Your Load**
Constructed out of lightweight die-cast aluminium.

**GET IN.
GET OUT.
GET ON TO
THE NEXT JOB!**

HYDRON



Dairy Case Pump

Looking for a stainless steel case pump that's great value-for-money? Check out the Hydron HY/DP30-S Dairy Pump. Made in Britain, this low profile, yet powerful, piston pump is designed for low-level installations like retail refrigeration units, where height is restricted and low gravity drain is not available.

www.greenmillac.com/hydron-dairy-pump

Greenmill needs YOUR story!



We are aware that this could go horribly wrong, but we really want to hear what you think of Greenmill - on video!

If you're willing to share your Greenmill experience with the world, we would love to come out and film you doing it.

Over the next few months, our video team will be travelling the length and breadth of the country, filming video testimonials from Greenmill customers. And we want you and your company to be a part of it.

We're not looking for the next Brad Pitt. We just want people to tell us about their Greenmill experience, good or bad, (we'll edit the bad bits out, obviously).

So if you'd like to tell us your Greenmill story, get in touch with your account manager or email our team on: sales@greenmillac.com

We promise to get your good side Brad!

REMS Curvo

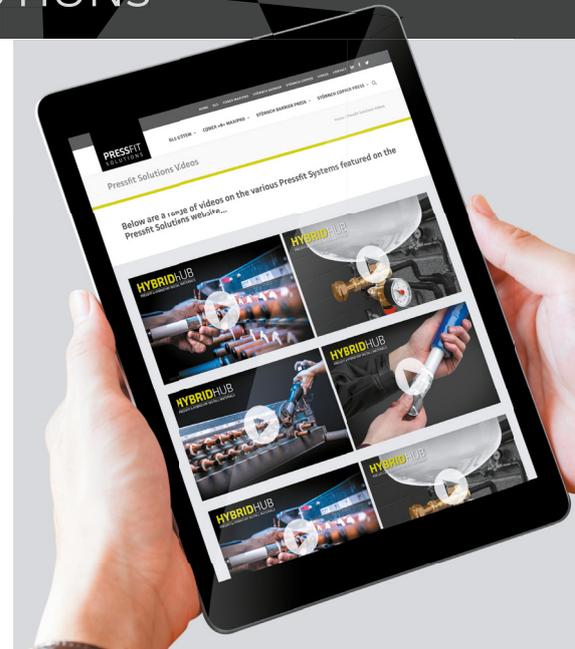


If you're looking for a faster, more efficient bend, that could save you time and money, try an electric bender.

The REMS Curvo Electric Pipe & Tube Bender can cold bend up to 180° without the need for a vice. Especially suited for larger copper tube up to 35mm, the Curvo delivers a precise wrinkle-free bend.

Compact, lightweight and portable - take all the manual heavy work out of onsite bending with a Curvo Electric Bender.

www.greenmillac.com/curvo-electric



Hybrid & Pressfit Training & Best Practice



By Simon Makin

I've worked at Greenmill for a number of years now, and have enjoyed (almost) every minute of it. My role has changed, as the industry has evolved. But the bit I still like the most is getting out and about, having a natter with customers.

As an ex-engineer, nothing beats being onsite, helping to spec a job, delivering a product demo, or checking out someone's tidy new install. And it gives me the opportunity to share loads of the technical knowledge, industry best-practice and all the first-hand experience I've gained over the years (especially hybrid and pressfit).

So if you've got an HVRF job coming up, and want to talk it through or need a bit of product support, get in touch. Maybe you and your team need training and certification on using the leading pressfit systems - I'm your man.

TRACK & TRACE

Taking delivery updates to a whole new level, Greenmill Track & Trace shows you exactly where your delivery van is on a map, in real-time.

Nipping out for brekkie and need an update? Just keep clicking your text link to follow our driver's progress throughout the day.

Track & Trace helps you keep your finger on the pulse, and your hands on that breakfast bap.



Too busy to meet up in person? No problem, there's loads of videos and other resources available on our specialist Pressfit and Hybrid Hub website:

www.pressfitsolutions.com