

Packard

Supplying HVACR solutions with your needs in mind.



Customer Focused • Employee Owned!



PACKARDONLINE.COM

PACKARD, INC. COMPANY PROFILE

PROUD OWNERS OF PACKARD!



Packard's unyielding commitment to our core values is represented in our logo

Selection

We offer a full spectrum of HVACR parts and components. We seek to proactively evolve our product offering in response to purchasing shifts and trends in the HVACR industry. It is our goal to be your one-stop HVACR source.

Service

At each of our customer touchpoints, we take service very seriously. It begins with the relationships built and fostered by our sales professionals all the way to our responsive and courteous customer service team. We strive to make it easy for you to work with us - whether it's by phone, fax, online or in-person.

Satisfaction

We are committed to achieving the highest levels of customer satisfaction. Our customers are not just names and numbers. For us, they are faces and relationships. Packard believes that all customers deserve prompt and courteous service, a phone call answered by a person, and product support after the sale. Our superior customer-service focus and relationship-based execution has been recognized repeatedly by our customers.

Packard timeline



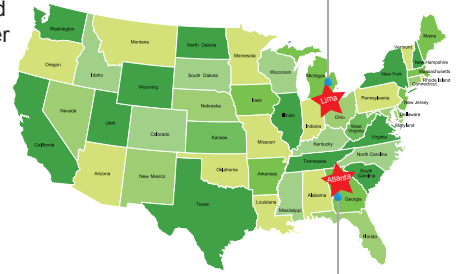
1972

Tom Campbell joins the Packard team and expanded their product offering to add Packard private label motors.



1959

Packard is founded in Lima, Ohio under the leadership of Albert Taft.



1985

Susan Kirkland joins the Packard team.



1984

Tom Campbell moved the corporate office to Atlanta, Georgia.



1995

Packard incorporates a new online product inventory system improving speed and efficiency.



1989

Tom Campbell purchases Packard from Albert Taft and transforms the business into a full-line master distributor.



2009

Packard adds compressors to its offering.

2003

Packard expands its global sourcing to bring a more robust selection to their customers.



2011

Packard introduces Titan Pro, a Professional Grade capacitor.



2011

THE YEAR OF MARKETING!
Packard rebrands logo and showroom packaging.
3 swooshes represent: Selection • Service • Satisfaction



2012

Packard introduces Titan Max and Titan HD to continue the Titan family with refrigeration contactors and USA made capacitors.



2011

Packard continues to grow, moving into 65,000 square feet of warehousing.

2012

Packard launches an online ordering and status update platform for our customers.



2012

Packard sees a need in the industry and adds a sales team to support small to mid-size OEMs across the country.

2013

Packard begins a nation-wide training initiative called the Packard Academy that is NATE certified.



2013

Packard partners with 3PL warehousing in Las Vegas to add compressors to our west coast offering.

2014

Packard introduces Titan ICE, a refrigeration relay to replace the obsolete GE models.

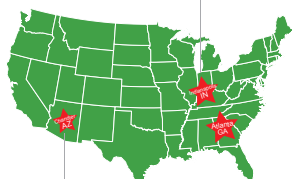


2015

Packard adds a second full-line distribution center in Indianapolis, IN with 42,000 square feet of storage.

2017

Packard announces that it is 100% employee owned, becoming the first master distributor in the HVACR industry to adopt an ESOP!



2017

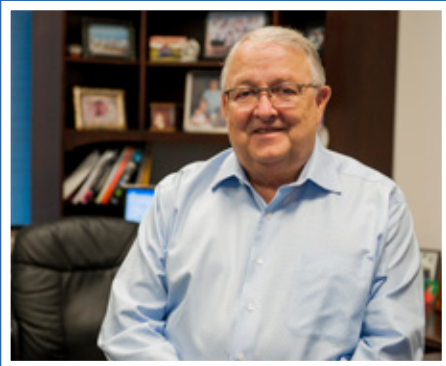
Packard continues to grow, moving into 154,000 square feet of warehousing.

2018

Packard adds a third full-line distribution center in Chandler, AZ, cutting shipping times in half to the West Coast.

**Customer Focused
Employee Owned**

Meet the team



Tom Campbell,
CEO & Chairman of the Board

SERVING THE INDUSTRY SINCE 1972

Since 1972 Tom has been the spearhead of Packard's mission in becoming the premier master HVACR distributor that it is today. With the company's founder Albert Taft as his mentor, Tom learned the ins-and-outs of the surplus and aftermarket motor business. Tom brings years of valuable experience in HVACR product development and sourcing which allows him to anticipate industry trends in order to deliver the best possible products to our customers.



Susan Kirkland,
President

SERVING THE INDUSTRY SINCE 1985

With her beginnings in Packard's Accounting department, Susan has worked in just about every area of Packard in an effort to understand how each department touches the customer. Under the mentorship of Tom, she assumed the position of President in 2007. Susan is our primary relationship builder and is vital to the strong ties we have with our customers, vendors and employees. She keeps Packard on a forward march from both a strategic perspective as well as a day-to-day standpoint.

Brian Komorek
VP of Sales

SERVING THE INDUSTRY SINCE 1991

Brian is responsible for leading the overall efforts of the sales team, contributing to Packard's strategic growth and maintaining and cultivating relationships. Brian has over 25 years of diverse management experience in the HVAC industry. He has spent the past 13 years as the Director of Sales for the Commercial Division of a leading specialty air conditioning manufacturer. Prior to that he was the Vice President of HVAC for a national HVACR distributor, and a partner at a regional mechanical contractor.

Jim Mosman
VP of Business Development

SERVING THE INDUSTRY SINCE 1986

Jim occupies the position of Vice President of Business Development. This is a newly created position that is responsible for directing and promoting a cohesive team strategy within our Product Development, Marketing and Inside Customer Support teams in order to better support customer satisfaction and overall company growth. Jim's experience in leading and building internal teams and his vast industry experience makes him a perfect fit for Packard's expanding business needs.

Sales Management



Ferris McDaniel

VP of OEM Sales

SERVING THE INDUSTRY SINCE 1983

Ferris began his career with a distribution company very similar to Packard but moved on to manage district, national and international sales teams for both Emerson and Embraco's compressor divisions. Ferris began his specialty in the compressor market as District OEM Sales Manager for Emerson and later joined Embraco, managing global sales and product development alliances between Embraco and other manufactures around the world. Following the birth of his third son, Ferris began a new role as Embraco's Aftermarket Sales Manager for North America. In 2010, Ferris joined Packard and has been instrumental in Packard's entry into the AC and Commercial Refrigeration compressor and controls market.

Charlie Swett

Strategic Sales Manager

SERVING THE INDUSTRY SINCE 1977

With over 40 years of industry experience Charlie is well qualified for his position as Packard's Strategic Account Manager. He has worked in both OEM and aftermarket sales, product development and distribution center operations as well as a successful stint managing one of the largest HVAC motor buys in the country. Charlie understands how to satisfy the customer's need for high value, quality product supported with exceptional customer service.

Chris Foster

Regional Sales Manager

SERVING THE INDUSTRY SINCE 1997

Chris is the Sales Manager for the Midwest sales region, and oversees 12 states. He spent 20 years in the HVAC industry working various jobs including inside sales, territory manager, manufacturers representative, distribution and purchasing. Working multiple sides of the HVAC industry helps Chris understand every part of the HVAC channel, which in turn helps him in establishing strong relationships with his customers.

Glen Goldreich

Regional Sales Manager

SERVING THE INDUSTRY SINCE 1992

Glen is responsible for managing customer relationships in the Mid-Atlantic and Northeast regions. Born and raised in Connecticut, Glen brings more than 25 years of industry experience promoting a variety of products through HVACR and industrial distributors. Working with each customer to identify their specific goals and objectives, Glen then provides the tools, guidance and follow-up necessary for success.

Jeff Jordan

District Sales Manager

SERVING THE INDUSTRY SINCE 2010

Jeff is a Regional Sales Manager for the Packard OEM team. Jeff is a vital part of the Packard team and brings years of extensive training with compressors and components. Jeff has an excellent reputation for "hands on" support with customers and has been known to get his hands dirty demonstrating and installing our products on a production line. His ability to design and match Packard products with customer applications has proven to be a winning formula for the Packard team.

Rick Streacker

National Training Coordinator

SERVING THE INDUSTRY SINCE 1979

As National Training Coordinator, Rick develops classes, videos, webinars, and other training media to support wholesalers, technicians, and Packard's employees. He started his HVAC/R career in an electric motor repair shop in 1969 while attending school. After graduating he furthered his career with A.O. Smith and FASCO working with OEMs and distributors throughout the U.S. His teaching experience began in the early '90s and has expanded since, becoming a recognized continuing education instructor in Alabama, Iowa, and Ohio. Packard is a NATE recognized training provider of NATE certified classes. Our NATE ID # is 5587.

John Alexander

Regional Sales Manager

SERVING THE INDUSTRY SINCE 1992

John is the Southeastern Regional Manager which includes Florida, Georgia, Alabama, Mississippi, South Carolina, North Carolina and Tennessee. John has 15 years experience in sales, regional management and marketing positions. John brings a detailed knowledge of OEM, HVACR and pool motor sales, allowing him to service his unique market with a focus on one-on-one relationships.

Jose Genao

District Sales Manager

SERVING THE INDUSTRY SINCE 2006

Jose is the District Sales Manager for Georgia and parts of Alabama and Tennessee. Jose has been with Packard since 2006, working 8 years of various positions within the warehouse and then joining the sales team in 2014. He is an integral part in our continued growth in existing and new markets.

Jeff "Coach" Huckaba

Regional Sales Manager

SERVING THE INDUSTRY SINCE 2008

Coach is the South Central Regional Manager for Packard which includes the states of Texas, Oklahoma, Louisiana, Arkansas, Missouri, and Kansas. After a career lasting 23 years as a science teacher and football coach he hung up his whistle in 2008. Jeff entered the HVACR industry taking a sales manager position with a leading national sheet metal manufacturer. Since then he has gained experience in several industry channels including working with manufacturers, wholesalers, and now a master distributor.

Line Card

TITAN HD[®]

> USA-made Capacitors

TITAN ICE[®]

> Potential Relays

TITAN MAX[®]

> Definite Purpose Contactors & Auxiliary Switches

TITAN PRO[®]

> Extended-life Capacitors

Packard

> Motors:

- > 3.3", 4 5/16", 4.4", 5", 5 5/8", and 6 1/2" Diameter
- > 42-Frame
- > C-Frame
- > Evaporator Fan
- > OEM Direct Replacement Motors
- > PSC
- > Resilient Base
- > Shaded Pole
- > Starter
- > Unit Bearing

> OEM Direct Replacement Draft Inducers

- > Auxiliary Switches
- > Blower Wheels
- > Blowers
- > Capacitors
- > Contactor replacement coils
- > Contactors
- > Disconnect Boxes
- > Fan Blades
- > Fan Control Centers
- > Flame Sensors
- > Hard Starts
- > Heat Sequencers
- > Igniters

- > Motor & Capacitor accessories
- > Pressure Controls
- > Pulleys
- > Relays
- > Restring Coil Kits
- > Thermocouples
- > Tools
- > Transformers



> Hermetic AC Compressors & Refrigeration Compressors

Browning[®]

> Belts



Formerly A. O. Smith Electrical Products Company

> Motors: 42-Frame, 48-Frame, Blower, C-Frame, ECM, Integral HP, Oil Burner, Pump, Resilient Base, Unit Bearing, Unit Heater



> Cleveland Controls Air Pressure Sensing Switch Kits

Danfoss

> AC Scroll Compressors, Refrigeration Compressors, Condensing Units
> Line components: Controls, Driers, Expansion Valve Bodies, Sight Glasses, TXV Kits, TXV Orifices, Valves



> Surge Protectors

ebmpapst

> Motors: ECM

Line Card



> Refrigeration Compressors & Condensing Units



> Shaded Pole & ECM Motors



> Unit Bearing Motors



> Motors: 42-Frame, Blower, C-Frame, PSC Heat Pump, Shaded Pole, Unit Bearing, Unit Heater
> Blower Wheels, Contactors, Draft Inducers, Fan Blades



> Motors: 48-Frame, Blower, ECM, Heat Pump, PSC



> Controls

Kelvion



> Heat Exchangers



> Blower Wheels, Fan Blades, Pulleys



> Scroll Compressors



Expertise Applied | Answers Delivered

> Fuses



> Commercial / Industrial Motors



> Motors: Unit Bearing, ECM



> Blower Wheels



> Heavy Duty Fan Blades & Blower Wheels



> Fractional Reciprocating Compressors



> Spun Copper Driers



> Terminal Repair Kits



> Hard Starts



> Duct Heaters, Crankcase Heaters



> Condenser Fan Motors

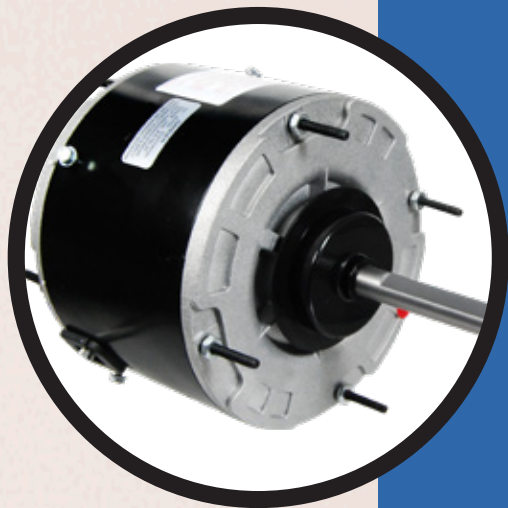
Motors

From C-Frame to T-Frame,
when it comes to motors,
we've got solutions that fit.

As a master distributor we stock thousands of motor part numbers from the industry's leading manufacturers including Century, Elco, EMS, Fasco, Genteq, Marathon and Morrill, as well as our own Packard brand.

Packard offers the service and support after the motor sale that you expect and deserve. We back the performance of all of our motors with a 2-year warranty from the manufacture date or 1-year warranty from the installation date.





Fits your needs.

Packard has the most complete and comprehensive stocking list of aftermarket and direct OEM replacement motors. With motors ranging from: condenser fan, heat pump, ventilation, unit heater, oil burner, fan coil, refrigeration, commercial, industrial, farm duty as well as energy efficient ECM motors—we are confident that we can meet your customers' repair requirements.



Fits your budget.

Being in this industry since 1959, we have worked hard to foster long-standing relationships with our manufacturers so you can be assured that you are receiving the best possible value on your motor purchases. Plus, when you work with Packard, you have the added benefit of purchasing exactly what you need to suit your inventory requirements - all from one place and all on one PO.



Fits your business.

Technical questions? Not a problem. We have on-staff technical support to help research and answer application questions, as well as service representatives to assist with product cross-referencing and pricing information to help you meet the demands of your business.



Refrigeration



Packard is proud to be the first choice supplier of refrigeration compressors and condensing units for domestic appliance, commercial, food service, bottling and vending applications.

As a market leader in engineered refrigeration products from Bristol, Danfoss, Embraco and Secop, we offer:

- Compressors for low, medium and high temperature applications
- Multiple refrigerants
- Line components and controls for one-stop shopping



Residential AC

When it comes to residential cooling, getting the job done efficiently is important for everyone.

We have the right compressors to help achieve a cost effective repair without the headaches of replacing the whole system.

We stock reciprocating and scroll compressors from Bristol, Danfoss and LG that offer:

- R410A and R22 applications for easy change-outs
- TXV's, dryers and other accessories to complete the job

Commercial AC

When your customers need a compressor for Commercial Cooling applications, you need a source to rely on for in-stock availability.

As an HVACR master distributor, Packard stocks Commercial Reciprocating and Commercial Scroll Compressors from Bristol and Danfoss for applications up to 40 HP.

Direct replacement difficulties will be a thing of the past since Packard also carries a full line of rotolock fittings, sweat adaptors and other commercial size accessories.



Compressors

We know what it takes to
be cool...

What do you get when you combine breadth and range of product, top quality at an excellent value and unparalleled customer and technical support?

Packard's complete compressor offering.

...and how to kick it
up a notch.

When you work with Packard for your compressor business, you enjoy the benefits of flexible purchasing. This means you can order exactly what your inventory requires, when you need it – whether it's 1 or 10,000 units. Plus, our compressors ship fast with *Express Service*, giving your customers quicker access to the parts they need to get their jobs done.



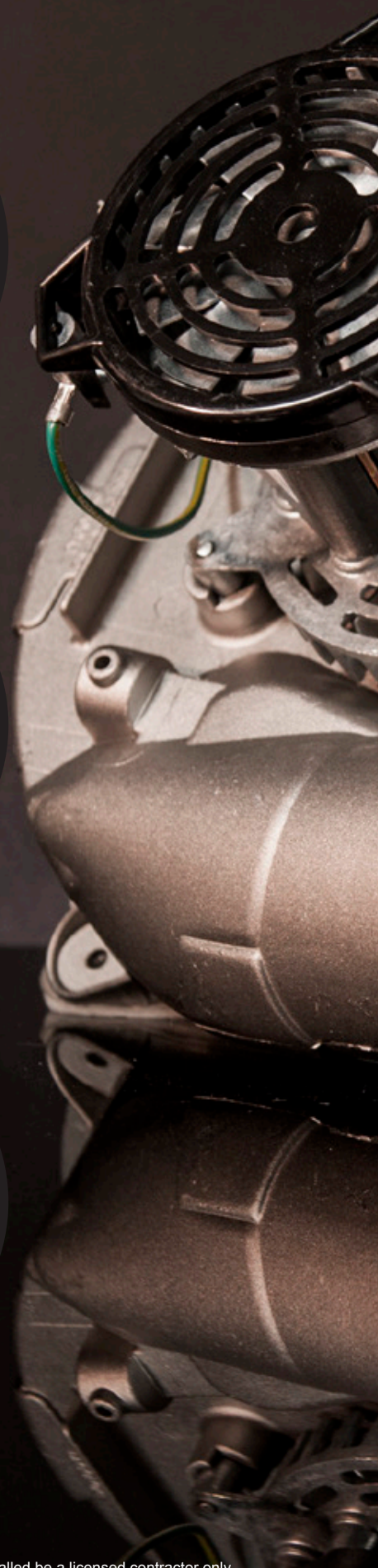
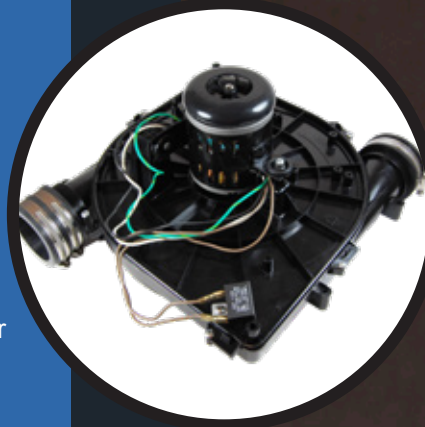
We won't leave you out in the cold.

Unlike, large OEMs, who need to focus their attention on the equipment market Packard has the draft inducer aftermarket expertise on staff to focus solely on what is essential to our wholesalers and your contractors'. Plus, our comprehensive cross-referencing and ability to ship same day is a benefit that OEMs may not be able to provide – allowing you to quickly get your customers what they need.

The same holds true for cost. We realize that cost and value are always important in making purchasing decisions. You no longer need to go to multiple sources for your draft inducers, thermocouples, transformers, igniters, heat sequencers and motors, when you can combine all these purchases with Packard. One combined shipment can save you hundreds in freight costs.

Our brand, better value.

The Packard brand of draft inducers made exclusively for us are OEM substitutes with economic value in mind. We have worked carefully with our manufacturers to develop draft inducers that are safe, reliable and cost-effective drop in replacements.



Draft Inducers

When the heat
is on, Packard is
your draft inducer
authority.

Packard has a large, complete inventory of OEM direct replacement draft inducers priced at a great value. These include the Fasco brand as well as Packard's own proprietary line.

Packard proactively works with customers and analyzes industry supply and demand trends, to determine which OEM equipment is coming out of warranty in order to provide an aftermarket direct replacement draft inducer solution at a competitive price.

All of our draft inducers are backed by a 2-year warranty from the manufacture date or 1-year warranty from the installation date.

GET OEM CROSS-REFERENCE AT YOUR FINGERTIPS.

Search keyword: [Packard Draft Inducer App](#) to download at your App Store.



Components

Your order, with the works.

What makes Packard a one-stop HVACR source? It is our ability to provide just the right parts for almost any repair need. This includes electrical components and accessories to support all central functions of any HVACR system. Our experience, purchasing power and expert sourcing brings you ultimate value and quality that you can rely on.

The little things matter too.

While components may seem like one-off purchases to some other distributors, we treat each order as a relationship. We are constantly listening to our customers' needs, and have specifically developed many of our Packard brand component products to meet the demands we hear from you.



Electrical

One and done. Complete your order and create a more manageable inventory with Packard's full spectrum of electrical components including: capacitors, contactors, disconnects, igniters and flame sensors, relays, switches, thermocouples and transformers.

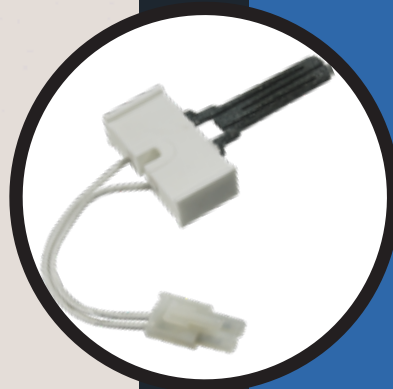
Our product variety within each category is wide, and we remain focused on quality and value.

Air Handling

From blower wheels and fan blades to a complete line of individually packaged, cast iron pulleys - our air handling selection is designed to complement your belts, condenser, draft inducer, flue exhaust, small appliance or furnace repairs.

Accessories

No job can be completed properly without the right tools and accessories. So, why place multiple orders for your motor and capacitor accessories when you can get everything you need from Packard and save. Order your mounting brackets, shaft adapters, capacitor brackets, end caps, rainshields, testers and more and keep your freight costs down.



Titan Brand

Small parts that pack a big punch...

Packard's exclusive Titan brand line of electrical products were developed to offer high-quality, superior performance and flexibility.

During the development and testing phases of the Titan line, we worked closely with our manufacturers to ensure that we would be delivering products that both Packard and our customers can feel good about. Our focus remains on quality and reliability for the best possible value.

... both on and off the shelves.

Titan products bring both functionality as well as showroom appeal. The bold packaging of our Titan line will stand out on the shelves and also withstand more shuffling in the trucks.



As the appeal of American made capacitors grows, Titan HD® comes to the scene. These motor run capacitors were carefully developed and tested to be just as hardworking as those who made them.

- Proudly made in the USA
- A substantial 60,000 hours of operational life
- Built to UL810 safety standard and exceeds the rigorous EIA-456A industry standard for performance quality
- Sophisticated pressure sensitive interrupter safely removes capacitor from circuit and prevents catastrophic system failure
- UL, CUL, CSA and VDE certifications
- Offered in round and oval

Designed specifically as a drop-in replacement for the Furnas DP contactor and many others, Titan Max® is built to offer maximum dependability for refrigeration applications and beyond.

- Long electrical life - tested to 250,000 cycles
- Reliable mechanical life - tested to 1,000,000 cycles
- Universal metal mounting plate allows for complete ease of replacement of other leading contactors
- OEM approved and meets the ARI 780/790 standard
- Offered in 1, 2 and 3-pole configurations up to 90 amp load ratings
- Corresponding auxiliary switches available

When you need a motor run capacitor that delivers the extended life your customers demand and the value you desire, you know it's time to go PRO.

- An operational life of 60,000 hours - up to 83% longer than a standard capacitor
- Titan PRO® 440/370 - allows for reduced inventory carrying costs
- Titan PRO 370® - 370 volt offers best in class value
- Compliance with the EIA-456A industry standard for performance and quality high-grade metallized polypropylene film
- Meets UL 810 safety standard and is RoHS compliant
- Offered in round and oval



TITAN HD®



TITAN MAX®

packardonline.com/titanmax



TITAN PRO®

Training

The whole nine yards.



NATE Approved Critical Components Training



Packard has developed a complete HVACR critical components training program which has received approval by North American Technician Excellence (NATE) - the leading certification program for HVACR technicians and the only test supported by the entire industry. Our instructor-led course is designed to help technicians maintain their educational hours to retain their NATE certification. Unlike other distributors, who may only offer training on one HVACR component, Packard's program is designed to train on our entire product line, demonstrating how the various critical components in the HVACR system interact with each other resulting in either proper or improper performance of the system.

Get more out of your relationship with us.

The training course Packard offers covers over 20 different HVACR topic areas and range anywhere from 2-8 hours. We deliver our instructor-led training courses to contractors at our customers' facilities, free of charge. As a wholesaler, being able to offer your contractors the additional benefits of comprehensive training and continued education is a great advantage - helping to drive technicians to your branches and increase loyalty, by providing them with a value-added service.



Packard's YouTube Channel
packardonline.com/youtube

TechTip
from Packard Academy

Website www.packardonline.com

We're just a call or a click away.

Registering for an online account at www.packardonline.com provides our wholesale distributors with great benefits helping to make it even easier to do business with Packard.

Even if it is after business hours, you can log on to your online account to place orders, get pricing and view updated information on your orders and shipments.

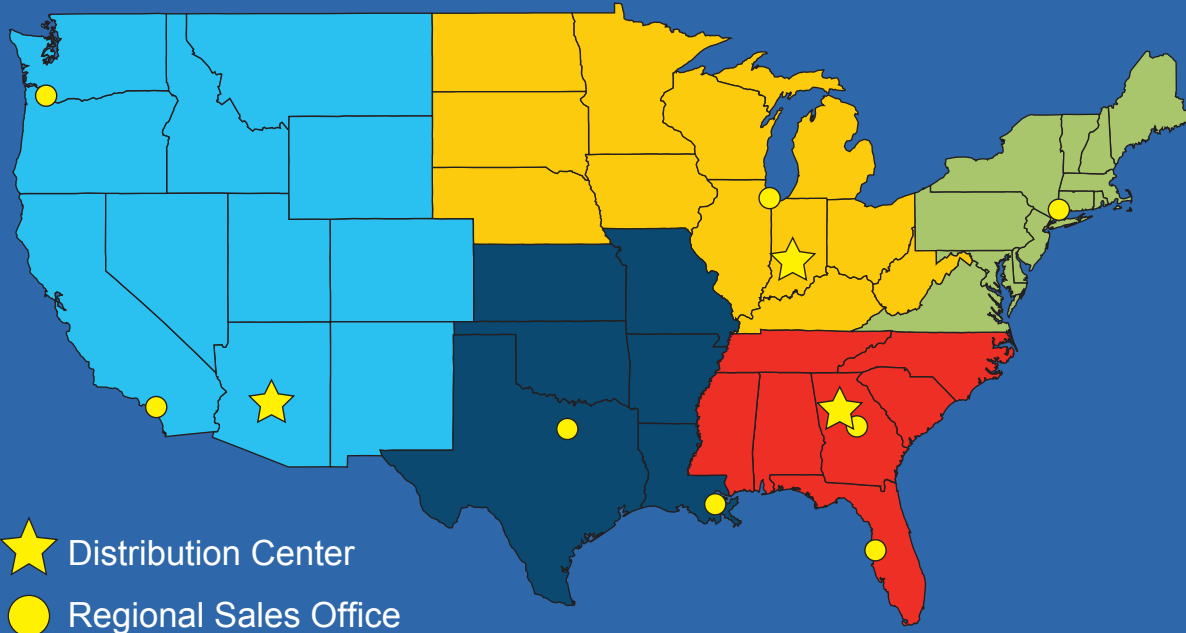
By registering for an account you can:

- Place orders one item at a time or upload a CSV file created from your internal systems
- Check order and shipment status
- View past and current invoices and POs
- Check pricing and availability
- View detailed cross reference data



Packard

Supplying HVACR solutions with your needs in mind.



- ★ Distribution Center
- Regional Sales Office

Packard is a proud member of the following professional associations



Corporate Headquarters and Distribution Center

2700 Barrett Lakes Blvd. NW, STE 100
Kennesaw, GA 30144

Mid-West Distribution Center

2570 N. Shadeland Ave, Suite 103
Indianapolis, IN 46219

West Coast Distribution Center

6151 W. Erie Street
Chandler, AZ 85226

Local: 770-427-5765

Toll Free: 800-334-1769

Fax: 770-427-5140

email: customerservice@packardonline.com

PACKARDONLINE.COM



Packard supplies to Wholesale Distribution only

©2018 Packard, Inc.