

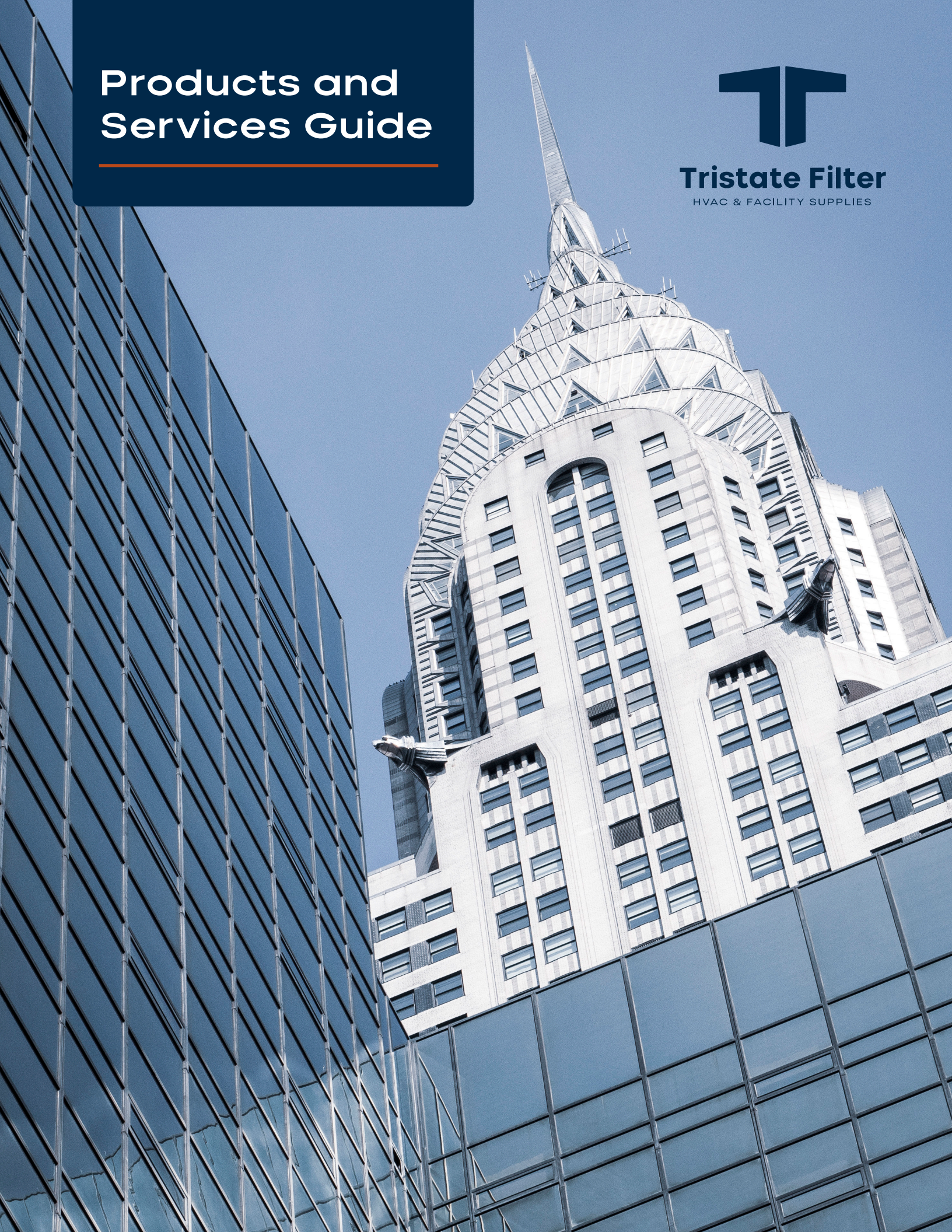
# Products and Services Guide

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**Tristate Filter**

HVAC & FACILITY SUPPLIES





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# Contact Us

We'd Love to Hear from You

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## Tristate Filter & HVAC Supplies, Inc.

Tel: 800.464.0896

[sales@tristatefilter.com](mailto:sales@tristatefilter.com)

[www.TristateFilter.com](http://www.TristateFilter.com)



## Long Island Office

Tel: 631.803.2902

16 Colt Court

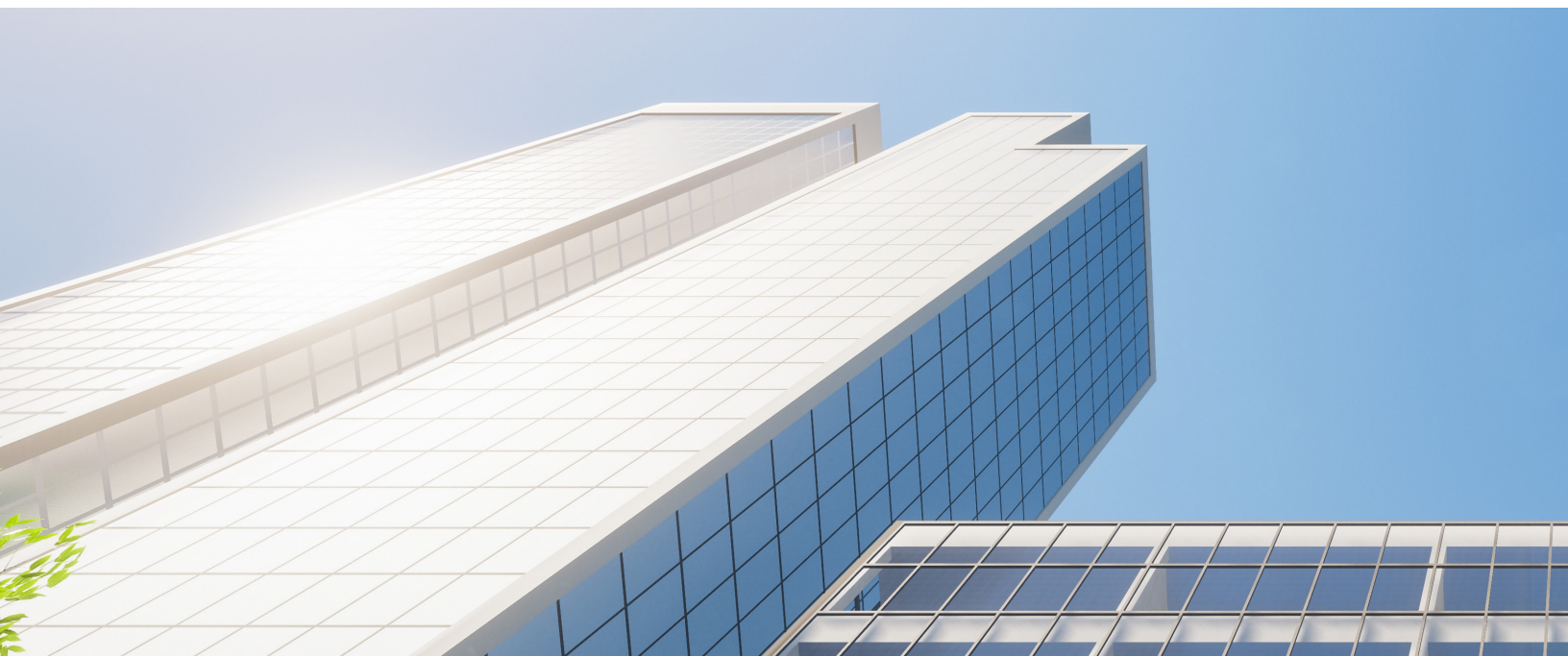
Ronkonkoma, NY 11779

## Hudson Valley Office

Tel: 845.214.0310

72 Airport Drive

Wappingers Falls, NY 12590





# About Us

## Who We Are

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At Tristate Filter, we're all too familiar with the stress of maintaining a facility. That's why we know how to hustle to get you what you need when you need it. While we're no strangers to last minute requests, we try to be as pre-emptive as we can to assist you in developing a proactive strategy to help finish your projects.

If you're an existing client, we want to personally thank you for your support of our organization over the years. It's support from individuals like you that have allowed us to expand our product offerings, grow our facilities, and have become an overall bigger and better company.

If you're a new client, I'd like to personally welcome you to the Tristate Family. We look forward to growing with you, learning from you, and getting to know you. Thanks again for the initial vote of confidence. We won't let you down.

Enclosed in this packet is a snapshot of our product and service offerings. As we continue to grow, we look forward to your feedback on what else we can do to be a strong resource.

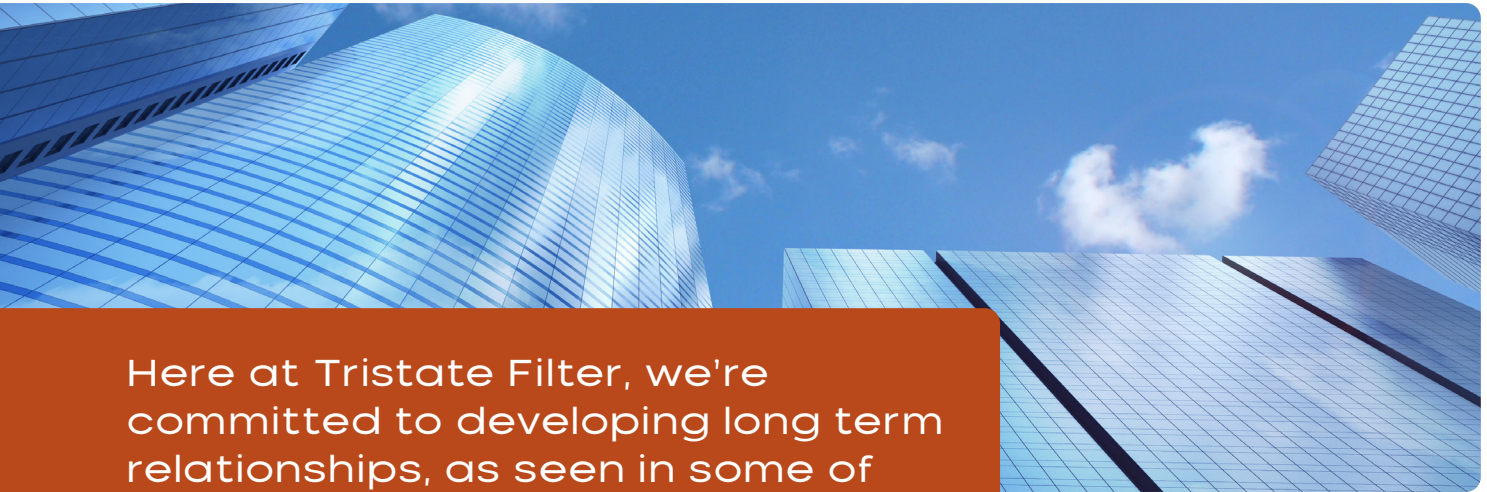
*-The Tristate Team*





# Our Projects

Helping Companies Big and Small



Here at Tristate Filter, we're committed to developing long term relationships, as seen in some of our most prominent clients

## Javits Center

Multi-Year Filter Contract, Supply Chain open Purchase Order, preferred supplier for Electrical, Facilities, and Plumbing departments

## Hines Real Estate

Multi-Year Contract including Filters, Belts, and Plumbing; National Supplier for Water Filtration and Specialty Items

## Related Management

Hudson Yards Building Project including Filters, Tools and Rental Services

## New York-Presbyterian

Preferred supplier for Filters, Plumbing and Facilities

## CenturyLink

National Supplier for Replacement Parts and Air Filters

## Verizon Business

National Supplier for Replacement Parts and Air Filters

## P.J. Mechanical Corp.

Integrated stocking supplier for Air Filters, PVF, Replacement Parts, and Supply Chain Sourcing Solutions

## Jones Lang Lasalle

National Supplier for a number of different portfolios ranging from Finance to Pharmaceutical

## Cushman & Wakefield

National integrated supplier for multiple portfolios

## Empire State Realty Group

Multi-year Contract holder for Air Filters, Plumbing, and HVAC Replacement Parts





# Customer Service

**Fast, Friendly, Flexible**

## Price Levels Catered to You

Save money and time with Tristate. We have a dedicated price level for a number of products and services.

## Personal Approach

Tristate knows what you need. We are always keeping records of your orders for buildings to anticipate your needs. Don't remember what you ordered last year? We'll be able to find it for you so there's no hassle on your part.

## Ever-expanding Line Card

We're constantly adding new manufacturers. Recent manufacturers we've added are Gree, Klein Tools, Siemens, and Tosot.

## Anticipating Your Needs

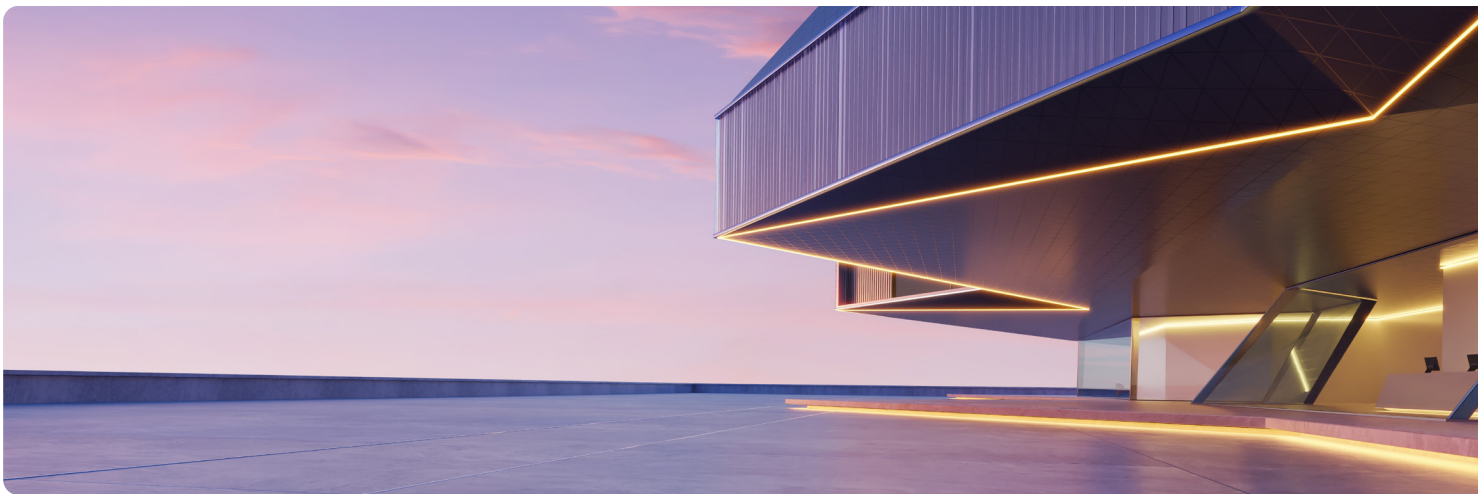
Management has been working with our top clients for over 20 years, developing our offerings to help suit their needs.

## Always Available

Get in contact with us in the best way you see fit. Everyone from sales and logistics to accounting and administration, someone will always be available who knows your account.

## Dedicated Team

Just for you - a dedicated team for your account. This includes inside sales, account executives, and administration. This team is reserved exclusively for our top clientele.





# Accreditations & Memberships

## Pursuing Excellence

At Tristate Filter, we understand that our customers deserve the best quality products and services. That's why we take pride in our accreditations, affiliations, memberships and adherence to industry standards. These marks of recognition demonstrate our commitment to providing exceptional quality and service to our customers. Accreditation by independent third-party organizations assures our customers that we meet strict standards for quality, safety, and reliability. These standards are continuously reviewed and updated to ensure that we remain at the forefront of our industry.



careers  
businesses  
neighborhoods

### We Do Our Homework, You Reap the Rewards

Our affiliations with leading industry organizations enable us to stay current with the latest trends and technologies in our field. By aligning ourselves with these reputable organizations, we can ensure that our customers receive the highest quality products and services possible.





# Our Services

New For 2023

Tristate Filter is dedicated to your project to get things done on your timeline. We have created new programs, offerings, and services to help our customers get more out of Tristate Filter and active professionals globally.



## We Offer Solutions

Give us your problems and concerns and we will create a solution best fit for you and your facility needs.



## 24/7 Service

Whether you call or look us up at [www.tristatefilter.com](http://www.tristatefilter.com), we are always available for your facility needs.



## Proactive Thinking

Tristate will anticipate your needs when it comes to repetitive orders.



## We Stand for Efficiency

Programs like our Truck Stock List and Cyclical Change Program help ensure efficiency for your orders.

## We Cater To You

Here at Tristate Filter, we are always testing and implementing new procedures and adding new services to improve your customer experience





# Product Sales

## By Industry

### HVAC/R

- » Replacement parts for all major equipment (Trane, Carrier, York, Liebert, Stulz, Mcquay)
- » Replacement parts for chillers and chiller plants (Carrier, Trane, York, Mcquay)
- » Refrigerant sales and reclaims

### Power Transmission

- » V-belts, industrial/commercial transmission drives, variable frequency drives
- » Blower systems, motors, frames

### Chemicals & Gases

- » Glycol Antifreeze, Premixed or Concentrate, clear or colored
- » Refrigerant and Refrigerant replacements
- » Buyback and Disposal programs

### Air Conditioning

- » Tools, piping, and fittings
- » OEM parts from all major manufacturers, maintenance and service products

### Controls

- » Control panels, VFD's, starters, switching equipment, control panel parts
- » OEM parts for all major manufacturers

### Commercial / Industrial Machine Room Regulations

- » OSHA regulated Materials, paints, signs, and accessories safety and janitorial products

### Test Equipment

- » Power Tools from all popular brands
- » Testing Meters and Calibration Equipment
- » Data logging equipment
- » Analysis and Report Generating Equipment



# Product Sales

## By Industry

### Refrigeration

- » Tools, piping, and fittings
- » OEM parts from all major manufacturers, maintenance and service products

### Electrical

- » Wiring and lighting equipment
- » Bulbs and ballasts
- » Service accessories and components

### Green Products & Promotions

- » Industrial, and commercial energy management systems
- » Light commercial and industrial energy management systems
- » LEED and WELL standard products

### Facilities Supplies

- » Storage shelving and Workbench Systems
- » Inventory management systems both onsite and virtually
- » Lock-out/Tag-out Systems and programs
- » Asset Management systems for high-priced tools and meters

### Plumbing

- » Valves, fittings, piping
- » Faucets, fixtures, and equipment
- » Bathroom, sump, and plumbing equipment
- » Flood equipment and containment products

### Air Filtration

- » MERV Rated products for all industries
- » Testing and 3rd party analysis
- » Stocking and PM Delivery Programs

### Water Filtration

- » Food Service for Ice Machine and Beverage Dispensers
- » Whole house systems
- » Cooling Tower inline and Bypass systems





# Featured Lines

By Manufacturer



**3M**  
Food service water filtration



**CARRIER**  
HVAC equipment and OEM replacement parts



**AAON**  
HVAC equipment and OEM replacement parts



**CENTURY MOTORS**  
Premium efficiency ac motors



**AO SMITH**  
Domestic and commercial water heaters



**CHICAGO**  
Commercial and residential plumbing fixtures



**APOLLO VALVES**  
Bronze and brass valves



**CMS**  
Full range of air filtration products



**ARMSTRONG**  
Domestic pump and control applications



**ECOBEE**  
Smart thermostats and devices



**BELIMO**  
HVAC field control devices



**EVERPURE**  
Food service water filtration



**BELL & GOSSETT**  
Domestic pump and control applications



**FHP BOSCH**  
Commercial and residential heat pumps



**BRADFORD WHITE**  
Domestic and commercial water heaters



**HONEYWELL**  
Controls and Thermostats



# Featured Lines

By Manufacturer



**JOHNSON CONTROLS**  
Controls and thermostats



**T&S BRASS**  
Commercial food service plumbing fixtures



**KING ELECTRIC**  
Unitary electric heaters



**TIMKEN**  
Bearings & Industrial Motion Products



**KLEIN TOOLS**  
Electrical and construction meters and tools



**TOTO**  
Commercial and residential plumbing fixtures



**KOHLER**  
Commercial and residential plumbing fixtures



**TRANE**  
HVAC equipment and oem replacement parts



**MARATHON**  
Premium efficiency ac motors



**TURBO TORCH**  
Brazing, soldering and welding equipment



**MILWAUKEE**  
Hand and power tools



**US MOTORS**  
Industrial parts and electric motors



**SIEMENS**  
Electronic and pneumatic controls, replacement parts



**WATTS**  
Plumbing, heating and water solutions



**SLOAN**  
Commercial and residential plumbing fixtures



**ZURN**  
Commercial and residential plumbing fixtures





# Popular Lines

By Manufacturer



**AAF FLANDERS**  
Full range of air filtration products



**COPELAND**  
AC/R compressors and devices



**ABB MOTORS**  
Vfd's and control panel parts



**DAIKIN**  
HVAC equipment and OEM replacement parts



**AMANA**  
Package terminal air conditioning equipment



**DIVERSITECH**  
HVAC supplies and accessories



**AQUAPURE**  
Food service water filtration



**DURHAM**  
Storage cabinets and supplies



**AUSTIN AIR**  
HEPA room air purifiers



**DWYER**  
Mechanical valves and sensors



**BUSSMANN**  
Electric fuses and fuse blocks



**EATON**  
OEM and aftermarket control panel devices



**CARHARTT**  
Heavy duty outerwear



**ELKAY**  
Water cooler and bottle filling stations



**CARLYLE**  
Semi-hermetic ac/r compressors



**GOODWAY**  
Tube cleaning machines and accessories



# Popular Lines

By Manufacturer



A LINCOLN ELECTRIC COMPANY

**HARRIS**  
Welding and soldering products



**MCGUIRE**  
Plumbing shut off valves and vents



**HEAT WAGON**  
Portable multi fuel indoor/outdoor heaters



**MODINE**  
HVAC unit heaters, coils and components



**HO TRERICE**  
Quality gauges and thermometers



**MOVINCOOL**  
Portable heating and cooling units



**HUBBELL**  
Electric water heater solutions



**NDL**  
Copper fittings, hvac valves and components



**KOLDWAVE**  
Portable heating and cooling units



**NEW PIG**  
Spill cleanup and containment



**LENOX**  
Saw blades and cutting tools



**NORTHFACE**  
Insulated outerwear



**LEVITON**  
Full range of lighting products



**NU-CALGON**  
HVAC cleaners, degreasers and chemicals



**LITTLE GIANT**  
Condensate and wastewater pumps



**OASIS**  
Water cooler and bottle filling stations





# Popular Lines

By Manufacturer



**PARKER HANNIFIN**

TXV's, filter driers, accumulators and chemicals



**SUPCO**

HVAC parts and accessories



**PATAGONIA**

Multifunctional outdoor wear



**SYMMONS**

Commercial and residential plumbing fixtures



**POWERS**

Fluid low controls and accessories



**TIMBERLAND**

Rugged outerwear and accessories



**RIDGID**

Power, hand, and cutting tools



**TITUS**

VAV's, registers and diffusers



**ROCKY BOOTS**

Insulated rugged footwear



**TOPAZ**

Electrical supplies and components



**SATCO LED**

Full range of lighting products



**WADE**

Drainage supplies and pipe



**SCHNEIDER ELECTRIC**

HVAC controls and devices



**WARD MFG**

Black nipples and fittings



**SPX COOLING**

Cooling towers and OEM parts



**YORK**

HVAC equipment and oem replacement parts



# Tools & Safety Products

By Manufacturer



Science.  
Applied to Life.™

**3M**

Food service water filtration



Empowering you to work smarter

**NAVAC**

Specialty HVAC/R tools



**ANSELL**

Nitrile and latex work gloves



**NIGHTSTICK**

Tactical flashlight and accessories



**BAYCO**

Heavy duty work lights



**PACE MACHINERY GROUP**

Tools and supplies



**CHANNELLOCK**

Hand tools and supplies



**RADNOR**

OSHA compliant supplies and PPE



**DEWALT**

Quality power tools



**RIDGID**

Power, hand, and cutting tools



**FIELDPIECE**

Hand-held HVAC test equipment



**SPEEDCLEAN**

Cleaning tools and chemicals



**FLUKE**

Hand-held electrical test equipment



**STANLEY**

Hand tools and supplies



**IRWIN**

Hand tools and supplies



**YELLOW JACKET**

















HVAC tools and test equipment





# Plumbing & PFV Products

By Manufacturer

	<p><b>AMERICAN STANDARD</b> Plumbing fixtures</p>		<p><b>MATCO-NORCA</b> PVF supplies</p>
	<p><b>APOLLO PRESS</b> Copper/steel press fittings</p>		<p><b>MCDONNELL &amp; MILLER</b> HVAC controls and valves</p>
	<p><b>AQUAPURE</b> Food service water filtration</p>		<p><b>MERIT BRASS</b> Brass nipples and fittings</p>
	<p><b>CALEFFI</b> Fabricated manifolds and valve assemblies</p>		<p><b>MILWAUKEE</b> Valves</p>
	<p><b>COYNE &amp; DELANEY</b> Commercial and residential plumbing fixtures</p>		<p><b>SHARKBITE</b> No solder push to fit fittings</p>
	<p><b>EVERFLOW SUPPLIES</b> Plumbing tools and supplies</p>		<p><b>TRENTON PIPE</b> Brass nipples and fittings</p>
	<p><b>GREEN DRAIN</b> Innovative drain seals and caps</p>		<p><b>UNITED PIPE</b> UL listed domestic black and copper pipe</p>
	<p><b>GRUNER BRASS</b> Brass flare compression fittings</p>		<p><b>WARD MFG</b> Black nipples and fittings</p>



# HVAC & OEM Products

By Manufacturer



**AMANA**  
Package terminal air conditioning equipment



**HUDSON TECHNOLOGIES**  
HVAC refrigerant and chemicals



**ASCO**  
Mechanical valves and sensors



**KWIKOOL**  
Portable heating and cooling units



**BUDERUS**  
Gas water heaters



**LIEBERT**  
OEM replacement parts



**COMSTAR**  
Chemicals, cleaners and degreasers



**MASON INDUSTRIES**  
Insulation and mounting hardware



**DANFOSS**  
VFD's and replacement Parts



**METREX**  
Refrigerant and pressures actuated valves



**HART & COOLEY**  
Grilles, registers and diffusers



**MODINE**  
HVAC unit heaters, coils and components



**HARTELL**  
Condensate/waste water pumps



**SPX COOLING**  
Cooling towers and OEM parts



**HOFFMAN SPECIALTY**  
Steam and hot water valves



**YORK**  
HVAC equipment and OEM replacement parts



# Parts & Supplies Products

By Manufacturer

 <p><b>armacell</b> MAKING A DIFFERENCE AROUND THE WORLD</p>	<p><b>ARMACELL</b> Foam and fiberglass pipe insulation</p>		<p><b>PARKER HANNIFIN</b> TXV's, filter driers, accumulators and chemicals</p>
 <p><b>ATCO</b> always there. anywhere.</p>	<p><b>ATCO</b> Flex duct and supplies</p>	 <p><b>QwikProducts</b> by Mainstream Engineering</p>	<p><b>QWIK</b> AC/R components and supplies</p>
 <p><b>CM CONTROLS</b></p>	<p><b>CM CONTROLS</b> HVAC field control devices</p>	 <p>A CSW Industrials Company</p>	<p><b>RECTORSEAL</b> Electrical, HVAC and plumbing supplies</p>
 <p><b>DIVERSITECH</b></p>	<p><b>DIVERSITECH</b> HVAC supplies and accessories</p>	 <p><b>REZNOR</b></p>	<p><b>REZNOR</b> Air handlers and condensers</p>
 <p><b>GOODWAY</b></p>	<p><b>GOODWAY</b> Tube cleaning machines and accessories</p>	 <p><b>RIB</b></p>	<p><b>RIB</b> Relays and control panel product</p>
 <p><b>HERCULES</b></p>	<p><b>HERCULES/OATEY</b> Thread sealant and tape</p>	 <p><b>Robertshaw</b></p>	<p><b>ROBERT SHAW</b> Hvac thermostats and devices</p>
 <p><b>TREIRICE</b> TEMPERATURE • PRESSURE • CONTROL</p>	<p><b>HO TREIRICE</b> Quality gauges and thermometers</p>	 <p><b>STERLING</b> HVAC PRODUCTS</p>	<p><b>STERLING</b> Gas and hot water unit heaters</p>
 <p><b>Nu-Calgon</b></p>	<p><b>NU-CALGON</b> HVAC cleaners, degreasers and chemicals</p>	 <p><b>Supco</b></p>	<p><b>SUPCO</b> HVAC parts and accessories</p>





# Filtration & IAQ Products

By Manufacturer



**AAF FLANDERS**

Full range of air filtration products



**FRESH-AIRE UV**

UV disinfecting and sanitation systems



**AMERICARE**

Portable HEPA and carbon air filtration systems



**GRAYWOLF**

IAQ sensing and monitoring



**ASHRAE**

American society of heating, refrigeration, and AC engineers



**KOCH FILTER**

Air filtration products



**BLC**

Air filter housings and frame



**NAFA**

National air filtration association



**BLUE HEAVEN TECH**

UL listed air filter testing and analysis



**PARKER HANNIFIN**

TXV's, filter driers, accumulators and chemicals



**BOMA**

Building owners and manager socation



**PERMATRON**

Wire mesh and metal filter products



**CMS**

Full range of air filtration products



**RGF**

**ENVIRONMENTAL**

UV and IAQ equipment



**FELLOWES**

Unitary room air purifiers



**SANALIFE**

PCO/UV room and central air purification



# Pumps & Motors Products

By Manufacturer

 **AQUA MOTION**  
Energy efficient circ pumps

 **LITTLE GIANT**  
Condensate and wastewater pumps

 **BALDOR**  
Premium efficiency AC motors

 **MAGNETEK**  
Premium efficiency ac motors

 **BECKETT**  
Condensate and oil pumps

 **MARS**  
Hvac components and accessories

 **FASCO**  
Premium efficiency ac motors

 **NIDEC**  
All for dreams  
Premium efficiency AC motors

 **GE**  
Premium efficiency AC motors

 **REGAL BELOIT**  
Premium efficiency AC motors

 **GRUNDFOS**  
High efficiency pumps and panels

 **SKIDMORE**  
A Swan Group Company  
Steam condensate tanks

 **HYUNDAI**  
Premium efficiency AC motors

 **TACO**  
A Taco Family Company  
Plumbing, valves and air elimination

 **LEESON**  
Premium efficiency AC motors

 **UNIVERSAL**  
Premium efficiency AC motors



# Electrical Products

By Manufacturer



**3M ELECTRICAL**

Electrical accessories



**OUELLET**

Electric wall heaters and radiant systems



**ENERLITES**

Led lighting and accessories



**PURENET**

Data communication products



**GE**

Premium efficiency AC motors



**RADIX**

UL listed wire



**JW HARRIS**

Solder and accessories



**REPUBLIC WIRE**

UL listed wire and accessories

A LINCOLN ELECTRIC COMPANY



**LEGION LIGHTING**

LED lighting and accessories



**STELPRO**

Electric unit heaters and accessories



**LS CABLE**

Magnetic motor wire



**THOMAS & BETTS**

Lighting mounting



**LUTRON**

Dimmable switches and timers



**WESTINGHOUSE**

Premium efficiency AC motors



**NAI**

Electrical Wire and supplies



**ZLED**

LED lighting and accessories





# Air Filtration & IAQ

## Products & Services

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### We Carry a Full Line of Products

Indoor air quality (IAQ) encompasses a wide variety of factors. Temperature, humidity, presence of chemicals and other contaminants, and the quality of outdoor air brought inside are typical metrics used to define IAQ. Besides being an issue of critical importance, IAQ is also a component of sustainable concepts that are incorporated into the design of most facilities. Improved IAQ is a viable goal for overall improvements in building occupant satisfaction at hospitals and other health care facilities.

**For almost 20 Years, Tristate Filter has been considered a premier Air Filtration and IAQ supplier.**

**We carry...**

#### Replacement Air Filtration Products

» Ranging from MERV 8 pre-filters to HEPA/ULPA Systems

#### UV Filtration Systems

» Applications for Room, Air, and Water Disinfection

#### Room Air Purification Systems

» Applications for any size room or project

#### Supplemental IAQ Systems

» Including Electro-static and Bipolar Ionizers

#### IAQ Sensor and Controls

» Used for stand-alone applications or BMS Connectivity

#### 3rd Party Testing and Analysis

» UL Listed Laboratory testing for air filter products

» 3rd Party analysis of swab samples for various pathogens and bacteria



# Air Filtration & IAQ

## Products & Solutions

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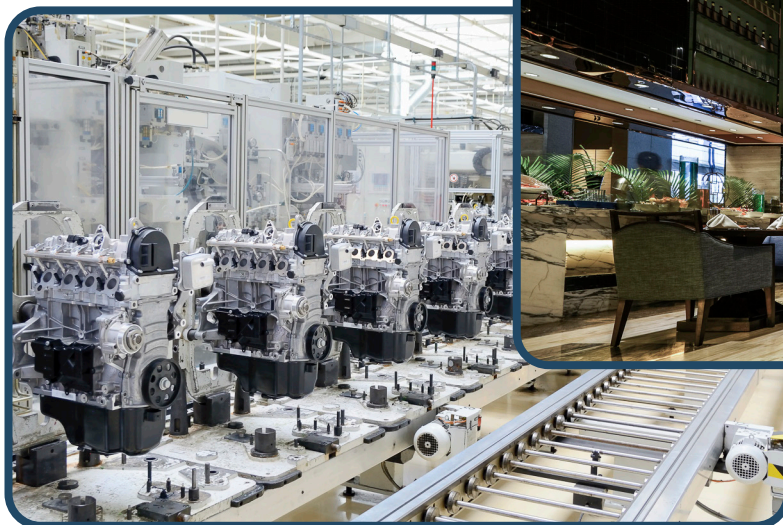
### Standards-Based Solutions

For as long as the facilities industry has been in the modern era, air filtration has been at the forefront of maintaining these sites. Maintaining proper standards of air filtration will help to mitigate the following issues:

- » Helps reduce the chance of sick building syndrome
- » Reduces interior maintenance associated with staining and cleaning
- » Eliminates fire hazards by removing lint and other materials in ductwork
- » Helps remove airborne bacteria
- » Protects against build-up on heating/cooling coils
- » Reduces particle sizes that can cause short circuiting in microchips
- » Removes contaminants that can become respiratory irritants

### Wide-Ranging Industries

- » Healthcare and Hospitals
- » Pharmaceutical Manufacturing
- » Industrial and Gas-Phase applications
- » Commercial Administration Space
- » Data Centers and Telecom
- » Residential Real Estate
- » Hotels, Convention Centers and Restaurants
- » Airports and Transportation
- » Schools and Universities



# Air Filtration & IAQ

## 3rd Party Testing & Analysis

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### Solutions For Any Budget

Tristate Filter has the unique ability to work within any budget to provide simple to extensive testing and analysis to our clients. This capability allows us to deliver impressive results towards bettering your building. The following are levels we offer for varying goals and budgets.

**Level 1:** Basic testing for harmful particulates including mold, etc.

**Level 2:** Extensive testing with TVOC (PID) test meters, Differential pressure digital manometers, and more.

**Level 3:** Permanent testing solutions stored inside HVAC units and vital weak points in your building

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### Our Process

- 1 We collect the samples**
- 2 Samples are sealed and sent to 3rd party lab to ensure no tampering or collusion**
- 3 An analysis is completed and sent to the Client and Tristate Filter**
- 4 Tristate uses the analysis to develop the perfect solution**
- 5 Our solution is presented to the client based on analysis and always meets LEED and WELL building standards**





# Air Filtration & IAQ

## Filtration Testing

### ASHRAE Testing

ASHRAE 52.2 (2012)

- » Full Protocol
- » Resistance to Air Flow
- » Particle Size Efficiency
- » MERV (Minimum Efficiency Reporting Value)
- » Dust Holding Capacity

### ISO Standards

- » Many protocol variations, ranging from various HVAC to automotive applications



### Machinery Intake Filter Testing

Performance of machinery intake (gas turbine) filters:

- » Saudi Aramco Testing
- » Resistance to Air Flow
- » Particle Size Efficiency
- » Dust Holding Capacity
- » Breach Strength

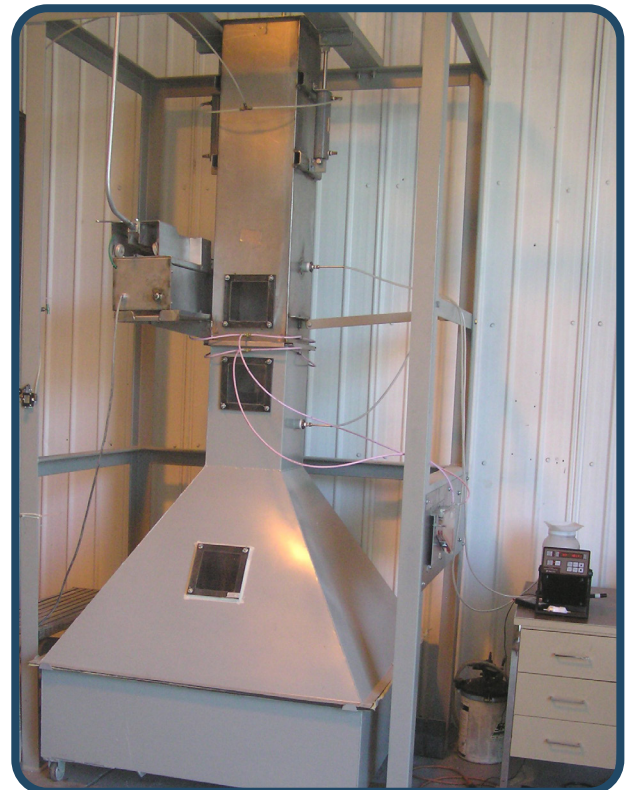
### Pulse Clean Dust Collection Testing

Performance of pulse-jet dust collection units and cartridges:

- » Resistance to Air Flow
- » Particle Size Efficiency
- » Dust Holding Capacity
- » ASHRAE 199P

### Flat Sheet Efficiency Testing

- » Vertical Flat Sheet Test Duct
- » Resistance to Air Flow
- » Particle Size Efficiency
- » Dust Holding Capacity



# Air Filtration & IAQ

## Germicidal UVC Light

### HVAC Coil Mount

In commercial buildings most or all of the air is recirculated by the HVAC system so there is a significant risk that airborne infectious diseases will be circulated as well. Fortunately HVAC also presents an opportunity to improve indoor air quality. Because all of the air passes through the air handler and ducts those are the ideal places to disinfect it with germicidal UVC light.

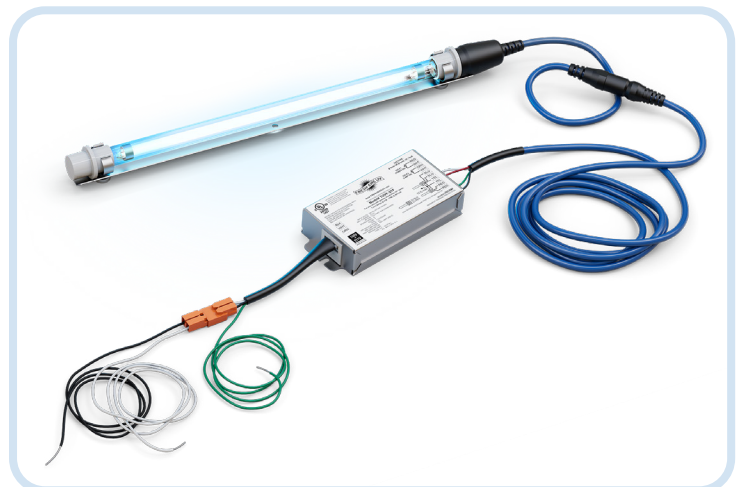
Germicidal UVC lights are also good for every facility's bottom-line. The cool, moist interior of the air system is an ideal breeding-ground for mold, and a biofilm of only 0.002" can reduce efficiency by 37%! Conventional cleaning procedures are expensive, labor intensive, and use harsh chemicals which are themselves a source of environmental contamination and a health risk to maintenance workers. Germicidal UVC is a proven technology that works continuously, keeping both the air and the HVAC system clean.

#### Features

- » UVC light disinfects coil & air handler interior
- » Single or multi-lamp configuration
- » High quality water-resistant lamps
- » Water-resistant power supply
- » Normal or high output lamp(s)
- » Lifetime warranty on all parts except lamp(s)
- » Includes 10' cable & mounting hardware
- » Optional Teflon® safety coating

#### Benefits

- » Kills mold, bacteria, and viruses in the HVAC system
- » Saves energy by keeping components cleaner
- » Lowers maintenance costs – reduced required cleanings
- » Reduces worker exposure to dangerous chemicals



# Air Filtration & IAQ

## Environmental Surface Disinfection System (ESDS)

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### Germicidal UV Light

The Environmental Surface Disinfection System (ESDS) addresses the need for surface disinfection in spaces that are prone to biological contamination or where biohazards must be kept to an absolute minimum.

ESDS uses germicidal UVC light to disinfect room surfaces when the area is unoccupied. The system features overhead mounted high-output germicidal UVC light fixtures. Each unit comes with an internal electronic power supply. The UV lamps included with ESDS are of the highest quality hard quartz and are encased in a shatter-proof Teflon safety coating.

Because UVC light is dangerous to human skin and eyes the ESDS system only comes on when the area is unoccupied. A timer can be used for start and stop times. Additional safety features can include door-mounted interlock switches to prevent accidental exposure.





# Air Filtration & IAQ

## Total Cost of Handling (TCoH)

### The Real Cost of Air Filtration

Over the years, the prices of air filtration have changed drastically. To understand the true price of any given air filter, apart from the actual cost of the product (i.e. \$5.00 for a pleated filter, \$100.00 for a V-Bank Filter, etc...) you must understand the total cost of handling.

According to the National Association of Air Filtration (NAFA), the cost of a filter only accounts for less than 20% of the total cost of handling (TCoH).

What are some of the other factors that go into TCoH?

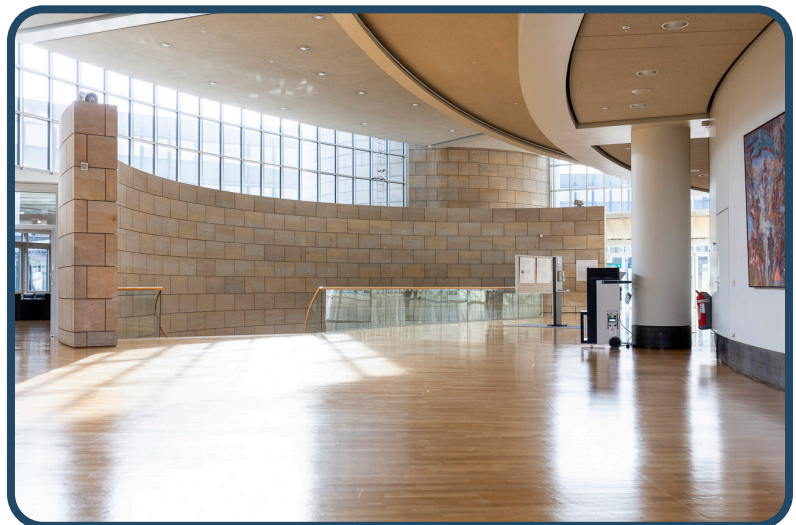
- » **ENERGY CONSUMPTION – 81%**
- » **PRODUCT AND INSTALLATION – 18.5%**
- » **FREIGHT AND DISPOSAL – 0.5%**

Because of these findings, facility managers across the world have started to use TCoH analysis to determine not only the type of filters they should use, but also how long it should be in the system. Additional studies have proven that leaving your filters installed too long may end up costing you more money due to increased energy costs. That is why it is important to recognize MERV ratings to find the right filter for you.

Here at Tristate Filter, we have NAFA Certified Air Filtration Specialists (CAFS) on staff to help you make the decisions as well as guide you through the cost analysis. By the time the analysis is completed, you'll have a clear understanding on how much you are actually paying for your air filters.

### Total Cost of Handling (TCoH) Reports

Reports can be provided to evaluate the total cost of air filters in your facility to help determine the best product for your application(s).



# On-Demand Services

## Rental Fleet of Portable Systems

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### We've Got What You Need

We own and rent over 100 Portable Units ranging from 1500 Watt Heaters to 12 Ton Cooling systems. We Rent Heaters, Air Conditioners, and Air Purifiers for several applications. We carry a number of different lines.

#### Daily to Monthly Rates

Rates range from daily to monthly. Project rates are also available for construction sites.

#### Experienced Installers

We have experienced installers on staff to install and disconnect the equipment, or clients can install themselves.

#### 24/7 Service

We operate the fleet 24/7/365 and will work around your schedule.



# On-Demand Services

## Portable Heating & Cooling Systems

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### Temporary or Long Term

Regardless of whether it's for new construction, renovations, or an unforeseen situation, your customers are looking for solutions that address a variety of portable spot-cooling applications. So it's important to have the right fleet of water-cooled and air-cooled systems for your business and customer base. Having the best line-up of systems at your disposal ensures you can address the unique range of portable spot cooling applications your customers will throw at you.

With a full line of temporary systems, Tristate Filter has what you need when you need it.

### Our Markets include:

- » **Server & Telecommunications Rooms**
- » **Elevator & Mechanical Rooms**
- » **Light-Industrial & Factories**
- » **Commercial Spaces & Offices**
- » **Automotive Garages**
- » **Industrial Kitchens**
- » **Hospitals**
- » **Outdoor Events**
- » **Apartments**



### Quick Turnaround

With 100's of units in stock and ready to ship, Tristate Filter can have your space back at target levels within hours.





# On-Demand Services

Providing Comfort for Your Customers, Patrons & Employees

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## The Necessity of Portable Air Conditioning

Our world is becoming warmer every year. We as a workforce are always looking to be as comfortable as possible in all of our different work environments. Whether it be in an office, retail or an industrial setting. Working in any industry at a comfortable temperature allows us to produce more seamlessly during our normal workday. The comfort of our workforce also adds value to our particular business and the economy in general...

Portable air conditioning has become a necessity for many business sectors.

Many buildings' facility management companies are now allocating funds just for backup emergency portable AC Systems as part of their annual budgets. These buildings usually have shutdowns during the year (by law) to clean out their chiller systems. In the interim, they still have to maintain server rooms and existing tenants at a specific temperature. Keeping those server rooms at an optimal temperature is critical

## Portable Cooling by Reliable Manufacturers

- » Air Cooled Units
- » Water Cooled Units
- » Electric Heating Units
- » Horizontal Portables
- » Trailer Mounted Portables
- » Vertical Portables



# Supply Chain Solutions

## Managing Inventory & Assets

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### It's About Who You Know

With the facilities industry becoming more privy to the impact of supply chain management, Tristate Filter has partnered with a number of multi-national companies that allow for an all-encompassing procurement workflow.

### Our Goal is to make sure our clients have what they need, when they need it

- » Limit Downtime due to missing supplies
- » Manage costs by ensuring the proper supply chain is being used
- » Limit excess inventory costs by managing usage throughout the year
- » Increase effectiveness of the team by digitalizing inventory



# Supply Chain Solutions

## Storage Solutions

### Optimized Storage and Work Space

From empty rooms to Custom Designed spaces, Tristate Filter can transform your mechanical rooms into a state-of-the-art work station.

- » **Completely customizable, including a choice of 20 standard colors, dimensions, work surfaces, drawer compartments and corner bumpers**
- » **Market-leading products thanks to the wide range of dimensions and accessories available, their modular design and, above all, their durability**
- » **Distinctive looks and infinite configurations possible**
- » **Heavy-duty construction with 400lb. load capacity per drawer with 100% extension**
- » **Includes welded reinforcements to provide rigidity and sturdiness to the housing**





# Supply Chain Solutions

## Inventory Solutions

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### Managed Supply Chain

With a number of different tools at our fingertips, our goal is to make sure we have a catered solution to you. Our completely customizable inventory solution is designed with only your facility in mind.

### Simplified Process To Get You Where You Need To Be

1. We set up a meeting with you to discuss your goals, any potential hurdles and collect some details on your facility
2. After we've received the necessary information, we prepare a presentation and proposal to launch a 90 day pilot program
3. After approval, we launch your online portal and develop your inventory system
4. We implement your system and start analyzing your usage of products and supplies

### Managed Supply Benefits

#### Real-time reporting and analytics

- » Over 60 customizable report views so you can filter and sort information
- » Gain the insights to help optimize your inventory

#### Automation of inventory tasks

- » Real-time monitoring

#### Advanced tracking and controls

- » Track costs by department, product, or employees
- » Manage inventory levels to any different type of criteria



# Virtual Inventory Management

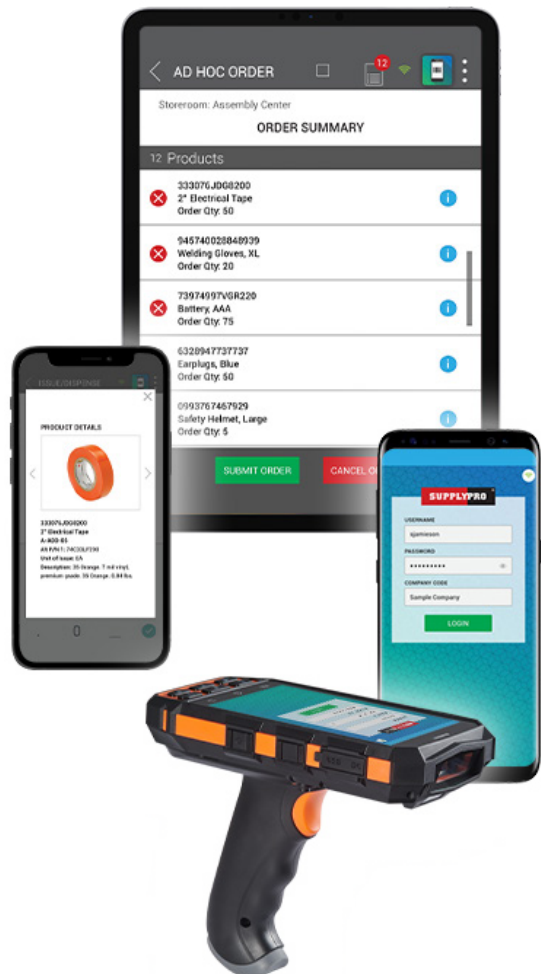
Discover, Take Control, Forecast

## What Do You Have? How Many? Where Is It?

Our Virtual Inventory Platform allows you to see what you have, where you have it, and most importantly, assess your usage trends to best suit your needs. With the support of our customer service team, you be able to forecast your usage to make sure you're always ready to tackle any job, big or small.

## SupplyPro

SupplyPro Virtual Inventory Management (VIM™) allows customers with a SupplyLink® to track transactions for products not physically held within a SupplyPro® device. With proper user participation, items are easily tracked with full SupplySystem IS™ reporting capabilities and business rules.



**SupplyPro savings calculator**

Discover how much you can save with the SupplyPro Inventory Management Solution.

Materials Usage Reduction	
Annual MRO spend	0.00
% spend controlled by SupplyPro	0.00
Projected usage reduction %	0.00

Walk Time Estimations	
Average employee burden labor rate (\$/hr)	0.00
Average daily trips to store room (# trips)	0.00
% of visits eliminated by SupplyPro	0.00
Average travel time to store room and transaction process time (minutes)	0.00

Crib Attendant Estimations	
Assumes 2 shifts per day, 5 days per week, 50 weeks per year	
Fully-burdened rate per crib attendant (\$/hr)	0.00
# crib attendants	0.00
# crib attendants reassigned	0.00

**Calculate**

Savings		
	MONTHLY	YEARLY
Consumption reduction	--	--
Walk time to crib	--	--
Attendant labor	--	--
<b>TOTAL SAVINGS</b>	--	--

CASE STUDIES & WHITEPAPERS



# Virtual Inventory Management

## Tracking, Ordering, Reporting

### Features

- » VIM is a module available on SupplyLink
- » VIM storage locations can be assigned by the system or custom named by the administrator
- » All product characteristics and features available as if item is managed in a machine (loan periods, serialization, allocation codes, kits, etc.)
- » Manage up to 2,000 items per VIM
- » All standard SupplySystem IS reporting, ordering, business rules and permissions apply
- » Standard options available for automated reports and interfaces
- » The latest SupplyLink and device software are required

### Applications

- » Cutting Oil and Fluids • Metalworking Lubricant
- » Motors • Fans • Power Hammers
- » Refrigerated Materials • Fixtures • CNC Bar Pullers
- » Preset CNC Tools • Pipe and Tube Benders
- » Forklifts • Ladders • Drums • Wheels
- » And many more!

### Specifications

- » Hosted model with enterprise-wide visibility
- » Inventory and order optimization
- » Supply chain integration
- » State-of-the-art security features
- » Standard and custom reports
- » Stock level monitoring and alerts
- » Cost center allocation and user consumption tracking

### Enhancements

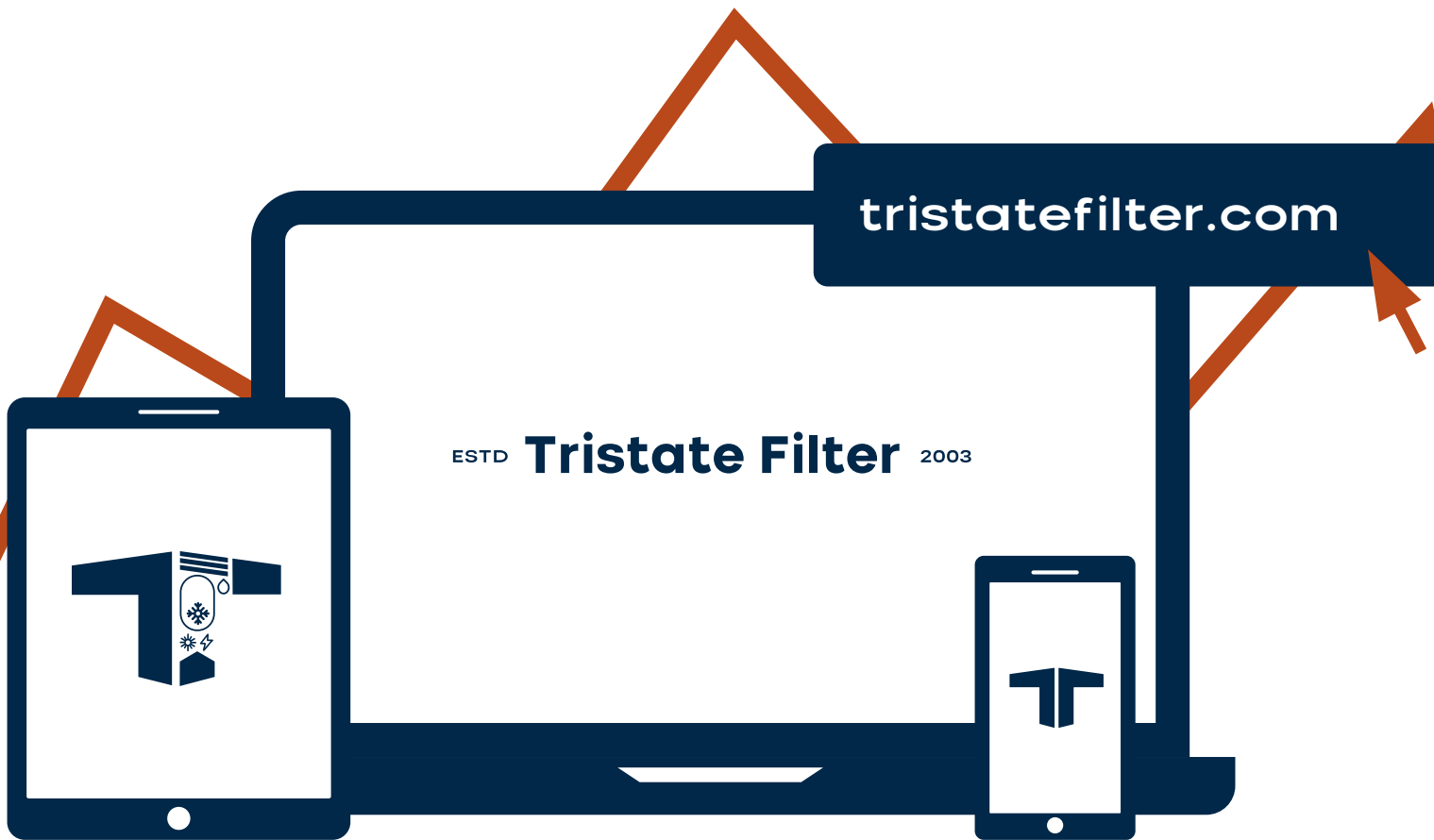
- » Storage bin options





# Our Website

How it Can Help You



We've curated our site with you in mind, from Homepage to Checkout. More and more products and services are added on a regular basis.

For up-to-date information on programs, news, and more visit **TristateFilter.com** and follow us on social media.



@tristatefilter



@tristatefilter



@tristate\_filter



# TristateFilter.com

Register, Shop, Learn

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With 200,000 products and counting, our goal is to include our entire product offerings on our website. New and existing clients have enjoyed product tracking, order history and more with our website.

- All Your Filter Needs
- Commercial and Residential Units
- Coil Cleaners, Glycol, and More
- Pipes in a Variety of Materials
- Lighting and Wire Components
- Faucets, Fixtures, Valves, and More

Visit [tristatefilter.com](http://tristatefilter.com) and enter your information to create an account. Your account will be tagged to your company's pricing level so you'll always have up-to-date pricing, order status and inventory information.

Call us at 800.464.0896 or email [admin@tristatefilter.com](mailto:admin@tristatefilter.com) for website help and we will be more than happy to assist you further.















# Questions Or Inquiries

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800.464.0896  
sales@tristatefilter.com  
www.tristatefilter.com



**Tristate Filter**  
HVAC FACILITY SUPPLIES

