

An American flag is draped over a dark, rustic wooden surface. The flag's stars and stripes are clearly visible, with the blue field of stars on the left and the red and white stripes extending towards the right. The lighting creates soft shadows, emphasizing the texture of the fabric and the wood.

ARCTIC COMPRESSOR SALES TRAINING

"THE SIMPLE CHOICE"





AGENDA AND PURPOSE

- Learn the Arctic story
- Learn product line and value prop
- Learn to use literature and sales presentations
- Discuss strategies to win
- Learn to properly spec a unit
- Learn how to order units
- Post-sales process

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Sales Territories
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AMERICAN MADE

LOCATED IN SUPERIOR, WI

Designed, Assembled, & Tested
Superior, WI

Sheet Metal Fabrications
Michigan & Illinois

Machined Components
Wisconsin, Minnesota, Texas, New Mexico, & Arkansas

Piston Rings
Texas & Wisconsin

Castings
Minnesota & Wisconsin

High Pressure Tubing
Pennsylvania

ARCTIC SALES TERRITORIES

WEST - MIKE LYONS

Cell: (509) 991-7688

Email: mike@arcticcompressor.com

MIDWEST - BRADY MOLLENHAUER

Cell: (507) 581-3299

Email: bmollenhauer@arcticcompressor.com

SOUTH - ANDY HANSON

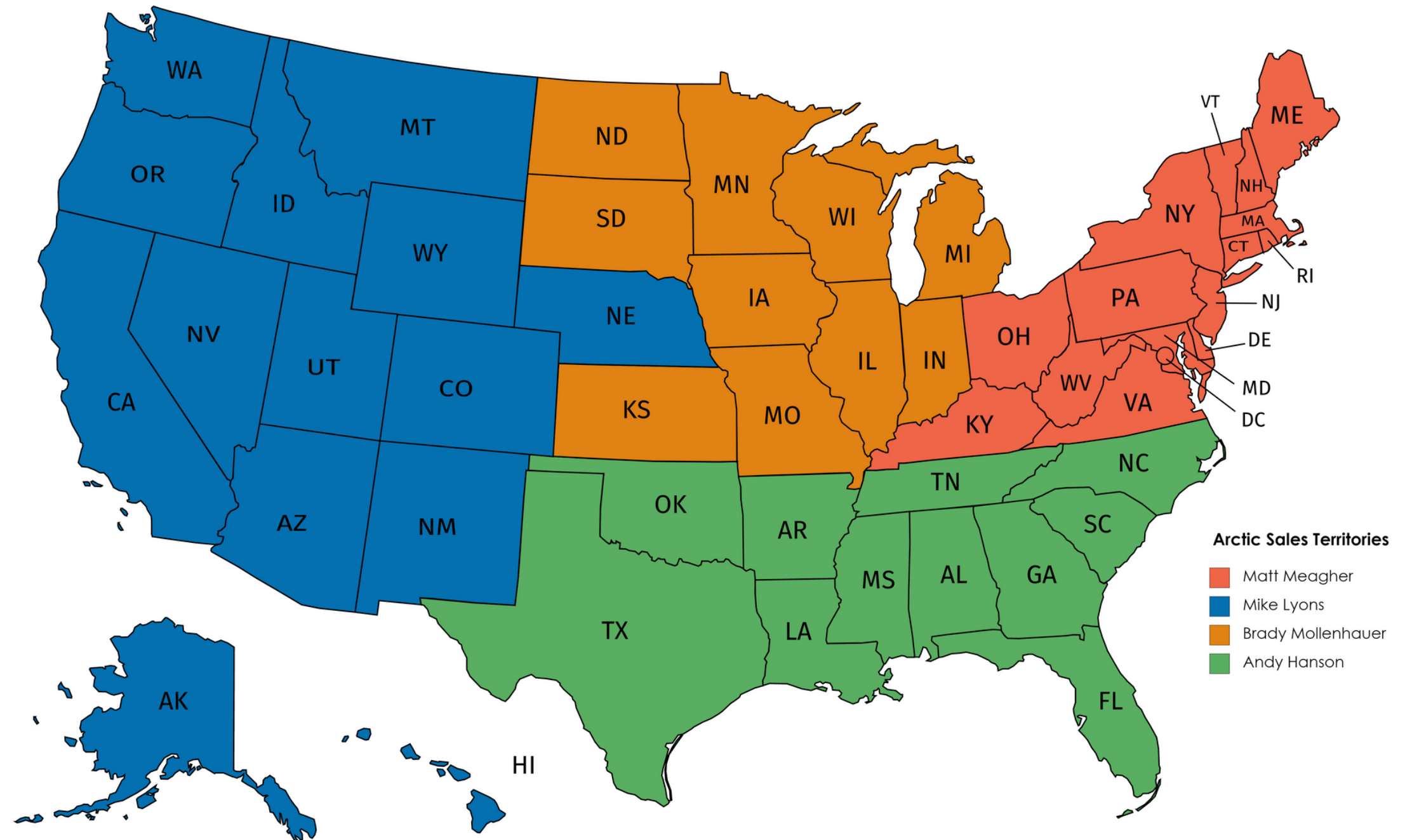
Cell: (218) 491-4244

Email: ahanson@arcticcompressor.com

NORTHEAST - MATT MEAGHER

Cell: (518) 334-5416

Email: mmeagher@arcticcompressor.com



ARCTIC HISTORY

Arctic Compressor started as a brand of compressors manufactured by North Shore Compressor, founded in 1986.

As brand recognition grew, Arctic Compressor became a separate legal entity from North Shore Compressor, drawing a clear line between OEM equipment and custom manufacturing.

Today Arctic Compressor, LLC employs designers, assembly technicians and supply chain professionals to create products that can be sourced and assembled in a timely and consistent manner.

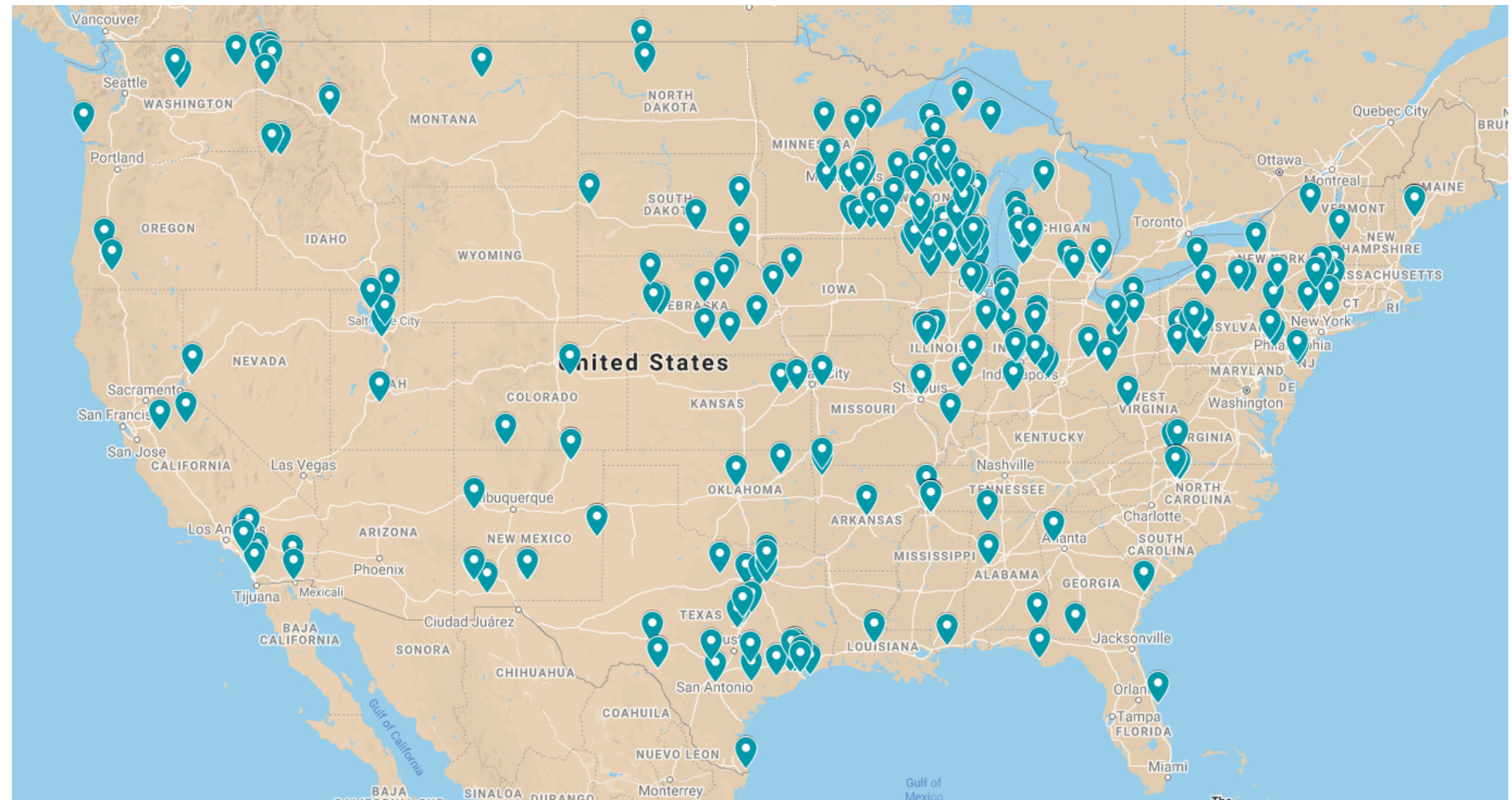


OUR CUSTOMERS

A SAMPLE OF SOME DEALERS AND THEIR INSTALLED COMPRESSORS

Contact information is available
upon request for our dealers.

We haven't found an unhappy
customer yet!





THE SIMPLE CHOICE

A streamlined approach to complex products



SIMPLE
VALUE



SIMPLE
OPERATION



SIMPLE
MAINTENANCE



SIMPLE
SERVICE

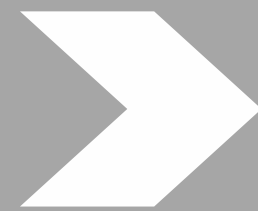
OUR FOCUS

Our unique focus on breathing air compressors gives us an edge. We satisfy the needs of firefighters with easy to use fill stations and maintenance friendly compressors because it's our specialty.

Block construction keeps quality control in house and the cost down.



ENCLOSED FRAME COMPRESSORS

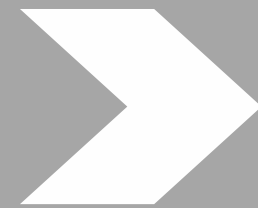


Block Type

1000
3 Stage
5-6,000 PSI
Splash Lubricated

1500
4 Stage
5-6,000 PSI
Splash Lubricated

2500
4 Stage
6,000 PSI
Pressure Lubricated

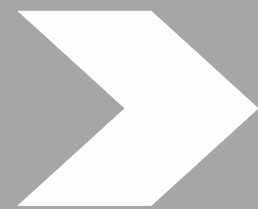


Electrical

1 or 3 Phase

1 or 3 Phase

3 Phase

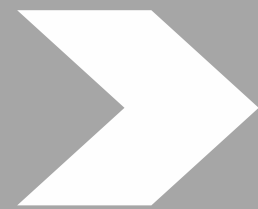


HP

5 or 7.5 HP

7.5 or 10 HP

20 HP

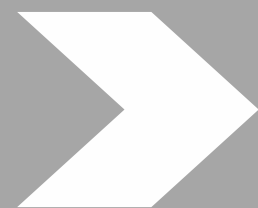


CFM

5.5-9 CFM

9-14 CFM

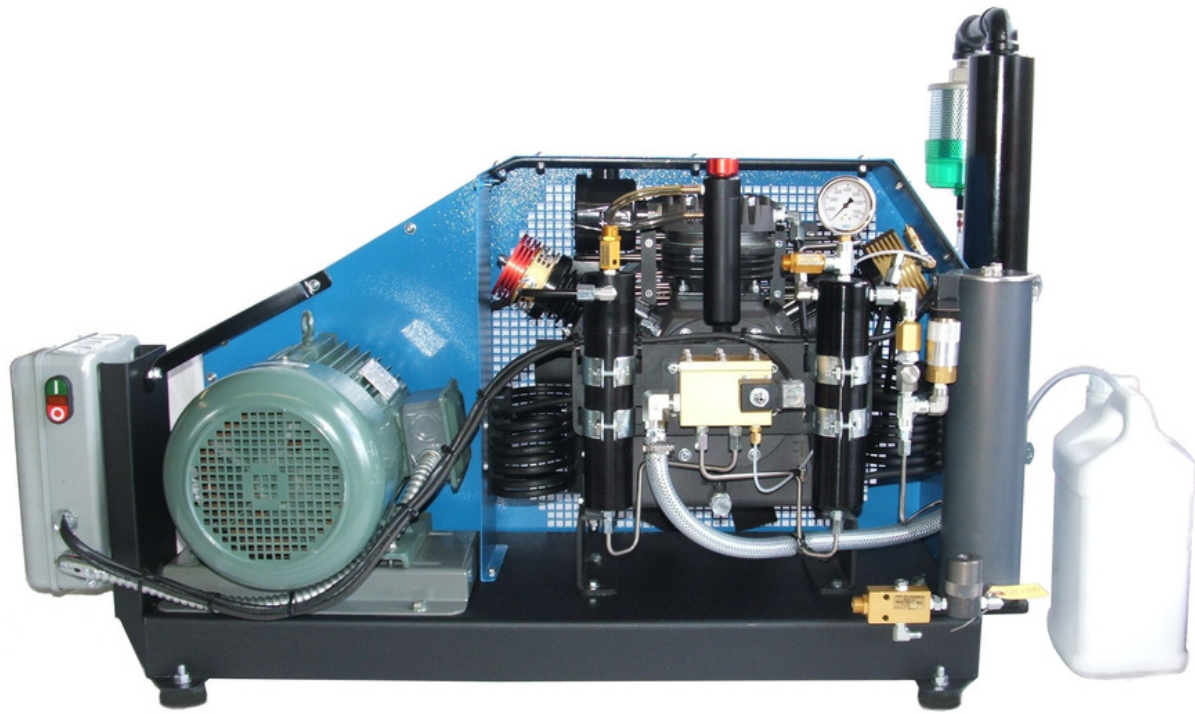
24 CFM



CO Monitor Available



*Open frame style also available



ENCLOSED VS OPEN FRAME

Open Frame

- Smaller
- Less Expensive
- Flexible configurations for your application

**Open: 4 stage block in shop on enclosed frame with no walls = 92dB @ 1 meter*

Enclosed

- Quieter operation
- More standard features
- Visually appealing

**Enclosed: 10HP 4 stage = 76dB @ 1 meter*

STANDARD COMPRESSOR FEATURES

Open Frame

- Final gauge
- 1 LB filter housing
- *More involved to quote*

Enclosed Frame

- Magnetic Starter
- Interstate Gauges
- Hour Meter
- Pressure Switch
- Auto Drain
- 3 LB filter housing



*Some special requests
available so please ask!*

OPTIONAL COMPRESSOR FEATURES

- Electronic CO Monitor
- Expanded filter capacity
- Low oil level / oil pressure switch
- High temperature switch
- Second pressure switch
- Remote start panel
- Many more available!

FILL STATIONS



Style

1 Position

2 Position

3 Position

Certified to NFPA Standards to fill 5500 PSI



Cascade Controls

Available

Available

Available

- Cascade Control Panel includes regulated aux output
- Bulk fill available with regulator A-R1011
- Back and front auxiliary outlet with valve

CASCADE

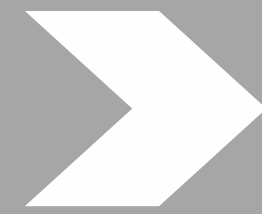
or

BULK?



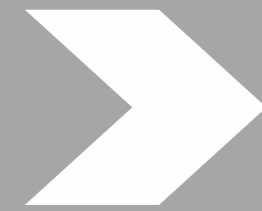
FULL SYSTEM OPTIONS

*The below items are options and do not come standard on every system unless requested. **Many more options available!***

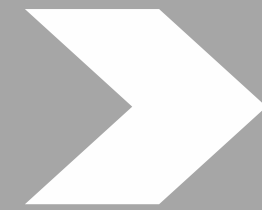


ASME and DOT cylinder options

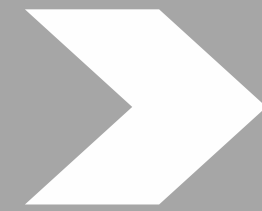
Wall mount or floor rack available



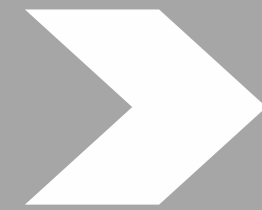
Made to order hoses for optimal setup



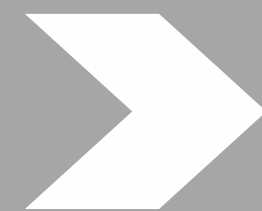
Hose Reels available



Low oil & High temp shut-off valves available



Remote start panel available



SCUBA adapters available

AIR STORAGE

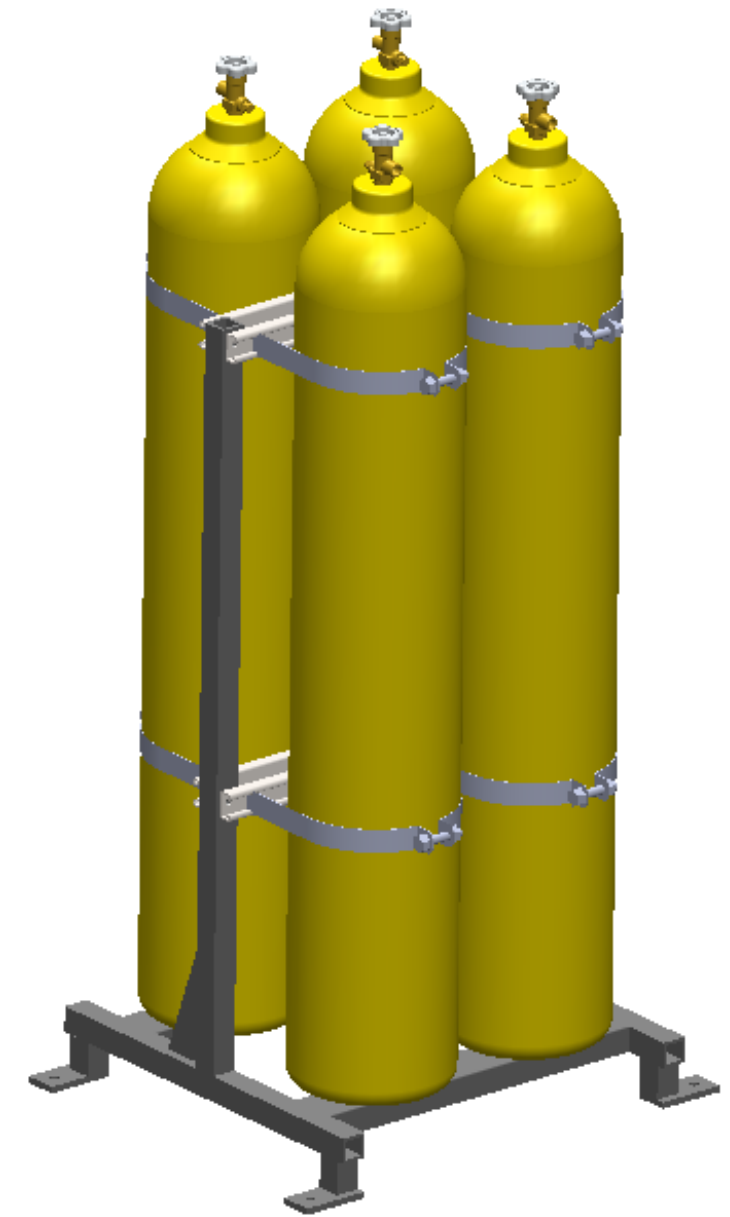
UN/ISO Cylinders - \$

- 10 year hydro test cycle
- Lighter weight (~3:1 safety factor)
- Less expensive
- Flat Bottom - doesn't require a special rack
- Wall mount available
- Floor racks available: 2x2, 4x1, 3x2, ext...

ASME Cylinders - \$\$\$

- No hydro testing required
- Heavy duty (4:1 Safety Factor)
- More expensive than UN/ISO Cylinders
- Requires mounting rack

Interconnecting piping (pigtails) can be either SS or hose for storage.
Soft hose are ideal



Protective rings available for portable applications





WHAT SIZE COMPRESSOR DOES YOUR CUSTOMER NEED?

Consider:

- Pressure
- CFM (Cubic Feet Per Minute)

What are they filling?

- What size is it?
- How long do they have to fill it?
- How often are they filling it?

HOW MANY SCBA CYLINDERS WILL THE CASCADE SYSTEM FILL?

*500 PSI residual

| Pressure | # Cylinders | Total cu ft | 30 minute 2216psi 45 cu ft | 30 minute 4500 psi 45 cu ft | 30 minute 5500 psi 45 cu ft | 45 minute 4500 psi 66 cu ft | 45 minute 5500 psi 66 cu ft | 60 minute 2216 psi 88 cu ft | 60 minute 5500 psi 88 cu ft | SCUBA 3000 psi 88 cu ft |
|---------------------|-------------|-------------|----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-----------------------------------|-------------------------------|
| 4500 437.1 cu ft | 2 | 874.2 | 17 | - | - | - | - | 9 | - | 5 |
| | 3 | 1311.3 | 28 | - | - | - | - | 14 | - | 11 |
| | 4 | 1748.4 | 39 | - | - | - | - | 19 | - | 15 |
| | 5* | 2185.5 | 49 | - | - | - | - | 24 | - | 18 |
| | 6* | 2622.6 | 60 | - | - | - | - | 29 | - | 22 |
| 5000 472 cu ft | 2 | 944 | 18 | 5 | - | 3 | - | 9 | - | 8 |
| | 3 | 1416 | 29 | 11 | - | 7 | - | 16 | - | 13 |
| | 4 | 1888 | 40 | 18 | - | 12 | - | 21 | - | 18 |
| | 5* | 2360 | 51 | 24 | - | 14 | - | 28 | - | 21 |
| | 6* | 2832 | 62 | 32 | - | 17 | - | 33 | - | 26 |
| 6000 510.5 cu ft | 2 | 1021 | 22 | 11 | 5 | 4 | 3 | 14 | 2 | 10 |
| | 3 | 1531.5 | 35 | 20 | 11 | 9 | 7 | 20 | 5 | 16 |
| | 4 | 2042 | 48 | 30 | 18 | 19 | 12 | 27 | 9 | 22 |
| | 6* | 2552.5 | 74 | 52 | 22 | 29 | 16 | 38 | 11 | 33 |
| | 8* | 4084 | 105 | 58 | 35 | 40 | 24 | 54 | 18 | 44 |

* based on a four bank cascade configuration.



HOW ABOUT BULK FILLING?

Alternative to cascade.
Easier, less cost, less fills.

*500 PSI residual



| Pressure | # Cylinders | Total cu ft | 30 minute | 30 minute | 30 minute | 45 minute | 45 minute | 60 minute | 60 minute | SCUBA |
|---------------------|-------------|-------------|---------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| | | | 2216psi 45 cu ft | 4500 psi 45 cu ft | 5500 psi 45 cu ft | 4500 psi 66 cu ft | 5500 psi 66 cu ft | 2216 psi 88 cu ft | 5500 psi 88 cu ft | 3000 psi 88 cu ft |
| 4500 437.1 cu ft | 2 | 874.2 | 12 | - | - | - | - | 6 | - | 3 |
| | 3 | 1311.3 | 19 | - | - | - | - | 9 | - | 5 |
| | 4 | 1748.4 | 25 | - | - | - | - | 13 | - | 7 |
| | 5 | 2185.5 | 31 | - | - | - | - | 16 | - | 9 |
| | 6 | 2622.6 | 38 | - | - | - | - | 19 | - | 11 |
| 5000 472 cu ft | 2 | 944 | 16 | 4 | - | 2 | - | 8 | - | 5 |
| | 3 | 1416 | 24 | 6 | - | 4 | - | 12 | - | 8 |
| | 4 | 1888 | 32 | 8 | - | 5 | - | 16 | - | 11 |
| | 5 | 2360 | 40 | 10 | - | 7 | - | 20 | - | 14 |
| | 6 | 2832 | 48 | 12 | - | 8 | - | 24 | - | 17 |
| 6000 510.5 cu ft | 2 | 1021 | 18 | 6 | 2 | 4 | 1 | 9 | 1 | 6 |
| | 3 | 1531.5 | 27 | 9 | 3 | 6 | 2 | 14 | 1 | 10 |
| | 4 | 2042 | 36 | 12 | 4 | 8 | 2 | 18 | 2 | 13 |
| | 6 | 3063 | 55 | 19 | 6 | 13 | 4 | 28 | 3 | 20 |
| | 8 | 4084 | 73 | 25 | 8 | 17 | 5 | 37 | 4 | 27 |

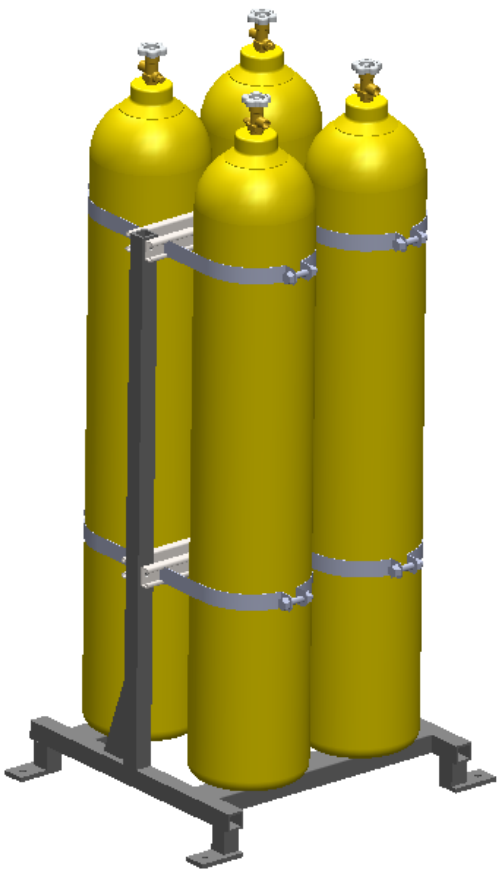
TIME TO FILL DOT STORAGE CYLINDERS

Filling a mobile cascade setup?
Refilling storage?

*500 PSI residual

Time to fill 6,000 UN/DOT storage cylinders from 6,000 PSI compressors rounded to the closest minute.

| HP | CFM | STORAGE | 1 DOT | 2 DOT'S | 3 DOT'S | 4 DOT'S |
|--------|---------|-------------------|--------|---------|---------|---------|
| 5 HP | 5.5 CFM | 1 DOT 510.5 CU FT | 93 MIN | 168 MIN | 278 MIN | 371 MIN |
| 7.5 HP | 9 CFM | 1 DOT 510.5 CU FT | 57 MIN | 113 MIN | 170 MIN | 227 MIN |
| 10 HP | 14 CFM | 1 DOT 510.5 CU FT | 36 MIN | 73 MIN | 109 MIN | 146 MIN |
| 20 HP | 24 CFM | 1 DOT 510.5 CU FT | 21 MIN | 43 MIN | 64 MIN | 85 MIN |



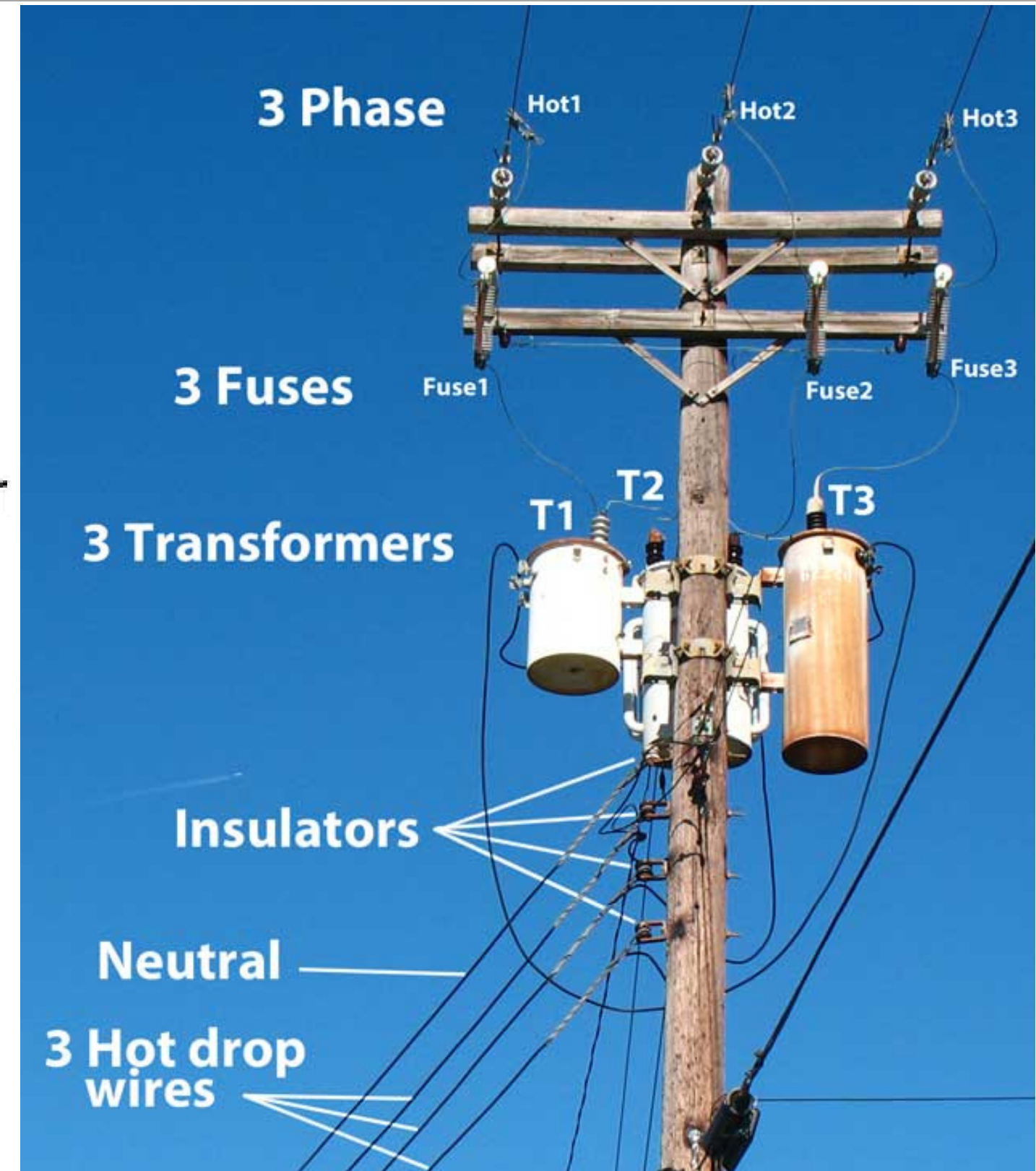
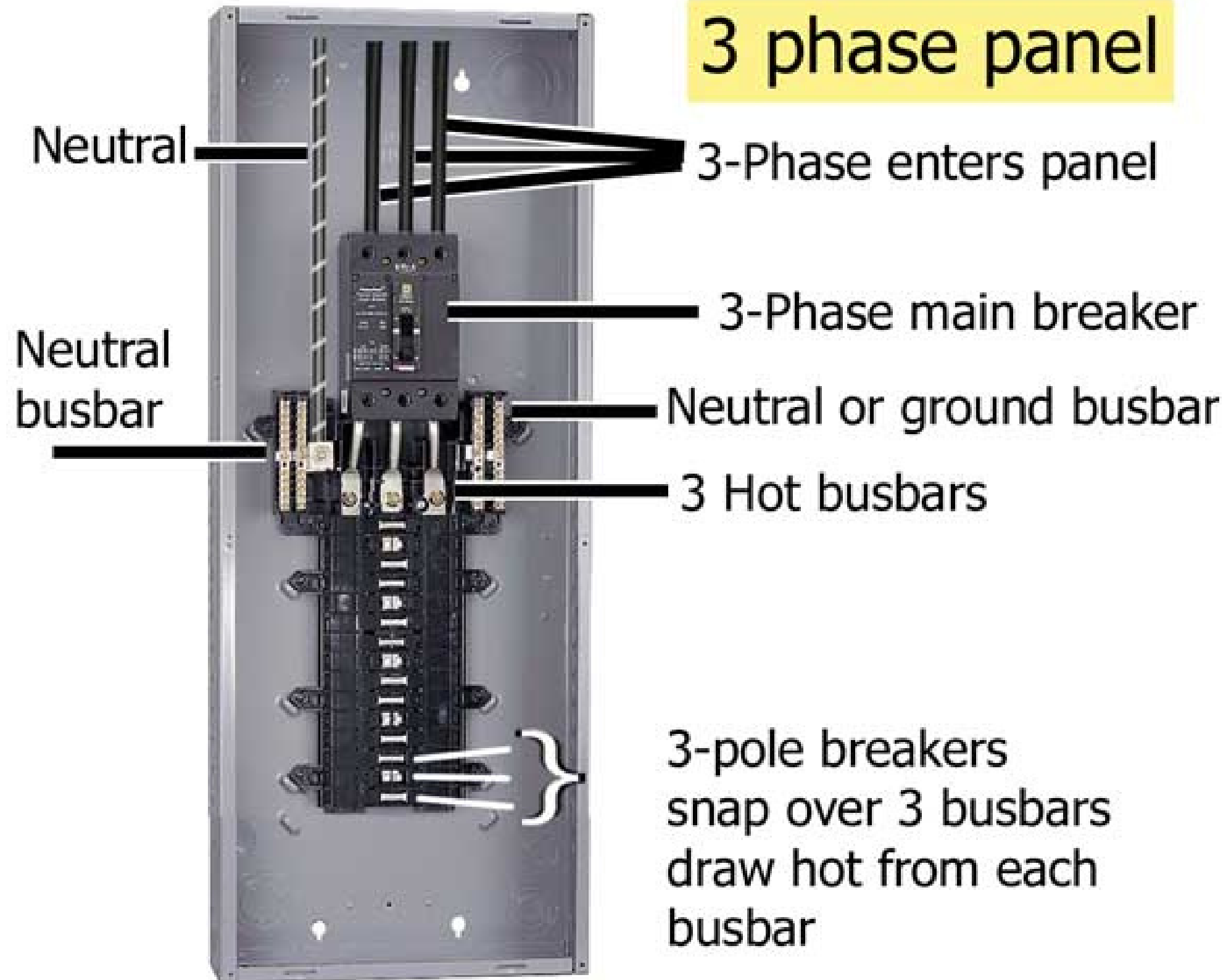


POWER REQUIREMENTS

- Single Phase up to 10 HP
- Three Phase required for over 10 HP
- Single Phase 208/240 Volt
- Three Phase 208/240 Volt & 480 Volt
- 60 Hz Standard but 50 Hz available for special applications

IDENTIFYING THREE PHASE POWER

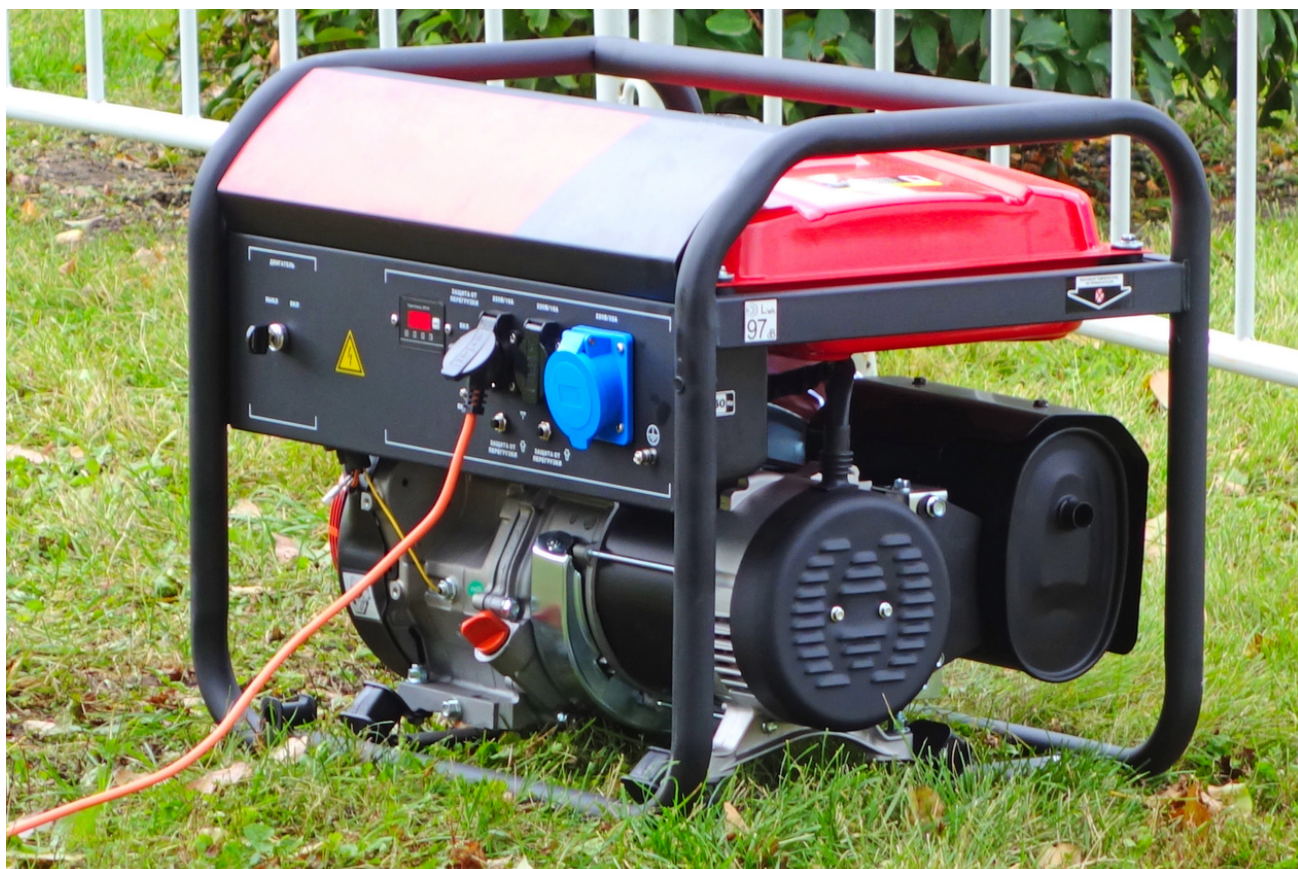
3 phase panel





GENERATORS

- Minimum of 3x motor KW rating for starting
- Check with generator manufacturer for "Motor Starting Capacity"
- Always refer to the Generator Manufacturer's recommendations



LOCATION OF UNIT

Where is the unit going to go?

- What does the room look and feel like?
- Will the compressor and fill station be in different rooms?
- Is the air clean and dry? or do we do a remote air intake?
- Is it extra hot or humid?
- Are they ready to bolt FS to floor?
- Did their electrician sign off and do their work?



AIR QUALITY



- Breathing Air
 - CGA Grade D - Fire
 - CGA Grade E - SCUBA
 - NFPA 1500 / NFPA 1989 - Quarterly air samples recommended
- CO Calibration - quarterly. Tech or customer performed



KEY THINGS ON BID SPECS

- Pressure
- HP and CFM
- Storage Cylinders
- Fill Station
- Cascade Control Panel
- Single or Three Phase Power
- Brand Specific Requirements
- Warranty comparison
- Low oil or High Temp shutdowns

OPPORTUNITIES AND INDUSTRIES

- Fire & Hazmat
- SCUBA Diving
- Valve Testing
- DOD - all military
- Naval / Shipboard
- Petroleum
- Replacement for HP Nitrogen
- Backup Air Supply
- Paintball & Air Rifle



OTHER REMINDERS

Minimum Temp 32-50 Degrees Fahrenheit,
Seasonal oil may be recommended for colder temperatures.

DB - 75dB at 1m 10 HP enclosed.

How are you doing your cylinder fill log?

Initial oil change at 25 hours.

Dealer trained install recommended.



| Cylinder Fill Log | | | | |
|-------------------|----------|---------|-----------|------------|
| Date | Operator | Serial# | Final Psi | Hydro Date |
| | | | | |
| | | | | |

NPP GOV

MAKE PURCHASING EASIER WITH A CONTRACT!

This is a publically solicited contract established through an RFP process conducted by a Lead Public Agency. This contract satisfies formal competitive bid requirements of most states. All NPPGov members are urged to seek independent review by their legal counsel to ensure compliance with all state and local requirements.

nppgov.com

Arctic Compressor



Publicly Solicited Contract

START DATE:

March 26th, 2020

POTENTIAL END DATE:

March 26th, 2026

CONTRACT NUMBER:

PS20090

LEAD AGENCY:

League of Oregon Cities

This is a publicly solicited contract established through an RFP process conducted by a Lead Public Agency. This contract satisfies formal competitive bid requirements of most states. All NPPGov members are urged to seek independent review by their legal counsel to ensure compliance with all state and local requirements.

Products on Contract

- Breathing Air Compressor Systems & Components
- CO Monitors
- Class II Containment Fill Stations with Cascade Controls
- High Pressure Storage Solutions

Instructions to Access This Contract

Please [Log in](#) to view complete list of contract documents and instructions.

Log In

Contract Documents

Synopsis, MPA, RFP, and IGA available to logged in members.

Contact NPPGov

NPPGov Customer Service
customerservice@nppgov.com
Phone: 877.329.8847

Testimonial

“ The purchase went great with no problems whatsoever. I do plan on checking/using NPPGov for any future purchases. ”

Jeffrey Peebles
Lyon County Sheriff's Office

ORDERING PROCESS

START HERE:

[Bit.ly/arcticorders.com](https://bit.ly/arcticorders.com)

- DOR Process
- Quote Request
- Order Checklist




SALES PROCESS

1. Literature everywhere
2. Use a sales packet when having a qualified meeting
3. Involve Arctic Rep as often as needed
4. Shoulder to shoulder - Bit.ly form
5. Proper price presentation
6. Complete the sale process through the install



Step 1: go to Bit.ly/Arcticorders.com



Order Details

Use this form for Quote Requests or Order Checklists

* Required

Email address *

mmeagher77@gmail.com

Next

Page 1 of 12

Never submit passwords through Google Forms.

This form was created inside of Arctic Compressor, LLC. [Report Abuse](#)

This tool is meant to be used at the beginning **AND** end of the sales process.

This tool is meant to be used shoulder to shoulder with the end user **early** in the sales cycle to help build their spec, enter DOR, and generate a quote.

It is used at the **end** of the sale cycle as a Order Checklist, which is required with every order upon submitting a PO.

COMPRESSOR

| Compressor | |
|--|-----------------------|
| Compressor Style | Enclosed Frame |
| Compressor Size (popular configurations) | 10 HP, 4 Stage |
| Compressor Output Pressure | 6000 PSI |
| Electrical Requirements | Single Phase 220/240V |
| CO Monitor | Yes |
| Pressure Switch Setting | 6000 PSI |

FILL STATION

| Fill Station | |
|-------------------------------|-----|
| Number of Fill Positions | 2 |
| Include Cascade control panel | Yes |

STORAGE

Storage

| | |
|---|-----------------------------------|
| Pressure Rating for Storage Vessels | 6000 PSI (Recomended) |
| Certification Type | UN/DOT |
| How Many Storage Cylinders to you need? | 4 |
| Securement | Wall Mount with Clamps |
| Interconnecting piping | Flexible Hose for Cascade Filling |

WARRANTY

Warranty

| | |
|---|-------------|
| Would you like the Arctic Extended Warranty | 5 Year Gold |
|---|-------------|

ACCESSORIES & SHIPPING

| Accessories | |
|---|--|
| Quantity and length of hoses from compressor to storage | 1 @10' |
| Quantity and length of hoses from Storage bottles to Fill Station | 4 @6' |
| Additional hoses if required | 100 foot hose to fill rescue apparatus |
| Additional Accessories | Hose Reel |
| If Applicable, enter the Sales order or Purchase order number | |
| Shipping | |
| Verified Shipping Address | My House, Albany NY 12303 |
| Contact Name and Phone Number | Chief Meagher 867-5309 |
| Who should we email upon scheduling shipment | Matt Meagher |
| Delivery Details [Liftgate Required? (add'l cost)] | Yes |
| Delivery Details [Inside Delivery? (add'l cost)] | No |
| Delivery Details [Residential Neighborhood (add'l cost)] | No |
| Delivery Details [Appointment needed? (add' cost)] | No |
| Other Comments | |





Arctic Compressor LLC

Published by Andy Hanson · February 8 at 12:00 PM ·



Our A+ dealer network sets us apart [#teamworkmakesthedreamwork](#). Thanks to the team at [EVS Emergency Vehicle Specialists](#) and Will Topf for making this one come together.

SHOW THE GROWTH



- Be ready with a plan
- Take pictures WITH PEOPLE
- Testimonials
- Proper post-install follow up!!



Will Topf

February 8 at 8:31 AM ·

Well, Friday was unboxing day for [Jacksonville Fire Department](#). This 6000 psi [Arctic Compressor LLC](#) unit with three bottle fill station and cascade system replaced a 25+ year old unit. Thanks for your business and your continued trust in [EVS Emergency](#)



LEAD TIME

TAKE ADVANTAGE OF SHORT
LEAD TIMES AT 4-8 WEEKS

WARRANTY

ADDITIONAL ACE EXTENDED WARRANTY OPTION AVAILABLE

ACE Warranty
5 years of coverage
Silver and gold package available
Labor and parts covered



ACE Warranty

| | Silver | Gold |
|--------------------------------|--------|------|
| Compressor Block | ✓ | ✓ |
| Filtration/purification system | ✓ | ✓ |
| Auto Drain | | ✓ |
| Gauges | | ✓ |
| Cabinet/enclosure | | ✓ |
| Latches | | ✓ |
| Switches | | ✓ |
| Hour Meter | | ✓ |

WARRANTY REIMBURSEMENT



- All claims should be submitted on the Warranty Reimbursement Form ONE serial number at a time
- All claims should be mailed/mailed within in 30 days of repair
 - Office address OR warranty@arcticcompressor.com
- All units must have a Warranty Registration Form on hand before claims can be processed (Within 90 days of in service date)
- Email for a copy of forms
- Max 500 mile will be reimbursed
- USE DETAIL!!!! Help us, to help you, to help them.

OTHER STUFF

What trade shows are you working?

How can I help?

What do you need from me?

What do you need from the product?





WHAT'S NEW

- DOD
- Auto Cascade
- UL
- Social Media
- Swag

THANK YOU!

To configure your Arctic System
and receive a quote go to:

bit.ly/arcticorders.com

