



Packard

Supplying HVACR solutions with your needs in mind.



WWW.PACKARDONLINE.COM



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.

About us

53

For over 53 years now,

Packard has been a master distributor of HVACR solutions for manufacturers all over the world. Founded in Lima, Ohio in 1959, under the leadership of Albert Taft, Packard Inc. stepped into the HVAC industry as a reliable source for surplus electric motors. Our extensive history with the strongest domestic suppliers and our vast experience with global sourcing, allows us to bring the most innovative and highest quality products available to our customers.

1972

In 1972, Tom Campbell

joined Albert Taft's Packard team and immediately saw a need in the market for a complete line of replacement motors, and introduced the Packard line of motors to the market. In 1984, Tom moved the corporate office to Atlanta, Georgia and purchased the company from Mr. Taft in 1989 transforming the business into a full line master distribution operation.

5/44

Today, with corporate

headquarters located in Kennesaw, Georgia, Packard has established 5 strategic sales offices in New Jersey, Virginia, Florida, Oregon and California. Packard maintains teams of 44 independent manufacturers' representatives who help us service wholesalers across the United States, Canada and Mexico.

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We represent over 20

brands as a master distributor of HVACR motors and parts including top industry names as well as our own exclusively branded products and private-label lines. It is our vision to be North America's #1 preferred source for HVACR motors and components.

Meet the team



Tom Campbell, CEO

40 YEARS EXPERIENCE

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

27 YEARS EXPERIENCE

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.

Dan Lauterhahn
VP of Sales
20 YEARS EXPERIENCE

As a crucial player in Packard's customer relationships and growth, Dan oversees our regional sales team as well as 44 sales representatives. Dan has worked in front line and management roles for motor shops and HVAC manufacturers. He brings a wealth of knowledge on residential, commercial and industrial motor manufacturing processes, as well as a keen ability to develop flexible solutions for customers.

Charlie Swett
VP of Global Sourcing
35 YEARS EXPERIENCE

Charlie's focus is qualifying suppliers for Packard's varied and comprehensive product lines. His diverse experiences in operating a distribution warehouse, OEM sales and managing one of the largest HVAC motor buys in the country has provided him with a great understanding of how to provide customers with the highest quality product and the best possible value worldwide.

Dan Evans
VP of MRO/Appliance
40 YEARS EXPERIENCE

With his HVAC beginnings in the warehouse of a Virginia-based wholesaler, Dan worked his way up to senior management and remained there for 30 years. As a former wholesaler, he has a keen understanding of how to best assist contractors and MRO customers whose core focus is in appliance and MRO parts. Dan's major area of service is the eastern region, but also assists with appliance and MRO customers across the U.S. and Canada.

Ferris McDaniel
VP of Cooling Solutions
29 YEARS EXPERIENCE

Ferris is responsible for developing and growing Packard's expansive cooling solutions business for aftermarket and OEM customers. His experience as the National Aftermarket Sales Manager for a major compressor manufacturer, and district manager for refrigeration OEMs, has put Packard at the forefront as a major supplier of engineered products for the cooling segment.



Sales Management

Rick Streacker
Regional Sales Manager
33 YEARS EXPERIENCE

Rick supports customers and sales reps in the Midwest through the deep south, and is a product training expert - developing NATE approved programs for wholesalers and contractors. His HVAC experience began in 1969 as a technician in a motor shop. Since then he has worked with two international motor/blower manufacturers in a variety of sales engineering and sales management roles.

John Alexander
Regional Sales Manager
20 YEARS EXPERIENCE

John manages all of Packard's business in Florida which is a critical sales area due to its population and year-round warm weather. John has 15 years experience in sales and regional management positions. He has Marketing experience from a major HVACR manufacturer. 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.

Chad Roghair
Regional Sales Manager
18 YEARS EXPERIENCE

As our main customer relationship manager in eleven western states, Chad brings over sixteen years experience in product development and sales in HVACR products including components and replacement parts. He has knowledge of import and export distribution with offshore suppliers, as well as international manufacturing and compliance standards.

Toni Brewton
Director of Inside Sales
35 YEARS EXPERIENCE

Toni oversees Packard's inside sales support team, ensuring that their partnership with outside sales runs smoothly and efficiently. Toni previously managed the IT help desk for a major technology firm, and served in Marketing and Customer Service in the banking industry. She is skilled in order management and providing resolution to any customer questions or concerns which may arise.

The Aerovox logo features the word "Aerovox" in a blue, sans-serif font with a registered trademark symbol.

> Lighting and Run Capacitors

The logo for Bristol Compressors International Inc. includes a stylized globe icon to the left of the company name, which is written in a bold, blue, sans-serif font.

> Hermetic AC Compressors & Refrigeration Compressors

The Century logo consists of a green circular graphic with three curved lines inside, followed by the word "Century" in a bold, black, sans-serif font with a registered trademark symbol.

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



> Air Pressure Sensing Switch Kits

The Danfoss logo is written in a red, cursive script font.

> AC Scroll Compressors, Refrigeration Compressors, Condensing Units

> Line components: Controls, Driers, Expansion Valve Bodies, Sight Glasses, TXV Kits, TXV Orifices, Valves

The Embraco logo is written in a teal, lowercase, sans-serif font.

> Refrigeration Compressors & Condensing Units

The ELCO logo features the word "ELCO" in a bold, red, sans-serif font with a registered trademark symbol.

> Shaded Pole & ECM Motors

The EM & S logo consists of the letters "EM" stacked above the letters "&S" in a black, sans-serif font.

> Unit Bearing Motors

The EVOLVE logo features the word "EVOLVE" in a bold, black, sans-serif font, with a yellow swoosh underline.

> MagJumper

The FASCO logo consists of the word "FASCO" in a white, sans-serif font inside a blue rectangle.

> Motors: 42-frame, Blower, C-Frame, PSC Heat Pump, Shaded Pole, Unit Bearing, Unit Heater

> Blower Wheels, Contactors, Draft Inducers, Fan Blades

The genteq logo features a blue circular icon with three curved lines inside, followed by the word "genteq" in a blue, lowercase, sans-serif font.

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

The Law Industries, Inc. logo features the word "Law" in a red, italicized, sans-serif font, with "Industries, Inc." in a smaller, black, sans-serif font below it.

> Blower Wheels, Fan Blades, Pulleys

The morrillmotors logo features a blue circular icon with a white "M" inside, followed by the word "morrillmotors" in a blue, lowercase, sans-serif font.

> Motors: Unit Bearing, ECM

The Parker logo consists of a white arrow pointing right, followed by the word "Parker" in a white, sans-serif font, all inside an orange rectangle.

> Valves, Filter Driers

The Stamford logo consists of the word "Stamford" in a white, sans-serif font inside a blue rectangle.

> Spun Copper Driers

The TERM-LOK logo features the word "TERM-LOK" in a red, bold, sans-serif font, with a graphic of a terminal repair kit to the right.

> Compressor Terminal Repair Kits

TITAN HD™

> USA-made Capacitors

TITAN MAX™

> Definite Purpose Contactors & Auxiliary Switches

TITAN PRO™

> Extended-life Capacitors

TUTCO®

> Duct Heaters, Crankcase Heaters

Line Card



> Mechanical pump seals

ZSI

> Cush-a-Clamp, Cush-a-Claw, Cush-a-Click, Cush-a-Clip, Cush-a-Grip, Cush-a-Therm, Quick-Clip

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

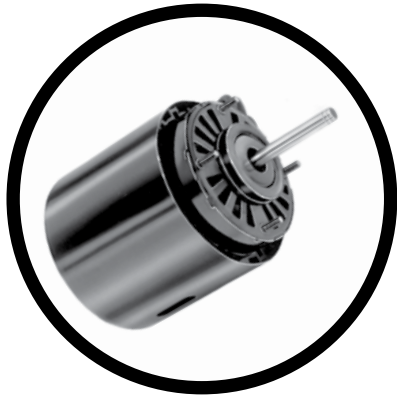
> Auxiliary Switches
> Blower Wheels
> Blowers
> Capacitors
> Contactor replacement coils
> Contactors
> Disconnect Boxes
> Fan Blades
> Fan Control Centers
> Flame Sensors
> Hard Starts
> Heat Sequencers
> Igniters
> Motor & Capacitor accessories
> Pressure Controls

> Pulleys
> Relays
> Restraining Coil Kits
> Thermocouples
> Tools
> Transformers



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.

With over 53-years in the industry, 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.





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 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.



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, and Embraco, 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 and Danfoss that offer:

- R410A and R22 applications
- 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 duplicates at a significantly reduced price. We've 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.



Electrical

One and done. Complete your order and create a more manageable inventory with Packard's full spectrum of electrical components including: capacitors, contactors , 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 condensor, 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.

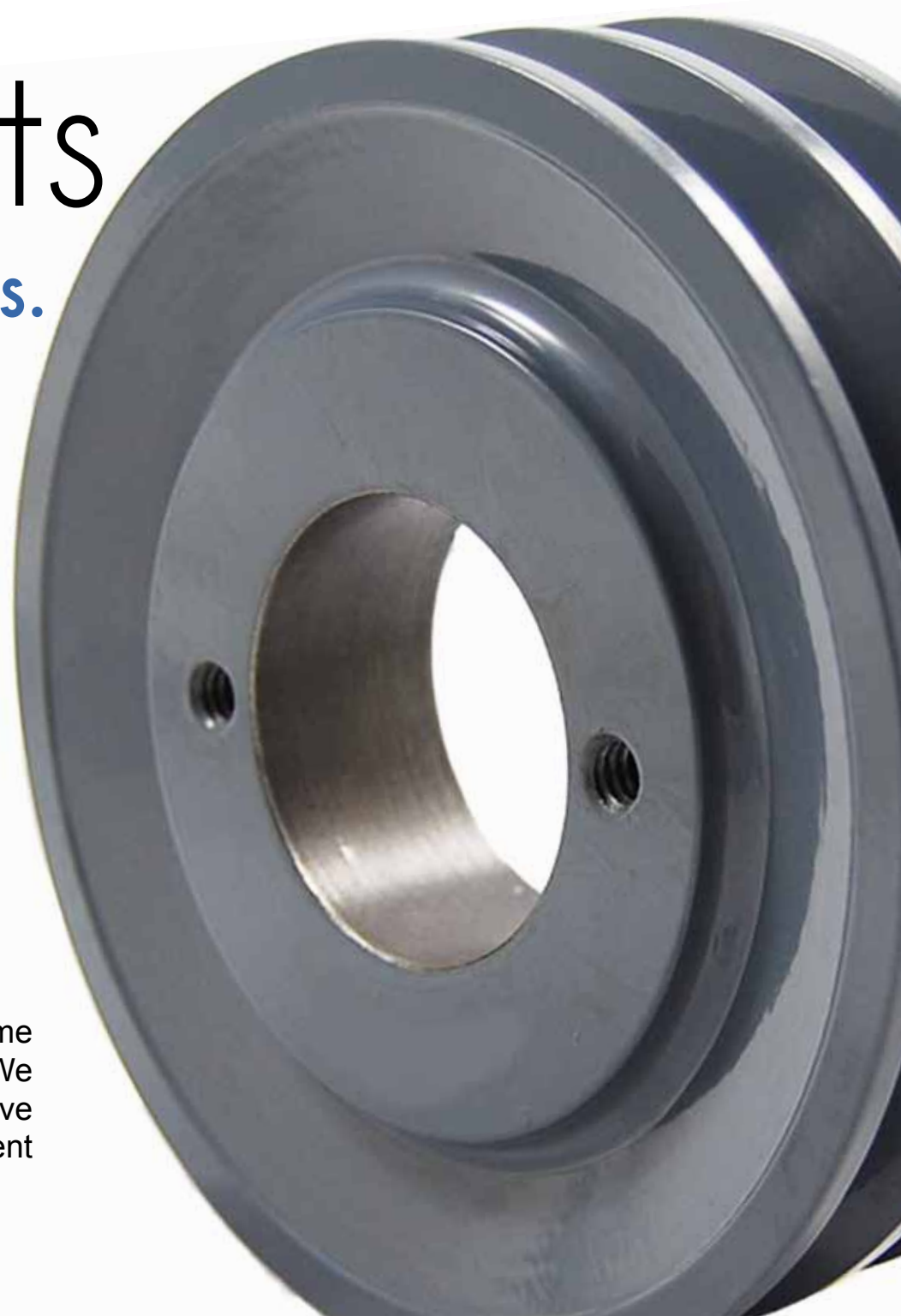
Components

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.





TITAN MAX™

packardonline.com/titanmax

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.



TITAN HD™

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



TITAN PRO™

packardonline.com/titanpro

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**
- 440/370 volt design - allowing you to reduce inventory carrying costs
- 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 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.



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.

Website

We're just a call
or a click away.

www.packardonline.com

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





1925 Shiloh Road. Bldg 2 Kennesaw, GA 30144

Local: 770 . 427 . 5765

Toll Free: 800 . 334 . 1769

Fax: 770 . 427 . 5140

email: customerservice@packardonline.com

packardonline.com

Packard is a proud member of the following professional associations



Packard supplies to Wholesale Distribution only

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