



The Whalen Company

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## **Whalen continues to build on engineering leadership in vertically stacked heating and cooling**

Easton, MD — Whalen Company engineers continue to generate a series of innovations and product features that have allowed the company to maintain a significant technological and performance edge in the vertically stacked heating and cooling category.

Whalen's diversified product line traces its ancestry to the company's original heating and cooling design breakthrough, the Riser Fan Coil. Though the Riser Fan Coil's design, cost and performance advantages have prevailed through the four decades since its introduction, ongoing product enhancements keep the product at the leading edge of vertically stacked technology.

Other Whalen products sharing the common vertical stack heritage and engineering leadership are the Series VI Water Source Heat Pump, Room Fan Coil Unit, 50/50 Four-Pipe System, and Heat Only Unit. All of Whalen's products are well suited to new and retrofit applications, more so now at a time when energy savings and cost of ownership are crucial elements of a building owner's calculations.

Recent notable engineering enhancements to the Series VI Water Source Heat Pump include a unit configured for single-riser integral pump applications and 410A refrigerant. Engineers and contractors can specify products with "ECM" motor technology.

Whalen's continuous push for product enhancements stems from a company culture that dates back to its founding, according to Tom Delaney, Whalen's president. "The whole premise of vertically-stacked heating and cooling began as a search for a better solution to commercial HVAC applications," said Delaney. "The smaller footprint, lower installation costs and factory-assembled quality were innovations that changed conventional thinking."

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Delaney also pointed out that the company has never had an 'off-the-shelf' approach to its products. "Our customers don't view their projects as off the shelf. Why should they accept off-the-shelf products that force them to design around those limitations?"

Whalen's leadership, said Delaney, begins with listening to customers, and then shaping solutions and innovations to what customers say they need. "The partnership has served our company and our customers well over many years in thousands of applications," he concluded. "But we've never been a company that spends much time looking back. Somewhere out ahead of us there's another idea, another innovation, another customer problem waiting to be solved."

For more information, contact the Whalen Company at 410.822.9200.

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