



NEWS RELEASE

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Heat Transfer Unveils Key Managerial Appointments in Sales and Marketing, Training and Technical Services

EAST FREETOWN, MASSACHUSETTS (NOVEMBER 5, 2007) — Heat Transfer Products (HTP) recently announced five important managerial promotions and appointments, designed to bolster the company's sales, technical service and training capabilities.

- Steve Wilson has been promoted from Mid-Atlantic and Western Regional Sales Manager to Sales and Marketing Manager for the entire company, with all HTP sales representatives reporting to him. Wilson will be responsible for all HTP branded and OEM sales as well as various other marketing activities. A five-year veteran with HTP, he joined the HVAC industry in 1971 with a large distributor in Pennsylvania.



**Steve Wilson,
Sales and Marketing
Manager**

Prior to joining HTP, Wilson worked for 15 years at Burnham Corporation, starting as a factory outside salesperson covering the Mid-Atlantic Region. He was subsequently promoted to Manager of Technical Services, launching that company's Technical Service Department and live-fire training facility in Lancaster, Pa., in 2000.

HEAT TRANSFER

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Key Managerial Appointments, *add one*

- John Sawyer has been promoted from Eastern Regional Sales Manager, covering the New England states, to Technical Training Manager. In his new position, Sawyer will oversee all contractor and service agent training throughout North America, as well as be responsible for the Technical Service Department.

After 30 years in the food-service automated ware washing industry, Sawyer joined HTP 10 years ago and has served as the company's National Sales Manager.

In his new capacity as head of technical training, Sawyer will work with the following two regional technical training managers and a technical support manager, all of whom were also recently appointed:

- Chuck Shaw, formerly Manager of Training and Technical Services, has been named Eastern Regional Technical Training Manager. In this new role, Shaw will work extensively with HTP installers and service contractors, helping them identify and pursue additional sales opportunities. Shaw joined HTP in 2004 in the company's Technical Support Department. In April 2006, he was promoted to Training and Special Projects Coordinator, becoming Manager of Training and Technical Services in February of this year. Prior to coming to HTP, Shaw spent more than two decades in the plumbing and heating contracting business, first as a technician and then as a manager.

- Dale Townsend has joined HTP as Western Regional Technical Training Manager, with responsibilities similar to Chuck Shaw's, but covering the Western half of the states, including Alaska. A 20-year industry veteran, Townsend has worked with several contracting firms in the Salt Lake City area. Prior to joining HTP, he spent six years at Custom Comfort Plumbing, Heating and Cooling, as manager of its service department.

- Bryan Howes has joined HTP as Technical Support Manager, responsible for all technical support-related items as well as training and engineering activities for the product line. A 20-year veteran of manufacturing and production, Howes previously worked at Franklin Sports Inc. in Stoughton, Mass., where he served as senior industrial engineer in charge all engineering and facilities engineering. Prior to that, Howes was employed at the KAO Information Systems Inc. of Plymouth, Mass. from 1995 to 1999, and at Cole-Hersee Corporation from 1987 to 1995.

Key Managerial Appointments, add two

HEAT TRANSFER: Founded in 1974, Heat Transfer is a designer and manufacturer of advanced heating and hot water systems. Product categories include high efficiency boilers and advanced boiler control systems, high efficiency gas-fired water heaters, oil-fired and electric water heaters, indirect water heaters, and marine and pool heaters.

For more information, visit Heat Transfer at www.htproducts.com. Or call toll-free: 800-323-9651 (508-763-8071 if calling from Massachusetts).

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