

Marley Factory Assembled Product INSIGHT

Overview

Marley, a leader in cooling towers for over 85 years, provides the fullest breadth of cooling products for the HVAC market, with distinct product advantages and a strong service network to help you maintain operations excellence.



Primary Benefits

- A full line of products with distinct installation advantages, energy efficiency, and low maintenance
- Committed to quality and thermal performance before and after the sale
- A service network to support your tower from design, through installation and service life

Benefit Detail

Full Line of Products with Distinct Advantages:

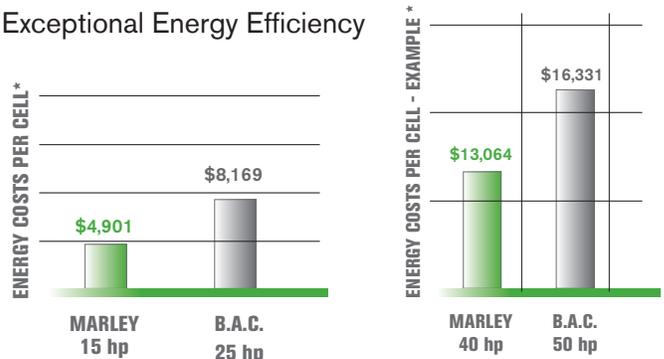
- Full Line of Products – The oldest and most experienced cooling tower manufacturer in North America, Marley has built a portfolio unmatched in the industry
- Easy Installation – Maximizing the work in the factory to minimize the work in the field for installation contractors
- Exceptional Energy Efficiency – Built on years of parts research, field experience and application expertise
- Low Maintenance – High quality parts with time tested durability in the most challenging environments minimize your costs and maximize your tower uptime

more

Easy Installation – NC[®]8400

<i>field installation hours</i>	<i>latest design</i>	<i>previous design</i>
Ladder and Guardrail	2	3
Ladder Safety Cage	.25	4
Fan Cylinder	0	1
Access Platform	5	7
Factory Installed Terminal Box	4	16
total	11.25	31
<i>based on \$75/hour, savings per tower cell would be over \$1,480</i>		

Exceptional Energy Efficiency



* assumes nameplate motor horsepower for a 195 ton, 12' x 12' fluid cooler— \$0.10/kWh and 50% annual usage

* assumes nameplate motor horsepower for a 610 ton cooling tower with a footprint of 250 sq ft — \$0.10/kWh and 50% annual usage

Low Maintenance

<i>No Hassle System5 Geareducer[®]</i>	<i>belt drive</i>	
Annual Maintenance	\$624	\$2,380
5 Year Maintenance	\$4,270	\$11,900
example savings	\$7,630	

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Benefit Detail

Commitment to Quality and Our Customers:

- SPX Cooling Technologies guarantees the thermal performance of every cooling tower as installed above and beyond CTI certification

Service Network Support:

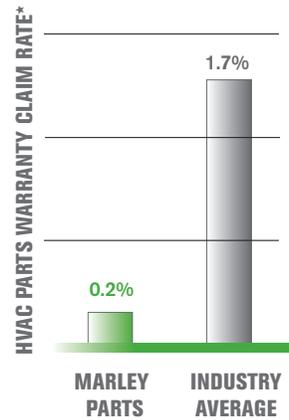
- The most experienced representative network in the industry with one of the largest installed bases of factory assembled cooling towers
- The only cooling tower manufacturer with a full line of cooling tower parts enabling direct match of OEM parts to your tower
- A one-stop shop for cooling towers – customers can save on administrative costs with a single purchase order to SPX Cooling Technologies to cover all cooling tower needs

Affiliations / Qualifications

- ASHRAE
- CTI
- US Green Building Council
- AHRI
- Eurovent
- ISO Certification
- IBC (International Building Code)
- FM Approval (available on many towers)

Service Options

- Red Tag parts order expediting available
- Consolidation of multiple orders into one shipment
- Direct vendor shipments
- Custom engineering solutions and/or tower upgrades available



* source: Warranty Week from SEC data

Marley Representative Offices	
North America	Count
West	15
Midwest	7
Central	18
Gulf Coast	12
Northeast	7
Mid-Atlantic	10
Southeast	18
Latin America	19
total	106

- Full Parts Portfolio including:
 - Mechanicals: gearboxes, fans, driveshafts, couplings, motors, belt drive systems
 - Fill: splash fill, film fill for counterflow and crossflow applications
 - Distribution System: piping, nozzles, valves
 - Structural: casing panels, basins, fan cylinders
 - Controls: variable speed drives, basin heaters, vibration switches, oil level switches
 - Misc. Components: louvers, eliminators



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In the interest of technological progress, all products are subject to design and/or material change without notice.
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