



AAON MOBILE EXPERIENCE LARGE TRAILER

HOSTING GUIDE



This document is not a sales or marketing piece.
Do not share this document with customers.

Contents

Use this document to familiarize yourselves with the basics of the AAON Mobile Experience. Please review this in preparation for your event.



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MOBILE EXPERIENCE OVERVIEW

- Goals and Objectives
- Expectations for Reps
- Logistics
- Driver Contact Information
- Parking
- Size - Overhead View
- Giveaways and Literature

GOALS AND OBJECTIVES

Let AAON help you energize your customers with the immersive AAON Mobile Experience. The AAON Mobile Experience is the premier product showcase in AAON's promotional arsenal. We want the experience to be unforgettable and appeal to as many customers as possible. The AAON Mobile Experience gives customers the unique opportunity to see, touch, and feel AAON products in action.

Since the AAON Mobile Experience first rolled out in the Fall of 2021, more than 5,000 customers have participated. Reps report an increase in product interest after hosting the AAON Mobile Experience.

The potential impact of hosting your own AAON Mobile Experience is immense, as well as the investment. We hope you understand the importance of taking full advantage of this asset to ensure the greatest return possible on the investment for all involved parties.



EXPECTATIONS FOR REPS

To be an active partner, AAON has identified some key expectations to ensure maximum benefit from the AAON Mobile Experience.

Commitment. AAON has made a large investment and expects the reps to respond accordingly.

Promotion. Reps are responsible for promoting the event.

Logistics. Reps are responsible for securing the location and date for the event. The reps are also responsible for securing a place to park the show trailer for the event, as well as overnight if needed. In addition, reps are responsible for securing or requesting promotional items and literature for their event.

Preparation. Hosting reps must ensure the show trailer, products, and features are ready before the event begins.

Knowledge. Hosting reps are expected to understand the show trailer's products and features and be able to demonstrate or assist attendees.

Execution. An AAON team member may be at the event to support the reps and complement their efforts. However, *it is the reps' responsibility to run the event.*

Follow-Up. Reps are expected to complete the post-event survey (provided by AAON) within seven days of the event's conclusion.



LOGISTICS

The AAON marketing office needs to know about several logistics before and after the event. These include:

- **Date(s) of the event**
- **Time of the event**
- **Location of the event**
- **AAON team member(s) attending the event**
- **When the show trailer needs to be at the event location**
- **Estimated number of attendees**

Some location/events that work well for the AAON Mobile Experience include breweries, food trucks, Top Golf-style businesses, golf outings, and trade show events. Contact the AAON marketing team for additional location ideas.

The trailer is powered by a generator on the semitruck. Remember, the show trailer requires about two hours to set up and another two hours to take down. After the event, AAON would appreciate your assistance with clean-up and take down of displays, literature, exterior banners/signs, etc.

In addition, please make it a priority to take photos of the event. Posting event photos on social media channels is also highly encouraged. If you need assistance with the best way to capture your event, contact **Jason Davis - 918.382.6493; jason.davis@aaon.com**.

DRIVER CONTACT INFORMATION

Primary Contact

JOE KINCADE • 918.938.2687 • joe.kincade@aaon.com

Secondary Contacts

DERMIDIO (DERBY) JUEZ-PEREZ • 816.602.6088 • dermidio.juez-perez@aaon.com

ERIC TAYLOR • 918.382.6337 • eric.taylor@aaon.com

PARKING

Make sure the selected location has adequate space for the show trailer and truck. The truck must be parked next to the trailer because the generator is on the truck. To allow for maneuvering space, the large show trailer and truck need:

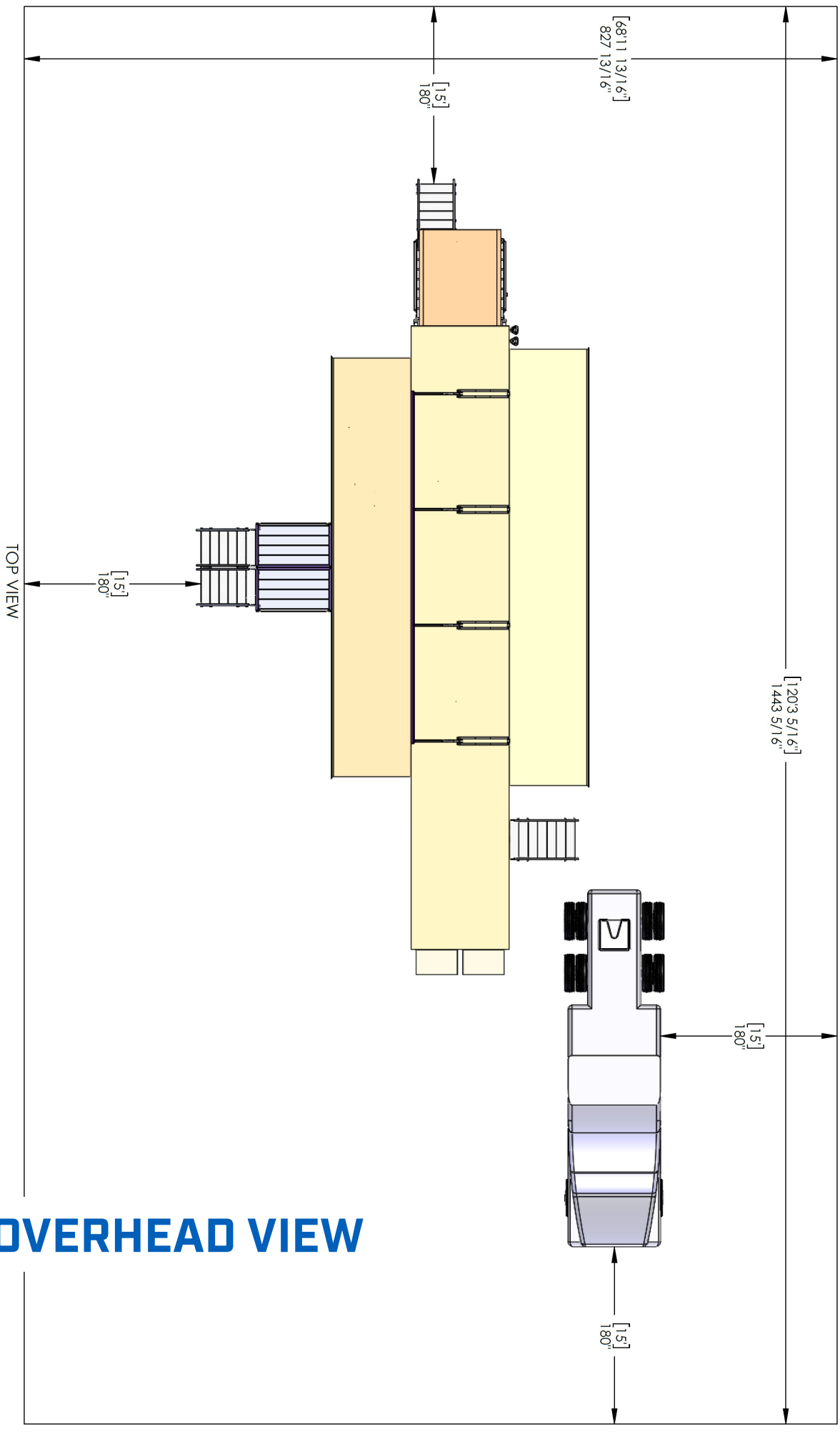
- With the truck, about 120' length x 69' depth
- Without the truck, about 97' length x 33' depth
- Vertical safety zone of about 34'

See the following page for a graphical schematic for the large show trailer and semitruck.

The AAON Mobile Experience needs level ground to park on, to ensure the floor within the trailer and stairs leading to the trailer's entry doors are level. The semitruck and trailer weigh about 40 tons together. Due to their weight, they cannot be parked on the grass.



WITH TRUCK



SIZE - OVERHEAD VIEW

GIVEAWAYS AND LITERATURE

A limited amount of promotional swag items (giveaways) and literature are included in the show trailer, as well as sales brochures for all products featured in the trailer. These include:

- Hats
- Luggage Tags
- Travel Mugs
- Koozies
- Stickers
- Pens
- H3/V3 Sales Brochure
- RN/RQ Sales Brochure
- RZ Sales Brochure
- Controls Sales Brochure

Additional swag items and literature are available by request through the AAON marketing office.



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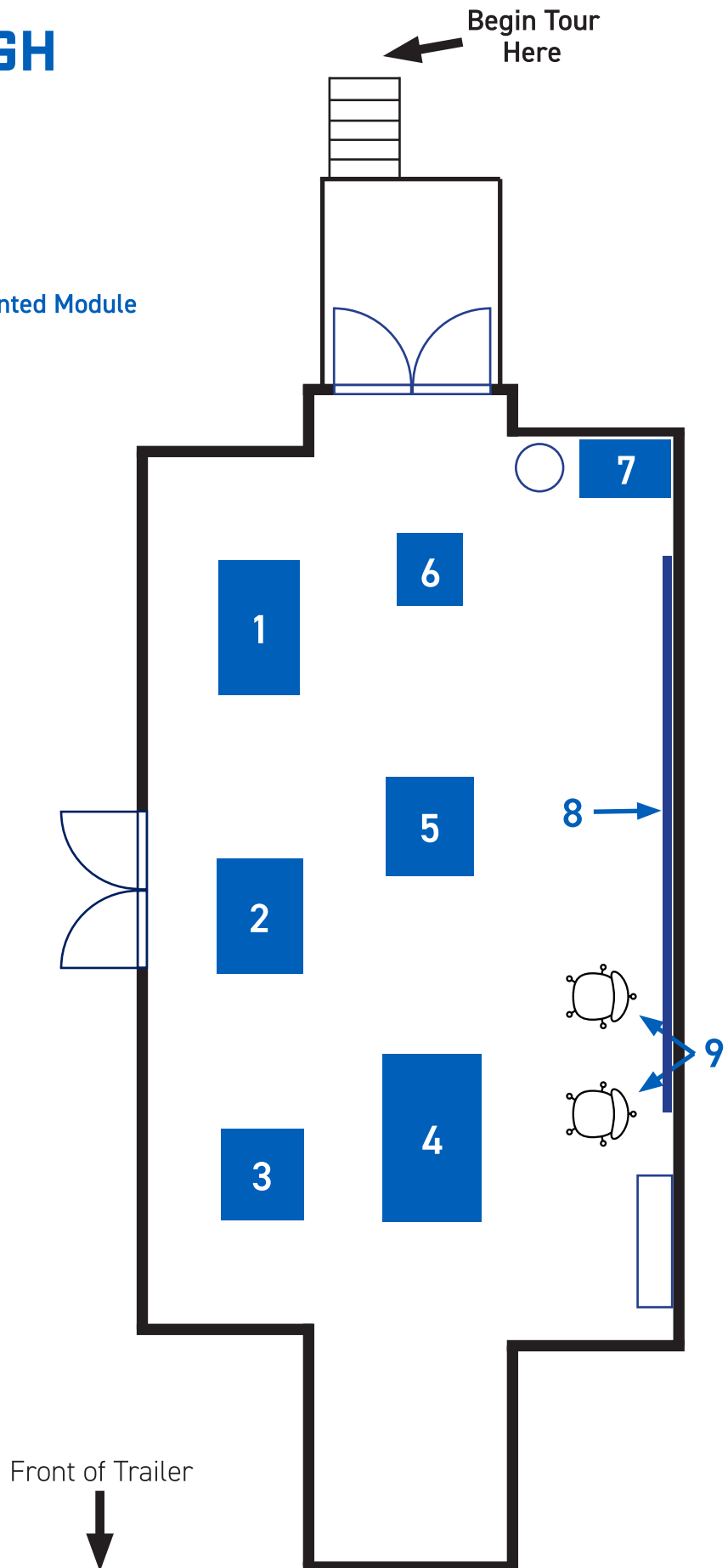


TOUR & PRODUCT DISPLAYS

- Walk-through
- CF Series
- RQ Series
- V3 Series
- RZ Series
- Controls Display
- Touchscreen
- Virtual Reality

WALK-THROUGH

- 1 - CF Series
- 2 - H3 Series
- 3 - V3 Series
- 4 - RQ Series & RZ Series 3D Printed Module
- 5 - RZ Series Cabinet Module
- 6 - RZ Series Fan Module
- 7 - Controls Display
- 8 - Touchscreen
- 9 - Virtual Reality



CF SERIES

A Cabinet (2-7 ton)

On display is an AAON CF Series condensing unit. The CF Series line is available up to 70 tons in horizontal or vertical discharge. This can be straight AC or HP and can also have modulating hot gas reheat. It comes in up to four independent circuits; the independent circuits can be run to multiple air handlers in different areas to save physical space on the outside of the building.



UNIT FEATURES AND OPTIONS

- Horizontal discharge air-cooled condensing unit (2-7 ton).
- Cabinet constructed of painted heavy gauge galvanized steel that surpasses a 2,500 hour salt spray test.
- Service access doors with full length stainless steel piano hinges and lockable handles.
- Factory labeled split system copper stub outs with shutoff valves for easy installation, without the need to cut holes in the cabinet.
- Factory wired 120 V convenience outlet permits the use of the outlet power while power to the unit is shut off.
- Variable capacity scroll compressors that can modulate from 10-100% capacity for energy savings and precise capacity control.
- ECM driven condenser fan for energy saving head pressure control at off-design conditions.
- Factory installed AAON VAV controls with simple wiring between condensing unit and air handling unit.

H3 SERIES

B Cabinet (up to 2,000 cfm)

On display is an AAON H3 Series B Cabinet (up to 2,000 cfm) horizontal air handling unit. The H3 Series product line is available up to 10,000 cfm. H3 Series units feature a 1" double wall R-6.5 foam injected panels. The unit also features a removable pin hinge, as well as LED lights in the control cabinet. H3 Series applications include hotels, restaurants, convention halls, and hospitals.



UNIT FEATURES AND OPTIONS

- Horizontal Air Handling Unit.
- DX cooling, matches with 3 ton condensing unit.
- Chilled water cooling also available.
- 4" MERV 13 filters.
- Variable speed direct drive backward curve plenum fan is more energy efficient and provides precise airflow.
- Magnehelic gauge for filter monitoring.
- VAV and single zone VAV controls for precise capacity control and to minimize operating costs.
- Factory-installed high-performance hot water, steam, and electrical heating is available.
- H3 Series gas heat is 93% efficient with 5:1 modulation.
- Right or left-handed piping connections and service access doors to fit the needs of the space.

V3 SERIES

B Cabinet (up to 2,000 cfm)

On display is an AAON V3 Series B Cabinet (up to 2,000 cfm) vertical air handling unit. The V3 Series product line is available up to 10,000 cfm and allows both right of left hand access. This is a chilled water air handling unit; DX air handling units also are available. V3 Series units feature a 1" double wall R-6.5 foam injected panels. The unit features removable pin hinges, as well as LED lights in the control cabinet. V3 Series applications include industrial and commercial facilities, warehouses, and food service properties.



UNIT FEATURES AND OPTIONS

- Vertical Air Handling Unit.
- Chilled water cooling coils with hot water heating.
- R-410A direct expansion (DX) cooling coils are also available.
- 4" MERV 13 filters.
- Variable speed direct drive backward curve plenum fan is more energy efficient and provides precise airflow.
- Magnehelic gauge for filter monitoring.
- Hinged service access doors.
- Double sloped stainless steel drain pans eliminate standing water and help prevent corrosion.
- Factory-installed high-performance hot water, steam, and electrical heating is available.

RQ SERIES

(6 ton)

On display is an AAON RQ Series 6-ton unit. The RQ Series is available from 2-6 tons. This unit has a factory-installed aluminum gear-driven economizer for free cooling. This RQ Series unit features two condenser fans, allowing more heat to be pulled from the cold air during low ambient temperatures and can make a considerable impact in cold climate markets.



UNIT FEATURES AND OPTIONS

- Zero Degree Cold Climate Air-Source Heat Pump - provides high capacity heat pump heating operation.
- 4" MERV 13 filters (high-efficiency filtration options available, with up to a MERV 14 rating).
- Two-inch double wall rigid polyurethane foam panel cabinet, with a thermal resistance of R-13 or greater (exceeds the R-value of a cabinet with four-inch thick fiberglass construction).
- Service access doors with full length stainless steel piano hinges and lockable handles.
- ECM driven condenser fan for energy saving head pressure control at off-design conditions.
- Dual condenser fan design provides additional capacity at low temperatures.
- Factory-installed UV lighting for coil cleaning or air disinfection.
- Double-sloped stainless steel drain pans eliminate standing water and help prevent corrosion.

RZ SERIES*

AAON RZ Series components on display include a cabinet module, a 3D printed model, and a fan module.



UNIT FEATURES AND OPTIONS

- Air-cooled condenser or water-cooled condenser (45-240 tons).
- Evaporative condenser packaged rooftop units (51-261 tons).
- Water-source, geothermal and air-source heat pumps options.
- Chilled water or non-compressed DX air handling units (7,500-80,000 cfm).
- Electric, steam, hot water, indirect fired gas, and direct fired gas heating.
- Multiple methods of humidity control options.
- Double-pane viewing windows can be installed in all doors.
- Variable speed scroll compressors - standard.
- Supply fan arrays with up to 12 fans.

* Would not fit on the trailer, so we have provided the following samples (next page).

CABINET MODULE

- Double wall polyurethane foam panel with thermal break.
- Roll formed base.
- Low leakage service access doors.



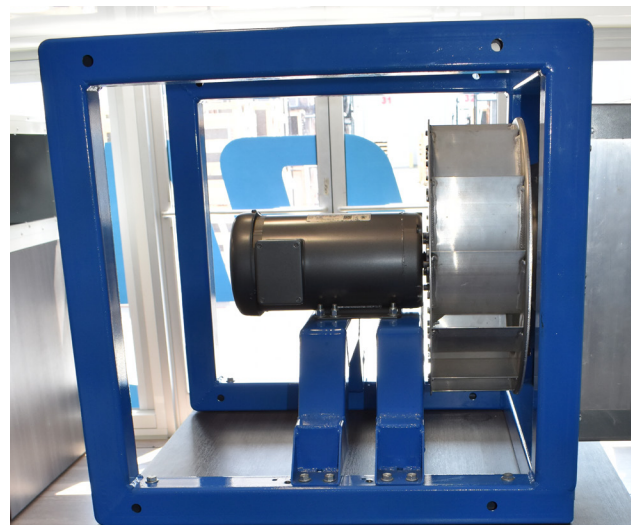
3D PRINTED MODULE

- 180 ton model.
- Air-cooled condenser.
- Variable speed compressors.
- Supply fan array.
- Power return with economizer.
- High efficiency pleated filters.
- AAON VAV controls.

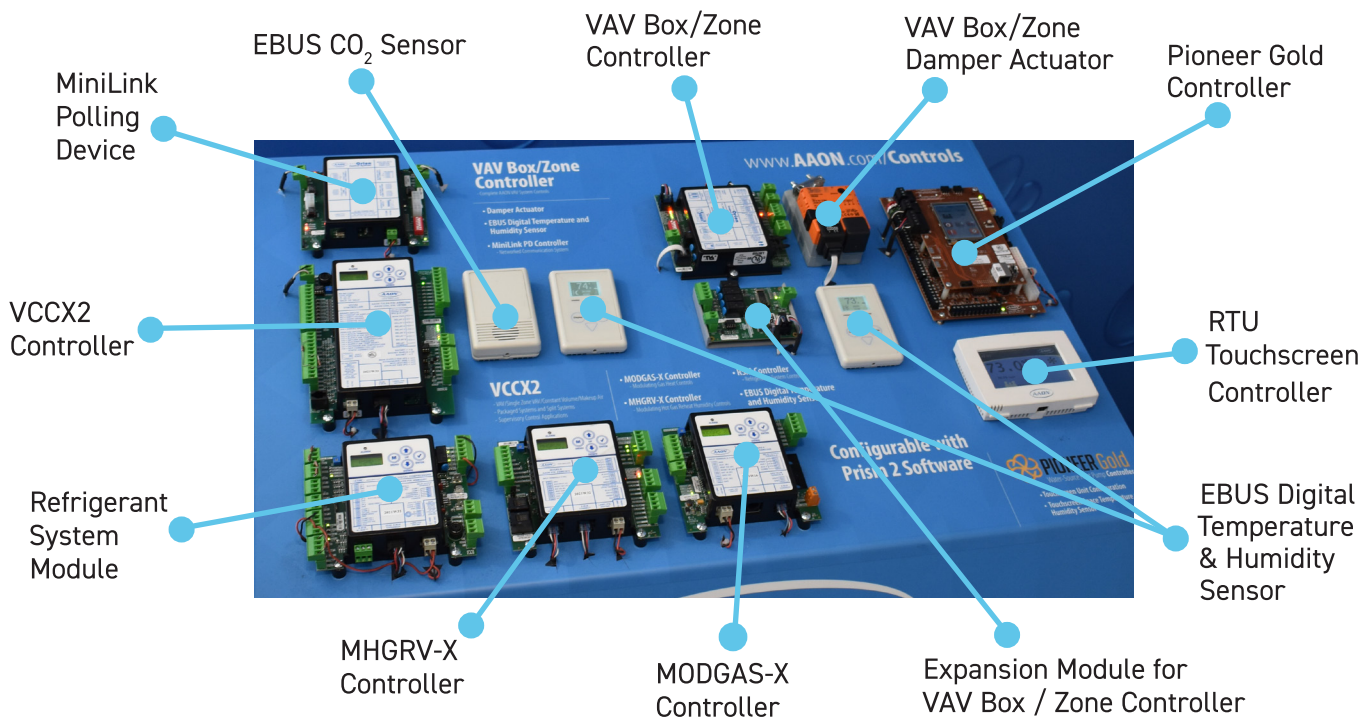


FAN MODULE

- 5 HP permanent magnet motor, IE5 efficiency.
- Backdraft dampers.
- Rigid steel tube construction.
- Powder coated for corrosion protection.



CONTROLS DISPLAY



FEATURES AND OPTIONS

- All systems can be configured for Prism 2 software via CommLink 5 (or USB-Link 2).
- VCCX2 - The “workhorse” of the Orion line. Can be used for virtually any type of cooling and heating including air-to-air heat pump or water-source heat pump units. With the use of a Refrigeration System Module, it can control up to eight digital compressors or four sets of tandem VFD compressors and 12 stages of heat.
- VAV Box/Zone Controller - Used in VAV and Zoning systems to provide zone level temperature control. Pressure independent and pressure dependent available. Controller and actuator can be field installed or shipped to VAV box manufacturer for factory mounting.
- MiniLink Polling Device provides communication between RTU/AHU and associated zone controllers (up to 58 zones).
- Pioneer Gold - Advanced controller configuration for water-source heat pump systems. Controller includes terminals for a space sensor and touchscreen interface which can be used for standalone control and configuration.
- MHGRV-X and MODGAS-X Controllers - Can be used with VCCX2 or can provide stand-alone control of Hot Gas Reheat and Modulating Gas Heat.

TOUCHSCREEN

Walk your customers through the exciting interactive touchscreen exhibit. Explore the complete AAON product line, the Norman Asbjornson Innovation Center laboratory, and the latest AAON technology.

FEATURES

- Three interactive touchscreens, each preloaded with applications for your customer to explore.
- The Product Family Application allows your customer to interact with 3D Cad Models of every AAON unit.
- The Innovation Center Application is an overview of test chambers available in the Norman Asbjornson Innovation Center.
- AAON Technology Application features the latest innovative AAON technology.
- Preloaded with AAON videos that can be played on a loop.

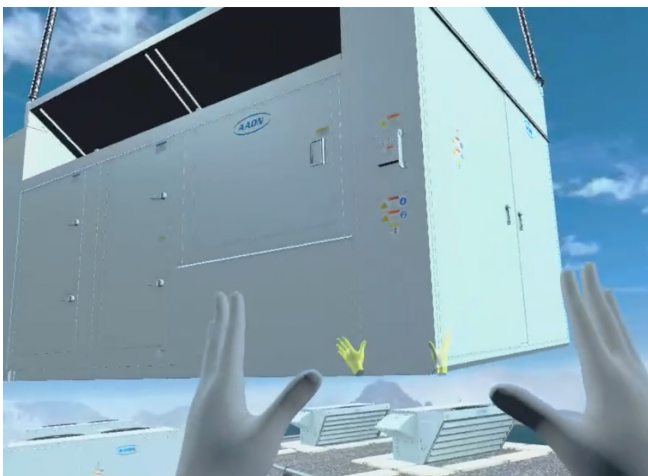


VIRTUAL REALITY

The AAON Mobile Experience comes stocked with Oculus virtual reality headsets, pre-loaded with three custom AAON experiences.

AAON recommends that rep hosts have guests tour their facilities and the AAON Mobile Experience trailer prior to having them participate in the VR experiences. Participants should be seated in the provided chair when using the virtual reality headsets and remain seated during the entirety of the VR experiences (for safety reasons) In addition, VR headset and hand controllers should be wiped down after each use.

See next page for the VR headset instructions for use.



VIRTUAL REALITY - INSTRUCTIONS FOR USE

1. Turn the headset on by pushing and holding the small button on side of headset until the light comes on.
2. A **Confirm Guardian** box should be displayed. Point at and click the **Change** button with your hand controller's trigger button.
3. A **Confirm Floor Level** box should be displayed. Follow the instructions in the box. If the grid of purple X's appear to be at ground level, click the **Confirm** button. If not, click the **Reset** button. Click the **Confirm** button when you are satisfied with the grid position.
4. A **Define Play Area** box should be displayed. Since your users should be seated in the provided chair while experiencing the VR, point and click the **Switch to stationary boundary** option at the bottom of the box.
5. A **Confirm Stationary Boundary** box should be displayed. Click the **Confirm** button.
6. There should be a horizontal thumbnail bar at the bottom of the screen now. Click the thumbnail at right with the nine dots on it. This should pull up the **App Library**. Point at and click the **App Lab** with the AAON logo. This will activate the AAON VR Experience.
7. Three menu options should now be displayed. Users can choose 1) Innovation Center - explore AAON's research and development facility, 2) AAON Manufacturing - explore AAON's state-of-the-art manufacturing facility, and 3) Rooftop Experience - help a helicopter crew place an AAON unit on top of a high rise building. Users can and should explore all three areas.
8. When ready to turn off headset, push and hold the small button on the side of the headset until the **Power off** box displays. Click the **Power off** button.
9. Remember to wipe down the VR headsets and controllers after each use.



www.aaon.com/experience