



FTM Associates LLC  
18 Mikelin Drive  
Torrington, CT 06790  
Office: 860.921.5683  
Fax: 860.921.5684

**Factory Authorized Danfoss Drives Representative**

**Products, Accessories, Technical Support and Service**

[sales@ftmsales.com](mailto:sales@ftmsales.com)  
[eng@ftmsales.com](mailto:eng@ftmsales.com)  
[www.ftmsales.com](http://www.ftmsales.com)

Southeast Office  
300 Duchess Lane  
Elizabeth City, NC 27909  
Office: 860.921.5685  
Fax: 860.921.5686



## North American Overview

**Danfoss Dependable.**

# Who in the World

...is a global supplier for your local solutions

Since Danfoss was established in 1933 in Nordborg, Denmark, it has become one of the world's leading manufacturers of electronic and mechanical components and control systems. The company operates in more than 100 countries, employs more than 17,000 people, and holds more than 1800 patents on a wide range of products. Customers everywhere know Danfoss as dependable, reliable and innovative. They are even better acquainted with our consistent dedication to helping them succeed.

**The Danfoss sales and service network** reaches every continent, but we don't just export products and technology to other countries. We build manufacturing and sales support centers close to where our customers operate. This means Danfoss is always nearby, ready to satisfy demands for today and tomorrow.





Danfoss offers a broad range of components and systems, yet we are much more than products. One of our biggest strengths is our **global team of experts**. Our team includes the most knowledgeable professionals in the industries we serve. In more than 100 countries, our experts are helping customers achieve their objectives, whether that means improving the supply chain, cutting costs, or developing completely new solutions.

Danfoss is also committed to **sustainable development** and strives to achieve profitable growth in environmentally and socially responsible ways. Danfoss is ISO 14001 and ISO 9000 certified.



Our products and solutions are designed to help customers increase reliability and efficiency in their operations while reducing environmental impact. Wherever we do business, we bring our company-wide culture of trust, respect, and dedication to a better future.

**Danfoss Dependable.**



## Danfoss improves quality of life

Danfoss is part of everyday life. We're there when you buy groceries, turn on the faucet and open your refrigerator. We're also there when you go to a heated or air-conditioned office, hospital or school. We're in factories, on farms, and in the vehicles that bring people the things they need for modern life.

Just about everywhere you turn, you will encounter Danfoss products for efficiency, comfort, and safety. We improve quality of life with solutions for manufacturers, builders and installers that tackle their challenges for today and the future. Our solutions enhance production processes, which in turn improves the products people use in their homes and workplaces.

Our dedication to efficiency, comfort, and safety comes through the Danfoss worldwide team of scientists, engineers, sales and service personnel. A pool of experts constantly works to exceed expectations for innovation, quality, delivery, and dependability. This is why Danfoss has become a pioneer in the industries it serves.

Danfoss has built a reputation for outstanding customer service. Our global sales and service organization in North America makes it possible to deliver world-class support on a local level. We are a valued partner for each and every customer, providing them with components and system solutions to boost productivity, efficiency, energy savings, and profitability.

## We build value for our customers

Danfoss partners with customers to help build value in their organizations. Our production facilities in North America are located close to the markets they serve. This assures on-time delivery and the highest levels of support and service.

Our production facilities are tooled with the latest technology and implement the most advanced manufacturing techniques and computer-aided technology. Our customers benefit from the innovation, efficiency, and expertise Danfoss delivers.

Danfoss exceeds the highest standards in manufacturing quality and was one of the first in its field to obtain ISO 9000 and ISO 14001 certification. Danfoss has also earned the reputation as a leader in environmental management. Every factory around the world works within ISO 14001 certification and under a global management system that decreases negative environmental impact while increasing production efficiency.

Every step of the way we work to protect our environment while helping our customers reach their goals.

We focus on three segments:

- Refrigeration & Air-Conditioning
- Motion Controls
- Heating & Water





## Refrigeration & Air-Conditioning

Danfoss is the world's foremost supplier of mechanical and electronic components for air-conditioning and refrigeration systems. We have supplied products for those applications for over 65 years and have built an unsurpassed reputation for innovation and quality. Today we are the industry pioneer in stainless-steel valve technology, laser welding, and smart electronic controls. Our control products include thermostatic and electronic expansion valves, solenoid valves, pressure controls and regulating valves, thermostats, filter driers, line components, and water valves.

Our headquarters and production facilities for electronic supermarket controls are located in Baltimore, Maryland, together with sales and support staff and a national supermarket service and monitoring center that operates 24 hours, every day of the year. One of the factories Danfoss has established worldwide is in Monterrey, Mexico, where compressors for air-conditioning and appliances, condensing units, expansion valves, and filter driers are produced.

**Compressors for refrigerators and freezers** are found at the heart of household appliances as well as in vending machines, water coolers, scientific apparatuses, and other demanding applications. Our line of compact hermetic compressors from 1/20 to 3/4 horsepower includes DC and variable speed models.

**Maneurop Commercial Compressors** operate in air-conditioning systems, water-cooling equipment, and commercial refrigeration systems. Products include hermetic piston compressors, Performer<sup>®</sup> scroll compressors, and air- and water-cooled condensing units, all known around the world for reliability. Scroll and reciprocating compressors are manufactured in France and in Lawrenceville, Georgia.

**Appliance Thermostats**, manufactured to the specifications of OEM customers, offer CFC-free control for domestic and commercial appliances.

**Industrial Controls** are designed and manufactured for extreme conditions on marine diesel engines, mobile hydraulics, and water treatment applications. Products include contactors and motor starters, industrial valves, and temperature and pressure transmitters and switches.







## Motion Controls

Danfoss North America Motion Controls provides products for precise control of equipment and processes. Danfoss Drives, the administrative headquarters for North America Motion Controls, is located in our new, state-of-the-art 124,000-square-foot manufacturing facility on an 18-acre site in Loves Park, Illinois.



**VLT® Adjustable Frequency Drives** are used on process lines, particularly in the food, beverage and material handling industries, and in HVAC and water/wastewater applications. VLT Series adjustable frequency drives are available for applications demanding control of AC motors from Fractional to 600 horsepower. The VLT family of products offers a variety of designs to suit customer demands. This includes: General Purpose AFD in micro, sub-compact and compact configurations and High Performance open & closed loop motor control.

**Decentralized Adjustable Frequency Drives** offer a unique solution to applications where mounting restrictions for controls is a premium. These products are designed for the rigors of being mounted directly on, or in close proximity to, an application's motor without requiring any additional protection from the environment.



**MCD Series Soft Starters** provide effective acceleration and deceleration control of standard AC motors from 10 to 1100 horsepower. These electronic controls will eliminate system shocks and energy spikes during acceleration, greatly reduce maintenance, and extend life expectancy of mechanical driveline components.

**Adaptable Packaged Units** for Danfoss Drive products are designed and manufactured in the Milwaukee, Wisconsin, facility. The APU units provide a complete motor control panel utilizing any of the VLT Series products and solution for the target HVAC, Water/Wastewater and Industrial markets. APU products are available in standard or customer specified configurations to provide the optimum motor control solution.

**Danfoss Bauer Gear Motors** located in Somerset, New Jersey, maintain high performance in operations under extreme conditions, such as high and low temperatures, dust, dirt, wet and hazardous areas. Technological perfection and constant innovation have made Danfoss Bauer one of the leading international specialists in the field of electrical gearmotor drives for slow-moving machinery and equipment.

**NESSIE® Water Hydraulics** offers a complete line of hydraulics components that use ordinary tap water instead of oil as the pressure medium. Nessie products are ideal for food processing, mining and chemical manufacturing applications.





## Heating and Water

Danfoss supplies a wide range of products and solutions for distribution, control and monitoring of heat supply for comfort and energy savings in private homes, commercial buildings, and industrial facilities.

Danfoss Inc. in Mississauga, Ontario, Canada, is the headquarters for the North American Heating/Comfort Division with branch offices in Calgary, Alberta, and Abingdon, Maryland. This includes a network of independent sales, distribution and service facilities throughout Canada and the United States. Our Calgary location houses a production plant for Zone Control Panels. The building also serves as a Sales and Training Center.



**Comfort controls** comprises a range of innovative products for domestic and commercial heating and climate systems. The range includes thermostatic radiator valves, electronic thermostats, air eliminators, temperature regulators, by-pass valves, balancing valves, mixing valves, solenoid valves, zone valves and actuators, and other products for total climate control of indoor comfort systems.

**Floor heating** products by Danfoss include a series of innovative self-acting controls, radiant heating thermostats, pre-engineered zone-control panels and other total zone-control solutions. **Wireless heating** systems based on the latest radio communication (RF) technology combine expertise in heating system control with the latest technological developments in radio communication.



**Danfoss Building controls** are designed for comfort and energy efficiency. The product range includes regulators for district heating, self-acting pressure and temperature regulators, electronic weather compensators, valves, motors and sensors.

**The Water Division** provides components and solutions for flow measurement and overall efficiency in potable water and wastewater plants. Water treatment processes always have been a vital part of our business, and today our commitment to the water and wastewater industry is stronger than ever.

**Danfoss Water Controls** includes a full range of products, including valves, oxygen sensors and analyzers, backflow preventers, and flow solutions for water supply and treatment applications. Our wastewater product range also includes flowmeters, water valves, pressure transmitters, and frequency converters. Danfoss offers innovative product solutions with expertise in efficient, cost-effective water process management.





## How to Contact Danfoss

### Baltimore, MD

#### Danfoss Inc.

7941 Corporate Drive  
Baltimore, MD 21236  
(410) 931-8250/Fax: (410) 931-8256  
E-Mail: Baltimore@danfoss.com

- Refrigeration & Air-Conditioning
- Industrial Controls
- Components for Oil Burners

### Glens Falls, NY

#### Danfoss - Flomatic

145 Murray Street  
Glens Falls, NY 12801  
(518) 761-9797/Fax: (518) 761-9798  
www.flomatic.com

- Water Valves

### Loves Park, IL

#### Danfoss Drives

4401 N. Bell School Road  
Loves Park, IL 61111  
(815) 639-8600/Fax: (815) 639-8000  
www.namc.danfoss.com

- Drives; Industrial Sales

### Milwaukee, WI

#### Danfoss Inc.

8800 W. Bradley Road  
Milwaukee, WI 53224  
(414) 355-8800/Fax: (414) 355-6117  
www.namc.danfoss.com

- Danfoss Graham HVAC
- Danfoss Water & Wastewater
- Nessie Water Hydraulics

### Mississauga, Ontario, Canada

#### Danfoss Inc.

7880 Tranmere Drive  
Mississauga, ON L5S 1L9  
Canada  
(905) 676-6000/Fax: (905) 676-0279  
www.danfoss.ca

- Heating Controls
- Motion Controls
- Refrigeration & Air-Conditioning

### Somerset, NJ

#### Danfoss Bauer

31 Schoolhouse Road  
Somerset, NJ 08873-1212  
(732) 469-8770/Fax: (732) 469-8773  
www.danfoss.com/drives/us/

- Gearmotors

**ftm**  
associates

FTM Associates LLC  
18 Mikelin Drive  
Torrington, CT 06790  
Office: 860.921.5683  
Fax: 860.921.5684

#### Factory Authorized Danfoss Drives Representative

Products, Accessories, Technical Support and Service

sales@ftmsales.com  
eng@ftmsales.com  
www.ftmsales.com

Southeast Office  
300 Duchess Lane  
Elizabeth City, NC 27909  
Office: 860.921.5685  
Fax: 860.921.5686



Danfoss North America  
www.northamerica.danfoss.com  
email: solutions@danfoss.com  
NAB.03.02

**Danfoss Dependable.**