

Milwaukee®



M12™ MOUNTING FAN



DELIVERS 18V AIR SPEED



- ❑ **Highest Performing 12V Fan Solution**
- ❑ **Adapts to Various Jobsite Environments with Integrated Mounting Features and Directional Air Flow**
- ❑ **Jobsite Solution with Ergonomic and Durable Design**

M12™ MOUNTING FAN
0820-20

Personal Spaces

A user's person, immediate workspace, or other specific spot

Examples:

- Tool Cart
- Scissor Lift
- Crawl Space
- Servicing Equipment



Primary Space Target

Small Spaces

An enclosed area or room sized to fit a few individuals completing various tasks; includes both residential and small commercial spaces

Examples:

- Mechanical / Electrical Room
 - Office Building
 - Hotel Rooms
- Residential New Construction (ex. Living room)



Large Spaces

An enclosed area or room sized to fit multiple individuals completing various tasks; primarily open commercial or industrial spaces

Examples:

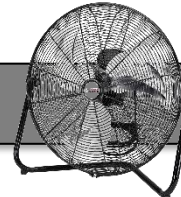
- Commercial New Construction
 - Auto Garage
 - Fabrication Shop
 - Warehouse



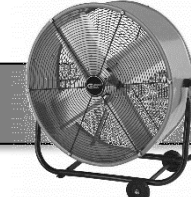
Optimized fan types for each sized space



Personal Fans



Small Circulators



Large Circulators

UNDERSTANDING AIR PERFORMANCE

Q: Is CFM the only Air Performance Metric that Matters to Users?

A: No, a User Determines a Fan's Air Performance Based On:

	Air Speed (MPH)	Volume (CFM)	Effective Reach	Air Spread
What Is It?	<ul style="list-style-type: none"> How fast air is moving 	<ul style="list-style-type: none"> Total amount of air that a fan is moving 	<ul style="list-style-type: none"> How far the air is reaching from the fan 	<ul style="list-style-type: none"> How narrow or wide the air is spanning
Why Is It Important?	<ul style="list-style-type: none"> Faster air speed = faster cooling/drying 	<ul style="list-style-type: none"> More volume = more overall coverage 	<ul style="list-style-type: none"> Further reaching = more overall coverage 	<ul style="list-style-type: none"> Larger spread = more overall coverage
When Is It Most Important?	<ul style="list-style-type: none"> Personal cooling directly on user Drying applications 	<ul style="list-style-type: none"> Air circulation in larger spaces 	<ul style="list-style-type: none"> Air circulation in larger spaces Drying across an area 	<ul style="list-style-type: none"> Wide: Air circulation in larger spaces Narrow: Specific spot/area coverage
	Most Important Metric for Personal Fans	Somewhat Important for Personal Fans	Less Important for Personal Fans (More Important for Circulators)	

USER NEEDS

AIR PERFORMANCE

- Users need high air speed in order to effectively cool themselves in personal cooling applications
- For secondary applications, such as air circulation, users need adequate air volume for appropriate coverage



ADAPTABILITY & VERSATILITY

- Users need features to allow their personal fan to adapt to be used in differing jobsite environments



DESIGNED FOR JOBSITE

- Users need compact size in order to easily transport, store, and maneuver their personal fans around the jobsite
- Users need their fan to survive the jobsite, through abuse, falls, and other conditions



MILWAUKEE SOLUTION

EMPHASIS ON AIR SPEED

- Delivering max air speed of 14 MPH, comparable to 18V jobsite fans



ADAPTS TO VARIOUS JOBSITE

- With integrated mounting features and 360° head rotation for maximum versatility



ERGONOMIC & DURABLE FRAME

- To easily use on and survive the jobsite



1. AIR PERFORMANCE

User Need

- Air Speed in order to effectively cool themselves in personal cooling applications
- Air Volume is needed for secondary applications or air flow in small spaces

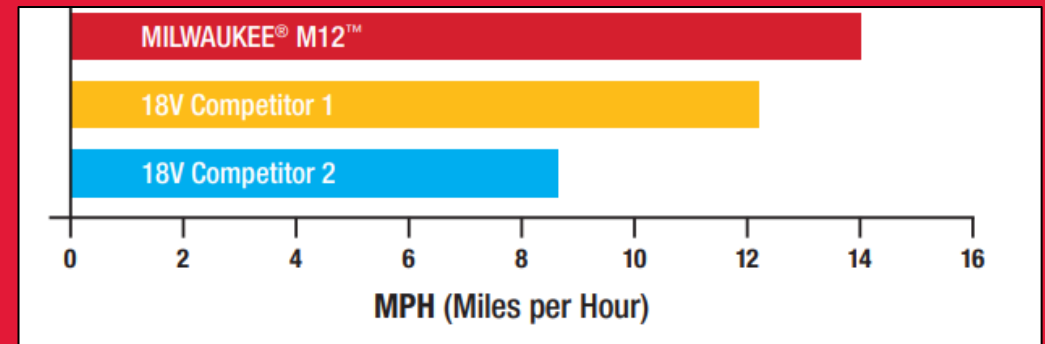


Frustrations

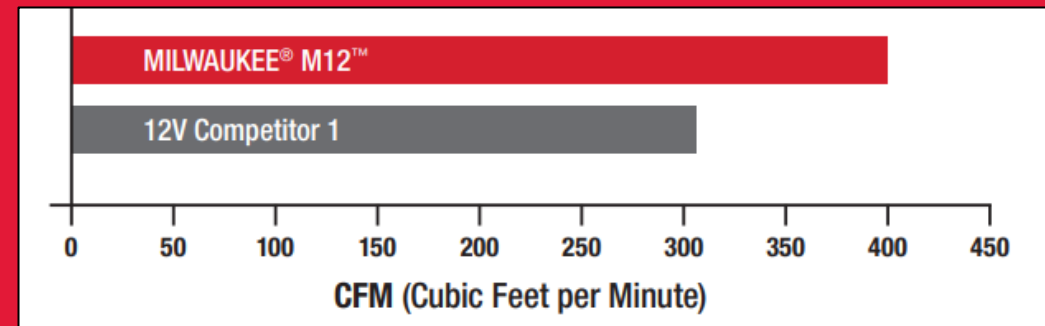
- Current competitive set lacks the air speed that users need for effective personal cooling
 - Competition mainly focuses on air volume, not keeping users' need for air speed in mind

Milwaukee Solution

- Air speed able to outperform 18V jobsite fan competition, meeting user needs for personal cooling applications



- Highest performing 12V jobsite fan



2. ADAPTABILITY & VERSATILITY

User Need

- Users need versatility and additional features to allow their personal fan to adapt to differing jobsite environments and conditions

Frustrations

- Current jobsite fans have limitations with mounting capabilities, making them difficult to adapt to different jobsite environments
 - Ex. Cannot mount to vertical surfaces with hang hooks
- Most jobsite fans are limited with directional air control

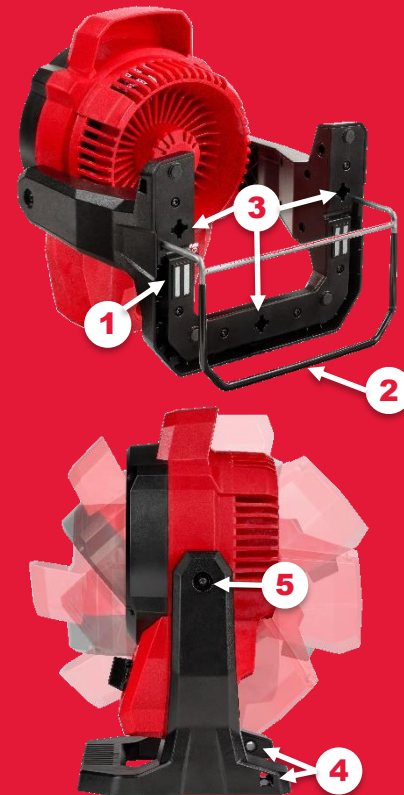


Hang hook



135°

Milwaukee Solution



1. Integrated Magnets
2. 2" Spring-Loaded Clamp
3. Keyhole Mounts
4. Pass-Through Holes
5. 360° Head Rotation

Delivering optimal versatility & feature set to adapt to various jobsite environments

3. DESIGNED FOR THE JOBSITE

User Need

- Users need a small and portable fan that can be easily carried on, off and around the jobsite
 - **Why is this?** → *Personal fans are typically seen as “secondary tools” that are not critical to complete their job*
 - **What does this mean?** → *If a fan is not compact and ergonomic, it might not be brought or used on the jobsite, as other critical tools will take priority*
- Users need a durable solution that is going to be able to survive jobsite use, abuse, and other conditions

Milwaukee Solution

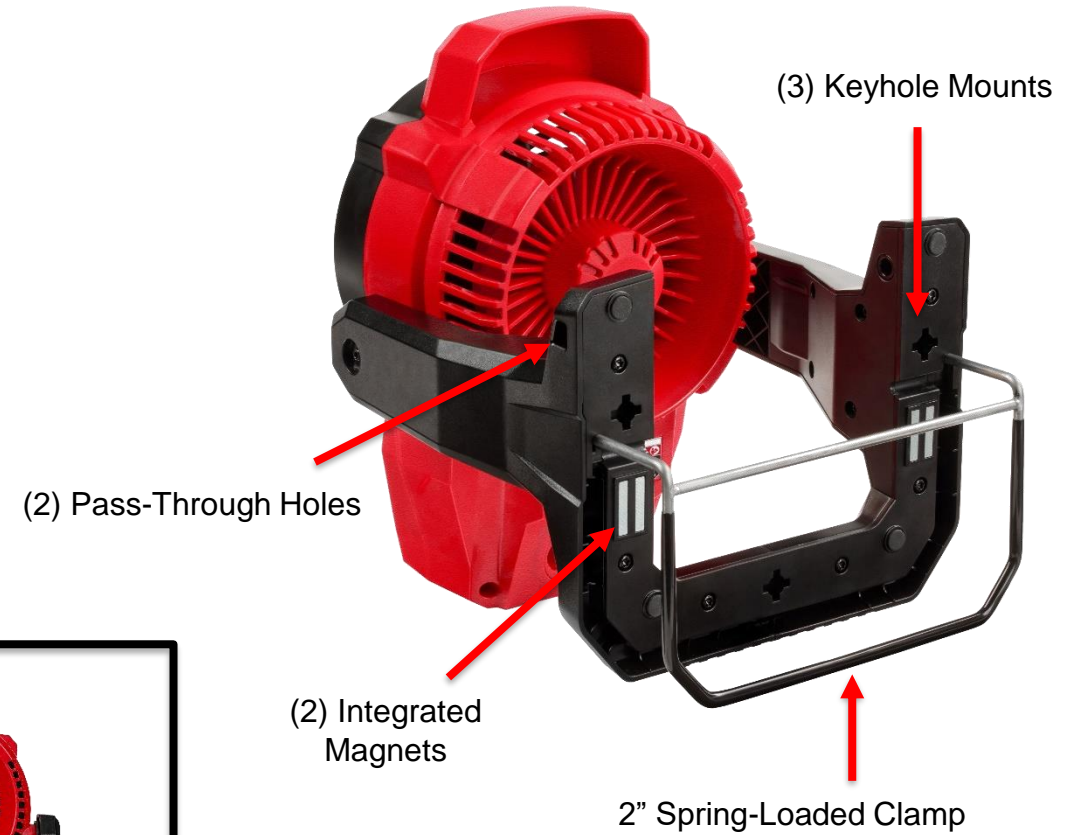
- Ergonomic design allows for easy carrying and storage
- Multiple carrying orientations for easy transport
- Durable frame allows fan to withstand 6' drops and other jobsite abuse



- How We Win Against 12V Fans
- How We Win Against All Jobsite Fans



12V Jobsite Fans			18V Jobsite Fans	
Specification	Milwaukee 0820-20	Makita 12V CF100DZ	Makita 18V DCF102Z	Dewalt DCE511B
Retail Price	\$79	\$68	\$94	\$139
Max Air Speed	14 MPH	8.28 MPH	8.86 MPH	12.06 MPH
Max Air Volume	400 CFM	319 CFM	490 CFM	500 CFM
Max Run Time	10.75 hours (4.0ah battery)	10.5 hours (4.0ah battery)	18 hours (5.0ah battery)	42 hours (5.0ah battery)
Speeds	3 speeds	3 speeds	3 speeds	Variable
Input Power	DC	AC/DC	AC/DC	AC/DC
Battery	12V	12V	18V	20V
Head Rotation	360°	135°	135°	180°
Mounting Magnets?	Yes	No	No	No
Mounting Clamp?	Yes	No	No	No
Keyholes Mounts?	Yes	Yes	Yes	Yes
Pass Through Hang Holes?	Yes	Yes	Yes	No
Hang Hooks?	No	No	No	Yes



M12™ Battery Port

Pre-Order Date: **03/17/2022**

Show Online Date: **03/21/2022**

Expected Launch Date: **4/11/2022**

PERFORMANCE



HIGHEST PERFORMING 12V JOBSITE FAN

- Air speed up to 14 MPH; Air volume up to 400 CFM
- Up to 16 hours of run time on low with M12 XC 6.0Ah Battery
- 3 speed settings for optimal air flow

VERSATILITY



ADAPTS TO VARIOUS JOBSITE ENVIRONMENTS

- Integrated mounting features including magnets, a 2" spring-loaded clamp, keyholes, and pass-through holes
- 360° head rotation for unlimited directional air flow

ERGONOMICS



ERGONOMIC AND DURABLE COOLING SOLUTION

- Ergonomic design allows for easy carrying and storage
- Multiple carrying orientations for easy transport
- Durable frame allows fan to withstand 6' drops and other jobsite abuse



ITEM #	DESCRIPTION	UPC	iMAP
0820-20	M12™ Fan (Tool-Only)	045242586608	\$79

Does the M12™ Mounting Fan have higher air performance than the M18™ Jobsite Fan?

- Per the IEC 60879 testing standard, the M18™ Jobsite Fan delivers air performance up to 18 MPH and 641 CFM, while the M12™ Mounting Fan delivers air performance up to 14 MPH and 400 CFM. The M18™ Jobsite Fan's current air performance claim was measured with an outdated standard. This will be updated to reflect the new test standard

How does the size of the M12™ Mounting Fan differ from the M18™ Jobsite Fan?

- The M12™ Mounting Fan's dimensions (L x W x H) are 8.96" x 7.24" x 13.08" and has a 6" blade diameter
- The M18™ Jobsite Fan's dimensions (L x W x H) are 10.29" x 7.15" x 14.07" and has a 7" blade diameter

What spaces is this fan best used in?

- The M12™ Mounting Fan is optimized for personal space applications. This fan is best used in spaces where the user can place or mount the fan close by and position the air path directly toward them

How are air performance metrics measured?

- Air Speed (also termed Air Velocity) is measured in Miles Per Hour (MPH)
- Air Volume is measured in Cubic Feet per Minute (CFM)

What size batteries should be used with the M12™ Mounting Fan?

- To maximize run time, an XC3.0 battery or higher should be used

What is the run time?

- An XC3.0 battery will deliver 2 hours on High, 4 hours on Medium, and 8 hours on Low
- An XC6.0 battery will deliver 4 hours on High, 8 hours on Medium, and 16 hours on Low

Does this fan have AC/DC functionality?

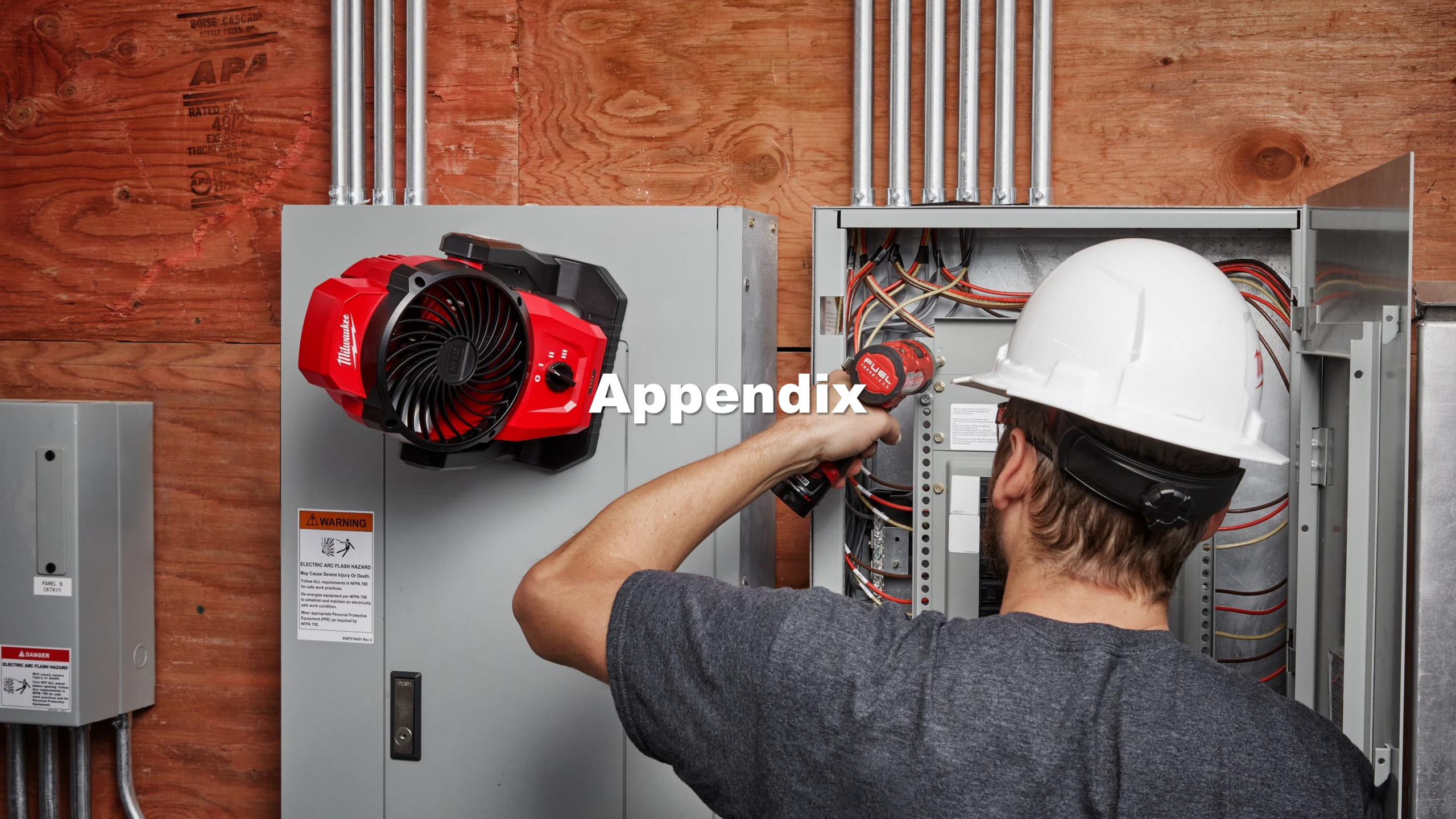
- This fan is DC only

How far does the spring-loaded clamp extend?

- The spring-loaded clamp extends up to 2" which allows it to clamp to surfaces such as a wooden 2x4

What are keyholes and pass-through holes?

- Keyholes allow the fan to be mounted by securing onto the head of a screw or nail
- Pass-through holes allow the fan to be hung by electrical wire, zip ties, etc.



Appendix

WARNING



ELECTRIC ARC FLASH HAZARD
May Cause Severe Injury Or Death.
Follow ALL requirements in NFPA 70E for safe work practices.
De-energize equipment per NFPA 70E to establish and maintain an electrically safe work condition.
Wear appropriate Personal Protective Equipment (PPE) as required by NFPA 70E.

800P24101 Rev 2

⚠ DANGER
ELECTRIC ARC FLASH HAZARD
Will cause severe injury or death.
Turn OFF all power before working. Follow ALL requirements in NFPA 70E for safe work practices and for Personal Protective Equipment.



M12™ Mounting Fan

Milwaukee Fan Portfolio



	M12™ Mounting Fan 0820-20	M18™ Jobsite Fan 0886-20
Max Air Speed	14 MPH	15.39 MPH*
Max Air Volume	400 CFM	641 CFM*
Max Run Time	16 hours (M12™ XC 6.0 battery)	19 hours* (M18™ XC 5.0 battery)
Speed Settings	3	3
Head Rotation	360°	120°
Mounting Features	Integrated Magnets 2" Spring-Loaded Clamp Keyhole Mounts Pass-Through Holes	Keyhole Mounts Pass-Through Holes

***M18™ Fan Current
Air Performance
Claims:**

Air Speed: 18 MPH
Air Volume: 284 CFM
Max Run Time: 17 hours

**Team to be updating M18 Fan (0886-20) air performance specs with updated testing methods*