

THE DEALER STAR

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FOR 13+ SEER SYSTEMS IN 2006 AND BEYOND

WHY TXVs? SYSTEM RELIABILITY, INDOOR COMFORT

By Robert Peitz

Director, ICP Product Management

ICP recommends that thermostatic expansion valves (TXVs) be used with all of its new 13+ SEER systems.

Why? It's not just for efficiency. The primary reason is reliability. TXVs offer better refrigerant control which boosts efficiency, and more importantly, helps prevent flood-back of refrigerant to the compressor.

COMPARE TO PISTON METERING DEVICE

Let's consider the operation of a properly charged air conditioning system that is equipped with a piston metering device, instead of thermostatic expansion valves. What happens when the indoor air filter on this system becomes full of dirt? Airflow in the system drops, resulting in colder indoor coil temperatures and a lower suction pressure. When the suction pressure drops, a larger pressure differential is exhibited across the fixed-orifice piston. The high pressure differential causes more refrigerant to be pulled through the piston. The extra refrigerant is now entering a colder than normal indoor coil, and at this point, it is likely the refrigerant will not gain enough heat to completely boil off into a vapor.



“TXVs HELP EFFICIENCY, BUT THEIR PRIMARY JOB IS TO INCREASE SYSTEM RELIABILITY AND INDOOR COMFORT.”

Eventually, this results in liquid refrigerant flooding back to the compressor.

In that same system, what happens if the outdoor coil is dirty? The system head pressure rises. If the indoor air filter begins to plug as well, the pressure across the fixed-orifice piston goes even higher. The compressor now sees BOTH high head pressure AND flood-back.

TXVs FOR 2006 PRODUCT

ICP specifies non-bleed, hard-shut-off TXVs for all of its systems manufactured in 2006 and beyond. TXVs optimally regulate refrigerant flow and help

compensate for pressures and temperatures that can go beyond the “normal” operating range of the system. The hard-shut-off feature helps prevent refrigerant migration to the indoor coil during shut down. If refrigerant were left to migrate, refrigerant flood-back

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MICHIGAN DEALER USES TEMPSTAR COMMERCIAL PRODUCTS FOR INSTALLATION IN UNIQUE DEALERSHIP STRUCTURE

Unique structures often present heating and cooling challenges.

R B Mechanical Contractors in Baroda, Michigan, recently took on the challenge of installing heating and cooling for a new Hummer dealership, with its distinctive



R B MECHANICAL CONTRACTORS IN BARODA, MICHIGAN, RECENTLY INSTALLED HEATING AND COOLING FOR A NEW HUMMER DEALERSHIP WITH A DISTINCTIVE BUILDING DESIGN.

building design: a high, arched ceiling enclosed in glass and accented with 14-foot fans.

Russ Boelcke, owner of R B Mechanical Contractors in Baroda, Michigan, said they are putting the finishing touches on the installation of Tempstar commercial units in this new Hummer dealership.

"It's a really unique building, and there's a lot of glass," Russ said. "We ran spiral duct for the arch-shaped ceiling with its exposed beams."

R B Mechanical installed three Tempstar rooftop units at the new dealership: a 12-ton package rooftop PGS150H250; a 5-ton PGB060G1H; and a 4-ton PGB048F1H. Each unit takes care of a different section of the building.

Boelcke said the job was a new addition to an existing General Motors dealership.

"The new Hummer addition is really a completely separate building, connected by an aisleway," Russ said.

He said R B Mechanical buys Tempstar commercial products from Michigan distributor Shoemaker, Inc.

"We get good service and support from Shoemaker," Russ said.

COMPANY INFO

Russ Boelcke worked in HVAC for 15 years prior to starting his own business, R B Mechanical, three years ago. He currently has 10 employees and does a lot of new construction work—mostly custom homes. Approximately a third of the company's work is commercial.



"Some of our residential contractor customers ask us to install the high-efficiency 2-stage variable speed Tempstar gas furnaces, and some select the less expensive models," Russ said.

ICP VICTORY TOUR

"We attended the recent ICP Victory Tour," Russ said. "The Victory Tour provided helpful information about the new Tempstar residential product line and the new No Hassle warranties."

"Customers are looking for warranties. Sometimes customers aren't familiar with the brand name, so you have to sell yourself and the warranties you are offering."

"All our guys recently attended R410A training at the Shoemaker location," he said.

PRODUCT NEWS

NEW ECONOMIZERS FOR SMALL PACKAGE PRODUCTS

ICP is introducing a new line of economizers designed to accommodate the new Tempstar 13 SEER two-stage compression packaged products. ICP will continue to offer the old economizers for installation with the 10 and 12 SEER three-phase products. Here is important information to help you decide which economizer to use with single-phase and three-phase small package products:

1. The old model economizers will be available for use directly with the three-phase 10 and 12 SEER products without an adapter harness.

2. Use of the new economizer model with the current three-phase 10 and 12 SEER, small package models will require the adapter harness (*sold separately*) to allow the new economizers to operate. (*See note in item 4 below*).

3. The old economizers will NOT work with the new 13 SEER package products. The only exceptions are the AHE01FB0A / AEM01FB0A economizers, which did not change, and can continue to be used with the entry level 13 SEER single-stage products without an adapter harness.

4. All new economizer models are equipped with fully modulating control package and are available with a dry bulb return sensor or with an enthalpy return sensor. **Please note:** The AEP01FB0B / AHP01FB0B models, which have been updated to include a fully modulating control package, can be used with the 10 and 12 SEER, three-phase models as well as the entry level, single-stage, 13 SEER models and will not require the adapter harness.

For more detailed application information, see your distributor of Tempstar products.

KARAN'S HELP® DESK



Here are some helpful tips from the desk of Karan Tidwell in ICP's HELP® department.

When filling out the HELP application:

- Don't forget to put the **installed dates!** This is **Step 4** on the application. Without this information, your application cannot be processed.
- Please fill in the amount of the **agreement charge** (*required by some states*), so your processing will not be delayed.

Additional information on the HELP program is available on the Tempstar Pathfinder website (www.tempstardlr.com) under "**Sales Support**." For more information on HELP, contact your distributor.

Our thanks for your participation in our recent HELP® and CitiFinancial surveys, as we work together to improve these programs.



MARKETING MATERIALS TO HELP YOU SELL!

CitiFinancial Retail Services

offers marketing materials that can help you and your sales team increase your average sales transaction on Tempstar products by offering your customers financing:



- **Quick Reference Guide**—This two-sided, full color, laminated sheet is a quick reference guide that includes a payment estimator for your industry and easy step-by-step instructions for processing phone-in applications. *To order, contact CitiFinancial Retail Services at 1-800-722-5465 and request form #023729.*

- **HVAC Consumer Brochure**—This full-color customer brochure explains the benefits of using financing for both Energy Star equipment and traditional equipment. It contains payment estimators and bank card comparison to help customers see the benefits of using financing for their next HVAC purchase. *To order, contact CitiFinancial Retail Services at 1-800-722-5465 and request form #023020.*

Enroll in the ICP Financing Program Today!

You must be approved by **CitiFinancial Retail Services** before you can use this exciting financing program. Financing enrollment kits are available from your Tempstar distributor! Ask for Part #401-06-1122-03. ICP is not involved in the dealer enrollment or approval process. Dealers are approved based on their credit ratings and business information. Allow 7 to 10 business days for processing. Dealers will be notified of approval status by **CitiFinancial Retail Services**.

FOR A MORE PROFITABLE COOLING SEASON: ADVERTISE!!

Take advantage of the Tempstar online *Ad Planner* to advertise new top-of-the-line Tempstar air conditioners this cooling season. Just go to the Tempstar Pathfinder dealer website at www.tempstardlr.com. Look under the **Advertising** tab to find ready-to-use newspaper ads, like the one shown here, featuring the new product designs and the "Quality You Can Feel" theme.

These catchy newspaper ads are easy to customize with your company name—or your printer can do it for you. (*The 2006 ads are also posted in Spanish-language versions.*)

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WHY TXVs?

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would occur at the compressor during start-up. This is not a good situation.

WARRANTY REQUIREMENT, CUSTOMER SATISFACTION

Another good reason for using TXVs is that ICP's warranty requires it. However, what's the best reason for using TXVs? Customer satisfaction. Yes, TXVs help efficiency, but their primary job is to increase *system reliability* and *indoor comfort*.

Think about this fact: 13 SEER systems that use 3/8" tubing in the outdoor coil require up to twice as much refrigerant as older systems. Add the use of a piston as the expansion device, and the task of preventing refrigerant flood-back to the compressor becomes even more difficult. ICP systems use less refrigerant and use TXVs for expansion. Both of those changes help guard against flood-back and increase system life.

ICPPATHFINDER
DEALER RESOURCES

Visit our World Wide Web site on the Internet at www.tempstar.com or visit the Pathfinder dealer web site at www.tempstardlr.com

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