CLIMATEMASTER®



Introducing New Options for TSM/TSL

October 2018









Vertical Stack Product Introductions

New Options Launched in September!

| Feature | Reason for Development |
|---|---|
| Constant Torque EC Fan Motors w/CXM Controls | Match competitor offering/Customer feedback |
| Flush Mounted Return Air Panel | Answer to competitive offering/Product differentiator |
| Reduced Foot Print on Sizes 09 and 12 | Customer feedback and benefits |



Constant Torque ECM with CXM Controls

ECM = Electronically Commutated Motor

Current offering

 Constant Volume (CV) ECM with DXM2 controls

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<u>Pros</u>

- Serviceability from the ATC tstat or service tool
- Adjustable by 25
 CFM increments

<u>Cons</u>

- Costly
- Value not well understood
- Competition able to substitute inferior product offering

New offering

 Constant Torque (CT) ECM with CXM controls

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<u>Pros</u>

- Entry level ECM product offering
- Efficiencies of both EC motor types are the same

<u>Cons</u>

Does not have serviceability or functionality of DXM2 with CV ECM motors



Flush Mounted Return Air Panel

- End user customers and architects are pushing for more esthetically pleasing RA panels
- Technicians are asking for easier access to the chassis

The new panel blends into the room and has serviceability to access the chassis without the need to remove the frame



Flush Mounted Return Air Panel TSM and TSL Vertical Stack Products

The ClimateMaster flush mounted return air panel offers customers an esthetically pleasing return air panel option for vertical stack products. The panel's unique design allows it to be recessed into the wall and blend into dwelling spaces. This provides architects and building owners a premier return air panel option when designing dwelling spaces for maximum visual pleasure.

- 1. New panel is more esthetically pleasing and is offered in a new Bright White color
 - Chassis can easily be accessed without removing the panel frame



Reduced Footprint – Sizes 09 - 12

Premium property with space at a premium \$\$\$

- Old foot print 19.25" x 19" 2.5 sq. ft.
- New foot print 17" x 17" 2.0 sq. ft.
- Adds to the livable space in the building
 –20% size reduction
- Adding to the building owners bottom line!

Example:

```
500 rooms X 2.5 sq. ft. = 1250 sq. ft.
500 rooms X 2.0 sq. ft. = 1000 sq. ft.
250 sq. ft. X $1000 = $250k
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What's Changing? – Chassis and Cabinets

New performance data for all sizes of TSM and TSL

Chassis:

New "Blower Motor" options (digit 13)

- A. = PSC Standard Static (TSL)
- B. = PSC Low Static (TSM)
- C. = ECM Constant Torque (TSM/TSL)
- D. = ECM Constant Volume
 (TSM/TSL; DXM2 controls only)

Cabinet:

New have CT ECM controls options in digit 5

- 1. = CT ECM, ADA Mounted
- 2. = CT ECM, Wall Sensor, MPC
- 3. = CT ECM, Wall Sensor, LON
- 4. = CT ECM, Remote Mount Thermostat
- 5. = CT ECM, Surface Mount Thermostat (TSM)



What's Changing (cont.)? – Return Air Panels

New "L-Panel" (flush panel):

- L-Panels ship in two pieces, frame and panel (see training video for ordering instructions)
- L Panels will be available in Polar Ice and the new <u>Bright White</u> color
- Sample paint color chips can be ordered on the BC – Part# 47F1065GNU

G-Panels:

- Now available in Polar Ice and the new <u>Bright White</u> color
- Revision change from "M" to "N"
 - –Sizes 09-12 option "1" in digit 6, 17"x17" cabinet
 - —Sizes 15-18 option "2" in digit 6, 19.25"x19" cabinet

It is critical to understand what cabinet foot print you have to determine appropriate G-Panel needed • TSM/TSL size 09-12 cabinets, Rev C and previous will need larger panel for 19.25"x19" cabinet CLIMATE MASTER

What's Changing (cont.)? – Grilles and Stands

Supply Air Gilles:

- Now available in both Polar Ice and the new Bright White color
- Pricing is the same for both color options
- See digit 8 to choose color option
- Sample paint color chips can be ordered on the BC – Part# 47F1065GNU

Unit Stands:

- New unit stands available to accommodate sizes 09-12 reduced footprint
- Revision change from "A" to "B"
 - —Sizes 09-12 option "0" in digit 5, 17"x17" cabinet
 - –Sizes 15-18 option "1" in digit5, 19.25"x19" cabinet

It is critical to understand what cabinet foot print you have to determine appropriate stand needed • TSM/TSL size 09-12 cabinets, Rev C and previous will need larger stand for 19.25"x19" cabinet CLIMATE MASTER

Resources

- Quoting, ordering, and performance calculations - <u>CM</u> <u>Solution Center</u>
- New commercial price books -<u>Business Center</u>
- New cut sheets, submittals, and IOM's - <u>Commercial</u> <u>Products Website</u>



| Unit Information | |
|-------------------|-----|
| | |
| Tag: | |
| Reference Number: | |
| Quantity: | 1 |
| Model: | TSM |
| Size: | 09 |
| | |

Cabinet Options

| Voltage: | G - 208-230/60/1 - \$1,226.00 V | \$1,226. |
|--|--|----------|
| Options: | 0 - None - \$0.00 🔻 | \$0.00 |
| Controls: | 5 - Surface Mount, ECM Motor Constant Torque - \$73. • | \$73.00 |
| Power Termination: | A - Disconnect Switch - \$111.00 | \$111.00 |
| Cabinet Height: | A - 88" High - \$27.00 | \$27.00 |
| Riser Style: | 0 - None / Slave - \$0.00 | \$0.00 |
| Riser Location: | 6 - Chassis Ships In Cabinet, Riser Ships Separate (If 🔻 | \$25.00 |
| Riser Ball Valve Options: | 5 - Sweat Ball Valve - \$0.00 | \$0.00 |
| ck, Front, Top Discharge Air: | D - Front/Large - \$0.00 | \$0.00 |
| Straight Discharge Air: | 0 - None - \$0.00 🔻 | \$0.00 |
| Tstat Whip and Cabinet Knock Out Options: | 0 - No Whip - \$0.00 | \$0.00 |
| | | |

Price

| Chassis Options | | | Price |
|-------------------------|---|---|------------|
| Voltage: | G - 208-230/60/1 - \$1,889.00 | • | \$1,889.00 |
| Options: | S - None - \$0.00 | • | \$0.00 |
| Controls: | A - CXM Controls - \$0.00 | • | \$0.00 |
| Auto Flow Regulator: | D - 2 GPM AFR - \$135.00 | • | \$135.00 |
| Water Valve & Pump: | M - Standard Water Valve (Normally Closed) - \$229.00 | • | \$229.00 |
| Heat Exchanger Options: | L - Uncoated Air Coil, Copper Water Coil - \$0.00 | • | \$0.00 |
| Shipping: | 6 - Chassis in Cabinet - \$0.00 | • | \$0.00 |
| Blower Motor: | C - ECM Constant Torque - \$276.00 | • | \$276.00 |
| | | | |

Current Accessories 🛨

| | Order Code | Name |
|------|----------------|--|
| Edit | 1AVHRL1WFSF0AS | L Type Panel, flush with wall, mounts to studs (non-hinged), 09, 12, B |
| Edit | 1AVHRL1WFSP0AS | L Type Panel, flush with wall, mounts to studs (non-hinged), 09, 12, B |

Tranquility® Vertical Stack (TSM) Series Submittal Data Models TSM09 - 36, 60Hz - HFC-410A



Foot Print Reduction – Be Aware!

• Some jobs will still need the old footprint sizes of 09 and 12

-Reasons

- •Projects in the pipe line jobs where cabinets have already shipped
- •Replacement chassis for existing products
- -Customer Mitigation
 - •The CMSC will have the revision as a selectable option
 - -Old revision; chassis = B, cabinet = C (19.25" x 19")
 - -New revision; chassis = C, cabinet = D (17" x 17")
 - –Please see training video for details
 - Customers are encouraged to convert to the new foot print where possible



Q&A



Q – I have a job with an unreleased order that I need size 09-12 19.25" x 19" chassis/cabinet. What do I need to do?

A – When you submit your order select the appropriate revision level of chassis and cabinet (19.25" x 19"; chassis = Rev B; cabinet = Rev C).

Q – I have a released order scheduled for production. Will I be getting the old or new foot print?

A – Orders submitted before the launch date will have the old revision # and foot print. To convert to the new footprint, please place change order in CMSC (normal change order process and fees apply)



Please see change order policy for details

Q&A



Q – I have job that I would like to convert from DXM2 CV ECM over to CXM CT ECM. How can I do that?

A –New options are available for ordering on the CMSC. If you have already placed an order, please submit a change order for the new options (normal change order process and fees apply)

Q – Where can I get more details on the new CT EC fan motor option?

A – Please refer to the TSM and TSL submittals for details on the new CT EC fan motor. They are located on the public CM commercial website



Please contact our Applications Department for additional technical questions

Customer Q&A



Q – What motor and controls options are available?

| Motor Type | Controls |
|---------------------|-----------|
| PSC | DXM2, CXM |
| Constant Volume ECM | DXM2 |
| Constant Torque ECM | DXM2, CXM |



Constant Torque ECM w/DXM2 will not allow users to change CFM by increments of 25. They will have 4-5 speed taps similar to a PSC. See submittal for details.





Thank you for attending!!!



Please contact Caleb Fox <u>cfox@climatemaster.com</u> for additional questions

