



Progress Supply Inc.

The

Progress Report

Helpful Information for HVAC/R & Controls Contractors from Progress Supply Inc.

PROGRESS SUPPLY INTRODUCES NEW LINE OF MINI-SPLIT AIR CONDITIONERS



—From 9,000 to 42,000 BTU and 13 to 21-SEER, Exceeding U.S. Department of Energy’s 13-SEER Mandate —

Progress Supply announced a broad new lineup of **Fujitsu Halcyon ductless mini-split air conditioners and heat pumps.** The new line includes super-efficient, state-of-the-art models ranging from 9,000 to 42,000 BTU, with efficiency up to 21-SEER (**Seasonal Energy Efficiency Ratio**), providing residential and commercial contractors with compact, innovative energy-saving comfort solutions.

HOW A MINI-SPLIT WORKS

Cool air without ductwork. Since hot air rises and cold air falls, mounting the cooling section compactly on the wall near the ceiling allows the unit to remove heat more efficiently and deliver cooling directly to the space where you need it. Automatic swing louvers and multiple fan speeds allow you to control the amount and direction of the airflow to maximize comfort.

GREAT WARRANTY

Fujitsu’s 2008 Halcyon lineup features **28 models** in a variety of styles, including wall mount, ceiling suspended, cassette, universal and a new IAQ mix and match multi-zone inverter system with up to four zones. All models exceed the U.S. Department of Energy’s new 13-SEER minimum standard. The new Fujitsu systems’ compact footprints and high-energy efficiencies save both space and money. Many new models feature advanced electronic IAQ plasma filters for air purification, while all models include environmentally friendly R410A refrigerant. In addition, Fujitsu’s streamlined systems feature a simple aesthetic design that blends with virtually any decor. All new models are backed by a 2-year parts, 6-year compressor warranty.

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DUCTLESS MINI-SPLIT AIR CONDITIONERS COOL WITHOUT DUCTWORK!



Requiring just a 3-4" diameter hole in the outside wall means less mess, better home aesthetics, and improved security, unlike a window unit!

INCREASE ENERGY EFFICIENCY

Energy efficiency was a paramount concern for Fujitsu engineers in designing the new lineup, with efficiency increases as high as 110% and reductions in size as much as 30% over conventional 10-SEER models. Fujitsu increased efficiency on these new compact systems through the use of DC motors on indoor and outdoor equipment, which also provide quieter operation and reduced energy costs — up to 23% quieter than previous models and up to 46% quieter than the competition. In addition, redesigned evaporators and condenser coils provide better transfer of heat, further increasing efficiency, while a new fan blade design dramatically reduces noise.

ENVIRONMENTALLY FRIENDLY

Fujitsu Halcyon IAQ systems create a comfortable and safe indoor air environment by removing airborne irritants, odors, and allergens such as cigarette smoke, dust, pollen, mold spores and pet dander.

The products also feature a super-charged plasma ionization and electrostatic filtration system, which ionizes and neutralizes any airborne contaminants, providing clean, fresh and healthy air.

CONVENIENCE FEATURES

Like all **Fujitsu Halcyon** IAQ systems, the new models are both powerful and quiet, operating at a sound level comparable to a soft whisper as low as 26dB. Easy to operate and maintain, IAQ models feature a color-coded display that shows the operating status and alerts the user when the filters need to be cleaned. Cleaning and removal of the filters is simple, with no tools necessary, and requiring only water and mild detergent to clean.

AVAILABLE NOW

The **Mini-Split Systems** will be available at Progress Supply's wholesale store locations in Cincinnati, Columbus and Dayton, which serve a 60-county area in Ohio, Indiana, Kentucky and West Virginia.

WHY MINI-SPLITS?

In making the announcement, **Mark Faessler, Progress Supply President**, said, "We decided to add the **Fujitsu** line because it gives our customers the option of installing a unique air conditioning/heat pump system that provides cool air and optional heating without ductwork. In addition, it provides quieter operation, is easy to install and has a **Seasonal Energy Efficiency Rating (SEER)** which exceeds the U.S. Department of Energy's new 13-SEER minimum standard." He added, "The system also uses environmentally efficient R410A refrigerant designed to reduce depletion of the ozone layer."

ABOUT FUJITSU GENERAL AMERICA

Fujitsu General America is a subsidiary of Fujitsu General Limited, headquartered in Kawasaki, Japan. Founded in 1936, Fujitsu General is a worldwide leader in the development of advanced air conditioning and heating products.

For additional information, visit www.fujitsugeneral.com.

FUJITSU



GREG SCHNELLE NAMED SALES MANAGER

Greg Schnelle has been named **Sales Manager**, effective January 1.

Mark Faessler, Progress Supply President, said in announcing the appointment, "He will be responsible for managing and directing corporate sales efforts for the company, including setting goals, developing additional markets and increasing sales at the company's three wholesale locations in Cincinnati, Columbus and Dayton."

Mr. Schnelle has over 30 years experience in sales, marketing and purchasing management within the distribution, contracting and manufacturing industries. He will be headquartered in Cincinnati.

COMMERCIAL COMFORT ALERT™ DIAGNOSTICS

Innovative Technology Delivers New Levels of Protection and Accuracy

This award-winning, proven technology helps resolve issues the first time. That means reduced callbacks and faster service. . . .and a stronger reputation for you and your business. And now, it's available for three-phase commercial air conditioning applications.

❖ ***Here's what Comfort Alert Diagnostics delivers:***

The first technology of its kind, **Comfort Alert** uses the compressor as a sensor to monitor and analyze system performance, guiding technicians to fast and accurate diagnoses. In residential applications, **Comfort Alert** has been proven to improve diagnostic accuracy and reduce healthy compressor replacement by more than 50 percent. Similarly, the commercial **Comfort Alert** increases accuracy, and it features **Active Protection**, which protects the compressor from potentially harmful system conditions such as phase dropouts, miswiring and short-cycling.

❖ ***Here's how Comfort Alert Diagnostics works:***

Comfort Alert easily installs in the electrical box of a commercial condensing unit or inside a rooftop unit. It is completely self-contained, with no external sensors required.

Once installed, **Comfort Alert** monitors vital data from the Copeland Scroll compressor,

quickly pinpointing the root causes of common malfunctions — everything from common electrical problems to broad system faults.

A flashing LED indicator quickly communicates the alert code and directs the service technician to the problem.

❖ ***And here's what Comfort Alert Diagnostics means to you:***

Time is money. And time spent replacing good compressors or fixing preventable failures is money wasted. It's time you could better spend growing your business.

While **Comfort Alert** protects your customers' systems, it's protecting your reputation as well. That's because it offers greater troubleshooting accuracy. Accuracy that means making the right diagnosis the first time. Accuracy that reduces the likelihood of compressor replacement. And accuracy that cuts the number of callbacks you have to make.

❖ ***For more information:***

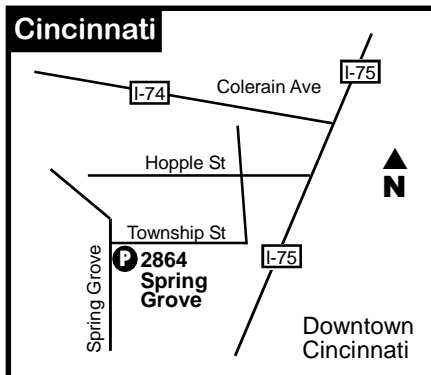
To find out more about how **Commercial Comfort Alert™ Diagnostics** can help you maintain your reputation — and build your business — call any of your Progress Supply wholesale locations in Cincinnati, Columbus or Dayton.

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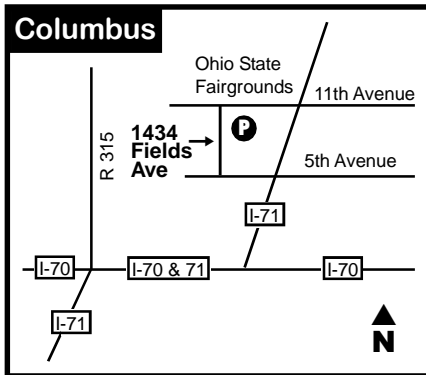
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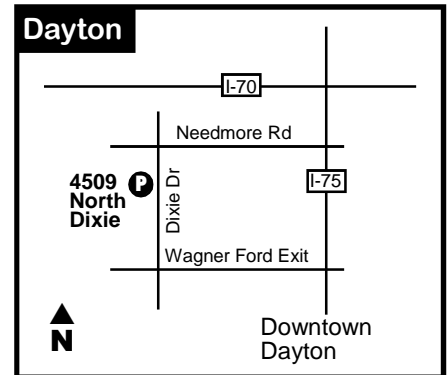
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