

# New Product Introduction

NPI12-03

June 18, 2012

## 2012 Transition to Aluminum Coils END4X, ENH4X, ENW4X, EAM4X, EDM4X, EDM2X, ENA4X, EMA4X

Formicary corrosion continues to be an industry-wide issue that many of you are facing with increasing frequency this spring. For over seven years, ICP has offered tin-coated copper evaporator coils in response to the issue. Now, ICP is pleased to announce the next step in the fight against formicary corrosion:

Beginning in July, all N-coil and A-coil production will convert to **ALUMINUM** hairpin and return-bend material. We are confident that the aluminum models will be readily accepted in your warehouse and by your customers.

- Coils with aluminum tubing incorporate factory installed **copper stubs** so that all line connections in the field are made into copper
- Aluminum coils are still produced in the same corporate factory, utilizing new technologies and processes not available in previous years
- Extensive investments, trials, and training have resulted in an aluminum assembly process superior to all previous offerings
- Latest generation aluminum alloys used in the tubing and braze material perform better than previous alloys
- Aluminum tubing with aluminum fins is naturally resistant to formicary corrosion, offering a level of corrosion protection comparable to tin-coated copper
- AHRI combination ratings will not change. At AHRI, coil model numbers have an asterisk in the digit position where material (copper, tin, aluminum) is defined. The asterisk makes the same rating good for "C", "T", or "L" coil model numbers.

This transition will take place over several months; therefore it may not be possible to predict exactly when each model family will convert material at the factory. Furthermore, the presence of warehouse inventory will cause individual model sizes within a family to be replaced at different points in time.

It is very important that you maintain the copper or copper/tin model numbers in your order systems and continue ordering by those numbers until we notify you, model-by-model, one-by-one, that a given model has made the conversion. After such notification, begin ordering that model size in the aluminum model number. Aluminum model numbers will only be opened for orders as the copper and copper/tin models deplete.

*Watch Powerlink for updates on which models have made the conversion (beginning in July).*

### Special note to customers now buying plain copper coils:

All production of plain copper coils will cease after June. Some tin-coated copper production will continue during the transitional period until full aluminum production is reached. During the limited transitional period, as plain copper models deplete from inventory, we may offer you the equivalent tin-coated copper model (at the tin price). The ultimate goal is to maintain availability, and this is the best situation we can present until the full conversion to aluminum is complete.

Full model family listing shown on page 2.

**International Comfort Products, LLC**

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Previous Models Phasing Out	New Model Phasing In	Description
END4X**C**A, END4X**T**A	END4X** <u>L</u> **A	Cased Vertical N
ENH4X**C**A, ENH4X**T**A	ENH4X** <u>L</u> **A	Cased Horizontal N
ENW4X**C**A, ENW4X**T**A	ENW4X** <u>L</u> **A	Cased Vertical N - wide/transition
EAM4X**C**A, EAM4X**T**A	EAM4X** <u>L</u> **A	Cased Multi-position A - new widths
EDM4X***A, EDM4X***AT	EDM4X***A <u>L</u>	Cased Multi-position A - old widths R-410A (warranty)
EDM2X***AT	EDM2X***A <u>L</u>	Cased Multi-position A - old widths R-22 (warranty)
ENA4X**C**A, ENA4X**T**A	ENA4X** <u>L</u> **A	Un-cased Vertical N
EMA4X***A, EMA4X***AT	EMA4X***A <u>L</u>	Mobile Home

Sincerely,  
Keith Adams  
Product Manager - Cooling

Dave Powell  
Product Launch