

EMI - Sales Bulletin

June 16, 2015

TO: EMI Representatives and Distributors

FROM: Matt Conant, National Sales Manager AC Products

SUBJECT: EMI (fixed capacity) Heat Pump Model Liquidation

Earlier this year the Department of Energy (DOE) announced new minimum efficiency requirements for Heat Pump and Straight Cool ductless mini splits. As a result of these legislative changes we now have EMI (fixed capacity) and 2.5 ton E-verter Heat Pump only models available at liquidation pricing while supplies last.

Heat Pump models that don't meet current efficiency requirements can no longer be manufactured, however all of this equipment was manufactured prior to January 1, 2015 and has an unlimited grace period to be installed. Attached is a list of single and multi-zone Heat Pump models currently available while supplies last. Contact customer service directly for model availability.

For Your Planning Purposes:

EMI Fixed Capacity Heat Pumps: EMI fixed capacity heat pumps do not meet the new national efficiency standards, and as a result have become obsolete. EMI currently has inventory of these systems manufactured prior to January 1, 2015 however model size available is becoming limited. Outstanding proposals should be converted over to E-verter or Enviroair product lines.

EMI Fixed Capacity Cooling Only: Meet the North Regional minimum efficiency requirements and will continue to be available as long as there is a market demand from customers.

E-verter Heat Pumps: All E-verter heat pumps through 24,000 Btuh are available for sale with the exception of cassettes (CAHV) in 9,000 Btuh and 12,000 Btuh.

E-verter Cool Only Units: All straight cool E-verter models are available for sale in the Northeast and Southeast. For the Southwest region only WLHV, UNHV & CAHV 9,000 Btuh and 18,000 Btuh systems remain saleable.

Enviroair Heat Pump and Straight Cool: Current SZI single-zone and MZI multi-zone Heat Pump models remain saleable to all regions. FSR single-zone cool only are saleable excluding the southwest region. All models are in stock and available for immediate shipment.

Later this year ECR will introduce its new EMI single & multi-zone products for residential and commercial installations in advance of the 2016 AC season. Expect more details on these new products in the next few months.

Moving forward should you have any additional questions on these product changes or product availability please don't hesitate to contact your EMI Representative or EMI regional and national sales team members.

As always we thank you for your continued business and support of the EMI family of products. Happy Selling

EMI Price Reduction Select Models – June 16, 2015

Model	Description	Trade Price	Standard Net Price	Discounted Price
EMI (Fixed Capacity) HEAT PUMP Single Zone Condensers				
S1HG2000A10	S1H,G,1 ZONE,12,115V,W/CCH,SW	\$2,343.00	\$1,054.35	\$914.93
S1HG2000D10	S1H,G,1 ZONE,12,208/230V,W/CCH,SW	\$2,306.00	\$1,037.70	\$908.19
S1HG4000D10	S1H,G,1 ZONE,24,208/230V	\$3,226.00	\$1,451.70	\$1,125.44
S1HG9000D10	S1H,G,1 ZONE,09,208/230V,W/CCH,SW	\$2,086.00	\$938.70	\$816.16
S1HG9000A12	S1H,G,1 ZONE,09,115V,W/CCH,SW,COATED COIL	\$4,118.00	\$1,853.10	\$1,254.10
S1HG4000D10-U	S1H,G,1 ZONE,24,208/230V,USA	\$4,226.00	\$1,901.70	\$1,335.73
EMI (Fixed Capacity) HEAT PUMP Multi-Zone Condensers				
S2HH9200D10	S2H,H,2 ZONE,9/12,208/230V,SIDE	\$3,960.00	\$1,782.00	\$1,470.41
S2HH9900D10	S2H,H,2 ZONE,9/9,208/230V,SIDE	\$3,942.00	\$1,773.90	\$1,596.42
S2HB2200D10	*S2H,B,2 ZONE,12/12,208/230V,SIDE,LA	\$4,033.00	\$1,814.85	\$1,631.78
T2HG4400D10	T2H,G,2 ZONE,4400,208/230V,TOP	\$8,852.00	\$3,983.40	\$2,753.33
T2HG8800D10	T2H,G,2 ZONE,8800,208/230V,TOP	\$7,476.00	\$3,364.20	\$2,526.67
T3HG2220D10	T3H,G,3 ZONE,2220,208/230V,TOP	\$8,485.00	\$3,818.25	\$2,580.00
T3HG9990D10	T3H,G,3 ZONE,9990,208/230V,TOP	\$8,005.00	\$3,602.25	\$2,576.67
T4HG2222D10	T4H,G,4 ZONE,2222,208/230V,TOP	\$10,425.00	\$4,691.25	\$3,212.22
T4HG9999D10	T4H,G,4 ZONE,9999,208/230V,TOP	\$9,910.00	\$4,459.50	\$3,142.22
EMI (Fixed Capacity) STREIGHT COOL Multi-Zone Condensers				
S2CH2200D00	S2C,H,2 ZONE,12/12,208/230V,SIDE	\$3,086.00	\$1,388.70	\$1,180.51
S2CH9200D00	S2C,H,2 ZONE,09/12,208/230V,SIDE	\$3,040.00	\$1,368.00	\$1,165.27
S2CH9200D02	S2C,H,2 ZONE,09/12,208/230V,SIDE,COATED COIL	\$4,960.00	\$2,232.00	\$1,837.10
S2CH9900D00	S2C,H,2 ZONE,09/09,208/230V,SIDE	\$2,820.00	\$1,269.00	\$1,167.16
T2CG4400D00	T2C,G,2 ZONE,4400,208/230V,TOP	\$6,075.00	\$2,733.75	\$2,151.14
T2CG8800D00	T2C,G,2 ZONE,8800,208/230V,TOP	\$5,515.00	\$2,481.75	\$1,930.68
T3CG2220D00	T3C,G,3 ZONE,2220,208/230V,TOP	\$5,784.00	\$2,602.80	\$1,975.00
T3CG9990D00	T3C,G,3 ZONE,9990,208/230V,TOP	\$5,730.00	\$2,578.50	\$1,975.00
T4CG2222D00	T4C,G,4 ZONE,2222,208/230V,TOP	\$7,236.00	\$3,256.20	\$2,334.09
T4CG9999D00	T4C,G,4 ZONE,9999,208/230V,TOP	\$6,771.00	\$3,046.95	\$2,360.23
E-verter HEAT PUMP Single Zone				
S1HV3000D00	S1H,V,1 ZONE,30,208/230V	\$4,451.00	\$2,002.95	\$1,596.59

All Matching Air Handlers us .42 Multiplier from EMI 514 Trade Price Book