

THE ADP  
**ADVANTAGE**



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# Distributor Guide



# THE ADP DIFFERENCE





Experience ADP as a trusted business partner, providing quality products, excellent service, and individualized customer specific programs.





## REGIONAL PRODUCT OFFERINGS

**Regional products provide a real competitive advantage and new sources of revenue for our customers.**

- Plenum coils
- Mobile home coils
- Dedicated horizontal coils
- Dedicated downflow coils
- Hydronic air handlers
- Wall mount air handlers
- Soffit mount air handlers
- Gas fired unit heaters

### CUSTOMIZED SOLUTIONS

Our sales professionals tailor custom solutions to leverage local market differentiation and growth opportunities.

- Multiple brand applications
- Margin enhancement
- SKU consolidation
- Product line tiering
- Product line extensions
- SEER enhancement
- Application specific coils
- RNC/OTC solution

### PREMIER PRODUCTS

ADP premier evaporator coils match perfectly with your system.

- AHRI rated products to match any OEM
- The ADP product line is rich with exclusive features and unique benefits
- Premier appearance and superior performance elevates our products above other standard system's matched coils

# You are the Customer.

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You, the distributor, are the most important part of our business.

- ▶ We view the distributor as the customer
- ▶ We support each individual distributor in creating their own unique way of doing business
- ▶ We continue to build on our “easy-to-do-business” heritage



## CUSTOMER EXPERIENCE

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We go above and beyond the expectations of our customers.

- ▶ The success of the distributor is our primary goal
- ▶ Each distributor receives personalized attention in addressing their day-to-day business needs
- ▶ Collaboration with experienced sales professionals to meet your short and long term goals

## CUSTOMER SUPPORT

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We have dedicated Customer Service, Marketing, and Sales Support for our customers.

- ▶ Professionally designed marketing materials
- ▶ Knowledgeable customer service team
- ▶ Dedicated ratings and technical support staff

## MATCHED SYSTEM

Our coils are designed to match perfectly with any system, excelling in appearance and performance.

### AHRI Annual Testing Results for ADP

| Unitary Small Air-Conditioner Equipment (includes mixed-match coils) | 2009 | 2010 | 2011 | 2012 | 2013  | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020* |
|--|------|------|------|------|-------|------|------|------|------|------|------|-------|
| Number of Verification Tests Completed                               | 6    | 9    | 9    | 8    | 8     | 8    | 8    | 8    | 7    | 7    | 7    | 7     |
| Number of Verification Test Failures (involuntary re-rates)          | 0    | 0    | 0    | 0    | 1     | 0    | 0    | 0    | 0    | 0    | 0    | 0     |
| Verification Testing Pass Rate                                       | 100% | 100% | 100% | 100% | 87.5% | 100% | 100% | 100% | 100% | 100% | 100% | 100%  |

\*Numbers based on completed testing results as of July 2021.



## PREMIER PRODUCTS

ADP premier evaporator coils provide an upgrade over standard matched coils.

| Features                   | Benefits          |
|----------------------------|-------------------|
| Multiple Cabinet Colors    | Perfect Match     |
| High Performance Fins      | Lower Height      |
| Contoured Drain Pan Design | No Standing Water |
| Dual Drain Connections     | Flexibility       |
| Rounded Top Flanges        | Safety            |
| Tight Seams                | Low Air Leakage   |
| Five Panel Screws          | Easy Access       |



## HOMEOWNER ADVANTAGE

We provide important benefits that will be helpful to the dealer when talking to the homeowner.

- **PROTECTION** ADP's Microban® technology is added protection against the build-up of mold and mildew in the drain pan
- **QUALITY** Advanced, innovative designs and testing technologies ensure long-lasting and reliable performance
- **SAVINGS** Our coil can improve the energy efficiency of your home, providing valuable savings on your monthly energy bills

## DRAIN PAN PROTECTION

ADP drain pans are masterfully designed to allow for proper drainage and coil longevity.



01

Corrosion resistant drain pan extends coil life

02

HydroTEC™, a patented contoured drain pan surface, removes unhealthy standing water

03

Antimicrobial HVAC drain pans with Microban® product protection

04

High temperature, UV resistant polymers promote long drain pan life

## MICROBAN® TECHNOLOGY

**Did you know that microbes can double every 20 minutes on an untreated surface?**

The best defense against mold and mildew in a home is preventing its growth through moisture control and mold resistant building materials.

- ▶ Microban® International is the global leader in built-in antimicrobial protection, with 42% aided brand awareness among consumers
- ▶ ADP is Microban® International's exclusive North American licensee for HVAC drain pan applications

**Microban® antimicrobial additive inhibits the growth of mold and mildew on the surface of the drain pan**



Plastic without Microban® protection



Plastic with Microban® protection

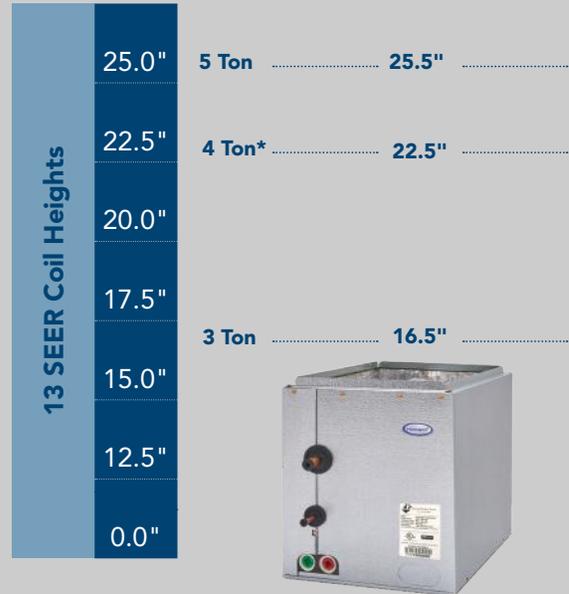
Based upon standard laboratory tests and provided for comparative purposes to substantiate antimicrobial activity for non-public health applications. For more information visit [www.microban.com/adp](http://www.microban.com/adp)

## LOWER HEIGHT

ADP understands the value of installation space and designs coils strategically for your market.

- ▶ Proprietary fin technology and coil designs provide a unique height advantage over other coils
- ▶ Lower heights versus standard system matched coils
- ▶ Save up to 5" of height on your installation

\* See spec guide for available models

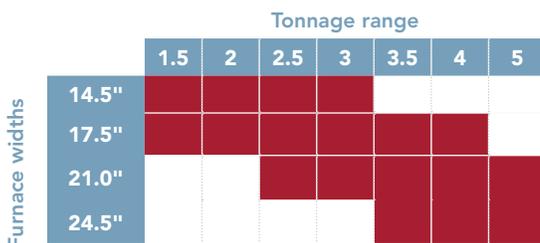


## PERFECT FIT

ADP produces flexible coil solutions providing a perfect fit to match the unique needs of regional climates.

- ▶ Multiple width options across all tonnage ranges
- ▶ Flexible coil configurations allow selection of the perfect regional solution
- ▶ High SEER/EER coils fit smaller furnaces

ADP Coil Width Chart



NOTE: Width options may vary based on furnace selection.

## HIGH PERFORMANCE

Upgrading to ADP's higher efficiency products may increase SEER performance.

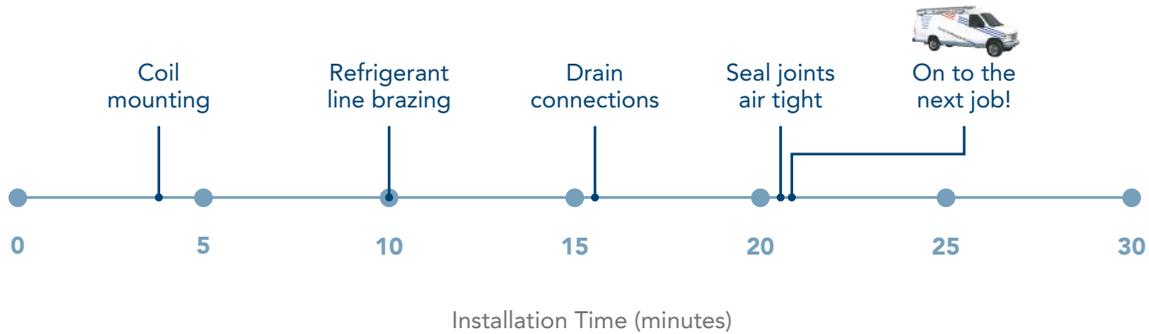
- ▶ Innovative design features provide efficiency options while maintaining a minimal footprint
- ▶ ADP offers SEER/EER enhancement solutions for all major branded systems
- ▶ Unique lanced fin technology increases coil cooling efficiency
- ▶ Validated test results of 1% or less cabinet air leakage



## QUICK INSTALLATION

Our easy to install coils allow your dealer to shorten installation time, resulting in time savings and increased revenue.

- ▶ Lower heights for system flexibility
- ▶ Perfect match and fit with OEM equipment
- ▶ No pre-assembly required



## EASY SERVICEABILITY

ADP coils are designed and built with the dealer in mind.

- ▶ Front panels with only five screws provide easy panel removal and coil access
- ▶ Non-captive front panels provide full coil visibility
- ▶ A-coil design configuration is easy to clean and service



## REDUCED CALL-BACKS

Installing ADP products minimize the risk of return trips.

- ▶ Advanced product designs and unique processes provide reliable and long-lasting performance
- ▶ Proprietary dual testing technology ensures leak-free systems, even with the higher operating pressures of R-410A



## TROUBLE-FREE

ADP manufactures high quality products, while creating a trouble-free customer experience.

- ADP's industry leading position is recognized year after year with numerous industry and customer awards for Performance, Excellence, and Quality
- Our quality management system achieves standards of reliability that are recognized and respected worldwide



## LEAK-FREE

- Our unique product designs reduce the risk of refrigerant leaks for the life of your heating and cooling system
- Every product leaving our facility is tested twice, ensuring leak-free performance
- Our customers consistently share feedback about ADP coils being leak-free compared to other major brands

**10** | **LIMITED**  
**YEAR** | **WARRANTY**  
**AVAILABLE\***  
Online Registration Required

## WORRY-FREE

- 5-year standard limited warranty
- 10-year extended limited warranty available at no additional cost\*
- Simple online registration:  
[www.adpnow.com/adp-warranty](http://www.adpnow.com/adp-warranty)

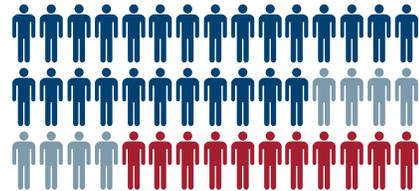
\*Not available on all products

## ADP is the #1 producer of residential evaporator coils in the USA.

ADP is proud to support our local communities by providing jobs right here in the USA.



Employing over  
**1,000**  
team members



## Built in Grenada, MS

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400,000 sq. ft. production, engineering, manufacturing facility



288,000 sq. ft. distribution center



# Our Promise to You



Our primary purpose is to support each individual distributor in creating their own unique way of doing business.

Advanced Distributor Products  
[www.adpnow.com](http://www.adpnow.com)

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Stone Mountain, Georgia 30087



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