



□ ————— THE ADP ADVANTAGE ————— □

DISTRIBUTOR GUIDE



PRODUCT STRATEGIES

REGIONAL PRODUCT OFFERINGS

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



- Multi-Position & Dedicated Downflow
- Horizontal (V Series)
- Horizontal (HD Series)
- Horizontal (PL Series)
- Manufactured Housing (M Series)
- Low Profile (F Series)
- Multi-Position & Hydronic (B Series)
- Modular Blower (MX Series)

- Gas Furnace Replacement Modular Blower
- Manufactured Housing Electric Furnace
- Compact Wall Mount (S Series)
- Soffit Mount (CP Series)
- Residential, Light Commercial, and Commercial (UHRS & UHCM Series)

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

PARTNERED **GROWTH**

You are the Customer.

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-todo-business” heritage



CUSTOMER EXPERIENCE

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

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



PREMIER UPGRADE

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	2021	2022	2023	2024*
Number of Verification Tests Completed	6	9	9	8	8	8	8	8	7	7	7	8	7	8	8	6
Number of Verification Test Failures (involuntary re-rates)	0	0	0	0	1	0	0	0	0	0	0	0	0	0	0	0
Verification Testing Pass Rate	100%	100%	100%	100%	87.5%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

*Numbers based on completed testing results as of June 2025.



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.

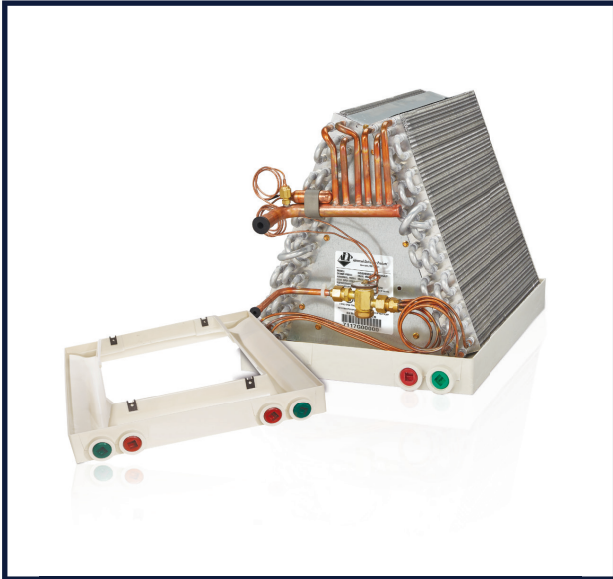
- **PROTECTION** ADP’s Microban® technology is added protection against the build-up of mold and mildew in the drain pan
- **QUALITY** Advanced, innovative designs and testing technologies ensure long-lasting and reliable performance
- **SAVINGS** Our coil can improve the energy efficiency of your home,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



INDUSTRY-EXCLUSIVE PROTECTION

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

HOMEOWNER ADVANTAGE

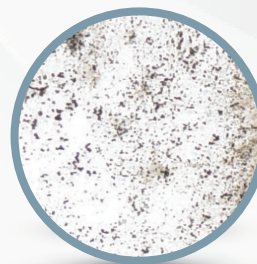
Microban® Technology

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

SUPERIOR DESIGN

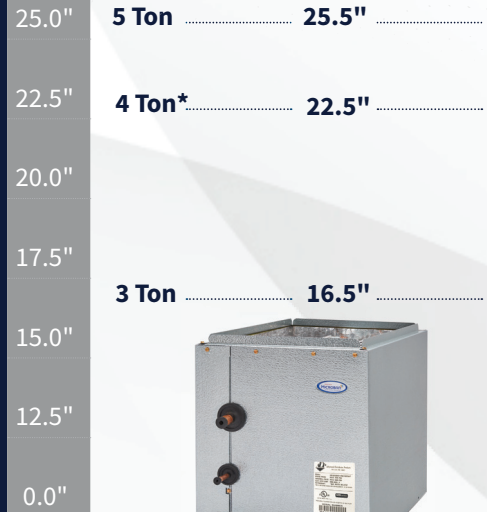
LOWER HEIGHT

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

13 SEER Coil Heights

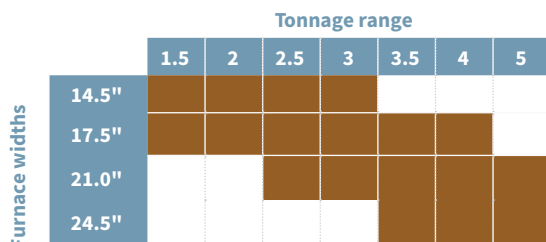


PERFECT FIT

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

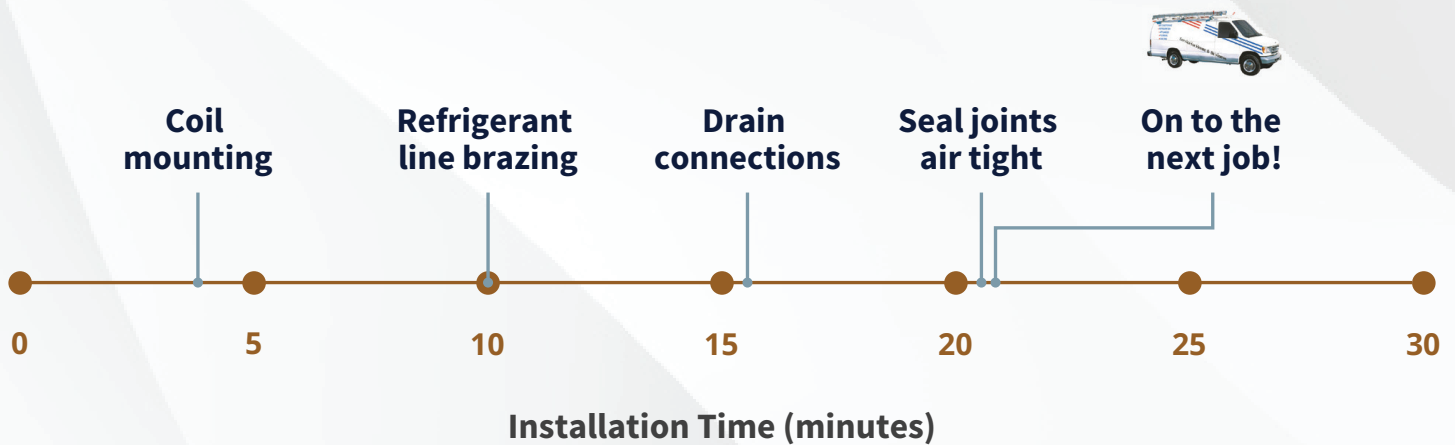


TIME SAVINGS

QUICK INSTALLATION

Our easy to install coils allow you 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 leakfree systems, even with the higher operating pressures of R-454B



SUPERIOR **QUALITY**

TROUBLE-FREE

ADP manufactures high quality products, while creating a troublefree 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



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

10 | **LIMITED**
YEAR | **WARRANTY**
AVAILABLE*

Online Registration Required

*Not available on all products

MANUFACTURED **IN THE USA**

ADP is the leading producer of residential evaporator coils and air handles in the USA.

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



Employing

900+

team members



Built in Grenada, MS



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



288,000 sq. ft. distribution center



Ratings2Go



OUR PROMISE TO YOU

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

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