

AccuComfort Variable Speed Air Conditioners and Heat Pumps

Introducing
American Standard AccuComfort™
Variable Speed Systems



AccuComfort - Platinum Series

- American Standard is the **First to Offer Two SEER Levels** of Variable Speed AC/HP Systems
- Available in 2-3-4-5 ton sizes
- Air Conditioners - up to 21 SEER/14 EER
- Heat Pumps - up to 20 SEER/13 EER/10 HSPF



Platinum ZV
20 SEER



Platinum XV
18 SEER

First Order Date: April 1st
“ ALL Dealers ”

Approved Indoor Models for AccuComfort Variable Speed Systems

*American
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HEATING & AIR
CONDITIONING

Platinum 80/95
AccuLink Furnaces



Platinum ZV
Gas Furnace

Platinum ZV
Air Handler

Must be A TAMC
series air handler

American
Standard
Coils Only



AccuClean™

Optional accessory – Must be
AFD*****E series.



4TXC for Upflow and Horizontal Left
New Hi-Efficiency **4NXC*****HR**
Models for Downflow & Horizontal Right



AccuLink™ Platinum ZV

Must be a Platinum ZV 950 control
with 3.0 or later software

New Compressor Speed Display for Platinum ZV Control

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↑
**Blue Speed Dial
for Cooling Mode**



↑
**Red Speed Dial
For Heating Mode**

Compressor Speed Dial Can be Disabled if Desired

Training is a Pre-Requisite to Sales for All Dealers

Variable Speed Outdoor Systems Factory Technical Training

Interactive Hands-On Training Sessions

TOPICS COVERED INCLUDE:

- Integrated Variable Speed Control (IVCS) Board Overview
- Sequence of Operations
- System Protections
- Algorithms Overview
- Communicating Display Assembly (CDA)
- Installer Test Modes on the 950 Control
- Diagnostics and Troubleshooting
- More...



Sessions led by
Product Portfolio
Support Specialist

Pricing Information
and Schedule Availability

EMAIL LearningResources@irco.com



RESIDENTIAL
HVAC PRODUCTS
Support Center
TRANE/AMERICAN STANDARD

All participants receive the Variable Speed Outdoor System Technical Service Manual written for Field Engineers and Service Technicians.

Distributors will be responsible for training dealers prior to purchasing Variable Speed Systems and ensuring they keep a trained technician on staff full time.

Built in Diagnostics

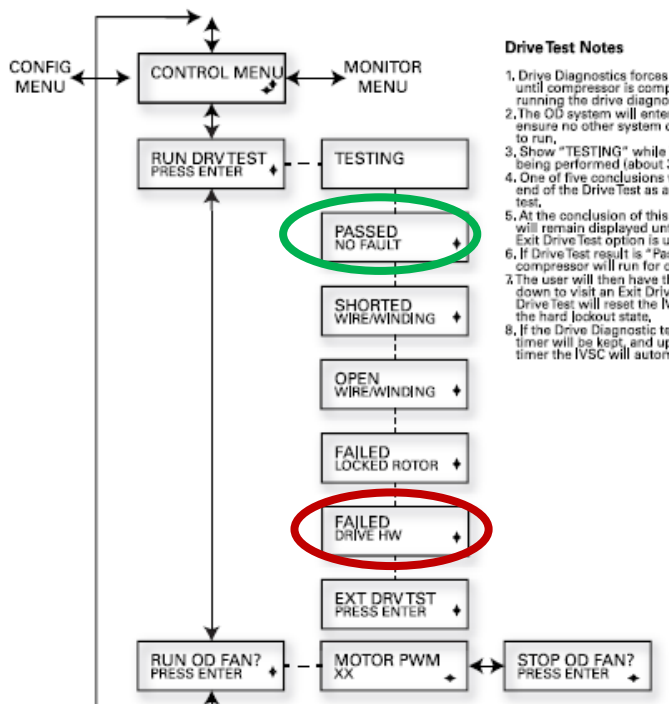
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CONDITIONING

Technician Control Menu

Forced Defrost, EEV, LSOV, Evacuation, Run Drive and Run Outdoor Fan tests are initiated and performed from the Technician Control Menu.

Note: If system is in Lockout, Unit Tests are not available.



Drive Test Notes

1. Drive Diagnostics forces a shutdown and waits until compressor is completely coasted before running the drive diagnostic routine.
2. The OD system will enter a hard lockout state to ensure no other system component is attempting to run.
3. Show "TESTING" while internal diagnostics are being performed (about 30 seconds).
4. One of five conclusions will be displayed at the end of the Drive Test as a result of running the test.
5. At the conclusion of this test, the results screen will remain displayed until power is cycled or the Exit Drive Test option is used.
6. If Drive Test result is "Passed No Fault" the compressor will run for one minute.
7. The user will then have the ability to scroll up or down to visit an Exit Drive Test screen, Exiting the Drive Test will reset the IVSC software and clear the hard lockout state.
8. If the Drive Diagnostic test is not exited, a 2 hour timer will be kept, and upon expiration of that timer the IVSC will automatically reset itself.



Service Facts and Installer's Guide now include quick response codes (QR) to allow service techs to go directly to helpful videos on their smart phones or devices.



Unique refrigerant cooled inverter keeps the electronics cool using the refrigerant line, not air.

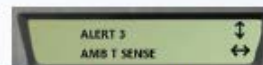


Communicating Display Assembly.

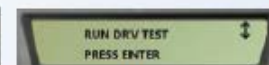
The CDA built into American Standard's variable speed units provides a wealth of diagnostic information, and the system has service modes that allow you to run system checks without waiting for the unit to respond to the thermostat.



TEST MODES

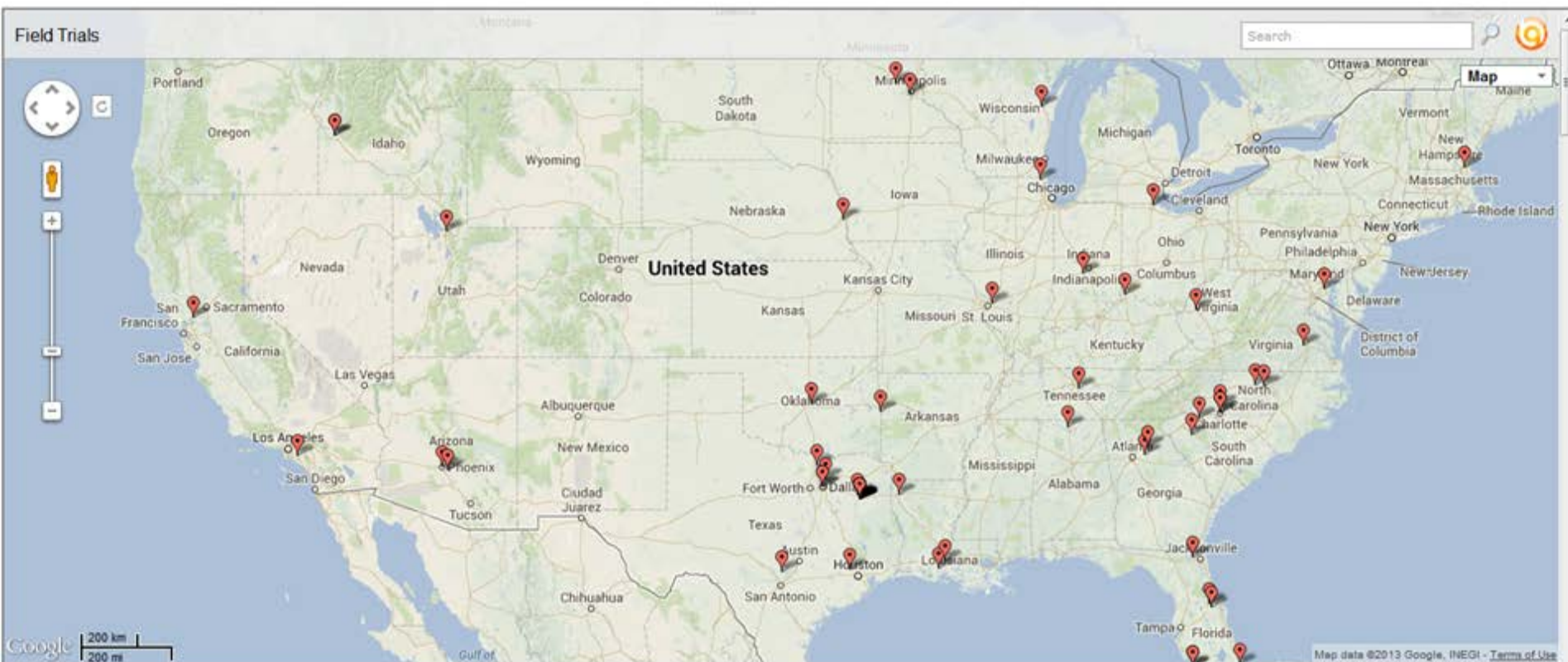


LAST 4 FAULTS



DRIVE DIAGNOSTICS

Field Trial Deployment Map



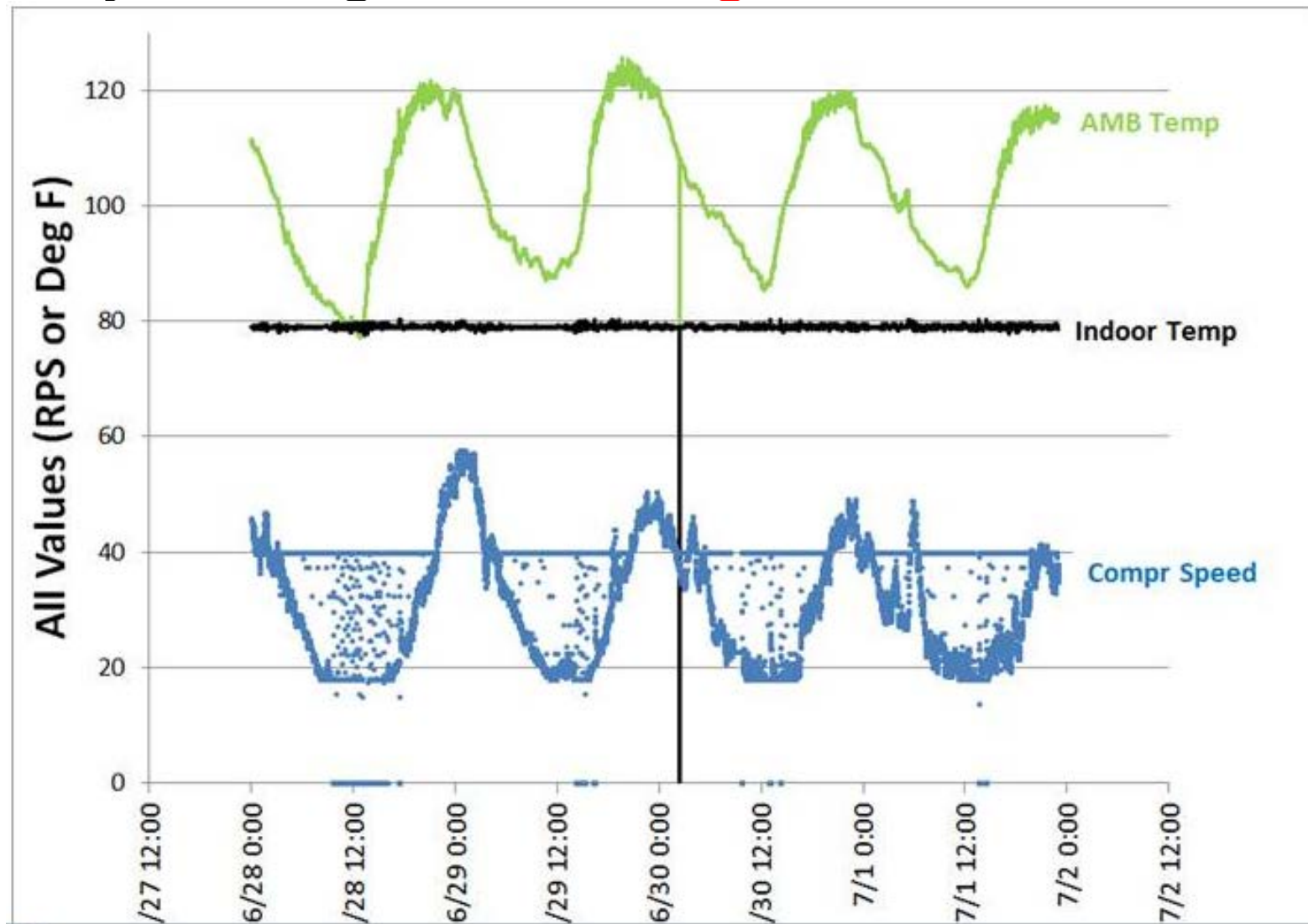
Good geographic coverage for both A/Cs and Heat Pumps

Over 50,000 system run time hours

Phoenix 5 Ton Field Trial

System ran 97% of the time for 4 days straight - 120 degrees.

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Phoenix 5 Ton Field Trial

Inverter de-rate temperatures were not reached even at 120 degrees ambient!

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Competitive Control Box Designs

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Nordyne – IQ Drive



Carrier – Greenspeed



AS-AccuComfort

Streamlined Design reduces the “Fear Factor” for technicians

AccuComfort Consumer Value Proposition



A HEATING AND COOLING SYSTEM WITH REMARKABLE SELF-CONTROL.

We've taken your home comfort to new levels with the American Standard AccuComfort™ system. You can expect to do nothing other than just set it. It takes over from there as it automatically adjusts itself to run at a more efficient speed to maintain your ideal comfort level and control the humidity in your home, no matter what the weather is like outside.

“Efficient , Affordable and Reliable Comfort”

CONSUMERS WANT THE MOST EFFICIENT PRODUCT THEY CAN AFFORD.



Platinum ZV

Platinum XV

The American Standard AccuComfort™ variable speed air conditioners and heat pumps are the quietest at 4dB below nearest competitor's minimum.

The American Standard AccuComfort™ variable speed line of air conditioners and heat pumps will revolutionize the 17+ SEER market by providing exactly that for 4 million U.S. households for which this product is a fit. And we're just getting started.

System Efficiency Rating

System	Type	Efficiency Rating
Platinum ZV	Air Conditioner	up to 20 SEER
Platinum ZV	Heat Pump	up to 19.75 SEER/10 HSPF
Platinum XV	Air Conditioner	up to 18 SEER
Platinum XV	Heat Pump	up to 18 SEER/10 HSPF

System efficiency is measured in SEER, (Seasonal Energy Efficiency Ratio) and HSPF (Heating Seasonal Performance Factor). The higher the SEER and HSPF, the greater the system's energy efficiency, and the lower the overall carbon footprint of your household.

- **Wider operating range.**
Allows an AccuComfort™ system to remain operating when competition's products are cycling on and off.

Platinum Heat Pump Efficiency Level Comparison



	SEER / EER / HSPF			
	Current 2-Stage Systems		AccuComfort Variable Speed	
Tonnage	Platinum XM 4A6H7	Platinum ZM 4A6Z0	Platinum XV 4A6V8	Platinum ZV 4A6V0
2 Ton	17.25/13.25/9.5	19/14/10	18/13/10	19.25/13.75/10
3 Ton	18/13/9.5	19/13/10	18/13/10	20.00/13.5/10
4 Ton	17.25/12.5/9.5	17.25/12.25/9.2	18/12.5/10	19.25/12.5/10
5 Ton	16/12/9.2	17.5/11.5/10	18/12.5/10	19/12.7/10

AccuComfort Variable Speed Improves Comfort and Efficiency

AccuComfort Competitive AC Sound Level Comparison



Air Conditioners	Sound Level dBA		
	Tonnage	Min Cool	Max Cool
AS Platinum XV18/ZV20	2	57	66
Lennox XC25	2	59	70
AS Platinum XV18/ZV20	3	55	70
Lennox XC25	3	59	73
AS Platinum XV18/ZV20	4	57	74
Lennox XC25	4	66	74
AS Platinum XV18/ZV20	5	62	75
Lennox XC25	5	64	74

Platinum Series are Clearly the Quietest!

AccuComfort Competitive HP Sound Level Comparison



Heat Pumps	Sound Level dBA				
	Tonnage	Min Cool	Max Cool	Min Heat	Max Heat
AS Platinum XV18/ZV20	2	54	65	60	69
Lennox XP25	2	58	68	58	68
Carrier GreenSpeed	2	58	63	62	71
AS Platinum XV18	3	56	70	60	74
AS Platinum ZV20	3	59	70	60	72
Lennox XP25	3	58	73	58	73
Carrier GreenSpeed	3	58	65	62	75
AS Platinum XV18/ZV20	4	61	74	62	76
Lennox XP25	4	64	74	64	74
Carrier GreenSpeed	4	65	70	64	76
AS Platinum XV18/ZV20	5	57	73	61	74
Lennox XP25	5	64	74	64	74
Carrier GreenSpeed	5	65	72	64	76

Platinum Series has Min Cooling and 3 ton Max Heating advantage!

New Platinum ZV & Platinum ZM AC Sound Level Comparison

Air Conditioners	Sound Level dBA		
	Tonnage	Min Cool	Max Cool
Platinum ZV20/XV18	2	57	66
Platinum ZM (4A6Z0) (Two Compressor)	2	59	70
Platinum ZV20/XV18	3	55	70
Platinum ZM (4A6Z0) (Two Compressor)	3	59	73
Platinum ZV20/XV18	4	57	74
Platinum ZM (4A6Z0) (Two Compressor)	4	66	74
Platinum ZV20/XV18	5	62	75
Platinum ZM (4A6Z0) (Two Compressor)	5	64	74

Platinum ZV & Platinum ZM HP Sound Level Comparison



Heat Pumps	Sound Level dBA		
	Tonnage	Min Cool	Max Cool
Platinum ZV20/XV18	2	54	65
Platinum ZM (4A6Z0) (Two Compressor)	2	62	72
Platinum XV18	3	56	70
Platinum ZV20	3	59	70
Platinum ZM (4A6Z0) (Two Compressor)	3	70	72
Platinum ZV20/XV18	4	61	74
Platinum ZM (4A6Z0) (Two Compressor)	4	71	76
Platinum ZV20/XV18	5	57	73
Platinum ZM (4A6Z0) (Two Compressor)	5	71	76

8 to 14 dB quieter at low speed !!!

AccuComfort Competitive Weight Comparison (Uncrated)



20 SEER Heat Pump	Weight (lbs.)			
	2 Ton	3 Ton	4 Ton	5 Ton
Platinum ZV Variable Speed	196	233	245	255
Platinum ZM Two Compressor	330	335	420	420
Lennox XP25	277	277	341	335
Carrier Greenspeed	324	324	334	334

**100 to 175 lbs. Lighter than Platinum XM
Two Compressor 20 SEER models**

AccuComfort Systems Start Quietly and Reduce Light Flicker



Heat Pumps	AccuComfort Variable Speed		Platinum 4A6Z Two Compressor	
Tonnage	RLA	LRA	RLA	LRA
2 Ton	11.5	10.2	8.7	58
3 Ton	18.4	10.2	13.7	60
4 Ton	21.1	12.0	18.6	93.4
5 Ton	27.5	12.0	23.4	128.7

AccuComfort Systems Reduce the KW Size and Cost of a Whole House Home Generator

Have you ever been asked...
“What Size Air Conditioner do I need?”



**“Dealers use a Manual J Load
Calculation to Size Equipment”**

Do you need 4 Tons 24 hours a Day?



No, that's why the AccuComfort systems were designed with the widest operating range on the market today!



The system that runs the longest before cycling provides the “Most Precise Comfort Control”

The Widest Operating Range Available....



Operating Range (%)

25-100 Platinum ZV/XV HP

30-100 Platinum ZV/XV AC

Advantage

10-15%

5-10%



35-100 XP25 Lennox Heat Pump

35-100 XC25 Lennox AC



40-100 Carrier Green Speed (HP Only)

AccuComfort Technology Provides More Precise Speed Control



1.0%

Lennox and Carrier vary speed in 1% increments



2.0%

AccuComfort can vary speed in 1/10 of 1% increments!



1.0%



1.1



1.2



1.3



1.4



1.5



1.6



1.7



1.8



1.9



2.0%

AccuComfort Air Conditioners can vary output capacity 24 hours a day to precisely, quietly and efficiently match the load on the home.



Tiffany LT BT (Demo)

Air Conditioners

70 X 10 = 700 speeds!

30%



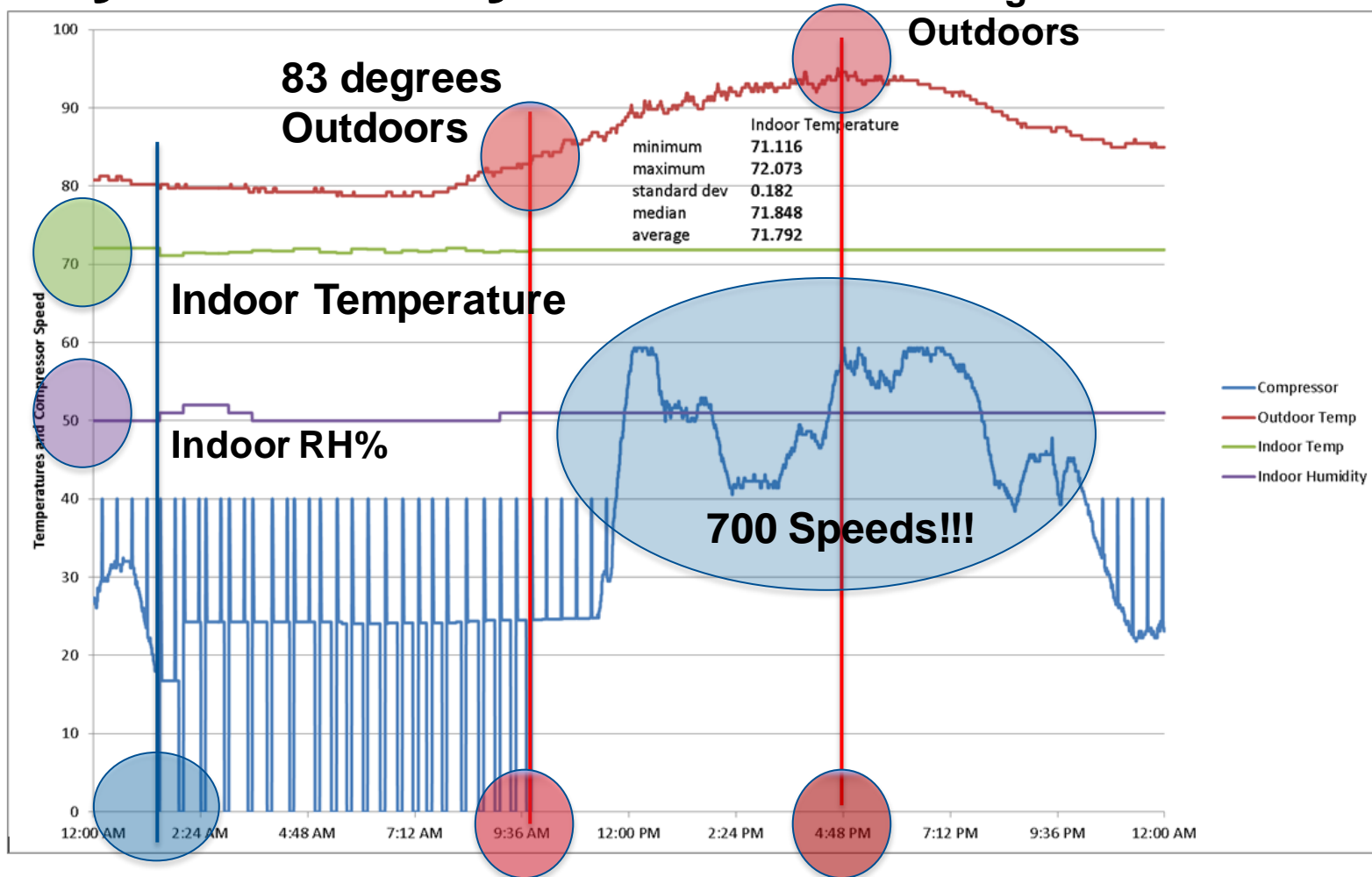
100%



Max Speed during Day – Minimum Speed at Night

Blair 3 Ton HP Field Trial Site Tyler, TX July 22, 2013

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**1:30AM System
Starts Cycling**

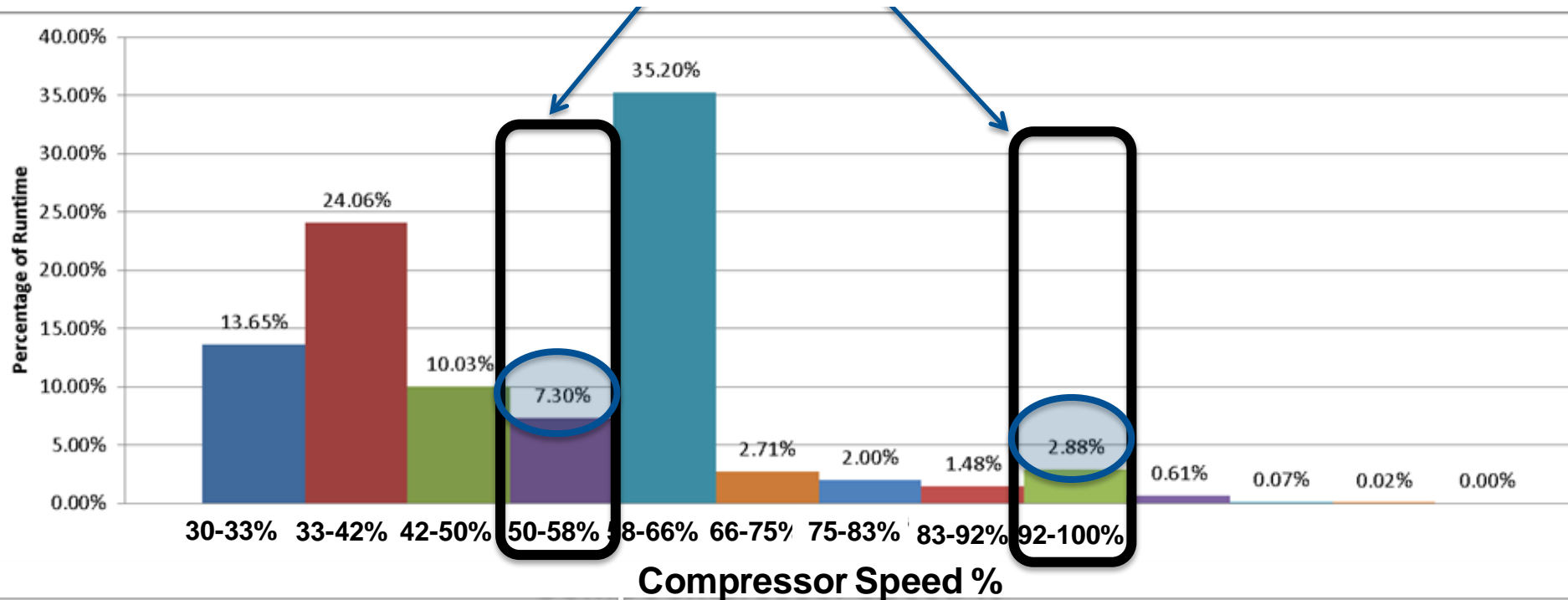
**9:36AM System
Starts running
continuously**

**4:48 PM
Hottest time of day**

Blair 3 Ton HP Field Trial-Tyler TX



Even with the Platinum XM 20 SEER 2 Stage
you are Over/Undersized 90% of the time!



50% on 1st Stage

100% on 2nd Stage

Tyler ,TX Storm Field Trial - Sep 20

4 Ton HP with AccuLink Zoning



AccuComfort Systems with AccuLink Zoning Can Eliminate Those Hot Summer Nights!

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CONDITIONING



If you like to sleep
with a blanket...
now you can!

AccuComfort 25 to 100% Capacity Allows Improves Temperature Control in Smaller Zones

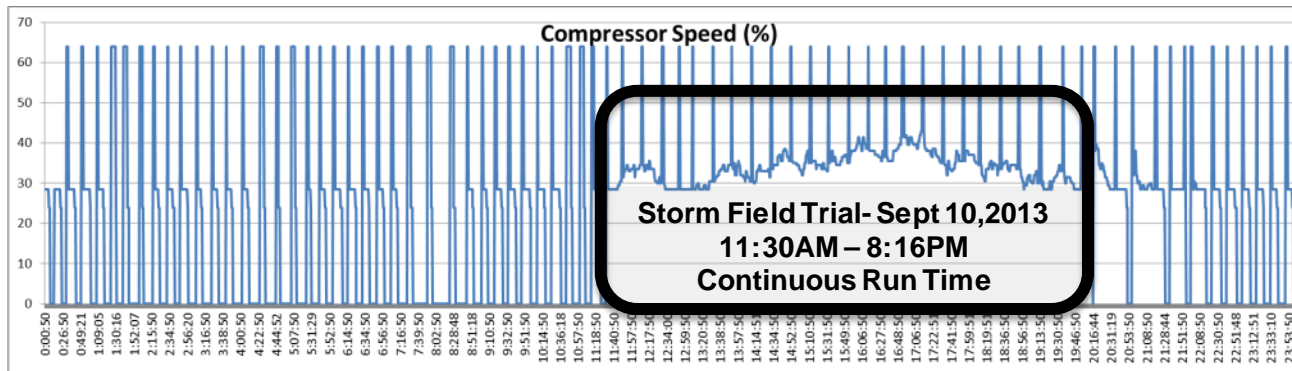
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The screenshot displays a control interface for an HVAC system. At the top, a 'System Status' section provides an overview of the system's current state. Below this, a table lists the settings for three zones: Golf Room, Living Room, and Bedrooms. The 'Damper Position' column for each zone is highlighted with a red box, showing values of 0%, 0%, and 80% respectively. At the bottom of the screen, there are navigation buttons for '?', 'Home', and 'Back'.

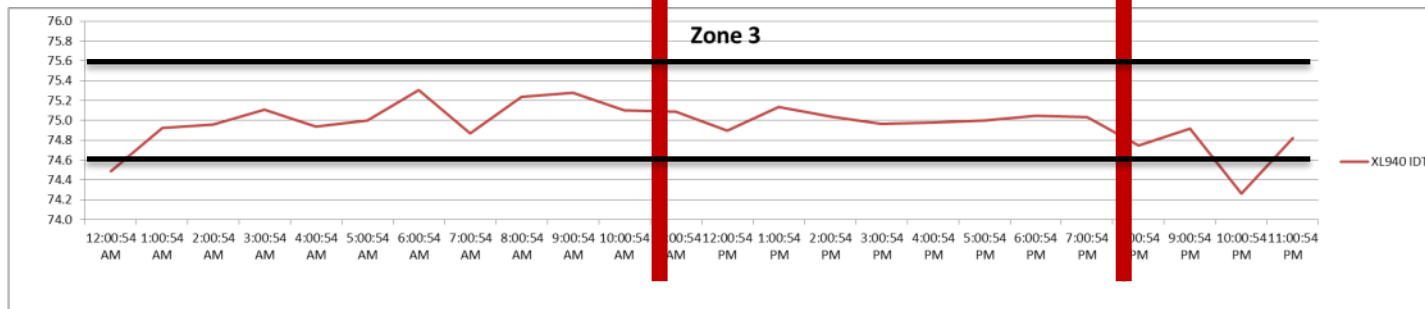
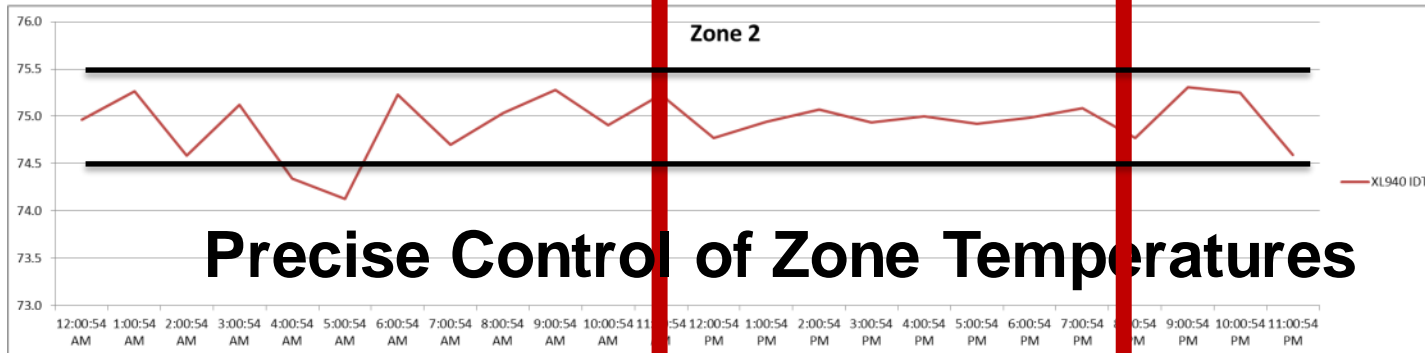
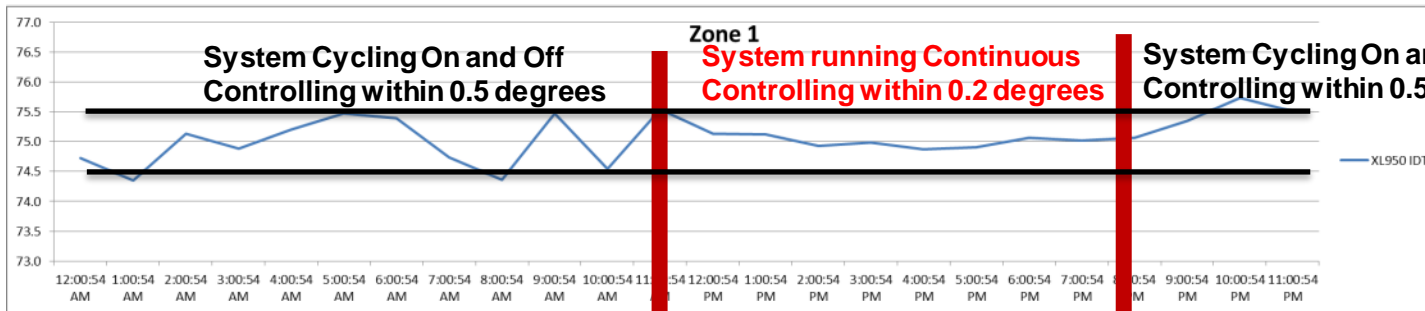
System Status	Fan Status	Air Flow	Pre Filter Status	Collection Cell Status
Cooling Stage 1	On	30%	40% 24 days left	54% 97 days left

Zone Name	Zone Mode	Fan Mode	Damper Position
Golf Room	Cooling	Auto	0%
Living Room	Cooling	Auto	0%
Bedrooms	Cooling	Auto	80%

? Home Back



**System begins to run
Continuous as the
Outdoor Temperature
increases**



AccuLink Zoning

Storm Field Trial - September 10th 2013

All Zones set for 75 Degrees Cooling



Zone 1			Zone 2			Zone 3	
Time	950		Time	940		Time	940
12:00:54 AM	74.7		12:00:54 AM	75.0		12:00:54 AM	74.5
1:00:54 AM	74.3		1:00:54 AM	75.3		1:00:54 AM	74.9
2:00:54 AM	75.1		2:00:54 AM	74.6		2:00:54 AM	75.0
3:00:54 AM	74.9		3:00:54 AM	75.1		3:00:54 AM	75.1
4:00:54 AM	75.2		4:00:54 AM	74.3		4:00:54 AM	74.9
5:00:54 AM	75.5		5:00:54 AM	74.1		5:00:54 AM	75.0
6:00:54 AM	75.4		6:00:54 AM	75.2		6:00:54 AM	75.3
7:00:54 AM	74.7		7:00:54 AM	74.7		7:00:54 AM	74.9
8:00:54 AM	74.4		8:00:54 AM	75.0		8:00:54 AM	75.2
9:00:54 AM	75.5		9:00:54 AM	75.3		9:00:54 AM	75.3
10:00:54 AM	74.5		10:00:54 AM	74.9		10:00:54 AM	75.1
11:00:54 AM	75.5		11:00:54 AM	75.2		11:00:54 AM	75.1
12:00:54 PM	75.1		12:00:54 PM	74.8		12:00:54 PM	74.9
1:00:54 PM	75.1		1:00:54 PM	74.9		1:00:54 PM	75.1
2:00:54 PM	74.9		2:00:54 PM	75.1		2:00:54 PM	75.0
3:00:54 PM	75.0		3:00:54 PM	74.9		3:00:54 PM	75.0
4:00:54 PM	74.9		4:00:54 PM	75.0		4:00:54 PM	75.0
5:00:54 PM	74.9		5:00:54 PM	74.9		5:00:54 PM	75.0
6:00:54 PM	75.1		6:00:54 PM	75.0		6:00:54 PM	75.0
7:00:54 PM	75.0		7:00:54 PM	75.1		7:00:54 PM	75.0
8:00:54 PM	75.1		8:00:54 PM	74.8		8:00:54 PM	74.8
9:00:54 PM	75.3		9:00:54 PM	75.3		9:00:54 PM	74.9
10:00:54 PM	75.7		10:00:54 PM	75.3		10:00:54 PM	74.3
11:00:54 PM	75.5		11:00:54 PM	74.6		11:00:54 PM	74.8

**Now that's
Precise
Temperature
Control!**

Platinum ZM Phase Out Plan (2 –Compressor)



**Platinum ZM
(4A7Z0/4A6Z0)**

- **The Platinum ZM AC/HP families will be phased out in 2014**
- **Last Order date will be in August for Distributors**
- **Now is the time to start selling AccuComfort Systems!**

SALES AND MARKETING MATERIALS

AccuComfort Variable Speed Launch for Non-Customer Care Dealers



Platinum ZV/XV AC / HP First Order Date: April 1st

- Improved Personal Use Program for dealer associates
- \$350 dealer rebate extended through June 30th
 - Can be used in conjunction with other programs



Platinum ZV



Platinum XV

**Are your technicians and sales
professionals ready to go?**

Variable Speed Launch Kits




American Standard
HEATING & AIR CONDITIONING

Customer Support and Literature
Ordering Center


Julie, Welcome to the New Customer Support and Literature Ordering Center.

Click the Catalog button on the navigation bar above to exploring the online store. Below you will find a list of new featured products. Always check below for the newest materials available.

New Featured Products




Split Systems: AccuComfort™ Variable Speed Systems Consumer Brochure (Sold in pkgs of 25) 10-1190-01




Brochure: AccuComfort™ Variable Speed Systems TM to Dealer (Sold in pkgs of 25) 15-4186-02

Revision in process, expected End of February



Launch Kit: AccuComfort™ Variable Speed, Dealer Version (Sold Individually, minimum of 5) 15-4189-02KIT



Quick Reference Guide, Tabbed version (2014 March) (Sold Individually) 14-1011-31

Just proceed to the new Literature Ordering Site and click on it here under "Featured Products".



To help you sell these new units, we have created a launch kit. This kit will include:

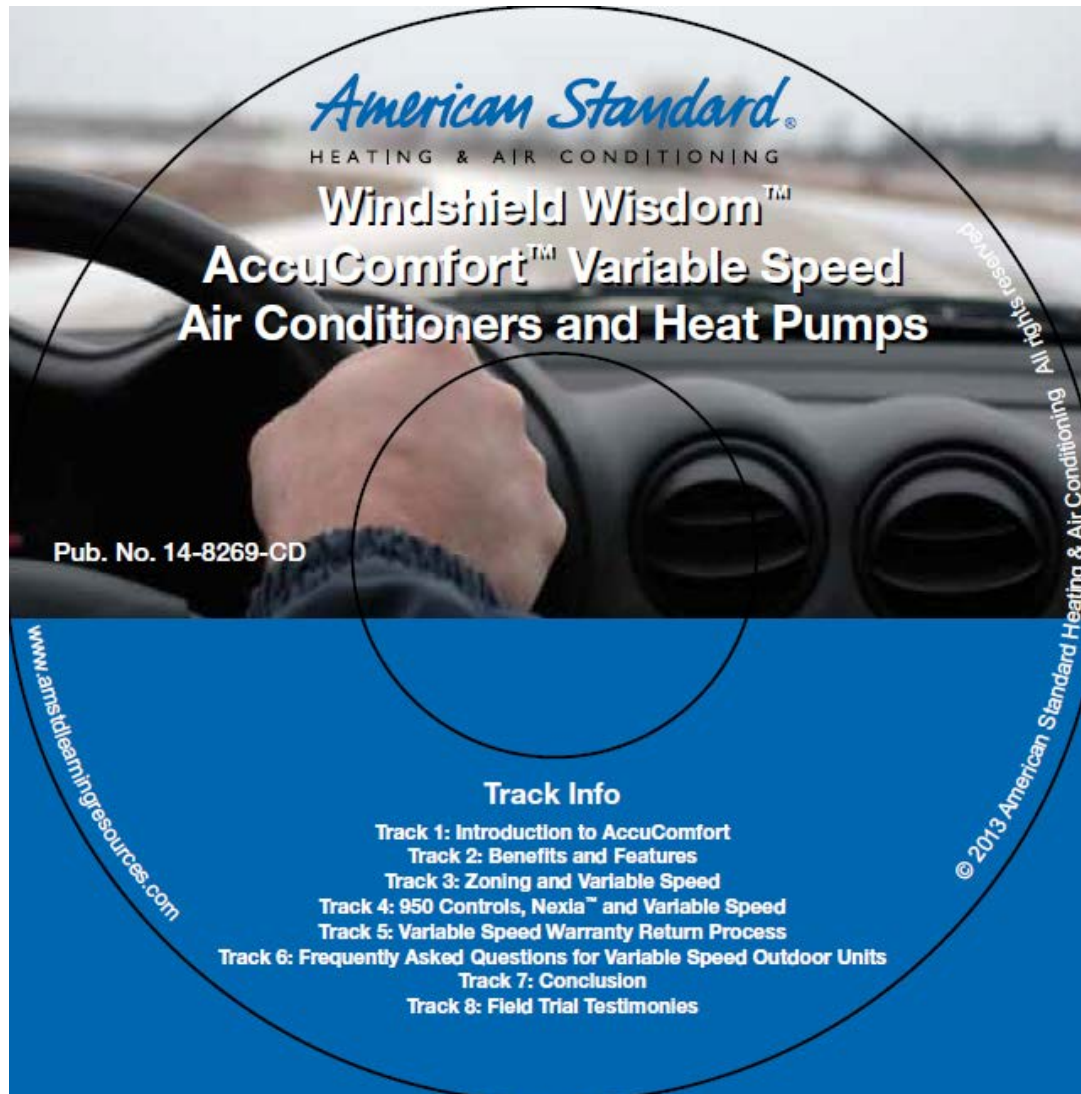
- | | |
|-----------------------------------------------------------------------|--------------------|
| • Widescreen Wisdom DVD & Windshield Wisdom audio CD | Pub No. 14-8269-01 |
| • American Standard AccuComfort Variable Speed System Dealer Brochure | Pub No. 15-4186-02 |
| • Frequently Asked Questions | Pub No. 15-4187-03 |
| • American Standard AccuComfort Consumer Brochure | Pub No. 10-1190-02 |

Additional Dealer Launch Kits are available for purchase on ASDealerNet™ using the following publication number:

- American Standard AccuComfort™ Variable Speed Kit-**DEALER** Version, Pub No. **015-4189-02KIT**

Windshield Wisdom Audio CD

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AccuComfort Variable Speed Audio and Video Sales Training Now Available for Viewing or Download



Variable Speed Outdoor Products Windshield Wisdom

Click on the files below to listen to the different tracks on Variable Speed Air Conditioners and Heat Pumps. These are audio files so they may take a few minutes to load. Make sure your volume is turned up on your computer.

- ▶ [Introduction to AccuComfort](#)
- ▶ [Benefits and Features](#)
- ▶ [Zoning and Variable Speed](#)
- ▶ [Platinum ZV Controls, Nexia and Variable Speed](#)
- ▶ [Variable Speed Warranty Return Process](#)
- ▶ [Field Trial Testimonies](#)
- ▶ [Frequently Asked Questions](#)
- ▶ [Conclusion](#)

» [PRODUCT INFO](#)

» [TECH SUPPORT](#)

» [AMSTDNET](#)

» [ADMIN CENTER](#)

WideScreen Wisdom™ And Windshield Wisdom™

[Variable Speed Outdoor Products WideScreen Wisdom](#)

[Variable Speed Outdoor Products Windshield Wisdom](#)

[Air Handlers WideScreen Wisdom](#)

AccuComfort eLearning Now Available!



Variable Speed eLearning Course

American Standard AccuComfort™ Variable Speed

Learning Resources is proud to announce the release of our newest eLearning course available on our Learning Management System: American Standard AccuComfort™ Variable Speed.

In this course, you will learn the features and benefits of the AccuComfort™ Variable Speed Outdoor Equipment as well as how to explain how variable speed works with zoning and the Platinum ZV control.

After completing this course, you will be able to:

- Describe the benefits and features of AccuComfort™ Variable Speed Outdoor Equipment
- Explain how variable speed works with zoning
- Explain how variable speed works with the Platinum ZV control and Nexia™
- Identify the steps in the variable speed warranty return process



Log in to the [American Standard Learning Management System](#) and search for *Variable Speed*.


How Do I Log In to the Learning Management System (LMS)?

Log in to [ASDealerNet™](#) and select Training Center from the left menu. To be automatically signed in to the LMS, click the American Standard LMS - Single Sign On link. Click [here](#) to download the LMS user guide.

Log in to www.amstdlearningresources.com and enter your ASDealerNet username and welcome as your password. You can update the password once you have logged in.

AccuComfort Single Page Quick Hit “Sales” Summary




HEATING & AIR CONDITIONING

---Select a Portal View---

Set As Default

Welcome *Tim Storm*

ORDER CENTER

PARTS & SUPPLIES

FINANCIAL CENTER

MARKETING CENTER

WARRANTY CENTER

TRAINING CENTER

NEXIA HOME INTELLIGENCE

PRODUCT INFO

TECH SUPPORT

AMSTDNET

ADMIN CENTER

Variable Speed Quick Hits

▶ [AccuComfort Dealer Quick Hits](#)

< back

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Quick Hits for Dealers

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Standard*

HEATING & AIR
CONDITIONING

American Standard AccuComfort™ Variable Speed Quick Hits

Use this as a tool to recap important information with your employees and customers

Key Selling Points

- ✓ AccuComfort systems operate like the cruise control in your car, continually adjusting speed/capacity to maintain your desired indoor comfort levels
- ✓ 100% capacity or speed is only required on the hottest or coldest days
- ✓ AccuComfort systems have the widest operating range available on the market
- ✓ The ability to operate at lower output capacity provides sound levels 4 dB quieter than the nearest competitor
- ✓ Moisture removal and air filtration effectiveness also improve with longer run times at reduced capacity
- ✓ Having an AccuComfort system is like having 700-750 air conditioners or heat pumps in your back yard that the 950 thermostat can choose to operate
- ✓ This provides homeowners with the quietest and most economical operation for year round comfort



1. AccuLink™ communicating control board
Maintains consistent comfort and efficiency by powering the compressor and controlling communication between all components of the system.
2. Duration™ variable speed compressor
Automatically makes constant, minute adjustments to avoid temperature swings in your home and maintain consistent comfort and optimal efficiency.
3. Compressor sound insulator
Reduce operating noise for a quieter home environment.
4. All-aluminum Spine Fin™ coil
An exclusive design makes it extremely efficient at transferring heat, and highly resistant to corrosion.
5. Durabase™ basepan
Built to resist cracks, rust and corrosion.
6. Variable-speed fan motor
Adjusts speed based on cooling and heating requirements for high efficiency and quieter operation.
7. Simplified two-wire connection
Offers easier installation, reducing the need for structural modifications.
8. Heavy-duty steel louvered panels
Protect the coil from dirt and damage while still providing substantial airflow.
9. Appliance-grade finish
Durable powder-painted louvers resist rust and corrosion, eliminate sharp edges and provide years of lasting protection.
10. SernaGuard™ rust-resistant screws
For corrosion resistance and longer life SernaGuard™ screws are Zinc-coated.



System Efficiency Rating

System	Type	Efficiency Rating
Platinum ZV	Air Conditioner	up to 21 SEER
Platinum ZV	Heat Pump	up to 20 SEER/10 HSPF
Platinum XV	Air Conditioner	up to 18 SEER
Platinum XV	Heat Pump	up to 18 SEER/10 HSPF

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*Minimum efficiency established by the Department of Energy. The majority of systems installed prior to 2010 are 10 SEER or lower. Potential energy savings may vary depending on your climate, system settings, equipment maintenance, local climate, home construction and installation of equipment and duct system.

AccuComfort Advantages

- ✓ 18 and 20 SEER AC/HP families
- ✓ 4 dB quieter than nearest competitor
- ✓ Widest operating range available
- ✓ 700-750 speeds (10 X more)
- ✓ Liquid cooled Inverter drive

What's Next

First order Date is April 1

- ✓ Are your technicians certified?
- ✓ e-Learning course completed?
- ✓ Consumer literature on hand?
- ✓ Ready to sell AccuComfort systems?

Thank You for Your Time and Happy Selling in 2014!

AccuComfort™ Variable Speed Systems



PRECISE COMFORT,
QUIETEST EFFICIENCY.