

Residential Unitary Update

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SENIOR PRODUCT MANAGER, HVAC DISTRIBUTORS



Overview

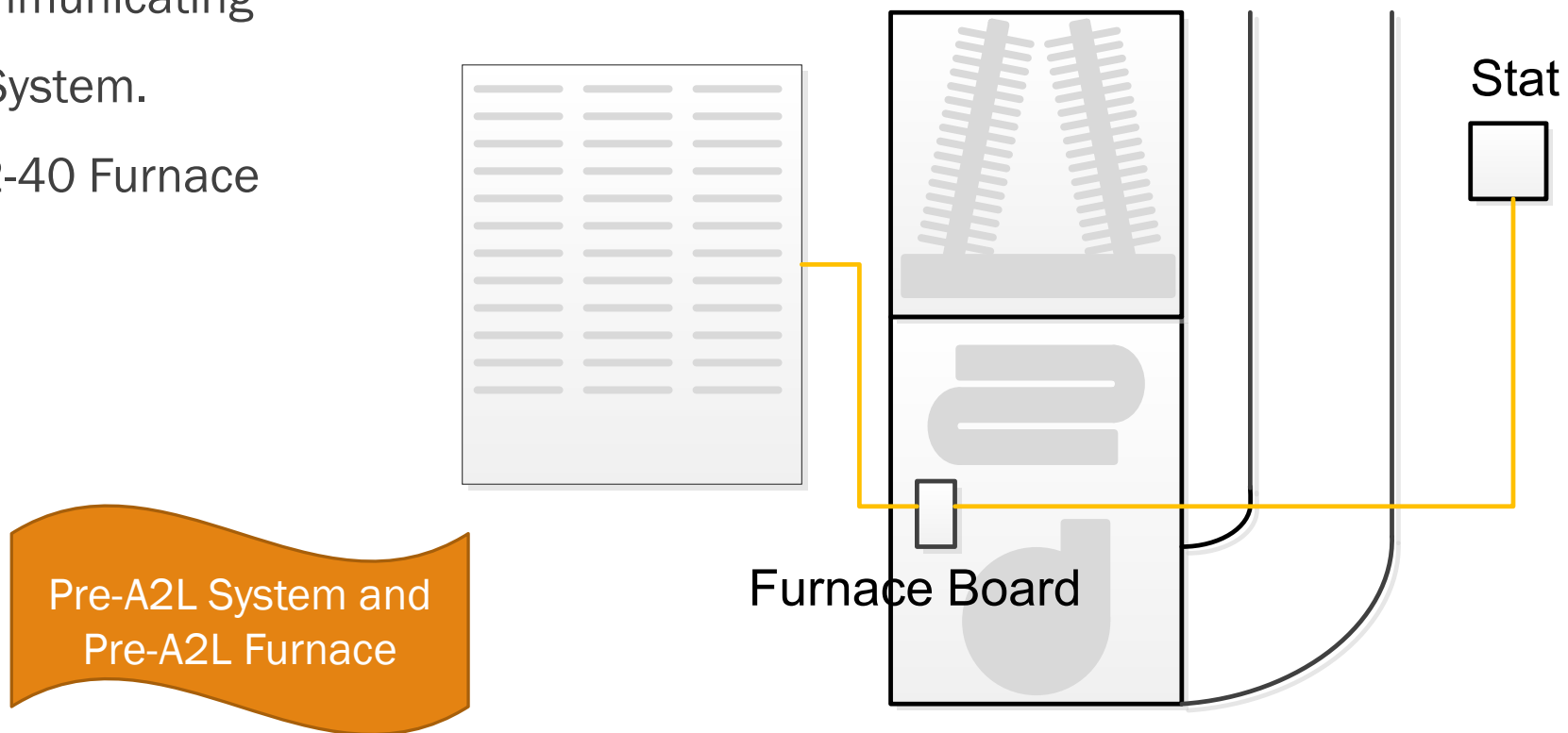
- Effect of A2Ls on installations
- Product change detail
- Effect of R32s on servicing
- Effect of R32s on ordering equipment
- Takeaways for using changes to maximize sales

Effect of A2L's On Installations

Non-Communicating

R410A System.

Non UL2-40 Furnace



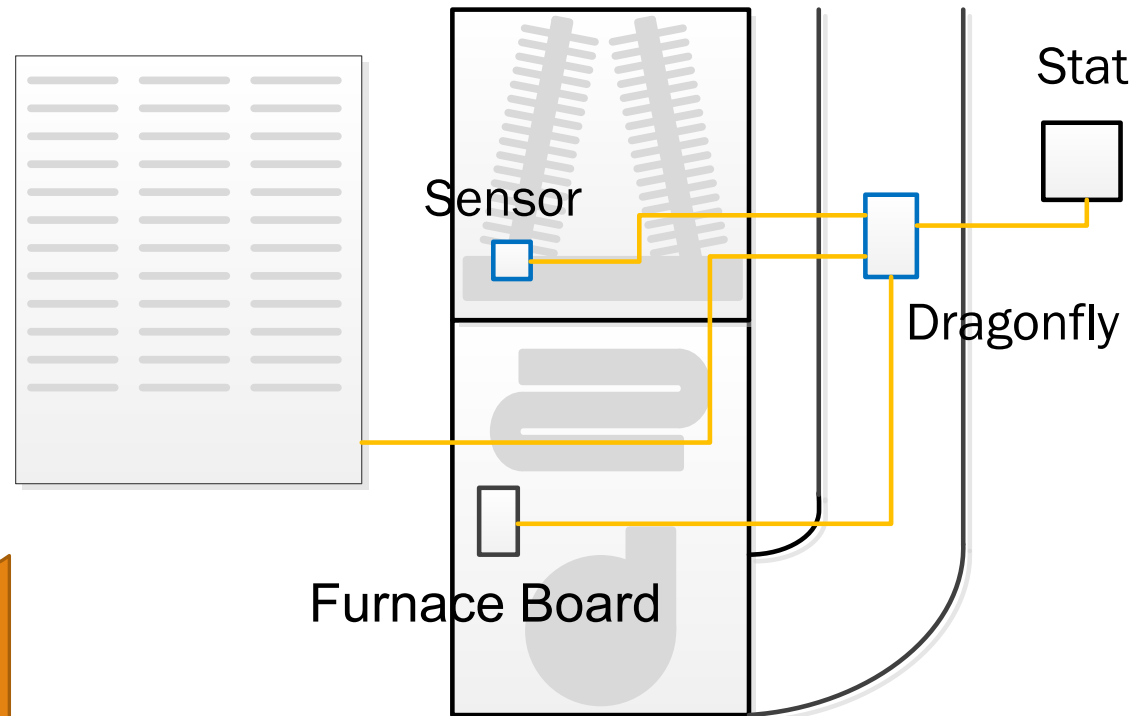
Effect of A2L's On Installations

Non-Communicating System.

A2L System.

Non UL2-40 Furnace

A2L System and
Pre-A2L Furnace



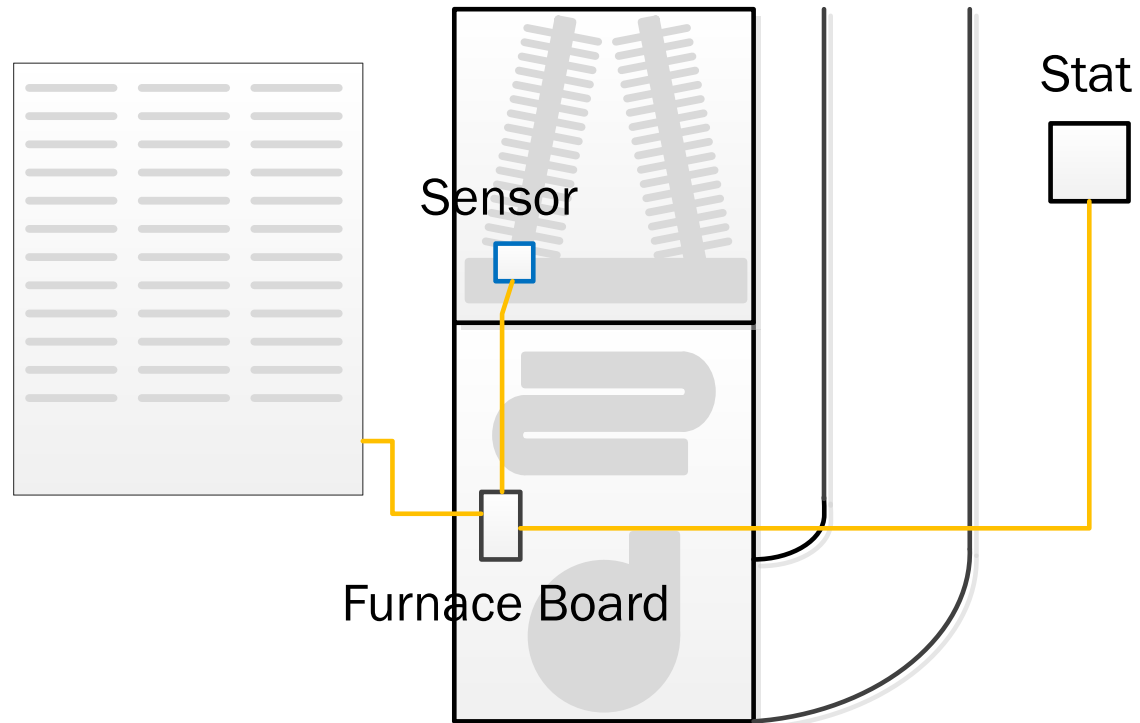
Effect of A2L's On Installations

Non-Communicating

R32 System

UL2-40 Furnace

A2L System and
A2L Furnace



Detail – “13” SEER2

Same mix.

Smaller physical size.

Same SEER2 ratings

ALSX3B still has

- Sound Blanket
- Scroll Compressor



	Cap.	Footprint Reduction	Volume Reduction
ASXN3 to ALXS3N	1.5	---	-2%
	2	---	15%
	2.5	20%	20%
	3	46%	51%
	3.5	33%	40%
	4	33%	33%
ASXH3 To ALXS3B	5	---	-8%
	1.5	---	-2%
	2	---	15%
	2.5	20%	20%
	3	20%	20%
	3.5	---	9%
	4	33%	26%
5	---	---	

	R410A	R32
Standard	ASXN3	ALXS3N
Enhanced	ASXH3	ALXS3B
	R410A	R32
Standard	GSXN3	GLXS3B



Detail – “14” SEER2 Cooling Only

Same mix

Smaller physical size

Same performance

ALXS4B keeps:

- Scroll Compressor
- Sound Blanket



	Cap.	Footprint Reduction	Volume Reduction
ASXN4 to ALXS4N	1.5	---	---
	2	---	17%
	2.5	---	19%
	3	33%	26%
	3.5	---	9%
	4	---	9%
ASXH4 To ALXS4B	5	---	-8%
	1.5	---	17%
	2	20%	18%
	2.5	33%	40%
	3	33%	33%
	3.5	---	2%
	4	---	2%
	5	---	5%

	R410A	R32
Standard	ASXN4	ALXS4N
Enhanced	ASXH4	ALXS4B
	R410A	R32
Standard	GSXN4	GLXS4B



Detail – “14” SEER2 Heat Pump

Same mix

Same size

ALZS4B keeps:

- Scroll Compressor
- Sound Blanket



	R410A	R32
Standard	ASZN4	ALZS4N
Enhanced	ASZH4	ALZS4B
	R410A	R32
Standard	GSZB4	GLZS4B

R32

N



Detail – “15” SEER2 AC/HP

Same mix

Still cube design

Same footprint, same volume

Same Lifetime Unit Replacement Warranty (Amana)



	R410A	R32
Cooling Only	ASXH5	ALXS5B
Heat Pump	ASZH5	ALZS5B

	R410A	R32
Cooling Only	GSXH5	GLXS5B
Heat Pump	GSZH5	GLZS5B

R32

N



Detail – “15” SEER2 AC/HP

Same mix

Still cube design

Same footprint, same volume

Same Lifetime Unit Replacement Warranty (Amana)



Cap.	ASXH5	ALXS5B
1.5	No	Yes - All
2	No	No
2.5	No	Yes - All
3	No	Yes - All
3.5	No	No
4	No	No
5	No	No

Cap.	ASZH5	ALZS5B
1.5	Yes – South	Yes – South
2	No	Yes – South
2.5	Yes – South	Yes – South
3	Yes – South	Yes – South
3.5	Yes – South	Yes – South
4	Yes – South	Yes – South
5	Yes – South	Yes - All

	R410A	R32
Cooling Only	ASXH5	ALXS5B
Heat Pump	ASZH5	ALZS5B

	R410A	R32
Cooling Only	GSXH5	GLXS5B
Heat Pump	GSZH5	GLZS5B



R32

S





Detail – S and SD Series

Still S-Series (Goodman SD-Series)

Still Side Discharge

Still 4-S

Enhanced heat pump split into new model series

NEW Heat Pump horizontal applications added with:

- Furnaces
- Modular Blower



	R410A	R32
Cooling-Only	ASXS6	AXV6S
Heat Pump	ASZS6	AZV6S

	R410A	R32
Cooling-Only	GSXS6	GXV6S
Heat Pump	ASZS6	AZV6S

SLIM

SMART

SOUND

SAVINGS

R32



Detail – S-Series “Enhanced”



Still S-Series

Still Side Discharge

Still 4-S

Enhanced Series now new Model Series

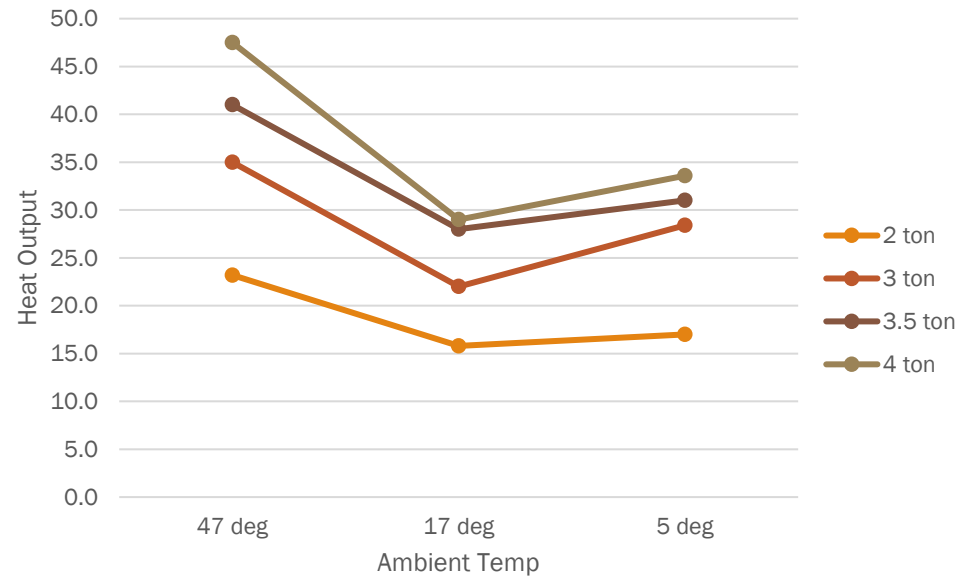
Cold Climate Performance

Horizontal Heat Pump application added with:

- Furnaces
- Modular Blower



	R410A	R32
Heat Pump	ASZS6-E	AZV7S



Detail – “17” SEER2

Still Top Discharge

Still communicating

Performance, Eligibility TBD



	R410A	R32
Cooling-Only	ASXC7	ALXT7C
Heat Pump	ASZC7	ALZT7C

	R410A	R32
Cooling-Only	GSXC7	GLXT7C
Heat Pump	GSZC7	GLZT7C

R32

Detail – “19” SEER2

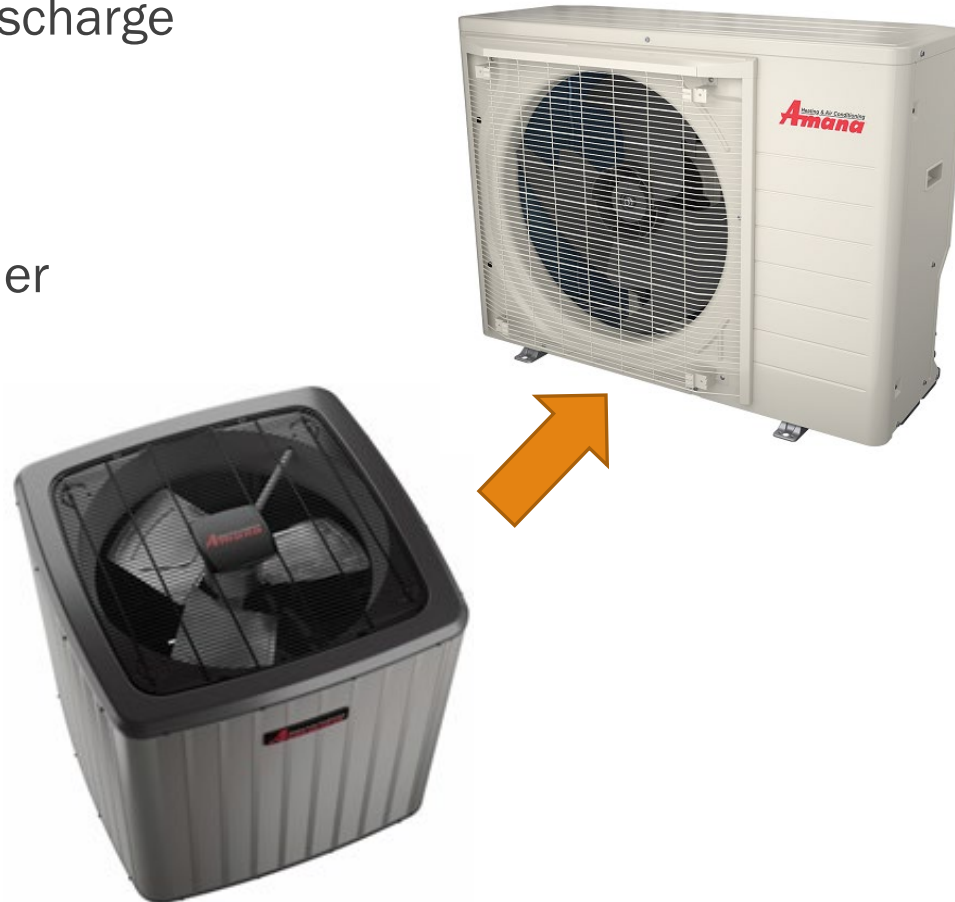
Changing to Side Discharge

- Smaller footprint

Communicating

Dedicated Air Handler

Spring 2025



	R410A	R32
Cooling-Only	ASXV9	AXV9S
Heat Pump	ASZV9	AZV9S
	R410A	R32
Cooling-Only	GSXV9	GXV9S
Heat Pump	GSZV9	GZV9S

R32

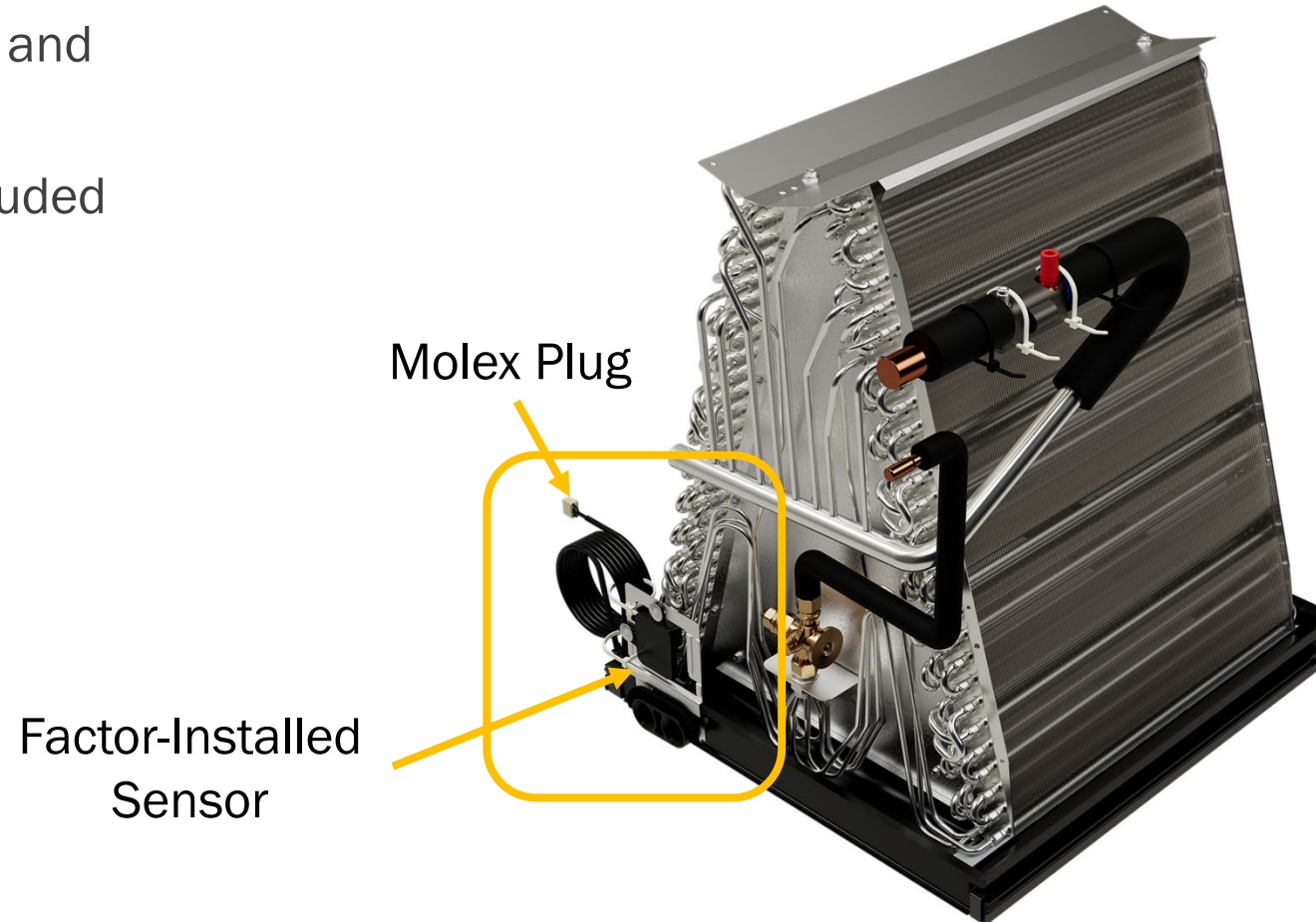


Coil Change

Leak Sensor included and factory-installed.

Connection Cable included and factory-installed

Molex plug



Detail on Furnaces

Mitigation built into furnace control board.

UL Standard 602335 2-40 (aka “UL2-40”) spells out the mitigation requirements.

Non UL2-40 furnaces can have mitigation added via Dragonfly kit.

UL2-40 furnaces have mitigation built into control boards.

Type	Amana	Goodman
Modulating Var Spd 97%	AMVM97→ARVM97	GMVM97→GRVM97
2-Stage Var Spd 96%	AMVC96→ARVT96	GMVC96→GRVT96
2-Stage Multi-Spd 96%	AM9C96→AR9T96	GM9C96→GR9T96
1-Stage Multi-Spd 96%	AM9S96→AR9S96	GM9S96→GR9S96
1-Stage Multi-Spd 92%	AM9S92→AR9S92	GM9S92→GR9S92
2-Stage Var Spd 80%	AMVC80→ARVT80	GMVC80→GRVT80
2-Stage Multi-Spd 80%	AM9C80→AR9T80	GM9C80→GR9T80
1-Stage Multi-Spd 80%	AM9S80→AR9S80	GM9S80→GR9S80

80% Furnace Intake Vent Upgrade

Noise Reduction measure

No Dimensional Change

No Exhaust Vent Change



Intake Vent on Front
One Sight Glass



Intake Vent on Top
Two Sight Glasses

Condensing Furnace Drain Improvement

Redesigned
boot



Multi-Speed 96% Furnace Rerating

AM9S96 and GM9S96 re-rated from 96% AFUE to 97% AFUE

Makes it eligible for federal tax credit.

**AMVC96 would be an end user upsell to the AMVM97

AMVM97



GMVM97



AMVC96

GMVC96

AM9C96

GM9C96

AM9S96



GM9S96



AM9S92

GM9S92

Control Strategy

Two Paths:

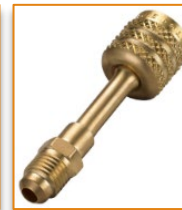
- Communicating (ClimateTalk)
- Non-Communicating (ComfortBridge)

Cooling-Only		Heat Pumps	
Non-Communicating (ComfortBridge)	Communicating (ClimateTalk)	Non-Communicating (ComfortBridge)	Communicating (ClimateTalk)
ALXS3N	AXV6S	ALZS4N	AZV6S
ALXS3B	ALXT7C	ALZS4B	AZV7S
ALXS4N	AXV9S	ALZS5B	ALZT7C
ALXS4B			AZV9S
ALXS5B			

Tools for A2L's

A2L - Specific Tools

- Vacuum Pump
- Leak Detector
- Recovery Machine
- Manifold/Gauges
- Hoses/Adaptors



Effect of R32 On Ordering

Look out for refrigerant notations in Web Order Entry / Mobile Sales

Coils and Air Handlers especially at risk of mis-ordering.



CAPTA2422B4 ****R410A****
INDOOR CASED COIL W/TXV
UPFLOW / DOWNFLOW 17-
1/2"W X 21"D X 22"H



CAPTA2422B3 ****R32****
INDOOR CASED COIL W/TXV
UPFLOW / DOWNFLOW 17-
1/2"W X 21"D X 22"H

Takeaways for using product changes to maximize sales.

Use federal tax credit where possible.

- Eligible heat pump systems are more common.
- Eligible cooling-only systems are more common.

Take advantage of factory rebates when they come up.

Utilize Financing!

If you have a product strategy for your offerings that's working, keep it and tweak it.

