



#MDMFullSteamAhead

BRYANT PROGRAMS & MARKETING TOOLS

KATHRYN MISLOW | BRYANT CHANNEL MANAGER

March 1, 2024



AGENDA

- Wells Fargo Financing
- Bryant Red Shield
- Bryant FLEX
- 2024 FAD Updates
- Personal Use Program
- 120th Anniversary of Bryant
- Bryant Ad Kit
- Bryant Social Crew

WELLS FARGO FINANCING





FAD DEALERS

Factory funded buy-down of Wells Fargo standard FAD rates – several at no cost to the dealer!



NEW DEALERS

5% rebate on plans financed in first year.

No financing through Wells Fargo in rolling 12 months, or < \$10,000 financing over rolling 12 months.



STANDARD

Available to all Bryant dealers.

WELLS FARGO

New, lower rates now available:
March 1 – August 31

EcoHome Financing will continue

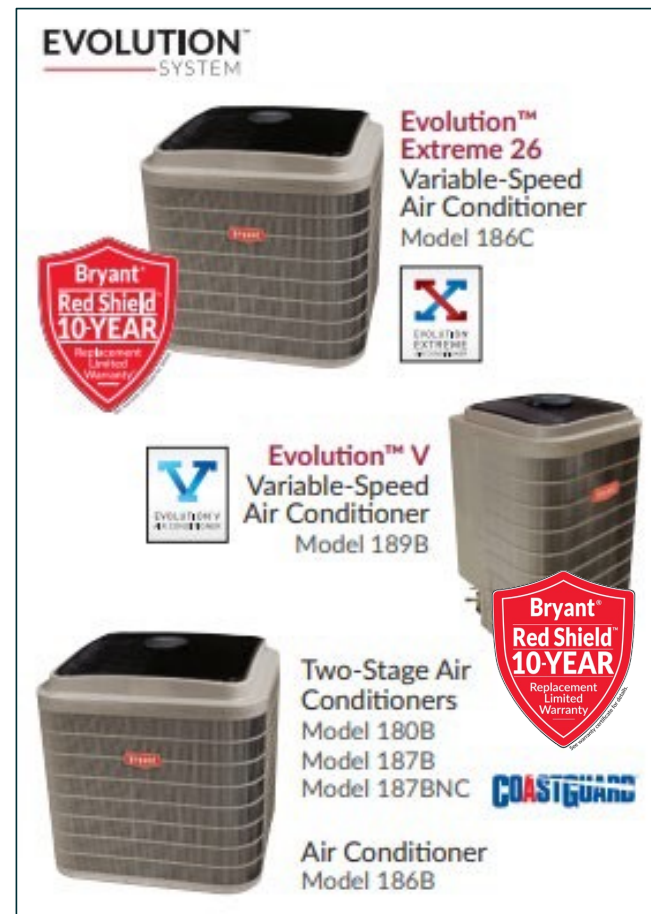
Next effective rates: September 1

Visit [HVACpartners](#) to learn more

BRYANT RED SHIELD



OVERVIEW



Unit Replacement Warranty included with Evolution products

- Evolution Air Conditioner: 186C, 189B
- Evolution Heat Pump: 284A, 288B
- Evolution Fan Coil: FE4
- Evolution Furnaces: 987M, 986T, 880T/881T

CONSUMER FACING LITERATURE

OVERVIEW & CLAIM PROCESSING GUIDES

MINI POSTER & PRODUCT BROCHURES



BRYANT RED SHIELD 10-YEAR REPLACEMENT WARRANTY

COMFORT YOU CAN COUNT ON



As you consider a new Bryant home comfort system, we are confident you will comfort thanks to over a century of Bryant delivering efficient and reliable home indoor air quality products. For even greater confidence and peace of mind, Bryant Red Shield 10-Year Unit Replacement Warranty on select products. With major investment, there's no better gauge of quality.

What is the Bryant Red Shield Warranty?

The Bryant Red Shield is a 10-year unit replacement limited warranty that is available only to the original purchaser of the unit. This special warranty is not transferable to subsequent owners of the home. If, at any time below full due to defect during the applicable unit replacement limited warranty time period, a comparable Bryant unit will be provided. This unit replacement warranty is in addition to the standard product warranty cards for full details.

Does the Bryant Red Shield Warranty override the standard Bryant parts warranty?

No. On the products listed below, you will receive 10 full years of parts limited warranty coverage. On all other Bryant products, you will receive the standard Bryant parts warranty. Two great warranties delivering double the peace of mind to help you protect your investment.

How do you register for the Bryant Red Shield warranty?

As with the parts warranty, the unit must be registered within 90 days of installation on bryant.com. Your installing contractor to ensure timely registration. The unit replacement warranty will default to the standard Bryant parts warranty if registration is not completed within 90 days of installation.

Is the Bryant Red Shield warranty transferable to a new homeowner if the house is sold?

No. The unit replacement limited warranty applies only if the claimant is the original purchaser of the unit and installation date will be required.

What products are eligible for the Bryant Red Shield Warranty?

Air Conditioners	 Model 284A – Evolution® Extreme 24 Variable-Speed – Up to 24.0 SEER Model 288B – Evolution Variable-Speed – Up to 19.0 SEER
Heat Pumps	 Model 987M – Evolution 98 Variable-Speed – Up to 98.3% AFUE Model 986T – Evolution 96 Variable-Speed – Up to 96.7% AFUE
90% Gas Furnaces	 Model 987M – Evolution 98 Variable-Speed – Up to 98.3% AFUE Model 986T – Evolution 96 Variable-Speed – Up to 96.7% AFUE
80% Gas Furnaces	 Model 880T – Evolution 80 Variable-Speed – Up to 80% AFUE Model 881T – Evolution 80 Variable-Speed Low NOx – Up to 80% AFUE
Fan Coil	 Model FE4 – Evolution System Fan Coil

When you choose reliable Bryant products for your home heating and cooling needs, you don't just get industry-leading products – you also get dependable warranty coverage to protect your family's investment.

Visit Bryant.com for full warranty information.



A Carrier Company

For further information, please contact:
Bryant.com

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01-8110-1708-01 7/2022

The logo is a red shield with a white border. Inside the shield, the text "Bryant" is at the top, "Red Shield" is in the middle, and "10-YEAR" is at the bottom in large, bold letters. Below "10-YEAR", it says "Replacement Limited Warranty". To the right of the shield, the text "BRYANT RED SHIELD" is in large, bold, black letters, followed by "UNIT REPLACEMENT WARRANTY" in smaller, bold, black letters.



THE 2023 BRYANT FAMILY OF INDOOR COMFORT AND AIR QUALITY

Air Conditioners

EVOLUTION[™] SYSTEM



Evolution[™] Extreme 24 Variable-Speed Air Conditioner
Model 189C






Evolution[™] V Variable-Speed Air Conditioner
Model 189B




PREFERRED[™] SYSTEM



Two-Stage Air Conditioner
Model 1277*



Air Conditioners
Model 1268
Model 126C
Model 1265*

LEGACY[™] SYSTEM



Air Conditioners
Model 116B
Model 116A
Model 113A



Air Conditioners
Model 1105A
Model 1155*
Model 1245





Horizontal Discharge Air Conditioner
Model 3155*

EVOLUTION[™] SYSTEM



Evolution[™] Extreme 24 Variable-Speed Heat Pump
Model 286A






Evolution[™] V Variable-Speed Heat Pump
Model 286B




*2023-compliant model




Control and Smart Sense with occupancy

Benefits of an EVOLUTION[™] SYSTEM

Maximize winter energy bill savings
Up to 98.3% Annual Fuel Utilization Efficiency (AFUE). AFUE is a measure of how efficient your furnace is at converting the energy in fuel to heat.

Maintain consistent comfort
System automatically adjusts to conditions, reducing temperature and humidity fluctuations.

Easy-to-use Control
Manage your entire home's comfort with full-color touch screen, mobile app¹ or voice commands.²

Customizable
Tailor your system to your lifestyle with occupancy sensing, zoning and remote-access technology.

Monitor system health
Receive reminders for filter changes and tune-ups. Your system can also automatically alert your dealer if it needs service.

Rest easy with a long warranty
Most parts and lifetime heat exchanger limited warranty when registered on time.³ In addition, Model 987M offers the Red Shield[™] 10-year unit replacement limited warranty (heat exchanger only) upon timely registration.³

WEBSITE

The Bryant consumer website features Red Shield callouts on applicable product pages and is highlighted on the warranty landing page.

Evolution™ System Air Conditioners

Bryant® Evolution System air conditioners offer our highest quality efficiency and performance available. These models can be controlled from almost anywhere with the Evolution™ Connex® control. Enjoy consistent comfort, even on extreme days.

UP TO \$600 IN REBATES



Compare ☐

EVOLUTION™ EXTREME 26 VARIABLE-SPEED AIR CONDITIONER
186CNV

COOLING EFFICIENCY: up to 26 SEER
COMPRESSOR TYPE: Variable-Speed
SOUND RATING (DECIBELS): as low as 51

[FIND A DEALER](#) [Details](#)



Compare ☐

EVOLUTION™ VARIABLE-SPEED AIR CONDITIONER
189BNV

COOLING EFFICIENCY: up to 19 SEER
COMPRESSOR TYPE: Variable-Speed
SOUND RATING (DECIBELS): as low as 56

★★★★☆ (184)

[FIND A DEALER](#) [Details](#)

NEED HELP WITH YOUR WARRANTY?

We can help you with all your Warranty needs. Please click on one of the links below to find out more.

[Lookup My Warranty Record >](#) [Register My Product >](#)

[Find a Dealer >](#)





BRYANT RED SHIELD WARRANTY

Select Evolution™ System products come with the 10-year Bryant Red Shield Unit Replacement Limited Warranty. Should a major component like the compressor, evaporator coil or heat exchange fail due to defect during this applicable time-period, a one-time replacement with a comparable Bryant unit will be provided. See product warranty card for full details.

BRYANT FLEX



INCENTIVIZE

WARRANTY

REBATES

INCENTIVIZE SALES TEAM

Bryant provides rebates on select equipment sales directly to dealers!

Offer a SPIFF on Evolution equipment or IAQ products for your sales team.

OFFER A LABOR WARRANTY

Dealers have FLEX-ibility to use rebates to help drive leads and close sales at the kitchen table!

Offset cost of labor warranty to ensure labor is covered for you and the homeowner.

CONSUMER REBATES

Offer an instant rebate to the consumer and get reimbursed through Bryant FLEX.



2024 Dates:

Spring: March 4 – May 31

Fall: Sept. 9 – Nov. 15

45 days from date of sale to make
a claim

WELLS
FARGO

Close the deal and increase sales!

Get your customer approved for financing with Wells Fargo.

BRYANT RED
SHIELD

Offer additional peace of mind to your customers when they purchase select products.

BRYANT
FLEX

Get Bryant FLEX rebates from the factory paid directly to you!

REBATES

Check for homeowner rebates from Federal and State governments as well as local utilities.

2024 FAD UPDATES



METRICS

SOCIAL CREW

MINIMUM SCORE

CHANGES

- RC Parts now regular metric
- Purchase Growth was 14%, now 12%
- NEW Bonus Metrics: 2 points
 - Dispatch Engagement
 - Connected Portal Runtime Reports & Ecobee Pin Linking

NEW DATES

- 24 posts needed
- 1 point: Share 12 posts Jan. 1 – May 31
- 1 point: Share 12 posts June 1 – Oct. 31
- 2 points awarded if both complete

INCREASED

- Was 27, now 29 points needed to win

TRAINING DEADLINE

COURSES

AWARD ELIGIBILITY

DUE: DEC. 15

- Hours completed after will not carry over to 2025 or count for 2024
- Failure to complete BY Dec. 15 will result in FAD removal

NEW COURSE

- Connected Portal Overview course changed to A2L series on training metric
- Don't have to complete A2L courses to earn training points

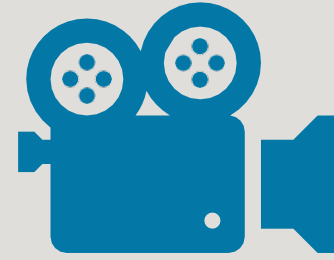
WHAT'S NEW

- Dealer must be in good standing with distributor to win award
- Must be FAD on 1/1/2024 to be eligible to win award



BFAD AD KIT

- 10 BFAD-specific evergreen social posts
- Three :30 BFAD consumer videos for social media



HIGHLIGHTING FADs

- Highlighting BFADs in factory eComms
- FAD testimonial video series coming soon



WEBSITE

- “About our Dealers” moved to standalone tab on Bryant.com

PERSONAL USE PROGRAM



PERSONAL USE PROGRAM

- Allows dealer employees to purchase Evolution® equipment at reduced prices for their personal residence.
 - Entry and mid-tier product available for a limited time!
- Dealers can install R-454B equipment in their home, training area or office starting in 2024!



120th ANNIVERSARY OF BRYANT



- Benefiting Feeding America
- Execute between March – July 2024
- Give back product, time and money to the community (pick one or all)
 - Bryant donated \$50K
- 50% co-op (equipment only, up to \$10K)
- A simple one-stop shop Playbook with contact info, what and how to participate, templates, and PR and social media kit available now
 - Video and eCommunication sent to BFADs on Feb. 23



SOCIAL MEDIA

- 12-week social media campaign showcasing the 'coolest' Bryant items in your collection
 - Email your TM, RSM and me (Kathryn.Mislow@carrier.com) to be featured
- Bryant Social Crew post available today

BRYANT AD KIT



BRYANT AD KIT OVERVIEW

- FREE
- Ready to download
- Pre-approved marketing and advertising materials
 - Brand guidelines
 - Logos
 - Photos
 - Videos
 - :15/:30 Radio and TV spots
 - Social media posts
 - Marketing & PR strategies

MARKETING RESOURCES

- 15+ TV ads
- 10 radio scripts
- 6 billboard templates
- 6 videos
- Print ads / Direct mail
 - Air purifiers
 - ecobee smart thermostats
 - Heating
 - 'Cooling
 - Service
 - Healthy homes
- Bryant FLEX materials
- Evolution materials
- True Heroes program
- IntelliSense Technology
- Technician recruitment
 - Brochures
 - Logos
 - PowerPoint
 - Email and radio
 - Poster
 - Leave behind
 - Social

EXAMPLES

Photography

Ductless & VRF



Lifestyle



Dealer Installation



Dealers



Products



Marketing Materials

Television



Radio



Billboards



Videos



Flyers



BRYANT SOCIAL CREW



WHAT CONTENT IS SHARED?

HERE'S WHAT YOU'LL BE SHARING:



Call Your Bryant Dealer to Stay Warm this Winter
30 days into winter and temperatures have dropped! Schedule a tune up to ensure your HVAC system is performing at its best. #BryantPromo

SHARE NOW →

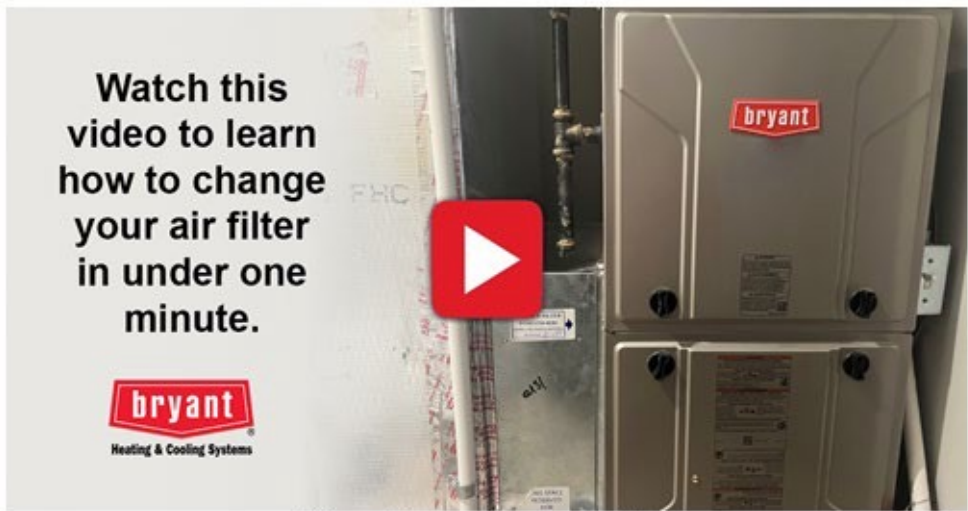
HERE'S WHAT YOU'LL BE SHARING:



Get Greater Control of Your Home Comfort
Learn how Bryant's Ductless solutions can help you transform your hard to heat and cool spaces. #BryantPromo

SHARE NOW →

HERE'S WHAT YOU'LL BE SHARING:



New Year, Fresh Air
Watch this video to learn how to change your HVAC system air filter in under one minute. #BryantPromo

SHARE NOW →



#MDMFullSteamAhead



BRYANT PRODUCT UPDATES

MIKE HERRINGTON – BRYANT BRAND MANAGER

March 1, 2024





Puron

ADVANCE™

A new refrigerant for a better future

OUTDOOR LINEUP



EVOLUTION[™]
— SYSTEM

PREFERRED[™]
— SERIES

LEGACY[™]
— LINE



Puron Advance™ Outdoor Nomenclature – AC / HP

Bryant Puron Advance™ Air Conditioner Nomenclature

	1	2	3	4	5	6	7	8 - 9	10	11	12
Title	Airflow Type	Refrigerant Type/Tier	Efficiency	Design Type	Major Series	Voltage	Open	Nominal Cooling Capacity	Feature	Special Feature	Region
Product #/Letter	1	4	7	T	A	N	0	18	0	0	W
Descriptions	1 = Vertical Discharge AC 3 = Horizontal Discharge AC	3 = Puron Advance™ Legacy™ 4 = Puron Advance™ Preferred™ 9 = Puron Advance™ Evolution™	4 = North Compliant 5 = Southwest Compliant 6 = 16.0 SEER2 7 = 17.0 SEER2 8 = 18.0 SEER2 0 = 20.0 SEER2 1 = 21.0 SEER2 2 = 22.0 SEER2 3 = 23.0 SEER2	S = Single Stage T = Two Stage V = Variable Speed	A - Z	N = 208-230-1 or 208/230-1 P = 208-230-3 or 208/230-3 E = 460-3	0	18 = 1.5 tons 24/25 = 2 tons 30 = 2.5 tons 36/37 = 3 tons 42/43 = 3.5 tons 48/49 = 4 tons 60/61 = 5 tons	0 = Standard C = Coastal	0 = Standard	E = Std SE N = Std North W = Std SW

Bryant Puron Advance™ Heat Pump Nomenclature

	1	2	3	4	5	6	7	8 - 9	10	11	12
Title	Airflow Type	Refrigerant Type/Tier	Efficiency	Design Type	Major Series	Voltage	Open	Nominal Cooling Capacity	Feature	Special Feature	Region
Product #/Letter	2	4	7	T	A	N	0	18	0	0	A
Descriptions	2 = Vertical Discharge HP 4 = Horizontal Discharge HP	3 = Puron Advance™ Legacy™ 4 = Puron Advance™ Preferred™ 9 = Puron Advance™ Evolution™	5 = National Compliant 6 = 16.0 SEER2 7 = 17.0 SEER2 8 = 18.0 SEER2 0 = 20.0 SEER2 1 = 21.0 SEER2 2 = 22.0 SEER2 3 = 23.0 SEER2	S = Single Stage T = Two Stage V = Variable Speed	A - Z	N = 208-230-1 or 208/230-1 P = 208-230-3 or 208/230-3 E = 460-3	0	18 = 1.5 tons 24/25 = 2 tons 30 = 2.5 tons 36/37 = 3 tons 42/43 = 3.5 tons 48/49 = 4 tons 60/61 = 5 tons	0 = Standard C = Coastal	0 = Standard	A = Std HP

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Puron Advance™ Outdoor Nomenclature – Generic

Carrier/Bryant Generic Puron Advance™ Outdoor Split Nomenclature

	1	2	3	4	5	6	7	8 - 9	10	11	12
Title	Brand	Product Type	SEER2	Design Type	Major Series	Voltage	Refrigerant	Nominal Capacity	Feature	Special Feature	Region
Product #/Letter	G	A	4	S	A	N	5	18	0	0	W
Descriptions	G = Generic	A = AC H = HP	4 = North Compliant (AC) 5 = Southwest Compliant (AC) /National Compliant (HP) 6 = 16.0 SEER2 7 = 17.0 SEER2 8 = 18.0 SEER2 0 = 20.0 SEER2 1 = 21.0 SEER2 2 = 22.0 SEER2 3 = 23.0 SEER2	S = Single Stage T = Two Stage	A - Z	N = 208-230-1 or 208/230-1 P = 208-230-3 or 208/230-3 E = 460-3	5 = Puron Advance™	18 = 1.5 tons 24/25 = 2 tons 30 = 2.5 tons 36/37 = 3 tons 42/43 = 3.5 tons 48/49 = 4 tons 60/61 = 5 tons	0 = Standard	0 = Standard	A = Std HP E = Std SE N = Std North W = Std SW

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Puron Advance™ Outdoor Nomenclature – SPP

Bryant Puron Advance™ Small Package Product Nomenclature (G Chassis)

	1 - 2 - 3 - 4	5	6	7	8 - 9	10 - 11 - 12	13	14
Title	Unit Family/Type	Voltage	Fuel & Controls	Major Series	Cooling Capacity	Heating Size	Low NOx	Minor Series
Product #/Letter	575C	C	W	B	36	---	N	A
Descriptions	575C = Packaged Year Round AC 705C = Packaged AC 605C = Packaged HP 675C = Packaged Dual Fuel 575E = Two Stage Year Round AC 605E = Two Stage HP 675E = Two Stage Dual Fuel	N = 208/230 1ph P = 208/230 3ph E = 460 3ph	X = No Gas Heat W = Natural Gas	A-Z	24 = 2 Ton 30 = 2.5 Ton 36 = 3 Ton 42 = 3.5 Ton 48 = 4 Ton 60 = 5 Ton	--- = No Gas Heat 040 = 40k BTU 060 = 60k BTU 090 = 90k BTU 115 = 115k BTU 130 = 130k BTU	- = Standard NOx N = Low NOx U = Ultra Low NOx	A-Z

Bryant Puron Advance™ Small Package Product Nomenclature (MH Chassis)

	1 - 2 - 3 - 4	5	6	7 - 8 - 9	10 - 11 - 12
Title	Unit Family/Type	Voltage	Major Series	Cooling Capacity	Heating Size
Product #/Letter	PA5Z	N	B	024	000
Descriptions	PA5Z = Dedicated Horizontal AC PH5Z = Dedicated Horizontal HP	N = 208/230 1ph	A-Z	024 = 2 Ton 030 = 2.5 Ton 036 = 3 Ton 042 = 3.5 Ton 048 = 4 Ton 060 = 5 Ton	000 = No Gas Heat

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- Extensive coverage
- Limited coverage
- Minimal coverage

Puron Advance™ AC Lineup Changes

EVOLUTION™
SYSTEM

PREFERRED™
SERIES

LEGACY™
LINE

Builder

Puron™ Lineup

Model Family	Stages
186CNV	VS
189BNV	5
127T(A/B)	2
126S	1
115S	1
114S	1
GA7TAN4	2
GA5SAN4	1
GA4SAN4	1



Puron Advance™ Lineup

Model Family	Region	Stages	25C	First Ship
Use 292VAN Heat Pump				
191VAN	All	VS	●	Nov '24
147T	All	2	●	Mar '25
146S	All	1	●	Sept '24
135S	All	1	●	Sept '24
134S	N	1	●	Jan '25
GA7TAN5	All	2	●	Mar '25
GA5SAN5	All	1	●	Sept '24
GA4SAN5	N	1	●	Jan '25

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- Extensive coverage
- Limited coverage
- Minimal coverage

Puron Advance™ AC Lineup Changes – 3 Phase

LEGACY™
LINE
Builder

Puron™ Lineup

Model Family	Stages
113A	1
BA16(P,E)	1



Puron Advance™ Lineup

Model Family	Region	Stages	25C	First Ship
Use GA4SAN5 Series				
GA4SAN5	All	1	●	Oct '25

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- Extensive coverage
- Limited coverage
- Minimal coverage

Puron Advance™ Heat Pump Lineup Changes

EVOLUTION™
SYSTEM

PREFERRED™
SERIES

LEGACY™
LINE

Builder

Puron™ Lineup

Model Family	Stages
284ANV	VS
288BNV	5
227T(A/B)	2
225S	1
215S	1
GH7TAN4	2
GH5SAN4	1



Puron Advance™ Lineup

Model Family	Region	Stages	*25C North	25C South	First Ship
291VAN	North RNC	VS	●	N/A	Nov '24
292VAN	All	VS	●	●	Nov '24
290VAN	North	VS	●	●	Nov '24
247TAN	All	2	●	●	Nov '24
246SAN	All	1	●	●	Apr '24
235SAN	All	1	●	●	Apr '24
GH7TAN5	All	2	●	●	Nov '24
GH5SAN5	All	1	●	●	Apr '24

NEW

*Assumes capacity maintenance requirement of 58% at 17F/47 is removed in 2025

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- Extensive coverage
- Limited coverage
- Minimal coverage

Puron Advance™ Heat Pump Lineup Changes – 3 Phase

PREFERRED™
SERIES

LEGACY™
LINE

Puron™ Lineup

Model Family	Stages
226C	1
214D	1



Puron Advance™ Lineup

Model Family	Region	Stages	*25C North	25C South	First Ship
247TAN	All	2	●	●	Apr '25
235SAN	All	1	●	●	July '24

NEW

*Assumes capacity maintenance requirement of 58% at 17F/47 is removed in 2025

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- Extensive coverage
- Limited coverage
- Minimal coverage

Puron Advance™ SPP Lineup Changes

PREFERRED™ SERIES

LEGACY™ LINE

Puron™ Lineup

Model Family	Type	Stages
577E	YAC	2
707E	PAC	2
677E	Dual Fuel	2
607E	PHP	2
577C	YAC	1
707C	PAC	1
677C	Dual Fuel	1
607C	PHP	1
PA4Z	MH AC	1
PH4Z	MH HP	1

Puron Advance™ Lineup

Model Family	Type	Stages	25C AC	*25C North HP	25C South HP	First Ship
57 <u>5</u> E	YAC	2	●			Jul '25
<i>Phasing Out</i>						
67 <u>5</u> E	Dual Fuel	2		●	●	Apr '25
60 <u>5</u> E	PHP	2		●	●	Apr '25
57 <u>5</u> C	YAC	1	●			June '24
70 <u>5</u> C	PAC	1	●			June '24
67 <u>5</u> C	Dual Fuel	1		●	●	June '24
60 <u>5</u> C	PHP	1		●	●	June '24
PA <u>5</u> Z	MH AC	1	●			Oct '24
PH <u>5</u> Z	MH HP	1		●	●	Dec '24

*Assumes capacity maintenance requirement of 58% at 17F/47 is removed in 2025

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Heating & Cooling Systems

DRIVING CHANGE



PURON ADVANCE™

INDOOR LINEUP

Puron Advance™ Furnace Coil Nomenclature

Bryant Puron Advance™ RTPF Furnace Coil Nomenclature

	1	2	3	4	5	6-7	8-9	10	11	12
Title	Component	Coil Type	Refrigerant Type	Coil Configuration	Cabinet Finish	Unit Capacity	Cabinet Width	Revision Level	Included Equipment	Variations
Product #/Letter	C	A	A	M	P	18	14	A	M	A = Blank
Descriptions	C = Evaporator Coil	A = A-Coil S = Slab Coil	A = Puron Advance	V = Vertical (Upflow/Downflow) M = Multi-Poise H = Horizontal F = MFG Housing U = Uncased	P = Painted Cased U = Uncased	18-23 = 18,000 BTUH 24-29 = 24,000 BTUH 30-35 = 30,000 BTUH 36-41 = 36,000 BTUH 42-47 = 42,000 BTUH 48-51 = 48,000 BTUH 60+ = 60,000 BTUH	12 = 11.8" 14 = 14.5" 17 = 17.5" 21 = 21" 24 = 24.5"	A = Revision	M = With Dissipation System R = Replacement	A = Blank

Bryant Puron Advance™ MCHX Furnace Coil Nomenclature

	1	2	3	4	5	6-7	8-9	10	11	12
Title	Component	Coil Type	Refrigerant Type	Coil Configuration	Cabinet Finish	Unit Capacity	Cabinet Width	Metering Device	Included Equipment	Variations
Product #/Letter	C	V	A	V	A	36	17	X	M	A = Blank
Descriptions	C = Evaporator Coil	V = V-Coil	A = Puron Advance	V = Vertical (Upflow/Downflow) M = Multi-Poise	A = Original Release B = 2nd Release Etc.	18-23 = 18,000 BTUH 24-29 = 24,000 BTUH 30-35 = 30,000 BTUH 36-41 = 36,000 BTUH 42-47 = 42,000 BTUH 48-51 = 48,000 BTUH 60+ = 60,000 BTUH	12 = 11.8" 14 = 14.5" 17 = 17.5" 21 = 21" 24 = 24.5"	X = TXV	M = Micro Channel with Dissipation System R = Replacement	A = Blank

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Puron Advance™ Fan Coil Nomenclature

Bryant Puron Advance™ Fan Coil Nomenclature											
	1	2	3	4	5	6	7	8-9	10	11	12
Title	Product	Type / Tier	Refrigerant Type	Major Series	Electrical	Cabinet Configuration	Cabinet Width	Nominal Cooling Capacity	Coil Type	Electric Heater size	
Product # / Letter	F	J	5	A	A	X	A	18	L	00	
Descriptions	F = Fan Coil	J = Legacy Series T = Preferred series E = Evolution series G = Builder Series Two Stage S = 115V Entry-tier Fan Coil	5 = Puron Advance™	A - Z	N = 208V/230V, 1ph, 60Hz A = 115V, 1ph, 60Hz	B = 2-piece, TXV X = 1-piece, TXV	A = 14" B = 17" C = 21" D = 24"	18 = 18,000 24 = 24,000 30 = 30,000 36 = 36,000 42 = 42,000	L = Aluminum	00 = No heat 05 = 5kW 08 = 8kW 10 = 10kW 15 = 15kW	

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Puron Advance™ Furnace Coil Lineup Changes

	Puron™ Lineup				Puron Advance™ Lineup			
	Model Family	Type	Compatibility		Model Family	Type	Compatibility	First Ship
N-Coils	CNPVP	N-VERT	AC/HP	➔	CNPVP will not convert to R-454B			
V-Coils	CVPVA	V-VERT	AC/HP*	➔	CV <u>A</u> VA	V-Coil Vert	AC/HP	Apr '24
	CVPMA	V-MP	AC/HP*		CV <u>A</u> MA	V-Multi-Poise	AC/HP	Apr '24
A-Coils	CAPVA	A-Uncased	AC/HP	➔	CA <u>A</u> VU	A-Uncased	AC/HP	June '24
	CAPMP	A-MP	AC/HP		CA <u>A</u> MP	A-Multi-Poise	AC/HP	Apr '24
SLAB-Coils	CSPHP	Slab Horz	AC/HP	➔	CS <u>A</u> HP	Slab Horz	AC/HP	Apr '24

* Note: V-Coil Puron does not have HP variable speed compatibility

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Puron Advance™ Fan Coil Lineup Changes

EVOLUTION™
SYSTEM

PREFERRED™
SERIES

LEGACY™
LINE

Builder-Series

MULTI-FAMILY

Puron™ Lineup

Model Family	Stages
--------------	--------

FE4B	VS
------	----

FT4B w/ IntelliSense	2
-------------------------	---

FJ4D	1
------	---

FG4	2
-----	---

Model Family	Motor & Metering Device	Stages
FMA4P	PSC / Piston	1
FMA4X	ECM / TXV	1
FM(C,U)4X	PSC / TXV	1
FM(C,U)4Z	ECM / TXV	1

Puron Advance™ Lineup

Model Family	Stages	First Ship
--------------	--------	------------

FE5B	VS	May '24
------	----	---------

FT5 w/ IntelliSense	2	May '24
------------------------	---	---------

FJ5	1	Apr '24
-----	---	---------

FG5	2	May '24
-----	---	---------

Model Family	Motor & Metering Device	Stages	First Ship
FMA5L	PSC / TXV	1	May '24
FMA5X	ECM / TXV	1	May '24
FM(C,U)5X	PSC / TXV	1	Aug '24
FM(C,U)5Z	ECM / TXV	1	Aug '24

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PREFERREDTM

SERIES

InteliSenseTM
TECHNOLOGY



AC

HP

127TB (2stg)

227TB (2stg)

147T (2stg)

247T (2stg)

146S (1stg)

246S (1stg)



Fan Coil

FT4B

FT5



80%
Furnace

82*TB
82*SB

90%
Furnace

926TC
926SB



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Puron

ADVANCE™

A new refrigerant for a better future

Launch Schedule

Bryant Phase In-Phase Out Schedule - Residential

Go to Puron Advance Launch Kit on HVAC PARTNERS to find latest
PIPO Schedule

<https://hvacpartners.com/marketing/sales-tools/marketing-launch-kits/R-454B>

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*Preliminary, subject to change

Upcoming Launches...

Q1-2024 Product Launch	Bryant Model Families
Single Stage Heat Pump - Product Bulletin released November 6 th , 2023	246S 235S GH5SAN5
Single Stage, Two Stage & VS Fan Coils - Product Bulletin released November 6 th , 2023	FE5B, FT5, FG5, FJ5
Furnace Coils (A, V, Slab) - Product Bulletin released November 6 th , 2023	CAAMP, CVAVA, CVAMA, CSAHP

*Preliminary, subject to change

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PURON ADVANCE ONLINE TRAINING

All Puron Advance™ online courses through My Learning Center earn Factory FAD and NATE credit and are eligible for 100% market funds

Currently Available

- ☑ Industry Safe Application
- ☑ Safety, Storage and Transportation
- ☑ Recovery, Evacuation and Charging
- ☑ Installation & Service
- ☑ Residential Split, Ductless & Light Commercial



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BRYANT PROGRAM UPDATES

JENNY BROWN— AFTERMARKET MARKETING MANAGER

March 1, 2024





2024 SPIFF PROGRAM

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BRYANT COMPLETE SYSTEM ONLY				
Type	Outdoor	Indoor	Control	Points Earned
Evolution Extreme	284A, 186C	987M, 986T, 880TA, FE4	Evolution CTRL	480
Evolution VS	288BNV or 189BNV	987M, 986T, 880TA, FE4	Evolution CTRL	400
Crossover Solutions	38MAQBR	FV4C	ecobee (EB-STATE)	100
	38MU	40MU	ecobee (EB-STATE)	100
Evolution Air Purifier		DGAPA		80
Bryant Humidifier/ERV/DEHUM		HUMCR, ERVCR, DEHCR		60
Bryant UV Light		UVLBB1, UVLBB2		25
BRYANT DUCTLESS SPLIT MATCH UPS				
Type	Outdoor	Indoor	Points Earned	
Evolution	38MPR	619PHA	100	
Preferred	38MAQ	619PEQ or 40MB	100	
	38MBRQ	40MB	100	
Multi-Zone	38MGRQ	2 indoor units	125	
		3 indoor units	150	
		4 Indoor units	175	
		5 or more indoor units	200 (+25 for each additional)	
Single Pase VRF	38VMH-1P	1–3 Indoor Units	150	
		4–6 Indoor Units	175	
		6 or More Indoor Units	200	
TOSHIBA SPLIT MATCH UPS				
Type	Outdoor	Indoor	Control	Points Earned
Toshiba	MCY7	1–3 Indoor Units	Wired Control	150
		4–6 Indoor Units		175
		6 or More Indoor Units		200

- Spiff program remains the same as 2023
- Program and model #s to change with new Puron Advance systems in Spring/Summer 2024

2024 INCENTIVE TRIPS

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Trip option #1 - Croatia
Travels Fall 2025
1,700,000 trip points
Cities of Zagreb and Dubrovnik



2024 INCENTIVE TRIPS

#MDMFullSteamAhead



Trip option #2 - Xcaret
Travels Spring 2025
900,000 trip points
Jungles and parks of Riviera Maya



BRYANT BRAND AWARDS



AWARD CATEGORIES FOR THIS SESSION

- Best Use of Bryant Promotions
- Evolution Leadership Awards
- Top Evolution Dealer for Each District



BEST USE OF BRYANT PROMOTIONS

- Based on overall promotional sales (rebates & financing) and ratio to residential equipment purchases.
- Top dealer for each district.



BEST USE OF BRYANT PROMOTIONS

District

Company

City, State

Gulf Coast	Family Heating & Air
North Alabama	Affordable Heating & Air, LLC
North Georgia	Gainesville Mechanical, Inc
Southeast	Pender Brothers, Inc.
Southwest	J & J Heating, Air & Plumbing

Pensacola, FL
Sylacauga, AL
Gainesville, GA
Port Royal, SC
Byron, GA



EVOLUTION LEADERSHIP AWARDS

- Based on Evolution Mix and Overall Evolution Purchases

$$\text{Evolution Mix} = \frac{\text{Evolution Purchases}}{\text{Total Res Equipment Purchases}}$$

- Top dealers from each district – multiple winners.



EVOLUTION LEADERSHIP AWARDS GULF COAST

Company

LaConsay Air & Heating
Anderson Air, LLC
White Sands Cooling & Heating
Prime HVAC
Sun Coast Energy LLC

City, State

Spanish Fort, AL
Pensacola, FL
Pensacola, FL
Dothan, AL
Robertsdale, AL



TOP EVOLUTION DEALER GULF COAST

Family Heating & Air

Pensacola, FL



EVOLUTION LEADERSHIP AWARDS NORTH ALABAMA

Company

Affordable Service
Douglas Cooling & Heating
Blevins A/C and Electric
Coolray Heating, Cooling, Plumbing & Electrical
Affordable Heating & Air, LLC
Dunn's HVAC, Plumbing, & Electrical
Ontime Service
3D Air Services, LLC

City, State

Moss Point, MS
Pelham, AL
Fort Payne, AL
Hueytown, AL
Sylacauga, AL
Anniston, AL
Hoover, AL
Alabaster, AL



TOP EVOLUTION DEALER NORTH ALABAMA

Guin Service, LLC

Enter City Here



EVOLUTION LEADERSHIP AWARDS NORTH GEORGIA

Company

Gainesville Mechanical, Inc
Green Heating & Cooling, Inc.
Travis Webb HVAC
D & D Heating & Air Conditioning, Inc
Nail Heating And Air Conditioning
Breezeway Heating & Air
D. McKeon Heating & Air Conditioning
Innovative Mechanical, LLC
Abrams Heating & Air
Andy Lewis / Hobson Heating & Air

City, State

Gainesville, GA
Canton, GA
Tiger, GA
Athens, GA
Hampton, GA
Atlanta, GA
Kennesaw, GA
Marietta, GA
Rockmart, GA
Cumming, GA



TOP EVOLUTION DEALER NORTH GEORGIA

Gainesville Mechanical, Inc

Gainesville, GA



EVOLUTION LEADERSHIP AWARDS SOUTHEAST

Company

Lovett's Heating and Air, LLC

Harris Neck Heating and Air

Hahn's Air Specialists

Tidelands Air Conditioning & Refrigeration

Pender Brothers, Inc.

Gordon's Heating & Air

Air Concepts

Anchor Air LC

O'Leary's Heating & Air

Climatech Air Inc.

City, State

Metter, GA

Townsend, GA

Bluffton, SC

Ridgeland, SC

Port Royal, SC

Eden, GA

Brunswick, GA

Beaufort, SC

Savannah, GA

Savannah, GA



TOP EVOLUTION DEALER SOUTHEAST

Lovett's Heating and Air, LLC

Enter City Here



EVOLUTION LEADERSHIP AWARDS SOUTHWEST

Company

Air Conditioning Specialist Milledgeville

Greg Boddie Heating & Air LLC

Livingston Service Company

Indoor Solutions Inc

City, State

Milledgeville, GA

Cusseta, AL

Smiths Station, AL

Columbus, GA



TOP EVOLUTION DEALER SOUTHWEST

J & J Heating, Air & Plumbing

Enter City Here







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