## Carrier/ICP Two-Stage IFC 21V51D-751 2017 Launch

## 6/23/2017



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## The Target Market Why We Developed The **21V51D-751** Product



- United Technologies HVAC Family is ~ 27% Market, the #1 Brand
- Two-Stage Furnaces are now ~ 30% of the Annual Units Produced
- There are <u>Two Design Platforms</u> (Carrier/ICP) and <u>Multiple Blower</u> <u>Types</u> (PSC, VS, ECMx). This Created a Product Differentiation Opportunity by Servicing All with 1 SKU White-Rodgers - Confidential

## Large Installed Equipment Base, Still Used In Current Production



- An Average of 2.8M Gas Furnaces Shipped Yearly Since 1998 (AHRI data)
- 18 Years x 2.8M Per Year = ~ 50M Units
- 27% Carrier Brands Participation = ~ 13.6M Units
- An Average of 22% Two-Stage Mix Over Those 18 Years

### = <u>~ 3M Unit Potential Installed Base</u>

## Carrier Offers Two IFC Service Kits Now You Can Offer A Replacement For Both!



## Carrier/ICP Two-Stage Furnace Control For PSC/VS Or ECMx Blower Motors



- Carrier and ICP Brands
- INDUSTRY FIRST: Service PSC, VS or ECMx (X13) Furnaces with One Control
- Drop-in Mounting Uses OEM Type Tray
- Simple Dipswitch Blower Type Selection
- Replaces ICM2807 (L47-029 PSC), Carrier 325879-751 / HK42FZ017 (PSC), Carrier HK42FZ040 (ECMx), ICP HK42FZ041 (ECMx) and More White-Rodgers - Confidential

- Full Color Box
- Complete Cross Reference on Box
- Instruction Sheet
- Adapter Harness for Older Units
- ICP Harness
- Updated Fault Code Label
- Reduces Inventory, 1 SKU for Multiple Blower Motor Types and Equipment Brands

W-R	ICM	HON		
~	✓ PSC	X		
	X ECMx	Χ		
	X ICP	X		
Replaces 4 OEM SKUs				

## Industry Best Features: Covers The Most Brands And Blower Types, Most Install and Service Friendly

Carrier turn to the experts	Carrier / ICP   Image: Constraint of the second sec		WR 21V51D-751	
Brands Serviced	Carrier/ICP (4 SKU)	Carrier Only (1 SKU)	<b>Carrier/ICP (1 SKU)</b>	
Blower Motors Supported	PSC, VS, ECMx	PSC, VS	<b>PSC, VS, ECMx</b>	
PCB Material	Cheaper CEM-1	Robust FR4	<b>Robust FR4</b>	
Flame Current Test Pads	No	No	Yes	
LED	Single Color	Single Color	<b>Tri-color</b>	
Status Codes (Cool & Heat Stages, Fan)	N/A	N/A	8 Codes	
Retrieve & Clear Faults	Unplug Limit Wire	Pushbutton	Pushbutton	
Control Field Self-Test	ntrol Field Self-Test Short 2 terminals with a wire		Pushbutton	
Fan Only Speed Setup	Via Thermostat	Jumper	Dipswitch	

## Carrier Fan Only Speed Setup It's Confusing And Creates Warranty Returns

#### **DEALER SERVICE BULLETIN**

Number: DSB 07-0041

Date: 10/10/07 Supersedes: New

Title: Continuous Blower Speed Selection From the Thermostat



PRODUCT CATEGORY: Residential Furnaces

#### SITUATION:

There have been furnace controls returned under warranty due to an apparent misunderstanding of the continuous fan toggle feature. This occurs when the G terminal gets "toggled" with 24VAC by accident. For example, the furnace is powered and when the G wire makes intermittent contact while connecting it to the G terminal on the control board or thermostat. This causes the blower to switch to the heat speed or cool speed for the single stage control. It also causes the blower to switch to high heat or cool speed for the two stage control. The result is the impression of incorrect continuous fan speed operation. Replacing the control "fixes" the problem, since replacement controls are set for the default setting for continuous fan operation.

#### SOLUTION:

To reduce the number of incorrectly diagnosed controls, it is important to understand how the <u>Continuous Blower Speed Selection From The Thermostat</u> operates. Once the operation is understood, a control with the incorrect continuous fan speed can be stepped through the speed selections available, until the correct speed is reached.

For the <u>Continuous Blower Speed Selection From The Thermostat</u> feature to operate properly, the fan must be first turned "ON" at the thermostat, then cycled "OFF" (or back to "AUTO) then turned back "ON" within 1 to 3 seconds. The furnace control board will not shift to the next higher fan speed if the fan switch is cycled too quickly or too slowly.

# Understanding The Blower Motor Types Supported by **21V51D-751**

Туре	AC or DC Motor ?	Speed Taps	Outputs from Control	Daughter Board ?
PSC	AC	5	120VAC	No
Variable Speed (VS) ECM	DC	Custom Programmed in Software Dipswitch	24VAC	Yes
ECMx (X13)	DC	Selectable 5	24VAC	No

Background: The Carrier and ICP OEM boards support <u>either PSC + VS</u>, <u>or</u> ECMx. When a VS furnace was built, they used the high volume PSC board and added a daughter board to configure the VS motor. This was at the advent of VS when the volume was fairly low.

Today, VS blower furnaces are mainstream and OEMs have moved to dedicated VS control boards for those applications.

# Why Don't We Replace ICP Variable Speed Motor Applications?



International Comfort



Rationale: Because of completely different drive schemes it was not possible to do both on one board, so we matched the Carrier design due to larger installed base White-Rodgers - Confidential

## 21V51D-751 Board Layout Some Key Parts to be Familiar With



## Understanding The Accessory Wiring Adapters Harness "A" – Thermostat



Rationale: The Carrier screw terminal block is big and consumes a lot of space on their board. In order for W-R to add the extra relays to do multiple blower types on one board we used a pin header with plug-on harness to free up space White-Rodgers - Confidential

## Understanding The Accessory Wiring Adapters Harness "B" – The ICP "Flip"



### Understanding The Accessory Wiring Adapters Harness "C" – Block to Inline Converter



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## Understanding the OEM SKU's / Count And When To Use The Different Harnesses



#### Totaline / RCD Kit 325879-751 contains board HK42FZ017

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## Carrier/ICP Two-Stage IFC Control In Summary

- #1 Market Share Equipment OEM
- A Large, and Still Growing Installed Base Since 1998
- W-R 21V51D-751 Covers the Most Applications
  - 20 Cross References, 4 OEM SKU's, All Carrier/ICP Brands
- W-R 21V51D-751 Has The Most Install and Service Friendly Features
- Price is Competitive with ICM
- Honeywell isn't Even in the Game