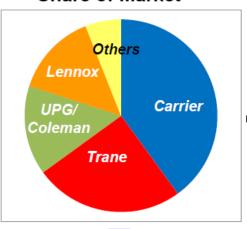
Trane Commercial Controls F50N02-820, 50N02A & B-820, 50E70-820 2017 Launch

6/23/2017



The Target Market Why We Are Launching Trane Commercial Products

Commercial Share of Market



Carrier & Trane have dominated the commercial market and have the largest installed base

- Trane Has a Large Installed Base
 - Produced Units with *Electromechanical* Control Boards <u>Since 1990</u>
 - Produced Units with Communicating Control
 Boards Since ~ 2002
- We Have the Products as an OEM Supplier
 - Started with Fenwall, Texas Instruments
 - Moved to majority W-R, one UTEC SKU
 - **Expands W-R Presence Outside of Residential Split System Market**

Trane Commercial Basics Three Product Platforms, Two Ignition Types



Impack™ *

1.5-5 TON YCY, YCC, YCZ, DCY, DCZ



* Note: This is also a residential product where package units are prevalent



Precedent™

3-10 TON YSC, YHC





Voyager™



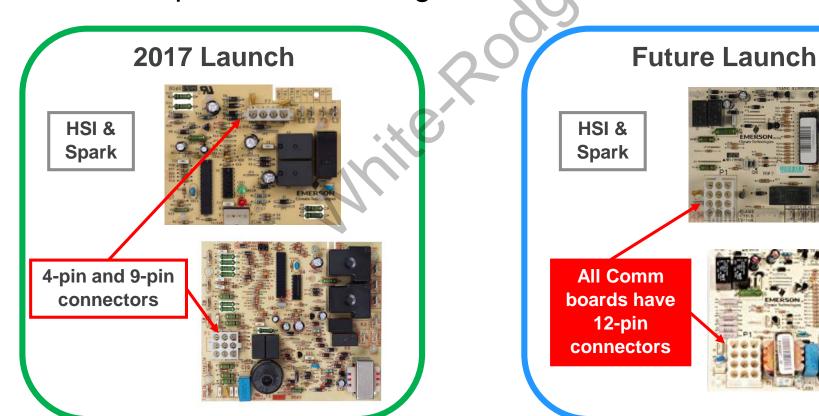
27.5-50 TON YCD



Trane Commercial Has Two Families Of Controls Electromechanical And ReliaTel™ Communicating

 The W-R Controls Being Released For 2017 Are All Electromechanical Family

Plan Is To Follow-up With Communicating Boards in 2018
 To Complete The Offering

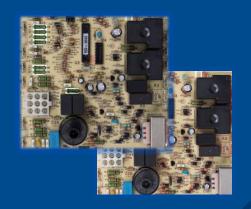


Trane Rooftop / Package Unit Controls





50E70-820



50N02A-820 50N02B-820





F50N02-820

July 2017 First Launch



Overview

- OEM Direct Replacement Boards for Trane Commercial Units from the Original OEM Supplier
- 50E70 Hot Surface Ignition
- 50N02A,B Direct Spark Ignition.
 Different Cooling Off Delay Timings
- F50N02 Accessory Adaptor Board and Harnesses for Spark Controls
- Thousands Installed Since Early 1990's

Features

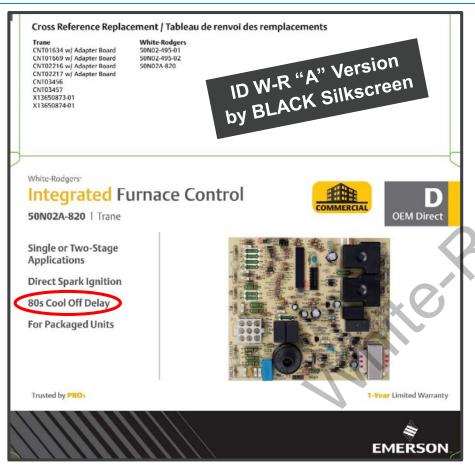
- Easy to Install
- Full Color Boxes
- Complete Cross Reference on Box
- Instruction Sheet
- Fault Code Label, Accessory Parts to Meet or Exceed OEM Offering
- New Box Artwork to Communicate Product Positioning

Competition

W-R	ICM	HON
\checkmark	X	X

White-Rodgers - Confidential

50N02A-820 & **50N02B-820** Spark Ignition Controls Impack™ and Precedent™ Product Lines



Cross Reference Replacement / Tableau de renvoi des remplacements ID W-R "B" Version by RED Silkscreen White-Rodgers CNT02219 w/ Adapter Board CNT03458 CNT04912 CNT05135 D674713P01 X13650875-01 White-Rodgers Integrated Furnace Control 50N02B-820 | Trane **OEM Direct** Single or Two-Stage Applications **Direct Spark Ignition** 45s Cool Off Delay For Packaged Units Trusted by PROS 1-Year Limited Warranty **EMERSON**

Current W-R Production Control

Current <u>UTEC</u> Production Control

Drop-in OEM Direct Replacement Boards

F50N02-820 Spark Ignition Adapter Board Accessory Replaces Trane's Service KIT06839

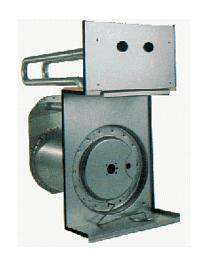


- Initial production used a Texas Instruments Spark Module with mounting screws.
- The adapter mounts to the existing screw holes and converts to plastic stand-off mounting
- Newer and already converted units will not need the adapter. We DO NOT include with the control boards because Trane doesn't.
- Wiring harnesses adapt old system wiring to new control board pinouts



Original TI Control

50E70-820 Hot Surface Ignition Module Voyager™ Product Line



Fuel/Air Mixture

Inlet Plate

Gas Valve

Energized a

Single

Orifice

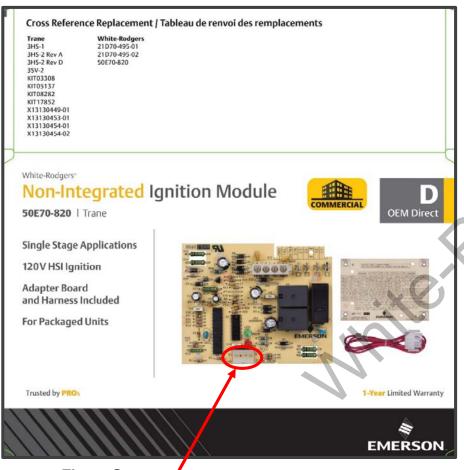
Gas

Typical RTU with multiple boards. We are only supplying the ignition piece.



120VAC Hot Surface Ignitor

50E70-820 Hot Surface Ignition Module Replaces Trane's Service KIT17852 For Voyager™



- Initial production used a Fenwall
 HSI Module with mounting screws. It
 then went to a Texas Instruments
 standoff mount control.
- The included adapter mounts to the existing screw holes and converts to plastic stand-off mounting
- Newer and already converted units will not need the adapter. We include because Trane still does.
- Wiring adapter connects control to 24VAC transformer when needed

Flame Sense Test Header



Original Fenwall Control

Two Excellent Training Videos On Voyager Show & Explain Burner System and Controls Location

Both Videos Credit David Harty



- 1. https://youtu.be/90bz5EhoHqA
 - Or Google "Trane Premix Burner Heat Exchanger Tips"
- 2. https://youtu.be/nVjugK3p5bo
 - Or Google "Trane Voyager Premix Burner Part 2"

Trane Commercial Controls In Summary

- #2 Market Share Commercial Equipment OEM
- A Large, and Still Growing Installed Base Since 1990's
- Opportunity to Enter Commercial Market
- Direct Replacement Controls from the OEM Supplier
- ICM and Honeywell do not Offer