

At the 2017 AHR Expo, Friedrich will be unveiling and showcasing its most innovative solutions, including ductless systems. Stop by the Friedrich booth #C2127 or schedule a booth tour, interviews or request photos by contacting Darcie Meihoff, on behalf of Friedrich, (971) 998-3782 or darcie@leoketel.com

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FLEXIBILITY KEY TO FRIEDRICH'S DUCTLESS PRODUCT OFFERING

As U.S. adoption grows, Friedrich poised to take advantage with multiple system options

SAN ANTONIO, Texas— What's one of the biggest trends in North America for the HVAC industry in 2017? Central is out, and ductless systems are in.

There are plenty of good reasons why more commercial and residential customers are adopting ductless system solutions in place of old-tech, costly and bulky central split systems. Ductless systems offer major advantages and unbeatable performance when it comes to [conditioning air faster, maintaining more accurate temperatures and reducing energy costs](#). Ductless systems also provide a scalable solution for additions, retrofit and renovation projects where complicated ductwork installation or re-routing is not feasible.

But until now, the tremendous flexibility that ductless systems deliver hasn't translated to the perfect fit of product line options for dealers and distributors. Friedrich is one of the only manufacturers in North America to now offer both a top-tier and mid-tier line of ductless systems, based on the needs, budgets and priorities of its customers. With decades of experience as a leading manufacturer of innovative HVAC solutions, Friedrich also provides comprehensive training and service to support both of its top and mid-tier ductless system lines.

Friedrich's two distinct lines of ductless system offerings are based on SEER efficiency. The company's mid-tier 16 SEER Floating Air Series comes in five models, with 115 volt and 230/208 volt heat pump units and is very competitively priced. Friedrich's top-tier line is the 20 SEER J Series, which is available in more than 1,000 multizone configurations, including wall-mounted, ceiling cassette and concealed duct models. This series is wide and deep, supporting up to eight interior zones with one outdoor unit and customers can choose from single-zone cooling models, single-zone heat pumps that cool and heat, and multi-zone heat pumps that cool and heat multiple rooms.

These two distinct lines allow Friedrich to supply the right solution for whatever the need, and provide greater options for a wider range of potential customers looking for the best ductless solution for their new construction, retrofit or remodeling project.

"For maximum adoption and market penetration, ductless systems need to become more readily available to not only the upper end of the market, but for all types of customers," said TJ Wheeler, Friedrich VP of Marketing and Product Management. "By offering two complete yet distinct lines, Friedrich is expanding the opportunity for more customers to be able to take advantage of the many benefits ductless systems provide."



Friedrich ductless system, Floating Air series

Friedrich ductless solutions deliver unbeatable efficiency and performance, thanks to the advantage of Friedrich's Precision Inverter System. This system makes changes in 1Hz increments, allowing the unit to run at

variable speeds and deliver the most precise heating-cooling solution. The company offers a wide variety of ENERGY STAR models in both single and multi-zone configurations.

Better servicing is another advantage with Friedrich's ductless products. The company has introduced a new wireless diagnostic tool, the DWTST. Available for Friedrich J Series ductless split systems, the DWTST connects wirelessly to a smart phone or tablet, giving contractors access to real time monitoring and diagnostics for quick service responses. As a commitment to increasing knowledge and training for the ductless category, Friedrich offers the Advantage Program to encourage top dealers to become part of a motivated team of industry professionals dedicated to the sale, installation and support of Friedrich ductless systems through product training, rewards and warranty benefits.

About Friedrich

Founded in 1883, Friedrich has manufactured room air conditioners since 1952. Friedrich is a leading manufacturer of air conditioners and other home environment products. Constructed of the highest quality components, Friedrich products are built to exacting standards and are among the quietest, most highly featured and most energy-efficient available. For more information, please visit www.friedrich.com

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