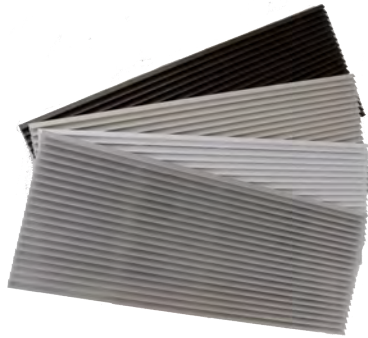


Amana Heating & Air Conditioning[®]



Why A PTAC

- PTAC consists of 3 major components
 - Wall Sleeve, Grille, and Unit
- Modular construction
- Allows different components to be installed at different times during the construction process
- Simple to size and scale to any property type or size
- Energy Efficient units to maximize energy savings



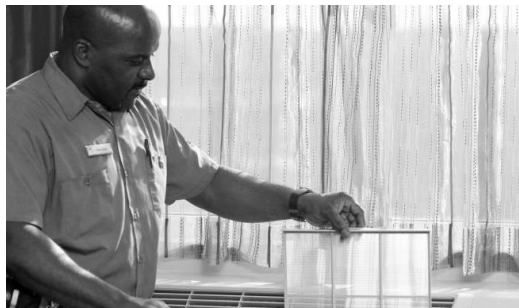
- Easy installation
 - Plug-and-play units can install in a matter of minutes
 - Allows the ability to carry spare units on-site and exchange if there's a failure
 - Unlike other system types when one units fails, only one room is affected lowering overall property risk
- Very compact design
 - Self-contained. No refrigerant lines running throughout the building.
 - Built in USA for 40 years and adopted across hotel industry. Known for reliability and ease of use for guest, owner, and maintenance staff



**#1 MARKET SHARE
FOR LAST 20 YRS**



ASSEMBLED IN
Fayetteville, TN
SINCE 1976



**OVER 2,500,000 UNITS
INSTALLED**



**LARGEST
CUSTOMIZATION
OFFERING**



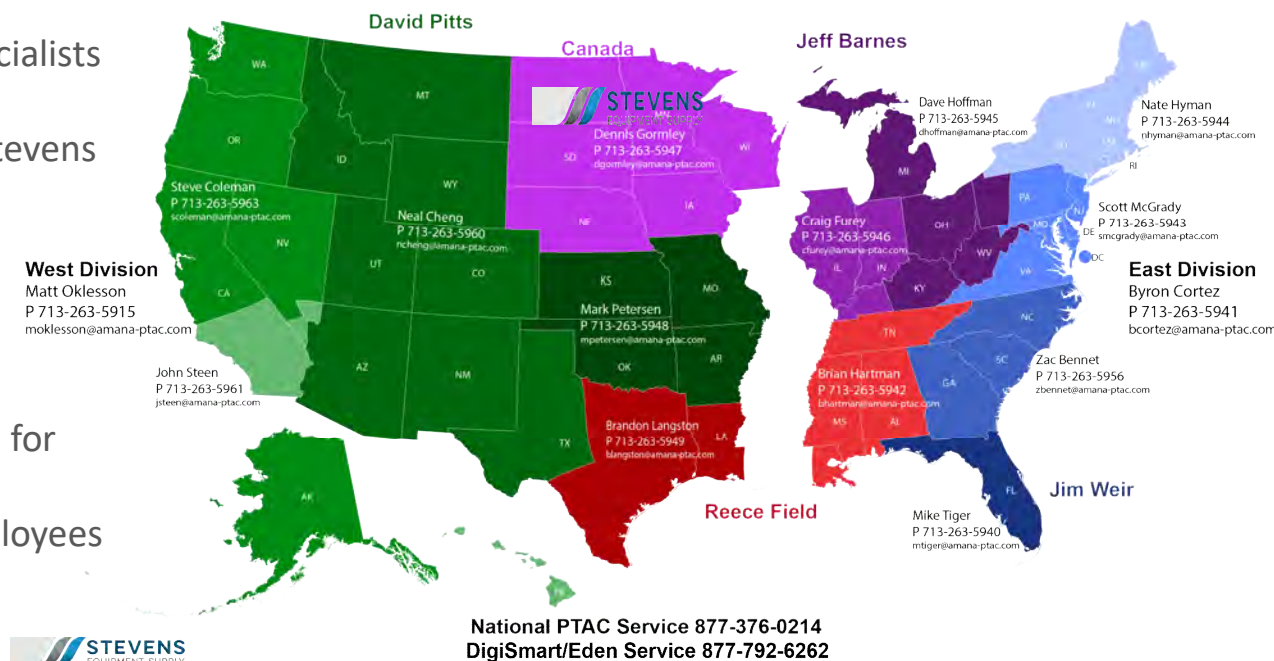
Our People

- 5 - Inside Sales Specialists
- 6 - Design engineers and lab techs
- 8 - Product Specialists & Servicer Account Specialists
- 13 - Territory Sales Managers
- 1 - Dedicated Independent PTAC Distributor – Stevens Equipment Supply
- 2 - PTAC Sales Directors
- 400 - Fayetteville PTAC production jobs

- Engineered and assembled in Fayetteville, TN for over 40 years
- Engineered by Goodman Manufacturing employees
- Daily Production Capacity – 1,600 Units
- 40,000+ units in inventory
- Facility is ISO 9001 & ISO 14001 Certified
- USA Inventory of service parts

2018 PTAC Territory Map

National PTAC Sales 800-647-2982



Tom Hudy | Director of Sales, Lodging | T 651.789.1422 | C 612.868.9541 | Email thudy@stevensequip.com
Katie Leithauser | Customer Service Representative | T 651.789.1437 | Email kleithauser@stevensequip.com
Mitch Thorpe | Parts/Service | T 651.789.1436 | Email mthorpe@stevensequip.com
Toll Free | 800-444-2299 / Fax | 651-452-4189

Daikin Ownership



A member of the *Daikin* group

- Daikin Industries acquired Goodman Global in October 2012
- Daikin is the largest manufacturer of Air Conditioning in the world
 - Over 51,000 employees worldwide - \$ 18.0 billion annual sales
- Daikin is a recognized leader in AC technology and innovation
 - Invented VRV (Variable Refrigerant Volume) technology

Goodman Manufacturing

- Largest manufacturer of Residential AC in U.S.

Amana PTAC

- #1 Market share leader since 1998

Daikin –

Including the name of the company harnesses the power of Daikin's global leadership position in the HVAC industry. This will also assist with Daikin's name recognition in North America. In our quest to have Daikin become a readily known brand by our customers, this is a simple but very effective solution.

Texas –

Our employees and customers are proud that a majority of our products are designed, engineered and assembled in the United States. This follows a core value of Daikin; to manufacture products in country.

Technology –

For over 90 years, the Daikin organization has strived with strong passion to pursue technological solutions for energy-efficient residential, commercial and industrial indoor comfort products and systems. The result has been exemplified in the production of inverter technology, VRV products and recently the introduction of R-32 refrigerant.

Park –

The new facility will be landscaped with an extensive selection of native plants that will evoke a park-like atmosphere. One definition of a park is that it is an area of land, usually in a largely natural state, for the enjoyment of people, having facilities for rest and recreation and centrally managed.



4.2 Million SQ FT, 93
Acres under one roof



Largest Tilt Wall
Building in the
World



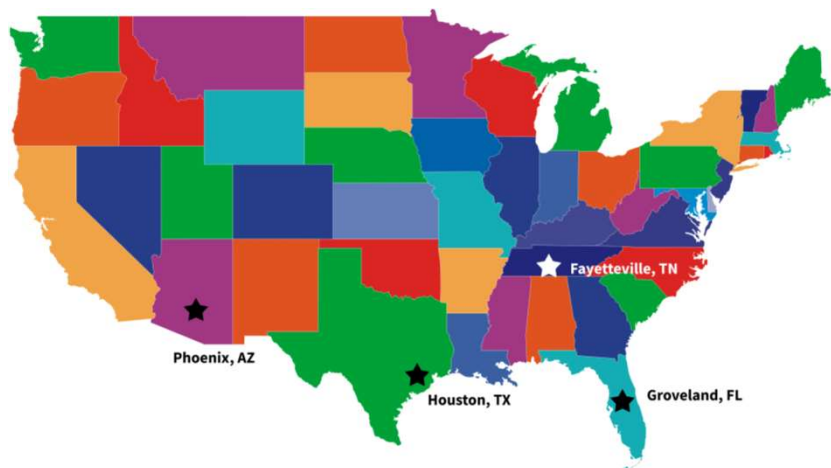
Second largest facility
under one roof in
America



Fully staffed will house
over 6,000 employees

USA Manufacturing

- 40,000+ units in inventory
- Standard & custom chassis scheduling & production are constantly changed to meet your customer's needs
- 2 weeks lead times for most custom models
- Annual capacity ~400,000 units
- 4 distribution points and USA supply of stocked parts and accessories

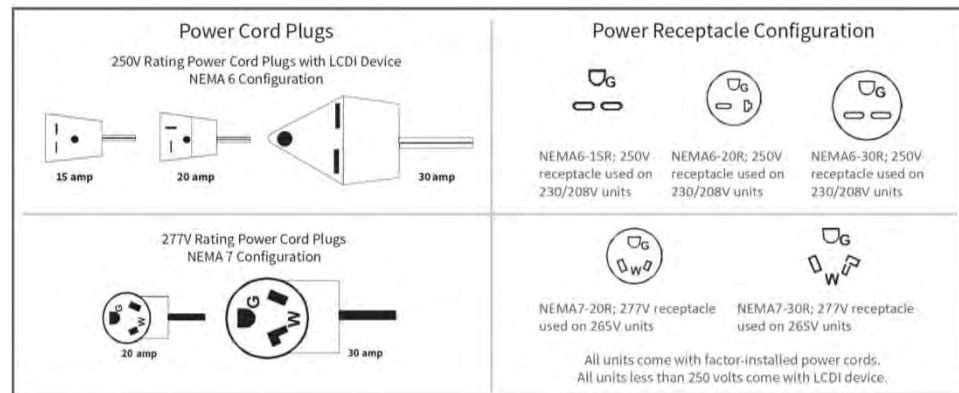


- Assembled in Fayetteville TN since 1976 – 40 Years
- Designed in Goodman facilities (TN & TX)
- Engineered by Goodman employees
- Engineering and Support roles relocated to Houston, TX July 2018. Production relocating to Houston, TX January 2019



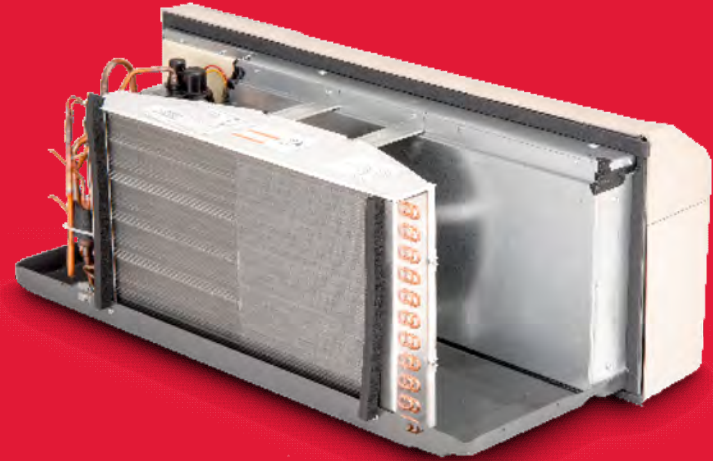
Nomenclature

| Basic Model Type | | PTC | 07 | 3 | G | 35 | AXXX | AA | Engineering | |
|--------------------------|---------------------------------|-------------|-----|---|---|---------------|------------------|---------------|--|---------------------------------|
| | | 1,2,3 | 4,5 | 6 | 7 | 8,9 | 10,11,12,13 | 14,15 | | |
| PTC | Standard Cooler PTAC | | | | | | | | Major & Minor Revisions | |
| PTH | Standard Heat Pump PTHP | | | | | | | | | |
| HEC | High-Efficiency Cooler PTAC | | | | | | | | | |
| HEH | High-Efficiency Heat Pump | | | | | | | | | |
| 32C | High-Efficiency R32 Cooler PTAC | | | | | | | | | |
| DRY | Dehumid Cooler PTAC | | | | | | | | | |
| PMC | DigiAIR Cooler PTAC | | | | | | | | | |
| PMH | DigiAIR Heat Pump PTAC | | | | | | | | | |
| Nominal Cooling Capacity | | | | | | | | | Features Code * | |
| 07 | 7,000 BTU/h | 60 Hz | | | | | | | A | Standard Model |
| 09 | 9,000 BTU/h | 60 Hz | | | | | | | C | Corrosion Protection (Seacoast) |
| 10 | 10,000 BTU/h | 50 Hz | | | | | | | D | Power Door |
| 12 | 12,000 BTU/h | 50 or 60 Hz | | | | | | | F | Fuse Holder (230/208 Only) |
| 15 | 15,000 BTU/h | 60 Hz | | | | | | | L | Lighting Control |
| 17 | 17,000 BTU/h | 60 Hz | | | | | | | H | Hydronic Heat-Capable |
| | | | | | | | | | P | Condensate Pump (PTH Only) |
| | | | | | | | | | Q | Quiet STC 31 Chassis |
| | | | | | | | | | R | RF Antenna |
| | | | | | | | | | V | Power Vent |
| | | | | | | | | | X | placeholder |
| | | | | | | | | | W | Hard-Wired (PTQC) |
| Rated Voltage | | | | | | | | | Heater Size | |
| 2 | 115V, 60 Hz, 1 Phase | | | | | 00 | No Electric Heat | 35 | 3.5 kW (230/208V) | |
| 3 | 230/208V, 60 Hz, 1 Phase | | | | | 15 | 1.5 kW | | 3.7 kW (265V) | |
| 4 | 265V, 60 Hz, 1 Phase | | | | | 25 | 2.5 kW | 50 | 5.0 kW | |
| 5 | 240/220V, 50 Hz, 1 Phase Export | | | | | | | | | |
| Design Series | | | | | | | | | * Use up to 4 as needed in alphabetical order. Examples: | |
| G | R-410A | | | | | PTC123*50AXXX | | PTC073*35CRXX | | |
| H | High-Efficiency R-410A | | | | | PTC123*50CXXX | | PTC073*25CQRW | | |
| J | High-Efficiency R-32 | | | | | | | | | |



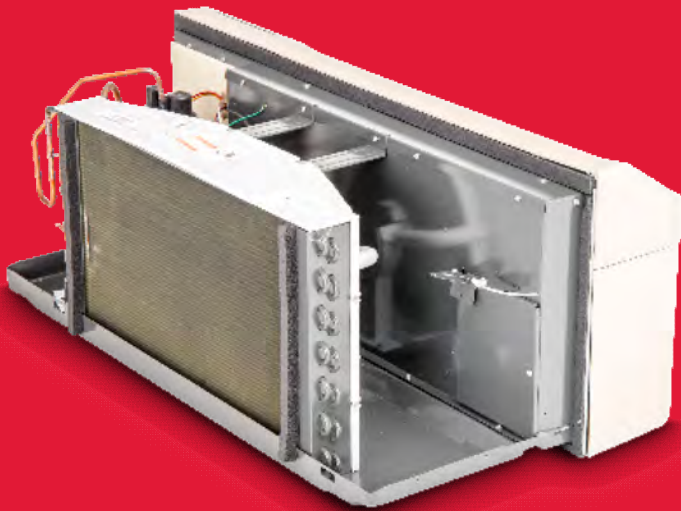
Q-Series Unit

- Sound Suppression PTACs for STC 31 / OITC 21
- Reduced sound, increased quality
- Give guests the luxury of a quieter room
- Q-Series wall sleeve utilizes heavy density insulation that may help reduce indoor unit sound transmission



Seacoast Unit

- Subjected to 500-hour salt spray test following ASTM testing standards
- Condenser coil is pre-treated with Ultra-Gold then is powder coated and baked for maximum corrosion resistance
- Partition panel and base pan powder coated using 6-stage process
- All exposed exterior surfaces are powder coated and only corrosion resistant screws are used





DigiAir Unit

- The PTAC Make-up Air Solution
- Dehumidifies outside make-up air when needed
- Optional 250-watt supplemental heater for cold climates
- Dehumidification activation point configurable through PTAC touch pad or optional web interface
- Configurable 3-tier dehumidification activation settings utilizing outdoor temperature and relative humidity

High Efficiency Unit

- We can make this available in Heat Pump (HEH) and Electric Heat (HEC) models
- Up to 13.0 EER
- Utilizes advanced DC motor technology
- More efficient than standard heat pump and electric heat PTACs





High Efficiency

- Utilizes advanced DC motor technology
- Designed to be competitive against GE & LG



| | AHRI Minimum | | High Efficiency | |
|-------|--------------|-----|-----------------|-----|
| | EER | COP | EER | COP |
| HEH07 | 11.7 | 3.3 | 12.9 | 3.6 |
| HEH09 | 11.3 | 3.3 | 12.5 | 3.5 |
| HEH12 | 10.4 | 3.1 | 11.5 | 3.1 |
| HEH15 | 9.5 | 3.0 | 10.2 | 3.1 |
| HEC07 | 11.7 | | 12.6 | |
| HEC09 | 11.3 | | 11.9 | |
| HEC12 | 10.4 | | 11.3 | |

Warm Region Calculator AHRI Minimum to Amana High Efficiency

| | |
|-----------------------------|---------|
| Number of Rooms | 100 |
| BTU Size (K) | 7 |
| Hotel Energy Cost per Month | \$7,500 |
| PTAC Energy Contribution | 55.0% |
| PTAC Cost Per Month | \$4,125 |

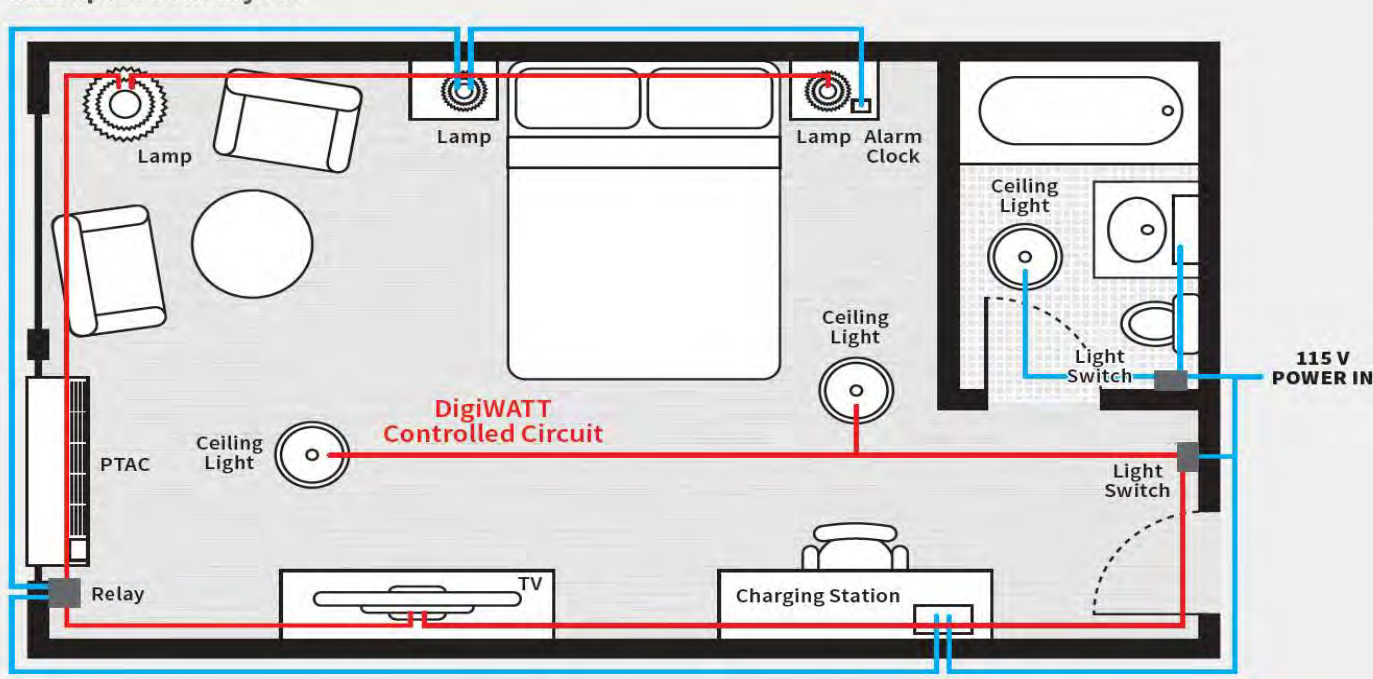
| | |
|----------|------|
| AHRI EER | 11.7 |
| New EER | 12.9 |
| % Better | 9.3% |
| AHRI COP | 3.3 |
| New COP | 3.6 |
| % Better | 8.3% |

| | |
|-------------------------|-----|
| Yearly Time Run on Cool | 70% |
| Yearly Time Run on Heat | 10% |
| Cooling Improvement | 269 |
| Heating Improvement | 34 |

| | |
|-------------------------------------|---------|
| Original PTAC Cost Per Month | \$4,125 |
| New PTAC Cost Per Month | \$3,822 |
| Difference | \$ 303 |
| Estimated Hotel Savings Per Year | \$3,636 |
| Estimated Savings Per Room Per Year | \$36.36 |

DigiWatt – Lighting Control

Example room layout



- Remove power from selected circuits in unoccupied rooms to **save you energy and money**
- **Save energy** – control lights in an unoccupied room
- Control non-critical 115 volt circuits
- Designed to work with your DigiSmart RF wireless occupancy sensor and antenna
- Keep charging stations, alarm clocks, and other desired circuits and devices powered

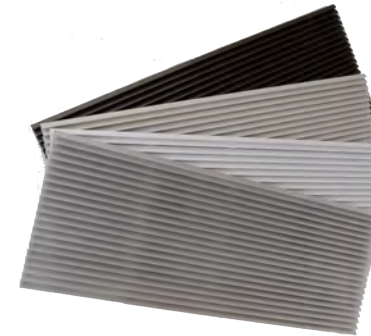


Wall Sleeves



- Standard – 14" depth, Stonewood beige
- Seacoast – Post-painted & double-hung for maximum paint coverage
- Heavy Gauge - .058" Heavy Gauge steel construction
- GS Sleeve – 10# density insulation for maximum sound attenuation
- Internal Drain – Factory installed internal drain kit and overflow blank-off plates
- Extra Deep – available in 1" increments from 16-24"
available in 2" increments from 26-40"

Exterior Grilles



- SGK – Standard aluminum grille. Available in anodized and Stonewood beige
- AGK – Extruded aluminum grille. Available in anodized, dark bronze, Stonewood beige, Amana white, and custom colors
- PGK – One-piece injection molded grille using a polymer blend of engineered thermoplastic high-impact strength material with an exterior UV protective coating. Available in dark bronze, Stonewood beige, and white

Accessories

Thermostats



A100C/A150H

A100C – Electric Heat only models
A150H – Heat Pump Models
3" Display
2 Speed Fan
Temp Limiting



A200

4.5" Display
2 Speed Fan
Temp Limiting
Auto-Changeover
Programmable



DS01G

Wireless
2.5" Display
2 Speed Fan
Temp Limiting
Compatible with DigiSmart/Eden EMS

Other Accessories

Drain Kit

Baffle Kit

Duct Kits

Filters

Hard-Wire

Power Door

Curtain Baffles

Hydronic Coils

Fuse Holder

Coil Cleaner

Algaecide Pads

Circuit Breaker

Hydronic Valves

Leveling Legs

Control Key Lock

Condensate Pumps

Wired Thermostats

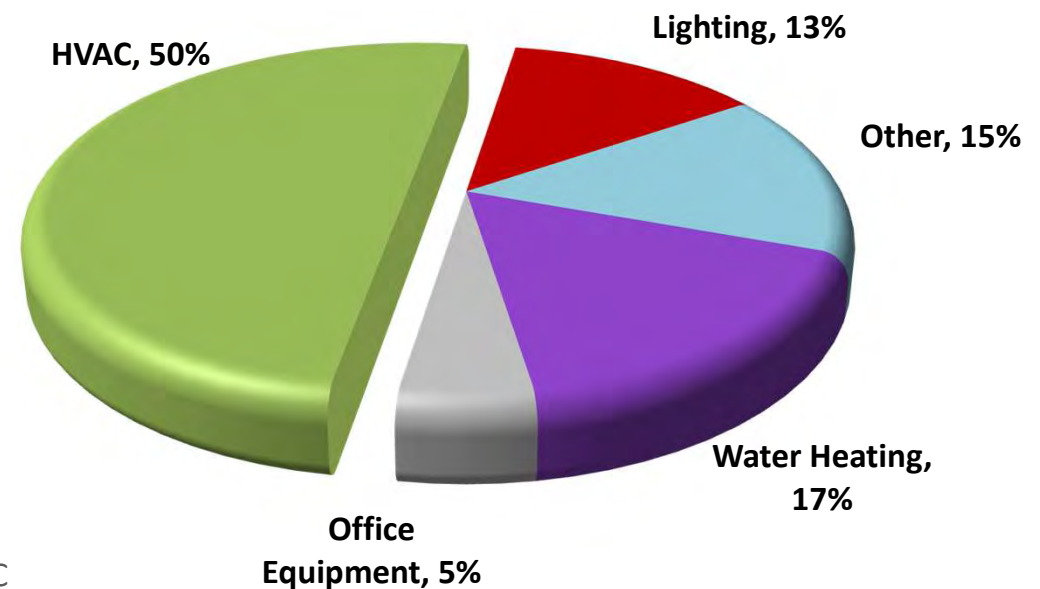
Sleeve Extensions

Low Voltage Harness

Subbases

Energy Management

- Utility Expenditures increase an average of 12% per year
- Space conditioning and lighting account for 63% of all energy use
- **DigiSmart** EMS system reduces PTAC energy consumption by **35% or more**
- **DigiWATT** lighting control can save energy in unoccupied rooms
- **Traditional EMS Functionality**
 - **Temperature Limiting**
 - Does not allow the room to over condition
 - **Temperature Set-backs**
 - Saves energy while the room is unoccupied
- **Maintenance or PM EMS**
 - Energy waste avoidance from improperly operating PTAC
 - Energy waste can increase PTAC operational cost as much as 60%
- **Amana brand DigiSmart** controls can assist with both



DigiSmart EMS



RF Wireless Antenna (for PTAC Unit)

- Establishes and maintains two networks
- Local in-room network for additional RF devices
- Site level Zigbee style mesh for DigiLink



RF Wireless Thermostat

- Back light display
- Powered via AA batteries or hard wire
- Secondary PIR for occupancy validation



RF Wireless Motion/Door sensor

- Powered via AA batteries or hard wired
- Automatically activates EMS when bound to Antennae



DigiLink Platform Server

- Web based software
- BacNet Capable
- Site level is a proprietary and encrypted RF system
- 2.4 GHZ – 802.15.4 architecture
- Redirectable to 12 side bands to avoid interference

Site-Level Wireless Controller

- Site-wide PTAC configuration
- Front desk system interface
- Email reporting
- Web browser user interface

Individual MAC addresses

- Flashable chip-set
- Automatic device update

Web Interface

- Occupancy
- Temperature monitoring
- Control setbacks
- View PTAC condition

**DigiSmart EMS system reduces
PTAC energy consumption by
35% or more**

Eden Interface

- **Rebrand of DigiSmart to Eden**
 - Launching Fall 2018
- **New Features:**
 - Modern design
 - Faster response time
 - Interchangeable “Themes”
 - New savings & issues reports
 - Intuitive room view & settings
- **Premium Features (Coming Soon):**
 - Self Healing Room Numbers
 - Advanced EMS
 - Machine Learning Diagnostics
 - Auto Unit Configuration
 - Quick View

