

**Are YOU READY?
13 SEER is here**

Call your UPD representative for availability on 13 SEER literature and information.

TO

Stamp

Address Label

Need York Equipment & Source 1 Parts info at your convenience? Sign up for UPG.NET to-



**UNITED PRODUCTS
DISTRIBUTORS INC.**

EXCEEDING EXPECTATIONS

Main Office

1200 68th Street
Baltimore, MD 21237

P. 1-888-907-YORK (9675)
F. 1-877-472-9559

Joe Kaelin

1923-2000

WWII Ace Pilot

Founder UPD

Did you know?

United Products is a family owned and operated business for over 30 years.

Eastern Shore Branch

201 Marvel Road
Salisbury, MD 21801

P. 1-800-535-7298
F. 410-749-6865

Northern VA Branch

22890 Quicksilver Drive
Sterling, VA 20166

P. 703-661-8066
F. 703-661-6018



**UNITED PRODUCTS
DISTRIBUTORS INC.**

EXCEEDING EXPECTATIONS

Around UPD

January 2006



Katie Spotten will be moving from the inside sales order desk at Rosedale to an **Outside Territory Manager** for select accounts. We wish Katie much success !!!

It is with pleasure that we announce **John Paul Jones** as the new manager for our Sterling, VA location. John has been in the HVAC business over 30 years and will no doubt "EXCEED your EXPECTATIONS"



UPD Service Trainer

Please join us in welcoming **Barry Bertling** to the UPD Family as a trainer for our York Service Department. Barry comes to UPD with 35 years HVAC experience from working with the contractor to technical advisor for the manufacturer. Barry is also currently teaching the Maryland State Apprentice Program for ACCA at Harford Community College. Barry lives in Fallston, MD with his wife Jean of 42 years. They have 2 children and 2 grandchildren. You're sure to meet Barry if you're attending any of the many YORK Service Training classes he is scheduling.

UPD is committed to helping our independent Dealers succeed by offering "Big Company" capabilities. Find out how you can benefit from our marketing and advertising support as well as floor planning, financing and MUCH MORE. Call UPD and ask for Paulette Cooke to find out more about becoming a "Liberties" Dealer



Microchannel Condenser Line

The Smallest Condenser in the Industry

**FEATURED
PRODUCT**

The Micro-Channel Advantage

- Smaller size – Industry **SIZE** Leader
- Durable Condenser Coil Technology
- Coastal Area Applications
- Emerson Condenser Fan Motor
- Lower Refrigerant Quantities

First Manufacturer to use Micro-Channel

Same 2'X2' pads for replacing 10 SEER

**1 to 3 Ton Cooling R-22
21 3/4" X 21 3/4" Footprint
Ideal for Coastal applications
Multi-Family unit of choice**

1-888-907-YORK (9675)



MARYLAND EER STANDARD 20 to 50 Ton Units

Test Standard	Unit Type	Nominal Tons	Model	EER
ARI 340/360	Single Packaged Air Cooled	20.0	DJ240G	11.2
			DJ240E	11.2
			DJ240C	11.4
			BP240E	10.7
			DJ300G	10.3
		DJ300E	10.3	
		DJ300C	10.3	
		YA230G	10.1	
		YA230E	10.1	
		YA230C	10.2	
	25.0	YB250G	10.1	
		YB250C	10.2	
		YC250C	10.2	
		YD250G	10.1	
		YD250E	10.1	
		YD250C	10.2	
		YE250G	10.1	
		YE250C	10.2	
		YF250C	10.2	
		Split System Air Cooled	20.0	HB240C/LB240C
25.0	HA300C/LA300C		10.4	
30.0	HB360C/LB360C		10.1	
40.0	HB480C/LB480C		10.2	
50.0	HB600C/LB600C		10.1	
ARI 385	Condensing Units Air Cooled	20.0	HB240C	11.2
		25.0	HA300C	11.5
		30.0	HB360C	11.8
		40.0	HB480C	11.2
		50.0	HB600C	11.6

1. Units rated per York UPG ESP2005 performance program.
2. Ratings in accordance with listed ARI test standards.

As most of you are aware, on August 8, 2005 President Bush signed into law, the Energy Policy Act of 2005. This law basically included provisions for federal energy efficiency standards. Based on this policy it has impacted the State of Maryland and the states minimum standards on large packaged air conditioning equipment. Specifically, large packaged equipment 20 tons and above must have a minimum EER of 10.0

As the rising costs of energy continues to impact all of us, I understand why the State of Md and the Maryland Energy Administration (MEA) wanted to enact certain policies to maximize energy efficiency – specifically reducing our reliance on foreign demand and reducing energy costs to our customers.

As you log onto the website you will see that other states will probably be following the same minimum standard as the State of MD has adopted.

www.energy.maryland.gov/eesa/index.html Database of energy efficient appliances is on right side of screen/Click then click on "Large packaged air conditioners" Here you can review the equipment list

We have been in contact with Mr. David Cronin of the State of MD who is overseeing manufacturers in getting their equipment posted on the website. The attached list was sent to Mr. Cronin with applicable models that conform to the 10.0 EER minimum and the ARI 340/360 test standard. Remember as of January 1, 2006 you can no longer install any brand of commercial equipment if it doesn't meet the 10.0 EER minimum standard.

Any comments or questions regarding this matter, please do not hesitate to contact me. Thank You.

Sincerely,

Richard Hicks

Sales Manager UPD

January Specials



1-888-907-YORK (9675)

The one source you can trust for Indoor Air Quality add-on products.



having a bad air day?

Humidifier #HE260A1044

Buy 3

get 1 FREE

SALE



U-LINE CORPORATION

Echelon™ SERIES

CO2075FF

Icemaker/Refrigerator **COMBOS**

CO2075FF - CO2075DWR

Additional \$50.00 off each with the purchase of Two (2) or more Echelon select COMBO units



You must mention this ad at time of purchase. Delivery must be taken at once.

www.acca.org



Visit them on the web and take advantage of a host of useful technical and business tools.



BREW EXPRESS

Honorable mention

December 2005 K+BB Magazine - "Praised for offering a built-in design without the need for extensive plumbing, Brew Express by Lance Larkin is "the next level of form and function."



Available from UPD

Pirisino's Popular Parts

January

MONTHLY SPECIAL



FREE

Sweatshirt with the single purchase of 5 select gas valves

- 36C03U-333
- VR8205A2024
- 36C03-333
- 36E36-304
- 36E93-304
- 36C84-412
- SV9501M2528
- 36C84-421
- 36C68-423
- VR8300A4516
- VR8304M4507
- 36C12-310
- 36C76-420

Offers valid January 1 thru 31, 2006 (unless otherwise noted)