



Stamp



UNITED PRODUCTS DISTRIBUTORS INC.

EXCEEDING EXPECTATIONS

March 2006

www.natex.org



TO

Address Label

United Products Distributors is pleased to announce the kick off of a rigorous training schedule for our customers as well as our UPD employees. The training will encompass a complete range of information from beginner to advanced.

We will now provide NATE testing including a review of the test category prior to the exam. United Products is authorized by NATE to provide training that will accumulate hours for recertification.

Section 608 CFC exams will also be available. As classes and test dates are set up we will publish a complete schedule. This schedule will be increased on a regular basis. See page 2 of this newsletter for classes scheduled to date.

UPD Trainer - Barry Bertling



- NATE Certified
- NATE Proctor
- Universal Section 608 CFC Certified
- CFC-608 Proctor
- Instructor for ACCA apprenticeship school - Harford Community College
- 30 years HVAC trade experience

**Did you know?** For our Liberties Plus Dealers, United Products has a full time Marketing Department to Build Your Company's personalized YORK brochures, postcard mailers and Ads ??? We also create and update your FREE web page through "WHOLE HOME.com" Call your UPD Representative for details



FIVE - 13 SEER Facts

**Fact 1-** 13 SEER units are larger and more expensive, modifications and labor will be higher

**Fact 2-** 13 SEER units require 40% more Freon to operate, current Freon lines may be too small and need to be upgraded

**Fact 3-** Current parts (i.e. condenser) may not be compatible with 13 SEER units therefore requiring the entire unit to be upgraded

**Fact 4-** 13 SEER coils are 3-4 inches taller, this may require additional space

**Fact 5-** 13 SEER condenser units are larger and may require larger pads or roof stacks

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 your Territory Manager to find out more about becoming a "Liberties" Dealer



EXCEEDING EXPECTATIONS

Main Office

1200 68th Street  
Baltimore, MD 21237

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

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



Joe Kaelin

1923-2000

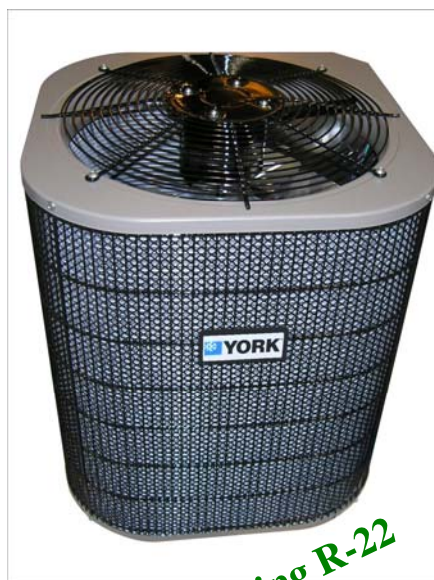
WWII Ace Pilot

Founder UPD

United Products -

family owned and operated  
for over 30 years.

Microchannel Condenser Line



The Smallest Condenser in the Industry

FEATURED PRODUCT

1 to 3 Ton Cooling R-22

21 3/4" X 21 3/4" Footprint

Ideal for Coastal applications

Multi-Family unit of choice

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

1-888-907-YORK (9675)

## UPD Calendar

### March 2006

- 3/6 - 80% Gas Furnace Training (Rosedale Employees)
- 3/8 - 410-A Training (Rosedale - **Contractor**) **NATE**
- 3/13 - 80% Gas Furnace Training (Salisbury Employees)
- 3/15 - 410-A Training (Salisbury - **Contractor**) **NATE**
- 3/20 - 80% Gas Furnace Training (Sterling Employees)
- 3/21 - Mitsubishi Citi Multi Training (Location to be determined -**Contractors**) **NATE**
- 3/22 - 410-A Training (Sterling - **Contractor**) **NATE**
- 3/22 - **Builder Mart Show** (Timonium Fairgrounds)
- 3/22 - ClimateMaster Geothermal Training (Rosedale Employees)
- 3/23 - ClimateMaster Geothermal Training (**Contractors**)
- 3/28 - Micro Channel & Modulating Furnace Training (Rosedale **Contractors**)
- 3/29 - Micro Channel & Modulating Furnace Training (Salisbury **Contractors**)
- 3/30 - Micro Channel & Modulating Furnace Training (Sterling **Contractors**)

### April / May 2006

- 4/3 - 90% Gas Furnace Training (Rosedale Employees)
- 4/5 - A/C Heat Pump Training (Rosedale-**Contractors**) **NATE**
- 4/18 - 90% Gas Furnace Training (Salisbury Employees)
- 4/19 - A/C Heat Pump Training (Salisbury - **Contractors**) **NATE**
- 4/25 - 90% Gas Furnace Training (Sterling Employees)
- 4/26 - A/C Heat Pump Training (Sterling - **Contractors**) **NATE**
- 5/1 - Basic Air Conditioning Training - (Rosedale Employees)
- 5/8 - Basic Air Conditioning Training - (Rosedale Employees)
- 5/15 - Basic Air Conditioning Training - (Rosedale Employees)

Training marked "**NATE**" count as hours towards recertification



[www.natex.org](http://www.natex.org)

### Service Department Notice

In order to keep our customers better informed, the technical support department at United Products has created an e-mail list of dealers to help distribute service notices and tips sent to us by **York International** as well as notices related to technical support such as training classes. There are **two** lists, one for **residential equipment** and the second for **commercial systems**. Documents will be in PDF or Microsoft Word format.

In an effort to avoid adding to an influx of junk mail, we will be strictly limiting the mailings to service related issues and only to the general type of equipment (residential and/or commercial) you request.

**If you would like to be added to our mailing lists** please e-mail Ken Loignon at [k.loignon@updinc.com](mailto:k.loignon@updinc.com)

Be sure to include your request for **Residential - Commercial** or **BOTH** lists.

You can also FAX this request to the Service Department at 410-866-6253

Company Name \_\_\_\_\_ (circle list type)

Employee Name \_\_\_\_\_ E-Mail Address \_\_\_\_\_ **R C B**

Employee Name \_\_\_\_\_ E-Mail Address \_\_\_\_\_ **R C B**

Employee Name \_\_\_\_\_ E-Mail Address \_\_\_\_\_ **R C B**



## Eric's Tool Extravaganza

1-888-907-YORK (9675)



**PART#70070**

### TUBE BENDER KIT

**"Ratchet Style"**

- Hand-Operated Ratchet Design Bends Tubes Easily
- Bends 3/8, 1/2, 5/8, 3/4 and 7/8" O.D. Soft Tubing
- Includes Heavy Duty Tube Cutter for (1/8 - 1 1/8" O.D. Tubing) and Inner-Outer Reamer for (3/16 - 1 1/2" O.D. Tubing)
- Comes in Custom Molded Box

**\$99.00**

**\$159.00**

**Part #55200**

### 2 in 1 Electronic / UV Leak Detector

Detects leaks as small as 1/10 oz (3gr) per year  
 Detects all refrigerants (CFC's, HCFC's, HFC's)  
 6 Levels of sensitivity - 15 Levels of detection



**Part #98210-A**

### Electronic Refrigerant Scale

Allows user to program desired quantities.

EMPTY/FULL feature allows user to know amount of refrigerant in tank at any time

**\$129.00**

**Part #52225**

### Dual Temp Plus Infrared Thermometer

Features both infrared and contact thermometer technologies  
 Temp Range : -76 to 932 degrees F - Laser Targeting  
 Programmable HI/LO Alarm

Optional Probes are available

**\$59.00**

