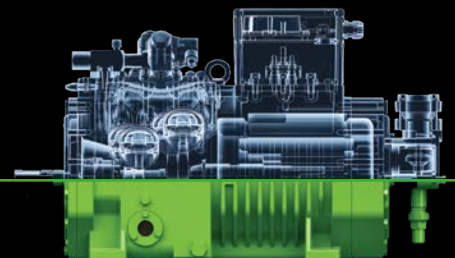
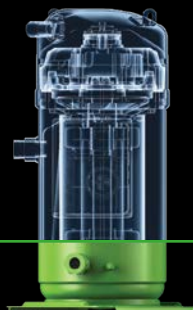
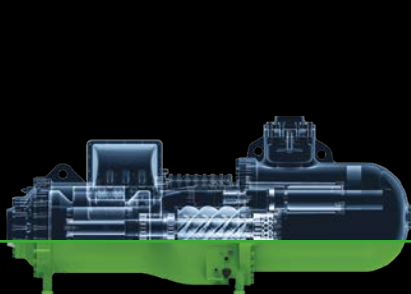


BITZER US
DEALER PROGRAM
EXCELLENCE BY DESIGN



MP-0044-02



PROGRAM OVERVIEW

The BITZER Dealer Program is a growing and exclusive group of nationwide HVAC&R contractors that actively replace competitive OEM compressors (retrofit) and specify BITZER compressors and products in new OEM equipment and systems. These privileges are reserved for contractors who display a level of commitment, teamwork, and trust while working with the BITZER Group.

Qualified BITZER Dealers take advantage of the following benefits:

- // Qualified Dealer leads
 - Referrals given to prospects who contact BITZER.
- // Referrals from BITZER for service work
- // Factory training sessions
- // 24/7 emergency replacements (BITZER QuickShip)
- // Dealer Pricing
- // Access to BITZER's exclusive product line.
 - Free conversion kits for select models. (Copeland & Carlyle Recips)

BITZER Dealers that meet the training, sales, retrofit and/or specification targets, will be elevated to Master Dealer status. This level of commitment merits BITZER's highest Dealer level and is rewarded with additional Master Dealer benefits in addition to the Dealer benefits mentioned above.

Qualified BITZER Master Dealers take advantage of these additional benefits:

- // Field support from BITZER's Regional Sales Managers
- // Direct access to our Application Engineering department
- // Develop and service an installed base of BITZER compressors, building brand equity and integrity
- // Master Dealer pricing
- // Special payment terms

BITZER RETROFIT FAQs

What is a BITZER Compressor Retrofit Upgrade?

- // BITZER matches the cooling capacity of the original equipment's compressors and replaces them with modern high-efficiency compressors.

Why is a new BITZER compressor less expensive than a remanufactured OEM model?

- // OEMs assume that contractors will always replace "like-with-like", allowing them to charge exorbitant prices to the contractor, which get passed on to the end user.

Why are BITZER reciprocating compressors superior to those from a local rebuilder?

- // BITZER recip compressors are superior by design with higher efficiency ratings, lower sound profiles, and lower oil carry-over rates than our leading competitors' models.
- // Our aftermarket recip compressors are assembled with genuine BITZER parts, have all new running gear and motors and are tested to the identical specifications as those compressors that ship to our valued OEM customers.
- // Rebuilders typically replace only the broken parts with generic parts, sacrificing quality and at times functionality.

BRANDS COMMONLY RETROFITTED

- | | | | |
|--------------|----------------|-------------|---------------|
| // Bristol | // Copeland | // Hartford | // Trane |
| // Carrier | // Dunham Bush | // Hitachi | // Turbocor |
| // Carlyle | // Fusheng | // McQuay | // Vilter |
| // Climatrol | // Hanbell | // Refcomp | // York / JCI |

BITZER RETROFIT BENEFITS

RECIPROCATING COMPRESSORS

- // BITZER Semi-Hermetic Reciprocating Compressors' short stroke pistons across multiple castings, virtually eliminates vibration, while built-in mufflers minimize sound.
- // Low oil carry-over rates ensure maximum heat transfer in the system coils.
- // Free conversion kits to minimize change-out time on Copeland 3D, 4D, and 6D models.
- // Stocked at BITZER US headquarters, along with 12 QuickShip locations nationwide.



Copeland Recip to BITZER Recip

SCREW COMPRESSORS

- // Highest energy efficiency / Best IPLV in their class.
 - CSH series optimized for air-cooled units.
 - CSW series optimized for water-cooled chillers. (To compete with Turbocor)
- // Lowest sound levels in their class.
 - Double-walled rotor housing means no need for a sound blanket.
- // Broad Product Range
 - HP Range: 30 - 320 HP for new installations and OEM retrofits.
 - Approved for most commonly used refrigerants
 - 25 - 100% capacity modulation



Carlyle Recip to BITZER Recip



Turbocor to BITZER CSW Screw

SCROLL COMPRESSORS

- // GSD series compressors are ideal for commercial R410A A/C, heatpump, and chiller applications.
- // ESH series compressors replace R-22 scrolls from 8 - 15 tons.
- // Lowest sound levels in their class.
- // Highest efficiencies in their class.
- // Standard models are VFD ready.
 - GSD models speed range from 35 - 75 Hz.



Danfoss Scroll to BITZER Scroll



Carrier Recip to BITZER Scroll

24/7 EMERGENCY REPLACEMENT PROGRAM

BITZER QUICKSHIP














1-888-GO-BITZER (1-888-462-4893)

We know all about emergency situations, that's why BITZER US maintains safety stock at distribution centers throughout the country. We provide emergency delivery services year-round from the following locations. Our goal is to deliver replacements within 24 hours.



THE PROCESS IS SIMPLE. JUST PROVIDE US:

- ▶ FAILED COMPRESSOR MODEL NUMBER
- ▶ SERIAL NUMBER
- ▶ CONTACT NAME / PHONE NUMBER
- ▶ EMAIL ADDRESS
- ▶ SHIP-TO ADDRESS
- ▶ DOCK HOURS OF OPERATION
- ▶ LIFTGATE NEEDED? YES / NO
- ▶ CREDIT CARD NUMBER
- ▶ DESIRED DELIVERY DATE

 Chicago	 Los Angeles	 Philadelphia	 Flowery Branch (Manufacturing)
 Dallas / Fort Worth	 Miami	 Portland	
 Honolulu	 Minneapolis	 San Antonio	
 Kansas City	 Morristown	 San Jose	

RETURN MATERIAL AUTHORIZATION (RMA) AND CORE CHARGES

Your account or credit card will be charged on day of shipment for the service compressor, but we will delay charging your core deposit for at least two weeks. Once you receive your service compressor, call or email our returns department to request an RMA (rma@bitzerus.com). We will schedule a truck to pick-up the core, and BITZER will also pay the freight back to the factory.

We will issue a credit against your core charge as soon as we receive the failed compressor. If returned in a timely manner, you should see an offsetting credit before the core charge is due.



BITZER US, Inc.

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24/7 EMERGENCY 1-888-462-4893

www.bitzerus.com // www.bitzerams.com