



# Marketing Bulletin

WHOLESALER

No. 34-01 August 23, 2001

**TO: COPELAND PRIMESOURCE<sup>SM</sup> WHOLESALERS**

**SUBJECT: ZB\*\*KCE AS REPLACEMENT OPTION**

The ZB\*\*KCE's were introduced as replacement models for ZB\*\*KC, BR's, QR's, ZR's , and "SFA" competitor models during last year's Pre-Season. The ZB\*\*KCE's are approved for R-134a, R-404A, and R-22 applications. This broad application coverage allows you the flexibility to carry fewer models.

Wholesalers should consider consolidation to ZB\*\*KCE models this season and in future planning for 2002. Specific performance information is available on-line using OPI and also Pathfinder 8.0 which was recently distributed.

We offer BR's and QR's with sweat and rotalock adapters for replacements. Development is underway for an universal mounting adapter for ZR's and ZB's. This new adapter will be used for BR and QR compressor replacements. For an emergency situation, a ZR can be used to replace a ZB (R-22 air-conditioning application). Refer to data available in your Scroll Wholesaler Product Guide, 2000-46W, for more information.

Copeland			
Tecumseh Model	Model	Model	Wholesaler Replacement Model
SFA5594E	BRD2-0750-TFC/TFD	ZR84KC-TF5/TFD	<b>ZB50KCE-TF5/TFD-931</b>
SFA5611E	BRE2-0750-TFC/TFD	ZR94KC-TF5/TFD	<b>ZB58KCE-TF5/TFD-931</b>
SFA5612E	BRG2-0900-TFC/TFD	ZR108KC-TF5/TFD	<b>ZB66KCE-TF5/TFD-931</b>
SFA5615E	BRH2-1000-TFC/TFD	ZR125KC-TF5/TFD	<b>ZB76KCE-TF5/TFD-931</b>
	BRK2-1200-TFC/TFD	ZR144KC-TF5/TFD	<b>ZB88KC-TF5/TFD-931</b>

Note: -931 has sweat connections

Please contact your Copeland District Sales Manager with any questions regarding this matter.