



Selling the AirEase®  
20LX to Homeowners

Energy-smart, full-featured heat  
pumps and air conditioners that bring  
more to homeowners' lives.

**AIREASE™** | PRO  
SERIES

**AIREASE®**

Built for life. Yours.

## You're more than a heating and cooling expert.

As an AirEase dealer, you're a trusted adviser who knows how to bring your customers exactly what they want in their home environment. And how to help them save on their home heating and cooling costs. The AirEase 20LX family helps you do all of this and more.

You're not just selling a heat pump or air conditioner. You're selling premium equipment that will let your customers walk through their front door into an environment that's exactly how they want it. Without wasting energy.

With the 20LX line, you're able to earn their trust and their business, exceed expectations and answer every need they may have.



### BUILT FOR CONTROL AND CONVENIENCE

The 20LX line delivers the heating and cooling homeowners want in their lives.

Homeowner need	Feature that addresses the need	Explaining the feature
Precise control of temperatures in the home	Variable-capacity scroll compressor	Guided by the Comfort Sync® control and its temperature sensors, 20LX air conditioners and heat pumps can adjust capacity like a dimmer switch to maintain temperatures exactly where they're set.
Heating and cooling control in the palm of their hand	Comfort Sync® remote adjustment	Using a smartphone app, Comfort Sync can adjust home temperatures from anywhere, so homeowners always come home to their environment, their way.

### BUILT FOR PERFORMANCE

20LX heat pumps and air conditioners are premium pieces of equipment. That means they offer powerful, reliable heating and cooling all year long.

Homeowner need	Feature that addresses the need	Explaining the feature
Powerful heating and cooling, even in extreme weather	Variable-capacity scroll compressor	20LX air conditioners and heat pumps operate at lower speeds most of the time for energy efficiency. But during extreme heat or cold, they can ramp up to a higher speed as needed to preserve temperatures.
Greater peace of mind	Comfort Sync monitoring	The Comfort Sync control monitors 20LX heat pumps and air conditioners, along with the rest of the Pro Series system, and alerts the homeowner and the AirEase dealer if service or maintenance are required. This means uninterrupted, worry-free operation.

## BUILT FOR ENERGY EFFICIENCY

Powerful capacity doesn't have to translate to high energy use. 20LX heat pumps and air conditioners maintain the environment homeowners want in their lives, while offering exceptional energy efficiency.

Homeowner need	Feature that addresses the need	Explaining the feature
Spend less on energy bills	True variable capacity	Because they can exactly match energy use with demand, 20LX heat pumps and air conditioners maintain set temperatures without using more energy than they need to. This precision makes the 20LX lineup up to twice as efficient as standard air conditioners and heat pumps.
Efficient energy use	MHT™ Technology, Venturi fan shroud	Special designs in the coil and fan help move heat and air more efficiently, letting 20LX heat pumps and air conditioners use less energy to keep homes cool in the summer and warm in the winter.

## BUILT FOR AIR QUALITY

The 20LX line is about more than precise temperatures. True variable capacity also lets them help control moisture levels for a healthier environment.



Homeowner need	Feature that addresses the need	Explaining the feature
Humidity control	Variable-capacity scroll compressor	20LX heat pumps and air conditioners work with Comfort Sync and a Pro Series furnace or air handler to start the cooling cycle slowly, drawing out more moisture as needed to precisely maintain one of three different humidity levels.

## AIREASE IS BUILT FOR HOMEOWNERS' LIVES. AND IT'S BUILT FOR DEALERS.

20LX heat pumps and air conditioners are designed and built for life. But they're also designed to make your life easier. From the industry's fastest installation to easier service access, the 20LX line is a smart choice to sell for many reasons.

**Comfort Sync system monitoring** means 20LX heat pumps and air conditioners give you the opportunity to sell more service contracts. So you can offer customers ongoing peace of mind in their lives.

**Communicating equipment detection** speeds up setup and helps ensure a perfect install, every time.

**Automatic commissioning speeds** up commissioning and provides the convenience of customizable baseline configurations\*.

**System parameter adjustment at the thermostat** lets you modify individual system functions such as time delays, dual-fuel balance points, fan-only time, CFM and more at the Comfort Sync, instead of at the heat pump, air conditioner or indoor unit.

**Raised, corner-mounted valves** provide easier access, reducing the risk of torch burns during brazing.

**Precision Service™ Technology** helps you work more efficiently on every job, with simplified fan removal, threaded pressure switches, fewer screws per panel and corner-post-mounted access panels.

\*Every 20LX must be installed with a variable-speed, Comfort Sync-enabled indoor unit and a Comfort Sync control.



## Built for life. And built for your reputation.

AirEase equipment is proudly built to a higher standard, and features a full product line that means the right solution for every homeowner's life. But for those who insist on only the best of the best in control, performance, efficiency and air quality, we offer our most elite dealers the Pro Series.

Controlled by Comfort Sync<sup>®</sup>, every Pro Series system delivers the absolute best in heating, cooling and energy use, while offering features like remote access, easier scheduling, streamlined setup and system monitoring.

No matter what piece of equipment you recommend, the Pro Series brings more to every home, and every homeowner. AirEase. **BUILT FOR LIFE. YOURS.**



**AIREASE**<sup>®</sup>

Built for life. Yours.

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