

## **Competitive Analysis**

Product	Addison PR (June 2020)	Addison PRAK	AAON RN ( Jan 2021)	Daikin DPS (2019)	Valent	Horizon (April 2020)	Greenheck RVE	CaptiveAir 10062021
Tons	3 thru 140	3 thru 90	2-140	Up to 52 tons	3-70 tons	5 - 54 tons	3 - 70 tons	5-30 ton nom - Size 1: 5, 6, 7.5 tons Size 2: 8, 10 tons, Size 3: 12.5, 15, 20 tons, Size 4: 22, 25, 30 tons
Cabinet								
Pressure Rating	8"	8"	8"	8"				
Foam	Injected / Lay In	Injected	Injected	Injected	Injected		Injected	
Panel	2" dbl wall 20/24 ga	2" dbl wall 20/24 ga	2" dbl wall 22/26 ga	2" dbl wall	2" dbl wall	2" dbl wall	2" dbl wall	size 1- 1" fiberglass board; all othe 2" foam
Mat'l	Galv G-90	Galv G-90	G-90	Galv std; Opt SS Inner	Galv	Galv Steel		
Thermal Break	No	No	Yes	Yes	No			
Door Hinges	Piano SS	Piano SS	Piano SS	Piano SS - Single Handle Common Linkage Syst	Piano SS		Hinged; Corrosion Resistant Fasteners	
Corrosion ASTM B117	2500 hrs	2500 hrs	2500 hrs	1000 hrs	2500 hrs	1000 hours		
Floor	16 ga. Single Galv G-90 Steel	16 ga. Single Galv G-90 Steel	Single Galv Steel	Double Wall, Foamed	2" Dbl Foamed	Full Floor Drain Pan		
Floor Insulation	.375" Closed Cell	.375" Closed Cell	.5 " Closed Cell	2" Foam	2" Foam			
Floor Opening Upturned	1.5 " Upturned Flange, sealed corners	1.5 " Upturned Flange, sealed corners	.5 " Upturned Flange		.5 " Uptunred Flange			
Base Rail	A,B,C 16 GA C Channel D, E Welded Tubular Steel, Structural	S3 & S7 12 ga C channel S7 welded tubular structural steel		13 GA				
Coils								
DX	6 Row Std Default	6 Row Std Default	4- 6 Row	4 - 6 Row	6 Row 100% OA 4 Row Mixed Air		4 Row Std	
Stainless Steel Casing	No - End Plates Only; Alt AquaAero 10K hr salt spray rating (ASTM B117)	No - End Plates Only; Alt AquaAero 10K hr Rating (ASTM b117)	Optional	Std - SS Casing	Stainless Steel Casing			
HGRH	Yes - Modulating	Modulating with LSC	Yes - Modulating	Yes - Modulating	Yes - Modulating	Yes Modulating or On/Off. Fin/Tube or Microchannel		
Drain Pan	SS Single Wall 20 GA. Dbl Slope	SS Single Wall 20 GA. Dbl Slope	SS Single Wall 20 GA. Dbl Slope	SS Single Wall 20 GA. Dbl Slope	SS Single Wall 20 GA. Dbl Slope	430 SS; Single Wall	SS Double Slope	
Compressor	1,2, or 4	1,2, or 4	1,2,or 4	2 or 4	1,2 or 4			
3-8 tons	Single Comp/Single Circuit	Single Comp/Single Circuit	RQ (2-6 T) Single Compressor RN ( 6-8 & 10T) Single compressor					
12-40 tons	Dual Compressor/Dual Circuit	Dual Compressor/Dual Circuit	RN (9-30 T) Dual Compressor					
45-140 tons	2 Set of Dual Compressor/Tandem Piped. Dual Circuit	2 Set of Dual Compressor/Tandem Piped.	RN (26-70T) 2 set of Dual Compressor					
			RN (55-105 T) Dual Compressor RN (120-140 T) 2 set of Dual Compressor					
Unloading	VFD Single Circuit	VFD Single Circuit	Digital or VSD	Inverter Commpressor	Digital Single Circuit	Trane RCC Hot Gas to Suction of Compressor; HGBP Optional; Digial 1st and 2nd Circuits and VFD Optional	Digital	
	VFD Dual and Tandem; Lead Compressor Std Scroll	VFD Dual and Tandem; Lead Compressor Std Scroll	Digital or VSD	Inverter Commpressor	VFD Dual and Tandem; Lead Compressor Std Scroll			
Fan					direct drive plenum vfd			
	Direct Drive Plenum Welded Blades VFD	ECM	Direct Drive Plenum VFD	Std ECM Array	Opt ECM	ECM Bi-plenum Std		
	Opt ECM		Opt ECM	Opt N+1 , Back Draft Dampers				
Condenser	Microchannel (cooling only)	Microchannel	Microchannel	Microchannel	Microchannel			

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Options								
Liquid Sub Cooling Coil	Yes, optional	Standard	No	Yes - Microchannel Design	No	No		
Enthalpy Wheel	Yes, synthetic fibrous	Yes, Alumimum & Polymer	Yes	Yes	Yes			
Wheel Bypass Dampers (partial)	Yes	Yes	Yes	Yes	Yes	Yes		
(Enthalpy) Plate HX w/ Bypass FULL Economizer	Yes	No	Yes	Yes	Yes			
Gas Heat	1600 MBH	1200 MBH	2400 MBH	1125 MBH	1600 MBH			
Modulation/Turndown	10: 1 except 75MBH	10: 1 except 75MBH	10:01	10:1 ; opt100:1	4:1 Standard 10:1:option			
HX Material - Standard	20 Gauge 409 Stainless Steel	20 Gauge 409 Stainless Steel	Std - Aluminized Steel; Optional Stainless Steel	439 Stainless Steel	439 Stainless Steel	409 Stainless Steel	Stainless Steel	
Burner Construction	aluminized steel	aluminized steel						
Damper								
OA damper	Leak: 3 CFM / ft^2 @ 1" wg, Class 1A						Leak: 3 CFM / ft^2 @ 1" wg, Class 1A	
RA damper	Leak: 3 CFM / ft^2 @ 1" wg, Class 1A						Leak: 3 CFM / ft^2 @ 1" wg, Class 1A	
Warranty								
Unit	1st Year Parts Only	1st Year Parts Only			1st Year Parts Only			5 Year Parts Only
Compressor	5 yr	5 yr	1st yr std; ADD opt 5 yr	1st yr std; ADD opt 5 yr	ADD opt 5 yr	5 yr std (25 ton under)	1st year std; ADD opt 2-5 yrs	
Gas Alum Steel HX	n/a	n/a	15yr - std	N/A	N/A			
Gas SS HX	10 years	10 years	25 year - premium	10 yrs; opt 20 yr	10 years	439 ss hx : 25 yr warranty	25 year std	25 yrs
Energy Recovery Wheel							5 yrs (less motor)	
Electrical								
Lock Out Tag Out	Yes	Yes	Yes	Yes	Yes			
SCCR / AIC Rating	5KA SCCR Std; 65KA SCCR Option	5KA SCCR Std; 65KA SCCR Option	5kAIC Std, 10kAIC and 35kAIC Optional	10KAIC SCCR Std; 22 KA Opt; 65KAIC Optional	5KA Std; 65KA Option	Std - None. Oot 65 SCCR or 65 KAIC	5KA Std	
Phase Voltage Monitor	Std	Std	ADD Option- DPM Feature	Std			std	
GFI Receptacle	Separate Feed by Others; Opt Factory Wired with Transformer Wired to Line Side	Separate Feed by Others; Opt Factory Wired with Transformer Wired to Line Side	Separate Feed by Others; Opt Factory Wired with Transformer Wired to Line Side	Separate Feed by Others; Opt Factory Wired with Transformer Wired to Line Side	Separate Feed by Others; Opt Factory Wired with Transformer Wired to Line Side	Separate Feed by Others; Opt Factory Wired with Transformer Wired to Line Side		
Miscellaneous								
Corrosion Inhibitor	Opt 10000 hrs AquaAero - All Coils / Siloxane Cabinet ASTMB117 Rated	Opt 10000 hrs AquaAero - All Coils / Siloxane Cabinet ASTMB117 Rated	Opt E Coat 6000 Hours - Clg, Htg, Condensing Coils Opt FinKote2 10000 hours	Opt 6000 Hours - Clg, Htg, Condensing Coils	Electrofin Coil Coating	Opt: SS Inner Walls; SS Coil Casing; & ECO Coated Coils - No Hrs Referenced		
Final Filter	No	No	No (in ductwork)	Yes - Cartridge, MERV16 or HEPA	No			
Seismic			IBC /OSHPD					
Panel Deflection								
Sound								
Leakage								
Freeze Protection						Cooney Freezeblock		