

THE TRUSTED CHOICE IN FURNACES

ENERGY-EFFICIENT GAS FURNACES

bryant

Heating & Cooling Systems

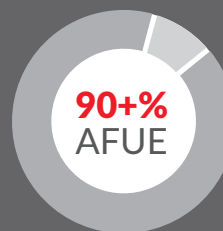
**WHATEVER
IT TAKES.**



**Complete Comfort, Energy Savings,
and Exceptional Service Provided
by Your Bryant Dealer.**

90% Efficient Gas Furnaces

We have a full line-up of products, ranging from the most efficient gas furnace on the market today (at 98.5% AFUE) to an easy-to-install 92% AFUE gas furnace.



EVOLUTION[®] SYSTEM

Preferred[™] SERIES

LEGACY[™] LINE

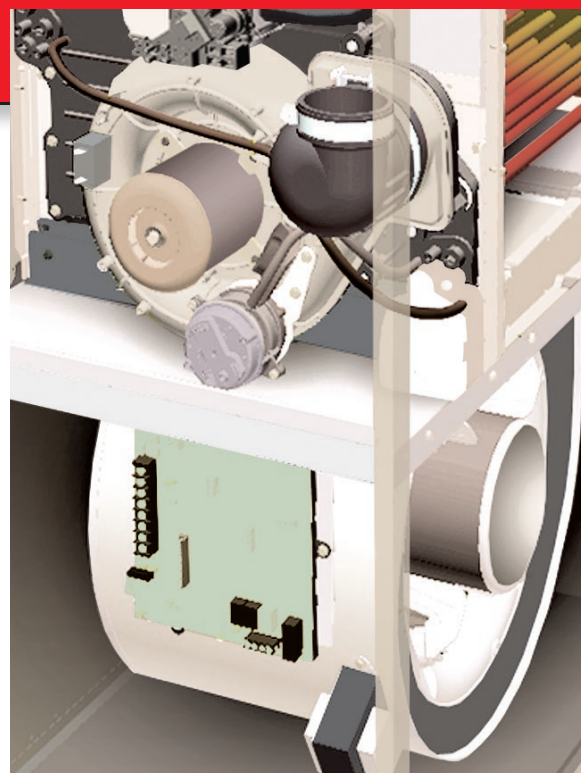
Model	987M Evolution [®] 98M	986T Evolution [®] 96T	926T Preferred [™] 96T	925T Preferred [™] 95T	925S Preferred [™] 95S	922S Preferred [™] 92S	915S Legacy [™] 95S	912S Legacy [™] 92S
AFUE	Up to 98.3	Up to 96.7	Up to 96.5	Up to 96.2	Up to 96.2	Up to 92.1	Up to 95.5	Up to 92.1
Input Range (BTUH)	60,000 - 120,000	40,000 - 120,000	40,000 - 120,000	40,000 - 120,000	40,000 - 120,000	40,000 - 120,000	40,000 - 120,000	40,000 - 120,000
Minimum Dimensions (H x W x D)	35 x 17.5 x 29.5	35 x 17.5 x 30	35 x 14.2 x 29.5	35 x 14.2 x 30	35 x 14.2 x 29.5	35 x 14.2 x 29.5	35 x 14.2 x 29.5	35 x 14.2 x 29.5
Communicating	✓	✓	✓ (Configuring)					
Heat Stages	Modulating	2	2	2	1	1	1	1
Unique Features	Modulates up AND down in Same cycle; Evolution [®] Control	Evolution [®] Control	Twinnable up to 240,000					
Media Cabinet	✓	✓		✓	✓			
Motor	Evolution [®] Variable-Speed ECM	Evolution [®] Variable-Speed ECM	Preferred [™] Variable-Speed ECM-PWM	Preferred [™] Multi-Tap ECM (X-13)	Preferred [™] Multi-Tap ECM (X-13)	Preferred [™] Multi-Tap ECM (X-13)	PSC	PSC
Dual Fuel Compatible								
Perfect Humidity [®]	✓	✓	✓	✓	✓			
Perfect Heat [®] technology	✓	✓	✓	✓	✓			
Fan-On Plus [™] technology	✓	✓	✓	✓	✓	✓	✓	✓
ENERGY STAR [®] Qualified	✓	✓	✓	✓	✓ (Select Model Sizes)	Qualified only in U.S. Southern States	✓ (Select Model Sizes)	
Recommended Thermostat	Evolution [®] Connex [™] Control						Legacy Line [™] Wi-Fi [®] Thermostat	

Wi-Fi[®] is a registered trademark of Wi-Fi Alliance Corporation.

NEW 90% Efficient Gas Furnaces

The Preferred® Series 96T model 926T gas furnace is the latest offering from Bryant and is the product of choice for so many reasons. The two-stage gas valve technology can be intelligently switched between high and low settings to maximize comfort, reduce stagnate air from floor to ceiling and between rooms. The variable-speed blower motor offers more even airflow and reacts to changes in the home to ensure that airflow is constantly delivered at the right speed. Additionally, the 96T gas furnace has been designed so that it matches with our outdoor units in such a way as to deliver the most ENERGY STAR® qualified combination ratings.

The 96T gas furnace is the first that uses a variable-speed motor that can be twinned together so that the two furnaces operate as a single unit. This allows for up to 240,000 BTUH to be delivered by the twinning, and still provides all the benefits of variable-speed comfort.



Multi-Poise Feature

One of the great features of our Bryant® products is that all of our gas furnaces are true multi-poise furnaces. You have one SKU that can fit every configuration required; Bryant's multi-poise design has a positive impact on your bottom line.

No more showing up to a job site with the wrong furnace because the salesperson thought the unit was upflow when in fact it was a downflow orientation. In order to change the furnace to accommodate a new orientation, only minor adjustments are made to the condensate trap and to the patented rotating vent elbow. Within minutes, our gas furnaces are ready for any installation direction.



80% Efficient Gas Furnaces

There is one Evolution® System model, the Plus 80v™, which has an 80% AFUE... is fully communicating... uses a two-stage gas valve which offers two-stages of heating... and includes our full-featured communicating variable-speed blower motor.

Moving to the Preferred™ Series, the model Plus 80T™ achieves an 80% AFUE... offers single-stage heating... and includes our Boost ECM or X-13 motor. This is our SEER Boost product, which is used to increase the SEER of selected 13.0 SEER air conditioners to 14.0 SEER, and selected 14.0 SEER air conditioners to 15.0 SEER.



EVOLUTION®
SYSTEM



Preferred™
SERIES



LEGACY™
LINE

Model	315 Plus 80v™	314 Plus 80w™	313 Plus 80x™	311 Plus 80™	310
AFUE	80	80	80	80	80
Input Range (BTUH)	70,000 - 155,000	45,000 - 135,000	45,000 - 135,000	45,000 - 155,000	45,000 - 155,000
Minimum Dimensions (H x W x D)	33.3 x 17.5 x 29.5	33.3 x 14.2 x 29.5	33.3 x 14.2 x 29.5	33.3 x 14.2 x 29.5	33.3 x 14.2 x 29.5
Communicating	✓	✓ (Configuring)			
Heat Stages	2	2	1	1	1
Unique Feature	Evolution® Control	Twinnable up to 270,000			
Motor	Evolution® Variable-Speed ECM	Preferred™ Variable-Speed ECM-PWM	Preferred™ Multi-Tap ECM (X-13)	PSC	PSC
Dual Fuel Compatible	 HYBRIDHEAT.®	 HYBRIDHEAT.®		 HYBRIDHEAT.®	
Perfect Humidity®	✓				
Perfect Heat® technology	✓	✓	✓		
Fan-On Plus™ technology	✓	✓	✓	✓	✓
SmartEvap™ technology	✓	✓	✓		
Recommended Thermostat	Evolution® Connex™ Control	HOUSEwise		Legacy Line™ Wi-Fi® Thermostat	

Wi-Fi® is a registered trademark of Wi-Fi Alliance Corporation.

NEW Furnace Technology

Where Used, Why Used

Bryant is the first and only manufacturer currently offering the ability to twin a variable-speed furnace. With the new ECM-PWM motor, you now have the capability that previously did not exist.

Kit Needed: KGATW0801HSI

- Upflow, Downflow and Horizontal
- Two-stage units with ECM-PWM motors

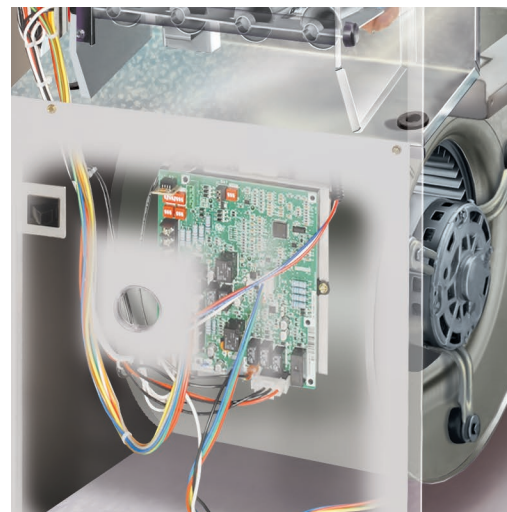
Restrictions

- Similar to current applications
- Furnace model numbers must match

90% ECM-PWM Models	80% ECM-PWM Models
926T	314
060-14	090-16
080-16	110-22
100-20	135-22
120-22	
ALL SERIES	Series 100 Not Permitted

Motor Line-Up

When it comes to the types of motors that are used in furnace applications, there are many to choose from. We use multiple motors ranging from an entry level PSC all the way up to an ECM 3.0. Each motor has a different capability and the features and benefits a homeowner is looking for will decide which motor is needed. If the homeowner is wanting comfort and efficiency, the ECM motor will be a better choice. Inside the ECM motor family there are many options. The basic ECM will offer a higher level of efficiency if that is desired. The ECM-PWM motor will offer variable-speed at an affordable cost and the ECM 3.0 will offer all of the features such as full communication, true sense filter feedback as well as zoning capabilities. There are multiple motors offered so that the correct furnace can be matched regardless of the application.



Motor Type	Efficiency (% of Energy)	Cost	Communication Support	Benefits
PSC	60%	\$	No	Low-cost, workhorse motor
X-13 Multi-Tap	80%	\$\$	No	Better efficiency; boosts AC efficiency (SEER)
PWM	80%	\$\$\$	One-Way	Low-cost, variable-speed; boosts AC efficiency (SEER)
ECM 2.3	80%	\$\$\$\$	One-Way	Low-cost, variable-speed; boosts AC efficiency (SEER)
ECM 3.0	80%	\$\$\$\$	Two-Way	Full communication support for Evolution® Extreme™ heat pump and technologies like duct assessment, true sense dirty filter detection, bypass-less zoning



Top Reasons It Takes Bryant®

Perfect Humidity® Technology

Perfect Humidity® technology is a great Bryant® proprietary feature. It not only removes more moisture than dehumidification systems using a standard furnace, it also allows dehumidification without waiting for the indoor temperature to initiate a call for cooling, providing on-demand humidity management.



From a benefit perspective, this feature provides maximum comfort to the homeowner who is concerned about excess humidity. And it provides Bryant dealers with a different kitchen table discussion, too.

Fan On Plus™ Technology



Allows changing fan speed from a compatible thermostat – a Bryant® proprietary design. Consumers enjoy enhanced control over indoor comfort.

Sometimes the constant fan setting on a standard furnace system can actually reduce homeowner comfort by providing too much air! Bryant Fan On Plus™ technology allows a homeowner to change fan speed when the system is running in constant fan mode. Using a compatible thermostat, the user changes the fan speeds based upon the speed taps of the motor.

So what about the Evolution® Connex™ control? It's the most intelligent control that Bryant makes, and still offers more functionality than any other control on the market when installed as part of a complete Evolution system. Does it support Fan On Plus™ technology? You bet. A homeowner can walk right up to the Evolution Connex control and select high, medium or low fan speeds that remain in place until the system senses it needs to change to meet a call for cooling or heating, humidification or dehumidification.



Perfect Heat® Technology

The Perfect Heat® technology feature with Adaptive Control is a proprietary function that promotes homeowner comfort through two stages of heating. This feature delivers several comfort benefits and in turn, gives you an advantage over your competition.

Bryant offers gas furnaces with a patented algorithm that continually monitors and adjusts furnace operation by looking at both current and past conditions to determine the most effective stage of heating and the amount of time to run each stage, every cycle.

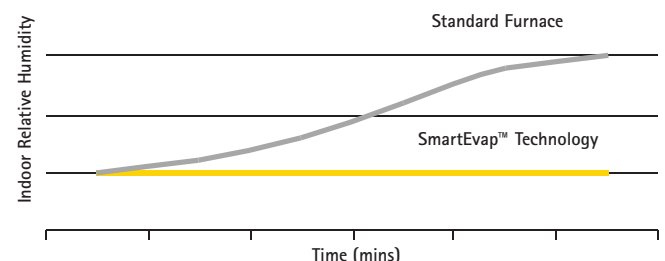


The proprietary Perfect Heat technology feature delivers comfort that becomes a great selling tool with key phrases like maximum comfort, more even and consistent temperatures, enhanced ventilation, improved IAQ, lower energy costs and quiet operation. Remember these benefits when you're out making that next sales call because now, more than ever, consumers buy comfort when it comes to HVAC.

SmartEvap™ Technology

Then there's SmartEvap™ technology, when paired with a compatible thermostat, a dehumidification feature that overrides the blower-off delay issued by the condensing unit when there is a call for dehumidification. This is important because some of our competition uses the blower-off delay all year long, even in dehumidification mode... not very effective for humidity management!

By deactivating the blower-off delay, SmartEvap technology prevents condensate that remains on the coil after a dehumidification cycle from re-humidifying throughout the home. This results in reduced humidity and a more comfortable indoor environment for the homeowner.



QuietTech™ Sound Comparison

Bryant® gas furnaces are among the quietest in the industry. We have a tool that allows you to compare the sound of competitive products to our products. Each recording has been made in the same room under tightly controlled conditions, using the same recording equipment, and include high-, medium- and low-stages of heat as supported by the furnace.

A terrific way to “try before you buy” approach to educating homeowners.



Available as a downloadable app from HVACpartners.com (left), or as a web-based application at www.bacfurnaces.com (right).

Op-Cost Estimator

The below estimate includes a two-story home in St. Joseph, MI with a heating load requirement of 57,500 and a cooling load of 32,850. This calls for a 3-ton AC and a 60,000 BTU furnace.

In this example, our Best-Better-Good selections are (a) a HYBRID HEAT® dual fuel system, (b) a modulating furnace and two-stage air conditioner combination, and (c) a two-stage furnace and 14.0 SEER air conditioner.

Parameter	Base System	Investment 1	Investment 2	Investment 3
System Type	AC and Gas Furnace	Hybrid Gas Heat S/C	Hybrid Gas Heat S/C	AC and Gas Furnace
Outdoor Unit	SEER10	20SEER	22SEER	25SEER
Indoor Unit	AFUE76	315AA	315AA	997MA
Heating Requirements (Btu/h)	62000			
Cooling Capacity (Btu/h)	45000			
ZIP/Postal Code	48085			
Natural Gas (\$/therm)	1.09			
Oil Cost (\$/gal)	2.27			
Summer Electric Cost (\$/kWh)	0.08			
Winter Electric Cost (\$/kWh)	0.08			
Continuous Fan	Clg	Clg	Clg	Clg
Therm. B.P.	21.6	21.6	21.6	21.6
HYBRID HEAT Econ B.P.	15.2	15.2	15.2	15.2
Cooling Efficiency	10 SEER	18 SEER	18 SEER	18 SEER
Heating Efficiency	76 AFUE	10.5 HSPF	9.5 HSPF	97 AFUE
Cooling Cost (\$)	306	181	190	187
Heating Cost (\$)	1,963	1,001	1,322	1,570
Total Electrical Cost (\$)	392	931	853	251
Total Fuel Cost (\$)	1,898	302	668	1,525
Total Annual Cost (\$)	2,290	1,233	1,621	1,757
Annual Savings		1,057	790	533

TECHNICAL TRAINING

Bryant® Gas Furnaces – Delivering Homeowner Comfort
Ideal for dealer-owners and salespeople to become better skilled at explaining the features and benefits of the Evolution® gas furnaces with variable-speed technology, Perfect Heat® and Perfect Humidity® technologies, and HYBRID HEAT® dual fuel systems and the value of each.

Bryant® Plus 80™ – Selling to the Homeowner

- To identify the key features and benefits of the Plus 80™ variable-speed gas furnace.
- How to sell this model to homeowners.

GAS FURNACES

OBJECTIVES

Upon completion of this module, you will be able to:

1. Define the unique dimensions of comfort that your customer values most.
2. Connect your customer's experience of comfort to desired Bryant® Gas Furnace system benefits.
3. Share confidently with your customer the features that differentiate high-end Bryant technologies.

DELIVERING HOMEOWNER COMFORT
BACK 2 OF 10

NEXT >

For more than a century, homeowners have associated Bryant® heating and cooling products with the highest standards of indoor comfort and Bryant dealers as service leaders. Through commitment and dedication of our product development and manufacturing teams, we have consistently met every new challenge head-on and delivered the products to meet or exceed expectations. Our national network of passionate Bryant dealers is at the forefront of our success. Knowledgeable in the field, and equipped to address your home comfort needs, our dealers deliver customized comfort solutions to you and your family by doing...

WHATEVER IT TAKES.®

Since 1904



Visit our website at Bryant.com