



YORK[®] NATIONAL ACCOUNTS
TAKING EXPERTISE TO THE **nth** DEGREE



YORK® NATIONAL ACCOUNTS YOUR TEAM. YOUR PARTNER.

YORK has earned its reputation of quality, efficiency and durability by providing heating and cooling solutions for the world's most prestigious buildings for over 140 years.

As your HVAC partner, we ensure your project is achieving your technological and economic objectives. We have the expertise, resources, and logistics to meet your needs.

No project is too small or too large. That's why national leaders in numerous industries rely on us for a wide range of HVAC products and services. As part of Johnson Controls, we are able to offer an outstanding combination of equipment, controls and services spanning over 125 countries worldwide.

- **Nationwide Factory Direct Pricing**
- **Dedicated Account Team**
- **Real-time Tracking Services**
- **Nationwide Parts Access**
- **Dedicated Technical Support**

CUSTOMER CENTRIC, PROCESS DRIVEN APPROACH

Our collaborative team approach understands the unique goals and objectives of your account. Together, our teams will develop individualized solutions to meet the specific needs of your project.



800 481 9738

One number provides you direct access to your dedicated YORK National Accounts team:

- Sales Application Engineer
- Sales Support
- Account Coordinator
- Dedicated Technical Support



Plan Review



Project Management
& Planning



Account Set Up



Order Tracking



Preferred Pricing



Training, Technical Reviews
& Service Assistance



Order Processing

BUILDING QUALITY

RIGHT HERE IN AMERICA

Exceeding customer expectations requires continual advances and attention to detail. Building your YORK unit in America ensures that we can closely monitor and improve processes that directly affect quality.

The performance and reliability of your unit is the result of strict tolerances and rigorous testing that continues throughout the entire process. It's also the result of dedication and hard work. It takes more than just metal and circuitry to make a YORK unit. It takes people of integrity from right here in the heart of America.



FACTORY AUTHORIZED STARTUP!

After your installing contractor sets the unit and completes the startup checklist, we will work with them to have our factory authorized team visit the site and confirm operational excellence and perform new equipment certifications for our National Accounts clients.

YORK's installation certification provides a complete start-up process and verification to make sure all units are installed and operating properly according to factory specifications. YORK identifies any installation defects or manufacturer's warranty deficiencies to eliminate unnecessary costs, provide peace of mind and ensure the highest degree of reliability and customer satisfaction.



RESOURCES & LOGISTICS TO MEET YOUR NEEDS

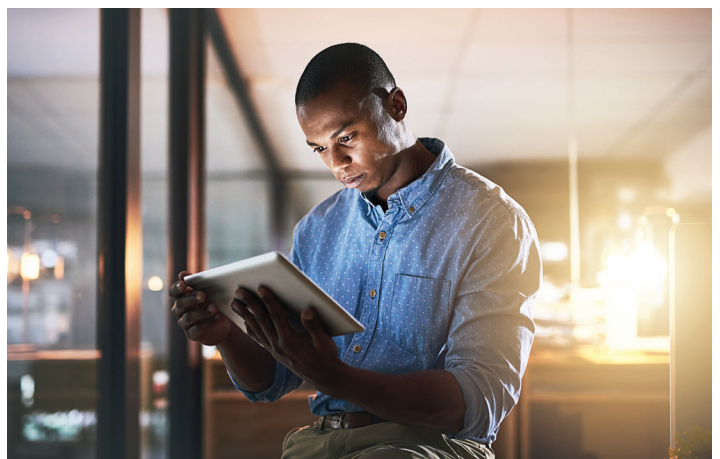
YORK inventories over 2,000 model numbers and 60,000 units. This is supported by over \$50 million in inventory at more than 240 local YORK distributors in North America.

When time is of the essence, the YORK National Accounts personnel has the capability to search all inventory nationwide in order to ensure that product is available. National Accounts customers also have the option to participate in a "Quick Ship" dedicated inventory program. Under this program, YORK National Accounts will stock equipment that is specifically configured for each of our customers' needs. This ensures that product is always available at any one time to meet any unexpected demands.



TECHNICAL SUPPORT AND TRAINING

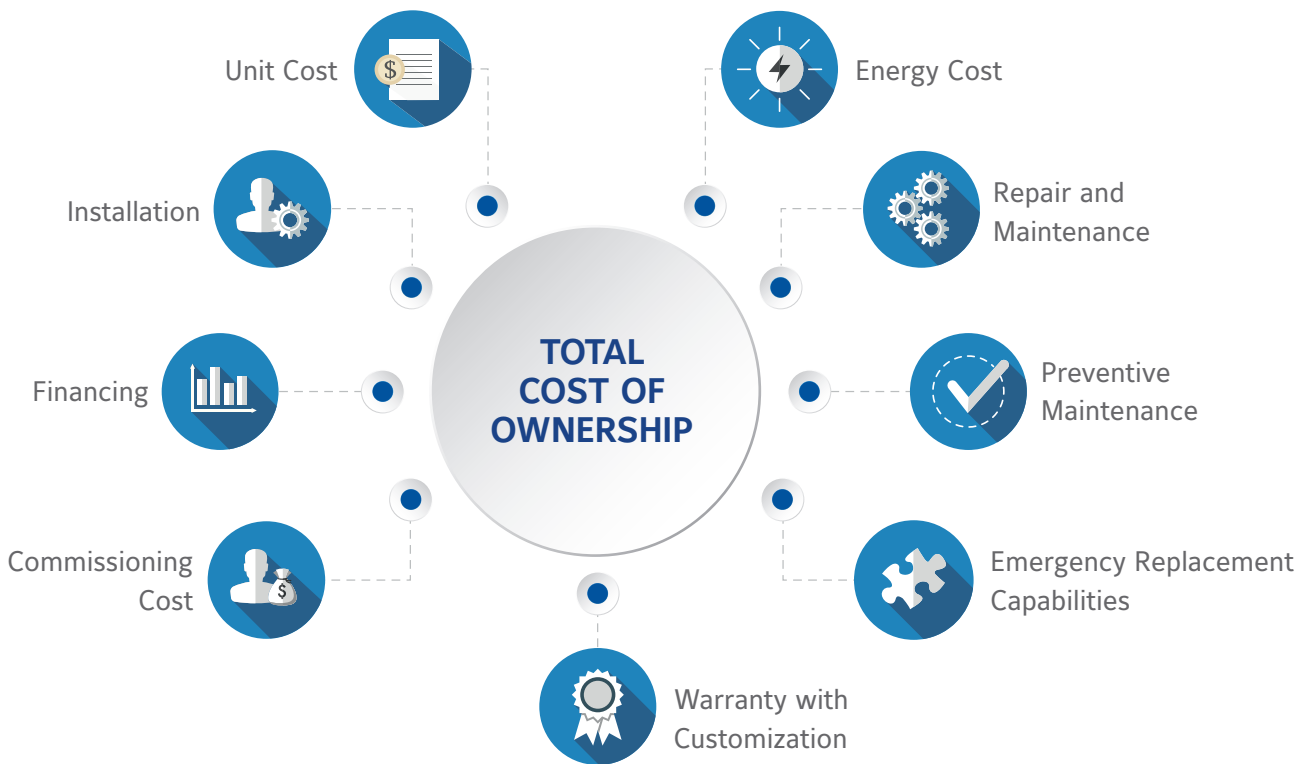
National Accounts customers have access to a full-time technical field supervisor capable of troubleshooting startup issues, warranty issues, and any technical questions from your facilities or engineering personnel. Regional training can be conducted at a YORK distributor or branch location regarding: Metasys® controls, equipment maintenance and diagnostics. A listing of scheduled classes, dates and locations is available.



BENEFITS OF PLANNED REPLACEMENT

Putting repair dollars into equipment that is out of date or nearing the end of its service life is not a good investment. Plus, breakdowns and unplanned repairs are disruptive to your business and your cash flow. Planned replacement gives you peace of mind and keeps your business running smoothly and cost effectively.

- With the high efficiencies of new equipment, you can immediately begin recouping your return on investment with lowered utility costs.
- Avoid emergency logistics, costs and disruption to employees.
- Allows time to plan the capital expenditure and implement the best solution.



MANAGING YOUR CAPITAL EXPENSES

In developing a smart HVAC solution, many factors should be considered. How old is your equipment and is it under warranty? What are your projected repair costs? Is poor efficiency adding long-term expense? What are the implications of delay?

As your partner, we guide and support your plans for new buildings as well as the ongoing maintenance or renovation of existing ones. Your National Accounts team will perform an objective review of your equipment and requirements—and deliver a plan that ensures each of your buildings has the system that makes the best technical and economic sense.

MAINTENANCE PROGRAMS

To protect your investment, maximize efficiency and avoid unscheduled service, YORK recommends an HVAC Maintenance and Refrigeration program.

- Semi Annual Inspection
- Cooling Season Check-up
- Heating Season Check-up
- Filter Change Program

CONTACT US

Want to learn more about how YORK®
is ready to help you complete your home
building projects? Contact:

YORK® National Accounts

Tel: 1-800-481-9738

Email: be-yorknaquotes@jci.com

URL: JohnsonControls.com

FOR MORE INFORMATION, VISIT: WWW.YORK.COM/NATIONALACCOUNTS



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