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**NEW CARRIER 80 PERCENT FURNACE LINE  
SIMPLIFIES INSTALLATION AND SERVICE**

***Dealer Partners Drive Engineering Innovations***

INDIANAPOLIS, Aug. 2 – Celebrating 100 years of innovation, Carrier Corporation today launched the next generation WeatherMaker® 8000 gas furnace, incorporating new design elements, patented technologies and a compact design that will significantly enhance the company’s 80 percent AFUE (Annual Fuel Utilization Efficiency) offering in the residential market. The product’s design sets a new standard for simplified installation and service.

Following four years of research and development, including hands-on design input from the company’s first *Partners in Development* dealer design team, Carrier will begin shipping the new furnaces this month.

At today’s launch event, here, Herman Kling, vice president of sales, said, “By improving installation and service efficiency, our dealers gain a competitive advantage. Our *Partners in Development* team made dealer efficiency a core design priority. The result is a remarkable innovation that delivers on increasingly demanding requirements from both dealers and homeowners.”

Tim Perry, senior product manager and *Partners In Development* team leader, further amplified the group's contribution. "The *Partners in Development* team serves as a unique point of integration to articulate the demands and challenges of installation and service technicians, dealer owners, distributors, service managers, Carrier engineers and the all-important residential customer," said Perry.

### **Technology Advances**

A number of new, Carrier-patented engineering innovations enable simpler, more flexible installation and service. A newly-designed vent elbow, with three easy-to-access screws, is the only adjustment necessary to convert to any of the unit's 13 multi-poise positions. This advance also enables distributors and dealers to inventory fewer models/SKUs, while enabling far more applications.

With *Partners In Development* team insight, the new platform was also designed to simplify access to key components within the system, including the control panel, vent elbow, and burner, via a patented deeper front door that allows easy side access. At just 33-1/3-in. tall, the new WeatherMaker 8000 delivers further installation versatility, creating more options for installation in challenging locations such as attics, crawl spaces and closets.

Tim Cropp, *Partners In Development* team member and a vice president with Cropp-Metcalf, Inc., Fairfax, Va., confirmed the significance of these innovations to his business. "In addition to products, I sell man hours," said Cropp. "The installation and service flexibility of the new WeatherMaker 8000 means that my technicians can get the job done more efficiently. That means my business is more profitable, and my customers are satisfied because they have a better performing furnace up and running much quicker."

Perry credited the *Partners In Development* team, dealers and Carrier engineers alike. “The group thoroughly analyzed the wide range of challenges faced by installation and service technicians,” he said. “Over a four year period they helped design, test and develop the prototypes that resulted in what we are proud to introduce as a new industry standard for easier, more efficient installation and service.”

### **Tested Reliability**

Carrier’s commitment to quality and reliability is reflected in the extensive testing regimens used in the new WeatherMaker 8000’s development. Carrier tripled the American National Standards Institute’s 10,000 run/test cycle requirements, and further subjected the new platform to 200,000 cycles of Carrier’s own cycle test, designed to mimic conditions seen over the expected 20-year or longer life of gas furnaces.

Field-testing of the product began in 2000, with American Gas Association-certified units dealer-installed and tested in a wide range of locations, climates and applications. In many cases, trial units were installed and monitored by *Partners In Development* dealers, providing independent confirmation of the product’s quality by the team largely responsible for its design specifications.

The platform also integrates several new, patented technologies engineered to improve the durability of the heat exchanger and coil casing flange.

“The rigorousness of Carrier’s testing and component re-engineering is consistent with our durability strategy for the new WeatherMaker 8000,” said Kling.

**Intelligent Comfort**

Both Carrier ComfortHeat™ Technology and IdealHumidity™ System are incorporated in the variable-speed, two-stage models of the new WeatherMaker 8000, (and are also available on the Carrier WeatherMaker Infinity™ (94 percent AFUE) models.) Available only from Carrier, these technologies minimize fluctuations in heat levels and provide optimal humidity conditions while maximizing the system’s energy efficiency. Carrier offers the only system on the market that provides optimal humidity control, even when indoor conditions do not require heating or cooling. The innovative Thermidstat™ Control automatically activates the system to provide the desired, pre-set humidity level and ensures consistent heating and cooling levels by anticipating temperature and humidity variation from the level set by the homeowner.

“Comfort and durability are how Carrier and its dealers will be measured by the customer,” said Perry. “ComfortHeat and IdealHumidity combine to provide what we believe is the only indoor comfort solution in the industry that can deliver the truest home comfort environment.”

“When we sit across from a homeowner at the kitchen table, this is what we’re selling – Carrier quality that the customer will recognize in terms of day-to-day comfort,” Cropp said. “This is what the Carrier brand stands for, innovations that deliver unmatched quality.”

For more information on Carrier, visit the company’s web site: [www.carrier.com](http://www.carrier.com); e-mail [contact.carrier@carrier.utc.com](mailto:contact.carrier@carrier.utc.com); or call 1-800-CARRIER.

Celebrating 100 years of innovation and the invention of modern air conditioning by its founder, Willis Haviland Carrier, Carrier Corporation is the world’s largest manufacturer of heating, air conditioning and refrigeration systems and equipment. It is a subsidiary of United Technologies Corporation (NYSE:UTX), provider of a broad range of high-technology products and support services to the aerospace and building systems industries.