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Date: August 23, 2017
To: All Advanced Distributor Products Representatives
Subject: Discontinuation of LA / LH Product Line

As we prepare for the 2018 season, ADP will be making the following changes to our product portfolio. Effective December 31, 2017, ADP will discontinue production of the LA/LH product line. The discontinuation of this low volume, light commercial product will serve to increase our focus on our residential coil business. ADP will continue to support the installed base of LA/LH products. Replacement components and technical service will continue to be available. Coil warranty claims will be settled by a credit for the original purchase price to the distributor.

In order to ease this transition, ADP will continue to take orders until September 30th. We reserve the right to limit order quantities.

For LA/LH product needs after this year, you can refer customers to Magic Aire. They have a wide offering of light commercial coil products that includes close matches to our LA/LH products. Below is a cross-reference between ADP and Magic Aire:

ADP Model #	Magic Aire Product Line	Magic Aire Part #	Magic Air Model #
LA-6-2-AC-4	VXF20	473-290134-000	VXFA20CLAAAM
LA-7.5-1-AC/HP-4	VXF30	473-290155-000	VXFA30BLAACM
LA-7.5-1-AC/HP	VXF30	473-290161-000	VXFA30HLAACM
LA-8-2-AC-4	VXF30	473-290156-000	VXFA30CLAACM
LA-10.5-1-AC-4	VXF40	473-290158-000	VXFA40CLAACM
LA-10-2-AC-4	VXF40	473-290158-000	VXFA40CLAACM
LH-7.5-1-AC/HP-4	HXB30	376-000356-001	CAHZ408 (HXB30B)

The contact for customers at Magic Aire is:

Girard Vaughn
Field Sales Manager
940-704-1089
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If you have any questions or concerns, please contact your RSM.

Best regards,

Timothy Orr
Director, Sales & Product Management