

# Selling the Pro Series

Heating, Cooling and  
Indoor Air Quality Systems

The premium heating and cooling line that  
delivers more, for homeowners who demand it.

 ARMSTRONG  
AIR PRO SERIES

 ARMSTRONG  
AIR®  
The Professional's Choice

# You can offer homeowners performance without compromise. Because you're a professional who doesn't compromise, either.

Imagine telling a homeowner they can step through their front door and have their home feel exactly the way they want it to, every time. From temperature and humidity to air quality and energy efficiency, everything is always exactly right.

You can offer all of this, because you have the expertise to create the perfect Pro Series system for every home, and every need.

## Maximum control

Every Pro Series system you create is designed around Comfort Sync®, the control that balances performance and energy efficiency to create an ideal environment, without tradeoffs.



Homeowner need	Feature that addresses the need	Explaining the feature
Precise cooling control	Pro Series variable-capacity heat pumps and air conditioners	Energy-efficient cooling equipment works with Comfort Sync to adjust compressor speed and output in very small increments to deliver exact temperatures and energy efficiency.
Precise heating control	Pro Series variable-capacity furnaces	Gas valves controlled by Comfort Sync modulate up and down to deliver the exact amount of heat to maintain set temperatures, without wasting fuel.
No hot and cold spots	Comfort Sync zoning	The home is divided into up to 4 areas, or zones, each with individualized control, so everyone gets their own "sweet spot."
Heating and cooling controlled from anywhere	Comfort Sync remote access	Control in the palm of your hand, because Comfort Sync enables temperature adjustment from anywhere with a smartphone app.

## Efficiency

Pro Series equipment's exceptional performance is always balanced by smart energy use, because homeowners should never have to choose between the two.

Homeowner need	Feature that addresses the need	Explaining the feature
Tired of spending too much on energy to get the desired environment	Energy-efficient Pro Series equipment	Pro Series furnaces with up to 97% efficiency convert 97% of fuel to heat. Pro Series heat pumps and air conditioners are up to 2 times more efficient than current systems.
Efficiency without compromise in warm weather	Variable-capacity air conditioners and heat pumps	Ramps compressor output up and down like a dimmer switch to match demand to need. High efficiency on mild days, with plenty of reserve performance for extreme weather.
Continuous efficiency in cold weather	Variable-capacity furnaces	Gas valve increases and decreases flame and heat output like a dimmer switch to match demand to need. Efficient, low-heat operation on mild days, with plenty of reserve heating power for cold days.

## Air quality

The perfect environment is about more than temperatures. With the Pro Series, you have the right solutions for powerful filtration and humidity control as well.

Homeowner need	Feature that addresses the need	Explaining the feature
Relief for allergy sufferers, cleaner air	Pro Series air filtration	Powerful filtration removes dust, dirt, bacteria, pollen, pet dander and more to deliver fresher, cleaner air with every breath.
Air that is not heavy, sticky or humid	Pro Series dehumidification, variable speed airflow	Dehumidifiers remove moisture to preserve ideal levels in the air. Variable-speed airflow starts slowly, to draw out more moisture before circulation.
Consistently clean air throughout the house	Variable speed airflow	Air is always circulating slowly for constant filtration, but speeds up as needed to deliver powerful heating and cooling. This has the added benefit of creating even temperatures throughout the home.

## Greater peace of mind

With Comfort Sync, a Pro Series system is more than just powerful and efficient. It's also reliable, so homeowners can enjoy lasting comfort.

Homeowner need	Feature that addresses the need	Explaining the feature
Worry-free operation	Comfort Sync monitoring	Comfort Sync stays in contact with the entire system to monitor performance and help ensure optimal operation. If service or maintenance are needed, Comfort Sync automatically alerts the homeowner and the dealer.
Faster service and maintenance	Precision Service™ Technology	Precision Service Technology means faster service calls and easier installation, so it's easier to keep the system running longer, and at maximum performance and efficiency.

The Pro Series gives you everything you need to build the ideal system for any home.

### CONTROL AND PERFORMANCE

Customers who want control and efficiency

A802V  
4SCU16LS  
Comfort Sync Thermostat

Customers who want efficiency, control and air quality

A962V  
4SCU18LS  
Comfort Sync Thermostat  
Comfort Sync Zoning  
Dehumidification  
Filtration

Customers who want maximum personalized control, performance and air quality

A97MV  
4SCU20LX  
Comfort Sync Thermostat  
Comfort Sync Zoning  
Dehumidification  
Filtration



## The Pro Series helps establish your expertise and build your reputation.

When you sell the Pro Series, you are demonstrating that you have the right solution for every customer, even those who demand more. You're also demonstrating the ability to solve problems in every home. This makes you a trusted advisor to your customers, and someone they'll gladly come to again.

The Pro Series is all about more. More in the way of control, performance, efficiency and air quality. When you recommend it to your customers, you're making the right impression. And you're helping your customers get the right solution for every issue, ultimately creating the environment they want, their way. It's the right choice. **BECAUSE IT'S THE PROFESSIONAL'S CHOICE.**



  
The Professional's Choice

This is an internal document for Armstrong Air dealers only. It is not intended for distribution and should not be relied upon by customers or other third parties. The information provided herein, including all specifications, ratings, and dimensions, is subject to change without notice. Always verify actual system efficiencies through AHRI or by visiting the AHRI ratings database at [www.ahridirectory.org](http://www.ahridirectory.org). Allied makes no warranty or guarantee of any kind, express or implied, regarding the compare data set forth herein, including without limitation any warranty regarding its currency, accuracy or completeness or any warranty of merchantability or fitness for a particular purpose.

Due to our policy of continuous improvement, specifications are subject to change without notice.

Printed in U.S.A.  
©2015 Allied Air Enterprises LLC,  
a Lennox International Inc. Company  
Form No. APS20SS-400 (08/15) PC82591