

# American Standard Market Segments

BUILT TO A HIGHER STANDARD®  
*American Standard*®  
HEATING & AIR CONDITIONING

## Equipment and Supply Segments



# American Standard Equipment Segments



**Multi-family (non-owner occupied and new construction)**- we partner with property management companies and developers in new construction and replacement projects.



**Single Family New Construction**- we partner with national/regional/custom builders to develop strategic partnerships and win business.



**Single Family (non-owner occupied)**- we partner with rental/property management companies and help maintain relationships between our dealers and the property management company.



**Owner Occupied (replacement)**- we support dealers on retail jobs in order to provide the homeowner with a reliable comfort system.



**Light Commercial New Construction**- we quote plan and spec jobs up to 25 tons.



**Light Commercial Replacement**- we work with dealers on commercial replacement jobs up to 25 tons and ensure proper equipment is quoted.

# American Standard Supply Segments



**Parts**- dealers purchase parts from our American Standard Supply stores (warranty and non-warranty).



**Supplies**- dealers purchase supplies from our American Standard Supply Stores. Example- flex, copper, line sets, Indoor Air Quality (IAQ) products.



**Light Commercial**- dealers purchase light commercial equipment from our American Standard Supply stores.



**Owner Occupied (replacement)**- dealers can purchase 14 seer equipment from our American Standard Supply stores.