

Industrial Technologies 1302 Goshen Parkway West Chester, PA 19380

West Chester Facility

February 13, 2013

To: Brian Freeman, Business Manager - Direct Channel
Jason Grizzi, Sr. Marketing Manager - AIRD & Strategic Accounts
Joe Fumo, Regional Director Customer Centers - North
Phil Delnick, General Manager - ITS - Canada
Albert Trudelle, Distribution Sales Manager - Canada
Shawn Chambers, VP Distribution, Sales & Service
Armando Pazos, VP Customer Centers & Engineered Products,
Sales & Service NA

RE: CRN Registration Policy and Procedure - Refrigerated and Desiccant Dryers

- Situation The documentation/registration costs for CRNs, components such as valves, fittings and heaters, and special manufacturing processes have reached the point where there needs to be a price adder for many air treatment products destined for Canada. As a result, Canadian-bound dryers will have a unique CCN indicating the need for CRN. These requirements will also extend standard lead times.
- 2. **Models** All of the West Chester produced Ingersoll Rand dryers which include the following models are affected by this policy:
 - HL Heatless Desiccant Dryers
 - EH Heated Purge Desiccant Dryers
 - HB Blower Purge Desiccant Dryers
 - Nirvana Cycling Refrigerated Dryers
 - D340IN D4080IN Non-cycling Dryers

Ingersoll Rand has preloaded CCN's for the following models:

- HL Desiccant Dryers: 115V, -40 °F pdp, 150 psig, standard filters, CRN
- EH Desiccant Dryers: 575V, -40 °F pdp, 150 psig, EMS, standard filters, CRN
- HB Desiccant Dryers: 575V, -40 °F pdp, 150 psig, EMS, standard filters, CRN
- Nirvana Cycling Dryers (NVC200 NVC2400): 575V, NEMA 1, A/C, CRN
- Non-cycling Dryers (D340IN D4080IN): 575V, A/C CRN

For dryers not listed above, a VHD Item Creation Request must be generated prior to entering the order for those dryers requiring CRN registration.

3. Options

- Refrigerated Dryers Published options on refrigerated dryers will not impact the CRNs. Note however, that the stainless steel air circuit option is not available for CRN-compliant dryers.
- High Pressure Refrigerated dryers are not available as CRN-compliant dryers.
- Desiccant Dryers
 - Working pressure Only orders for standard 150 psig MAWP will be accepted.

- Pneumatically operated dryers Currently, pneumatically operated HL dryers are not eligible for CRN registration.
- Filter arrangement Only orders for the standard filter arrangement or filters with a dryer three-valve bypass will be accepted. For Canadianbound applications that require custom filter arrangements, we recommend ordering either a standard dryer or dryer without filters and having the custom filter arrangement fabricated on site.

4. CRN Registration

CRN Compliant Dryers:

Status of CRN registration for all refrigerated and desiccant dryers manufactured in West Chester is posted on the Engineering Data section of the Sales Library. Dryers that are compliant can be ordered by using the CCN that reflects the CRN option and no further action is required at time of order entry.

• CRN Pending Dryers – Currently NOT Compliant

For standard pricelist equipment, the West Chester factory will submit to the required Canadian authority an application for CRN registration within two weeks after receipt of order. Timing for the approval is unpredictable and is controlled by the Canadian authorities.

Comments on the order **MUST** include one of the following comments or the order will be put on hold:

- "Ship with CRN Pending" The customer understands and accepts that CRN has been applied for but not obtained. CRN documentation will be forwarded once obtained by the West Chester facility.
- "CRN required PRIOR TO SHIPMENT" The customer requires full CRN registration and certification of equiptment. The customer has agreed to an extended lead-time, the duration of which is controlled by the Canadian authorities. The dryer will be scheduled for production once CRN has been obtained.
- **5. Lead times:** Refer to the Sales Library for additional manufacturing lead time required for dryers requiring CRN. This lead time reflects the additional time to manufacture the dryer, NOT the time it takes to receive CRN registration.
- **6.** Nameplates The only CRN numbers that are on products are on the desiccant pressure vessels and these numbers apply to the vessels, not to the entire unit.
- 7. **Pricing –** Price adders are posted on the Sales Library.

Respectfully,

Christopher Ursillo Marketing Manager- Air Treatment Ingersoll Rand- West Chester Facility