



# COMMERCIAL PRODUCT NEWS

## M-192-2010

June 4, 2010

**TO:** All Branch Managers, Branch Sales and Service Managers, Distributor Principals, Distributor Sales and Service Managers, Regional Sales Managers and Regional Sales Vice-Presidents.

**SUBJECT: York Commercial Unitary Products “Made in USA”**

Many of our customers have requested information on York Commercial products in meeting “Buy American” or “Made in the USA” criteria for submittals or contracts dealing with government agencies, stimulus fund projects or weatherization projects. Attached to this marketing letter is a standard submittal letter addressed as “To Whom It May Concern” that can be used for documentation in these situations.

Please note that several different terms are used by various government organizations or in purchasing contracts. The terms “Made in America”, “Made in the U.S.”, “Made in the U.S.A.”, “Made in the United States” and “Made in the United States of America” all have the same meanings. The Federal Trade Commission (FTC uses the term “Made in the USA” as the standard term to identify products and components as to the country of origin and to the material content of those products. This term will be used through-out this document and the attached letter for consistency.

All York Commercial Unitary HVAC Products fabricated, assembled, and produced in the Norman, Oklahoma manufacturing facility do meet the required criteria for a qualified statement as “Made in the USA” as designated under the FTC standard and that the provisions of the “Buy America” clause of the ARRA 2009 section and other federal procurement program provisions are met.

The required material review and analysis for all York Commercial HVAC Products shows that the material content of these products is between 75% and 95% of the total to be US content. This greatly exceeds the required 50% minimum content for the “Buy American” Act and can be as a qualified “Made in the USA” statement for other government procurement purposes.

Please contact me at [jason.m.carter@jci.com](mailto:jason.m.carter@jci.com) if you have any questions on this topic.

Sincerely,

Commercial Product Manager