

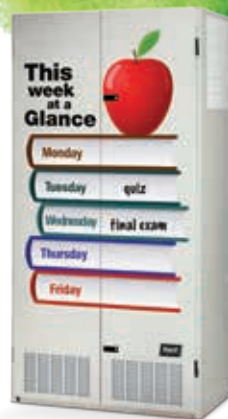
# Top of the Class.

Bard has a reputation for quality and reliability, but what really matter are cold, hard facts. When you take a side-by-side look at Bard and a top competitor, it's easy to see why Bard is The Classroom Preferred™ Solution for schools.



## COMPETITIVE COMPARISON

The following charts show how Bard's I-TEC stacks up against the Scholar III™ in a variety of areas, including energy efficiency, quiet operation and more. We've also included a summary that clearly breaks down the differences between the I-TEC and the Scholar III so you can see for yourself all the areas where Bard is top of the class.





## ENERGY EFFICIENCY (As Listed in AHRI)

MODEL	EER	COP	IPLV
3 Ton Bard I-TEC	12.0	3.7	16.5
3 Ton Scholar III	11.0	3.25	14.5
% Higher (Bard over Scholar III)	9%	14%	14%
3.5 Ton Bard I-TEC	12.0	3.7	15.7
3.5 Ton Scholar III	11.0	3.25	14.0
% Higher (Bard over Scholar III)	9%	14%	12%
4 Ton Bard I-TEC	12.0	3.7	16.1
4 Ton Scholar III	11.0	3.25	14.3
% Higher (Bard over Scholar III)	9%	14%	13%



## SOUND LEVELS (Measured in Decibels)

UNIT SIZE	BARD I-TEC	SCHOLAR III	DIFFERENCE
3 Ton Unit	38 dB	45 dB	7 dB difference means: 4 Times the sound intensity 64% Louder to the human ear.
3.5 Ton Unit	40.7 dB	45 dB	4.3 dB difference means: 2 Times the sound intensity 35% Louder to the human ear.
4 Ton Unit	39 dB	46 dB	7 dB difference means: 4 Times the sound intensity 64% Louder to the human ear.



## SIDE-BY-SIDE FEATURES COMPARISONS

FEATURE	BARD I-TEC	SCHOLAR III	EXPERIENCE
5 Year Manufacturer's Compressor Warranty	YES	YES	No additional costs to owners in the case of equipment failure.
5 Year Manufacturer's Parts Warranty	YES	NO	Scholar III owners risk experiencing additional costs in the case of equipment failure.
Compressor Sound Jacket	YES	NO	Scholar III owners risk experiencing a significant increase in the environmental noise level.
Floating Compressor	YES	NO	I-TEC owners can enjoy a dramatically reduced noise level in the learning environment.
Two Stage Air Conditioner	YES	YES	Both systems have versatility to adapt to current requirements to cool the learning environment.
Two Stage Heat Pump	YES	YES	The I-TEC has the versatility to adapt its energy consumption to meet the requirements to condition the space.
Corner Installation	YES	NO	I-TEC may be installed in the corner of a classroom if the design professional prefers this placement.
Adjustable Louver Height	YES 31" - 34" AFF	NO	I-TEC's louver may be adjusted to accommodate various window heights and allows flexibility for the installation.
Internal Hard Duct	YES	NO	I-TEC features an internal hard duct, which is more rugged and provides for a longer life of the system than the Scholar III flex duct.
Easy Compressor Access	YES	NO	The Scholar III compressor is obstructed by complex piping which must be removed for access.
Phase Monitor	YES	NO	Phase monitors prevent a 50/50 chance of a compressor running in reverse when 3-Phase power is applied.
Ventilates During Unoccupied	NO	NO Optional Backdraft Dampers	I-TEC can be set to only ventilate when it's needed, dramatically reducing your energy bill.
Acoustic Duct-free Plenum	YES	NO	I-TEC's acoustic duct-free plenum makes the system virtually as silent non-ducted as ducted, decreasing construction costs.
2 Piece Construction	YES	NO	I-TEC includes an option to split the unit into two pieces, allowing simple transportation through an elevator.
Dedicated Dehumidification Option Available	YES	YES	I-TEC owners will experience maximum humidity removal during normal summer conditions.



## S U M M A R Y

We've listed everything that we recommend to make the competition get closer in value to the I-TEC from Bard.

FEATURE	BARD I-TEC	SCHOLAR III	FIELD ACTION REQUIRED
5 Year Manufacturer's Compressor Warranty	YES	YES	EQUAL: no action required.
5 Year Parts Warranty	YES	NO	Require manufacturer to provide "written" 5 year parts warranty.
Compressor Sound Jacket	YES	NO	Require contractor to provide and install compressor sound jacket.
Floating Compressor	YES	NO	Require contractor to provide and install floating compressor.
Two Stage Air Conditioner	YES	YES	EQUAL: no action required.
Two Stage Heat Pump	YES	YES	EQUAL: no action required.
Corner Installation	YES	NO	NO POSSIBLE REMEDY.
Adjustable Louver Height	YES 31" - 34" AFF	NO	Require contractor to provide and install mounting platform for desired louver height.
Internal Hard Duct	YES	NO	Require contractor to replace flex duct and install internal hard duct.
Easy Compressor Access	YES	NO	Require contractor to modify refrigerant piping to allow easy maintenance access to compressor.
Phase Monitor	YES	NO	Require contractor to provide and install a phase monitor.
Ventilates During Unoccupied	NO	NO Optional Backdraft Dampers	Require contractor to provide and install relay to eliminate unoccupied ventilation.
Acoustic Duct-free Plenum	YES	NO	Require contractor to provide and install an acoustic duct-free plenum.
2 Piece Construction	YES	NO	NO POSSIBLE REMEDY.



To find out more, please call your nearest Bard distributor or visit us online at **BardSchools.com**.