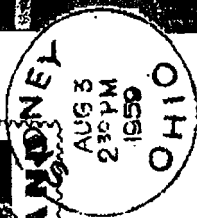
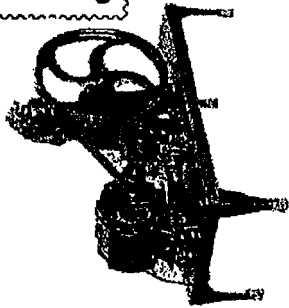


FILE NAME: Rheem (RHM)

DATE: 1996

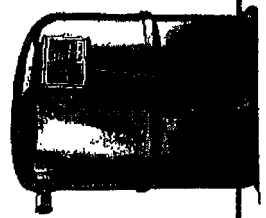
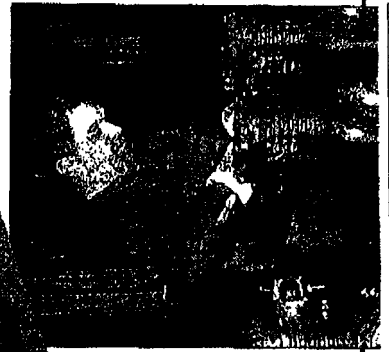
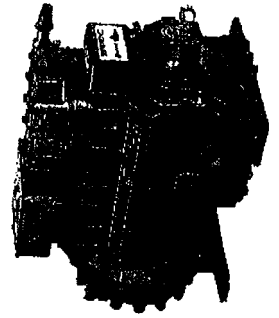
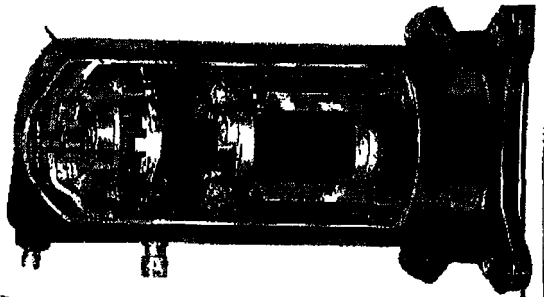
DOC#: RHM005

DOCUMENT DESCRIPTION: Copeland Annual Report



Hands on today,
Vision for tomorrow

YEARS
1921 75 1996



Seventy-Five Years of Accomplishment

It's 1996. And Copeland Corporation is celebrating our seventy-fifth birthday. But it's more than a mere milestone. This year marks another anniversary of continuous achievement and advancement. Over the past three quarters of a century, Copeland has set the standard for air conditioning and refrigeration compressors around the world. We're the company that all others are measured against for design, value and customer satisfaction.

It's our tradition of vision and innovation that this book celebrates.

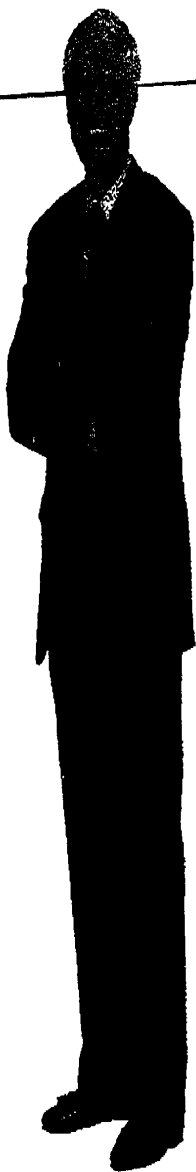


Happy Anniversary, Copeland Corporation

As we celebrate the 75th Anniversary of Copeland Corporation, it's remarkable to see how far we've come and all that we've accomplished in the years since 1921. Today, Copeland is the global leader in the production of integral horsepower compressors and condensing units for both refrigeration and air conditioning applications, with sales approaching \$1.5 billion. We supply virtually every well-known manufacturer of commercial and residential air conditioning and heat pump equipment, as well as the major names in refrigeration around the world.

To deliver, Copeland employs more than 6,000 men and women worldwide. In our 27 global manufacturing facilities, we meet the unique product demands of nations around the world. Our sales offices and technical support centers let us serve customers — anywhere — and with the speed and depth of support they demand. We also have 1200 wholesaler branches with approximately 4,800 employees that give us the strongest distribution network in the world.

We've come a long way from Edmund Copeland's original vision. And yet, in some ways, not so far at all. For his dedication to innovation, his pledge to excellence, his commitment to service have always driven Copeland, just as they continue to drive us today and into the future. From the development of the first thermostatic cooling control and the creation of America's first successful automatic household refrigerator, we've literally stretched the boundaries of air conditioning and refrigeration.



The result is Copeland's unparalleled performance in finding new and better ways to help the world control environments: The industry's first compressor shaft seal that prevented gas leaks. The first true heat pump compressor. Compliant Scroll™, the technology that revolutionized our industry. Leadership in the development of a practical program of chlorine-free refrigerants. And that's a track record of success we intend to maintain through Copeland's unconditional commitment to product development and technology.

I take great pride in my nearly 10 years with Copeland. It's been tremendously rewarding to watch this fine company make such an impact on global markets. To see our employees grow both professionally and personally right along with us. To experience their support and that of our suppliers and the communities in which we're located.

Our collective effort has put Copeland's hands firmly on today. And with our vision for tomorrow's compressors, we're shaping the way the world will air condition and refrigerate in the next century and beyond. So, happy anniversary. We have a great future in front of us.

Bob Novello

Robert J. Novello

Chairman and Chief Executive Officer

Copeland



Copeland

COPELAND

REFRIGERATION CORPORATION, DETROIT, MICH.



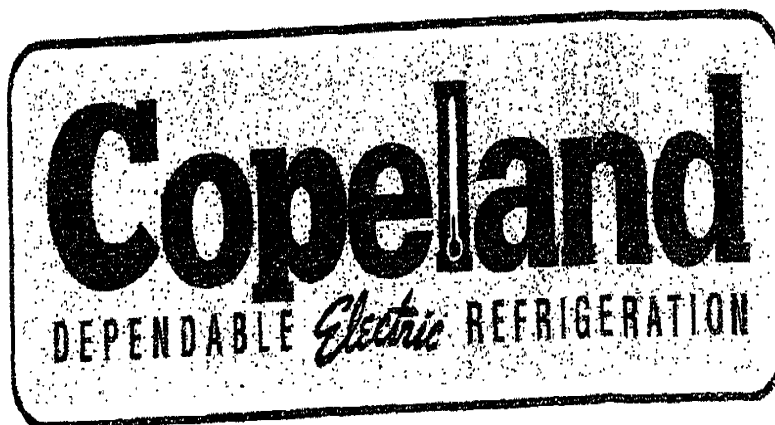
COPELAND

Copeland

REFRIGERATION CORPORATION, DETROIT, MICH.

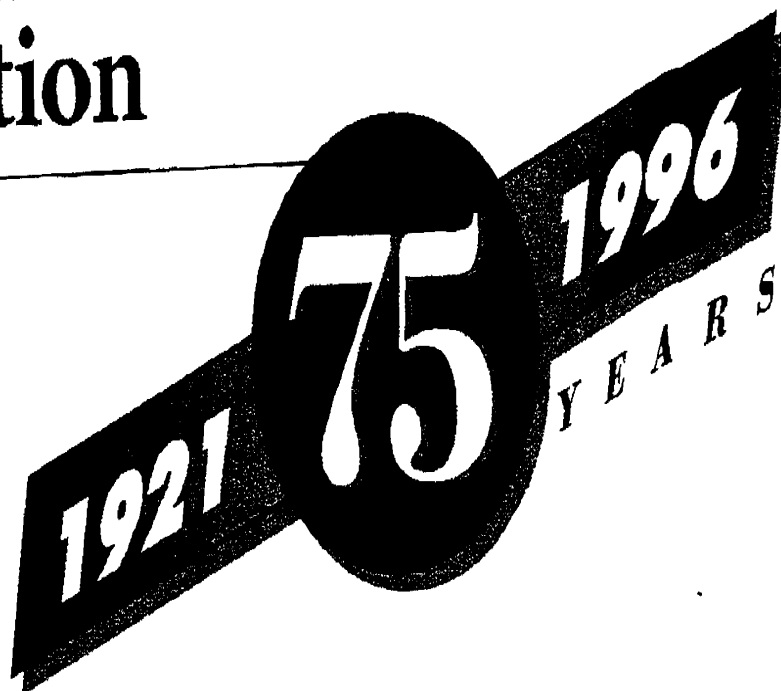
COPELAND

ELECTRIC REFRIGERATION



Before Copeland... Even Before Refrigeration

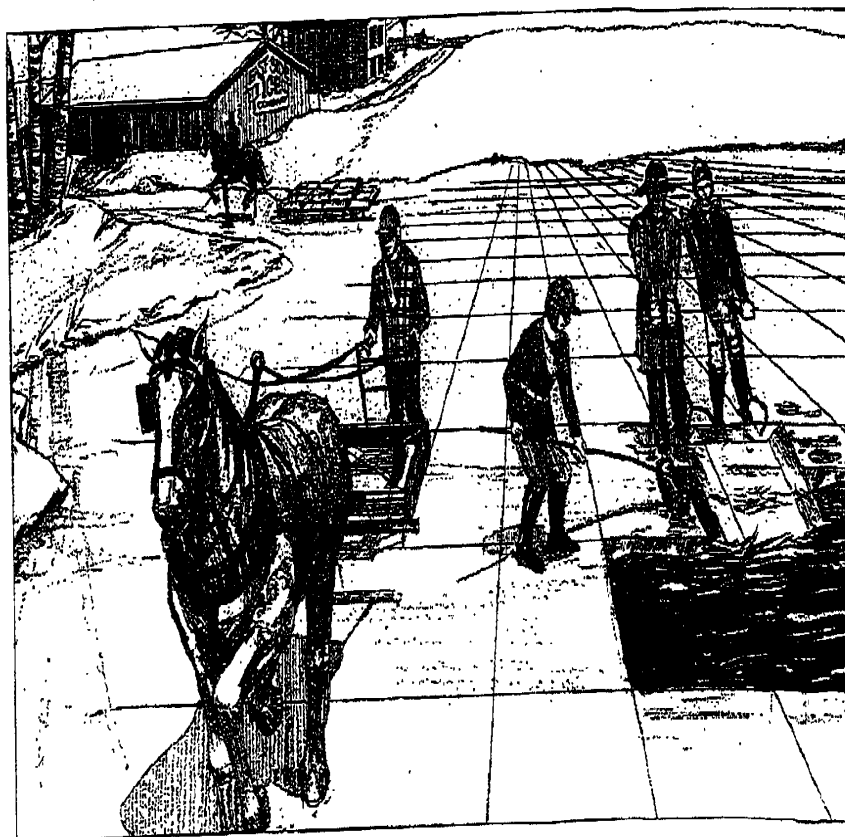
To truly appreciate just how dramatic Copeland's contributions have been, you have to remember that just a few generations ago — just before Copeland was born — there was no such thing as an electric appliance. Certainly no electric refrigeration. And, of course, no air conditioning.

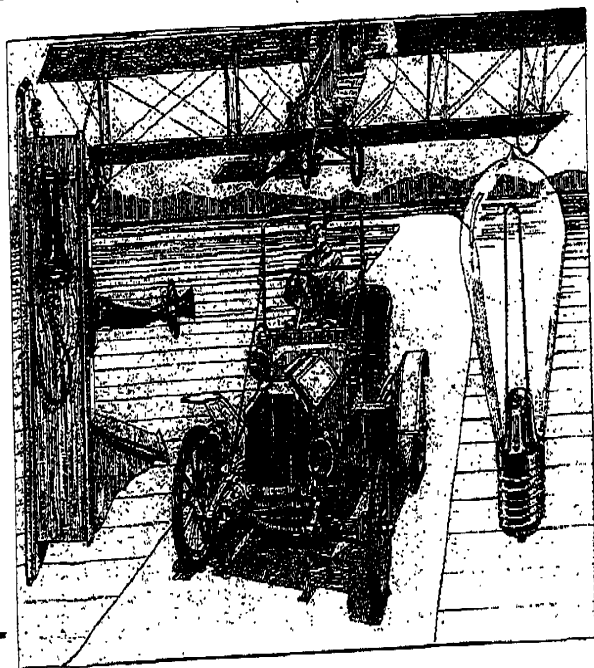
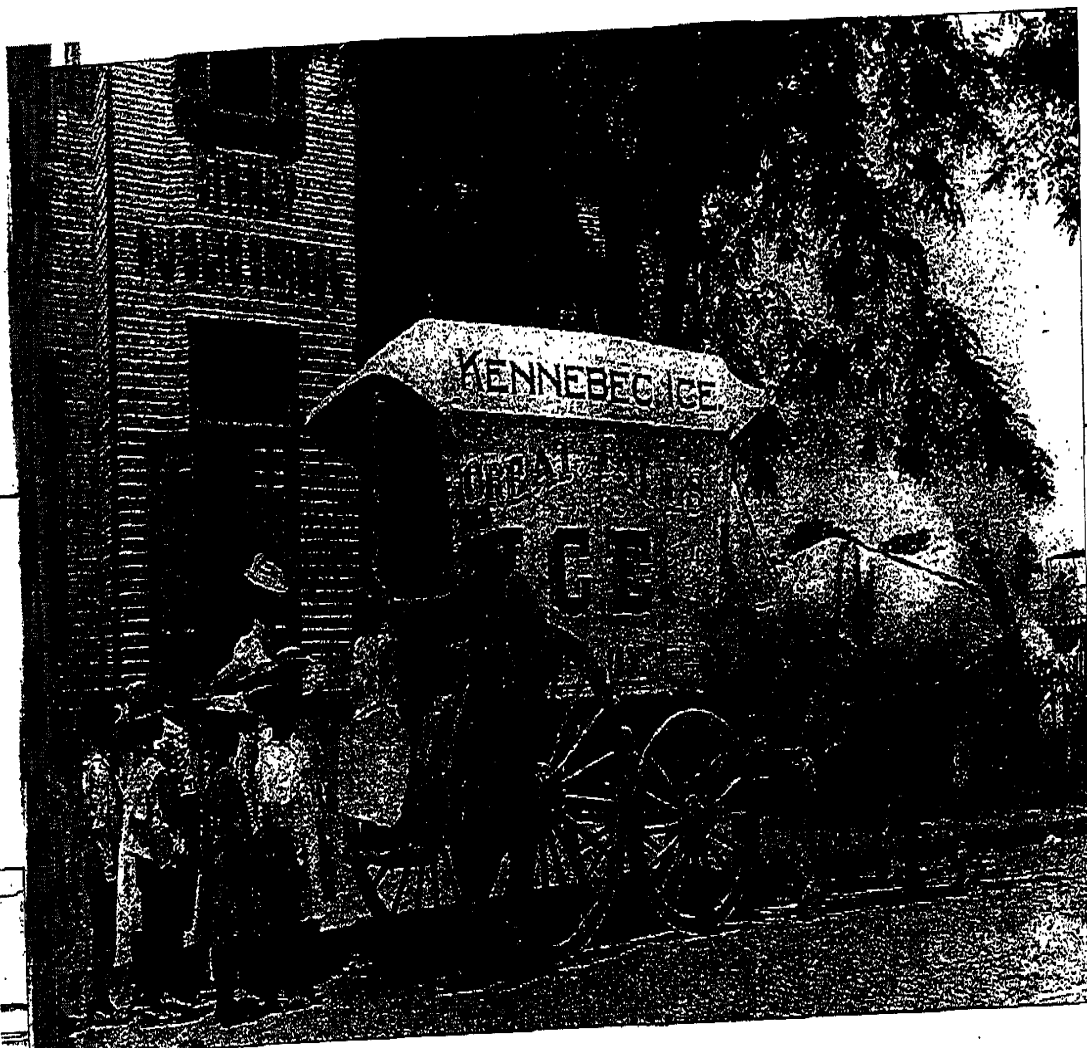


Automatic cooling — nothing more than a dream at the turn of the century

In contrast to today's abundance of automatic appliances, the world at the start of the Twentieth Century seems almost primitive. The luxuries we today take for granted — heating and cooling at the touch of a finger, refrigeration for home and commercial applications — weren't even dreams as the new century began.

Air conditioning? On hot summer nights you opened the windows wider. Or sat on the front porch fanning yourself.



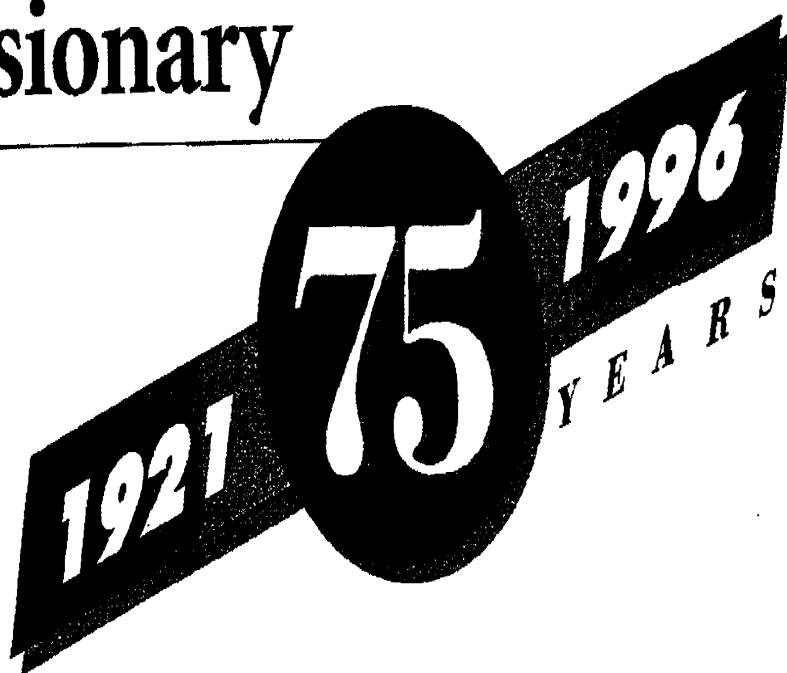


Refrigeration? Every winter men and boys harvested the frozen lakes of the North. Ice was cut into blocks, taken by horse-drawn carts to insulated sheds and covered with sawdust to protect against melting. From there, other horses and wagons delivered the blocks of ice to homes, schools, groceries or businesses.

Actually, we were well into this century before practical home refrigeration and automatic cooling became a reality. In fact, many of the other inventions that revolutionized the modern world — the automobile, the electric light bulb, even the telephone — had all been created before electric refrigeration.

Our Founder... Our First Visionary

It's not hard to trace back the roots of Copeland's traditions of innovation and vision. It began with the pioneering spirit of Edmund J. Copeland, our founder. He first instilled the Copeland spirit in the company that today bears his name. And his inspiration remains alive in all we do.



Edmund Copeland started more than a company... he helped create an entire industry

Edmund Copeland was born October 12, 1883, on what is now Columbus Day. An appropriate date for a Twentieth Century visionary who dared to explore new worlds of his own.

The oldest of four children in his Jackson, Michigan, home, young Edmund's interest in electrical refrigeration peaked early. In 1914, he met Nathaniel Wales, an engineer from the Massachusetts Institute of Technology who had some ideas for a remarkable new concept: an "iceless" household refrigeration system. And by 1916, Copeland had decided to give up all his other activities and concentrate solely on the future of his "ice machine."

Edmund Copeland was no graduate engineer. In fact, his business experience to that time included clerking in a clothing store, serving as a purchasing agent for the Michigan Central Railway and later for the Buick Motor Company. But he was inventive. And he had helped engineers on a number of projects, including building a tunnel from Detroit to Windsor, Canada.

Edmund Copeland was, by his own admission, a practical man. "I have purely practical experience," he once said. "And purely practical training. I could not sit down and design anything, but I can tell what is good and practical. I could see what works and what does not. I just picked out the things that had merit and developed them."



Many credit Edmund Copeland with producing the first "successful automatic household refrigerator." Early in this century, when the home appliance industry was still in its infancy and other inventors were developing similar systems, Copeland held the lead position with his Kelvinator model. Copeland is also recognized for solving two critical technical obstacles that had thwarted the progress of electric refrigeration: thermostatic control to regulate a cooling unit automatically, and a compressor shaft seal to prevent refrigerant leaks.

Although Edmund Copeland left his company just five short years after he founded it, his vision of bringing comfort and convenience to people everywhere guides Copeland Corporation today.

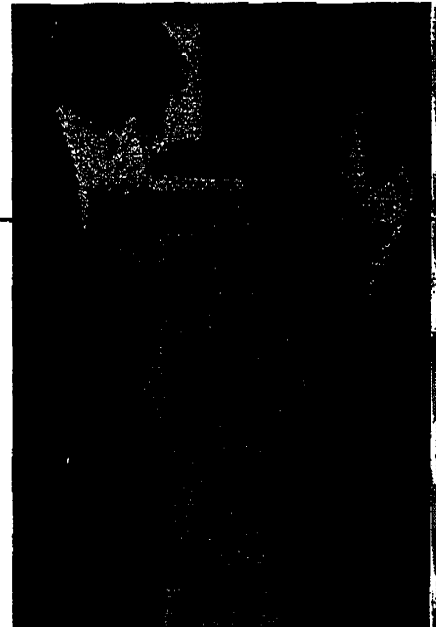
One man's vision — a young company's foundation

Although efforts to create a machine which could provide household refrigeration went back as far as the 1830s, it was left to Edmund Copeland to develop the first truly "successful" system. So in 1914, Copeland and Nathaniel Wales began experimenting with several electric refrigerator models, with little success.

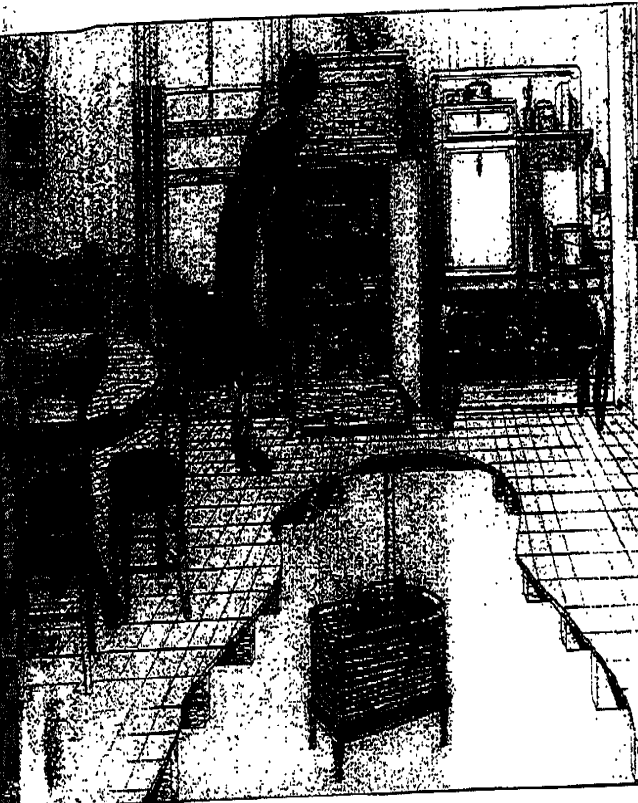


That same year, Copeland approached A.H. Gross, a director at the Chevrolet Motor Company asking for financial support to develop and produce refrigeration units. Their partnership that year formed the Electro-Automatic Refrigeration Company, which by 1917 was renamed Kelvinator Corporation.

In February 1918, Copeland sold the first electric automatic refrigerator ever produced to Joseph T. Schlacks, the retired head of Detroit's McCord Manufacturing Company. After the machine had proved successful, Copeland admitted to Schlacks that the equipment was his initial production unit. Schlacks just grinned and said, "If I had known it was the first machine, I don't believe I would have ever bought it." But it worked wonderfully, and 15 years later Schlacks donated the refrigerator to the Smithsonian Institution, where it still resides.



▲ Edmund Copeland (right) explains the operation of the thermostatic control which he developed at a cost of \$125,000



Under Copeland's leadership as its president, Kelvinator produced the first feasible iceless refrigeration units. But not many. The young company built just 67 units in 1918.

In 1921, Copeland left Kelvinator to start his own company — Electricold Corporation.

He took all he had learned at Kelvinator to his new company, and began producing his own refrigeration equipment — better built and less expensive to operate than its predecessors.

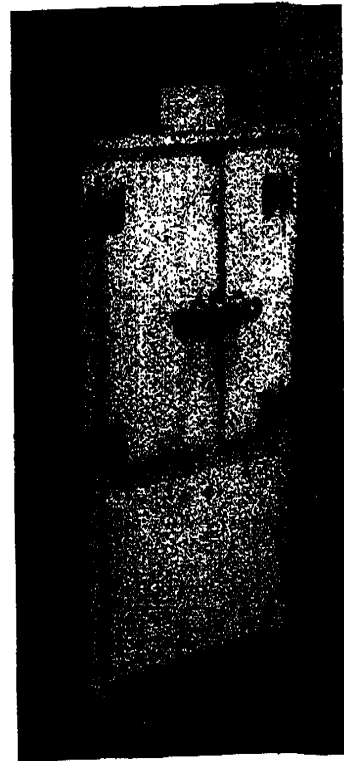
Corporation papers were filed on December 31, 1921, and signed by Edmund, his sister and brother-in-law.

Two years later the new company moved to Flint, Michigan, and was renamed Copeland Products, Inc. In the mid 1920s, however, Edmund Copeland—along with the rest of the

industry—faced financial hardships, including losses in the stock market. Despite the man's

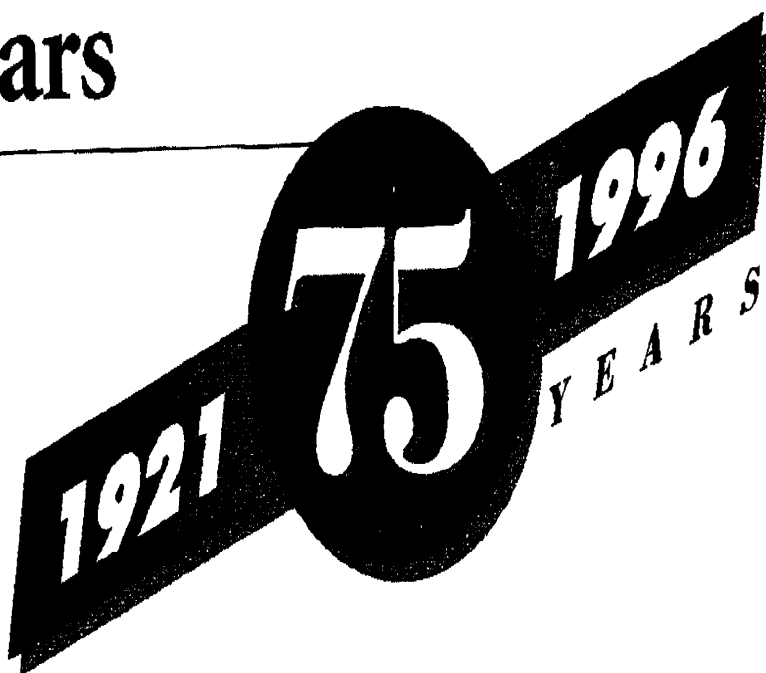
struggles, the young company flourished. By the end of the decade, Copeland Products was the

nation's third largest producer of household refrigerators.



The Early Years

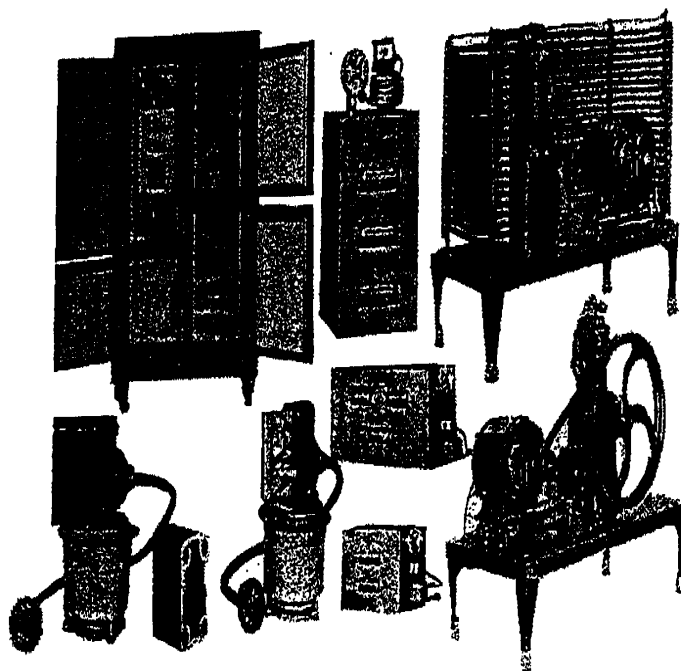
The Great Depression that gripped the nation in the early 1930s had a dramatic impact on the fledgling Copeland Products company as well. Facing its own financial difficulties, the company would be forced to move its operations, then liquidate its assets, and finally regroup into a stronger force in the industry than ever before.



A great time for Copeland

By 1927, Copeland Products' annual sales had passed the \$1 million mark for the first time. Sales of its household refrigerators remained strong. But trouble was just on the horizon.

Yet that year, the company unveiled its first new product line: automatic water coolers. One model was powered by a $1/6$ horsepower motor, another by a $1/4$ horsepower motor. Both models came complete with a bowl assembly, and attachments for a "spout or bubbler" were standard equipment on the coolers.



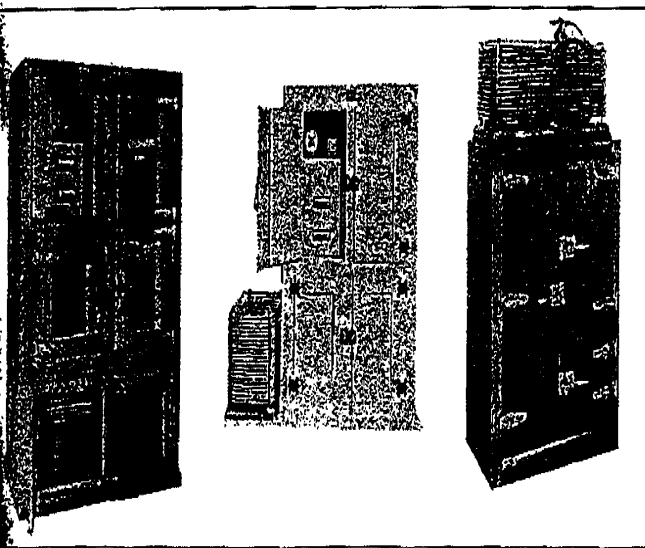
ESTABLISHING A NEW POST



ESTABLISHING A NEW POST

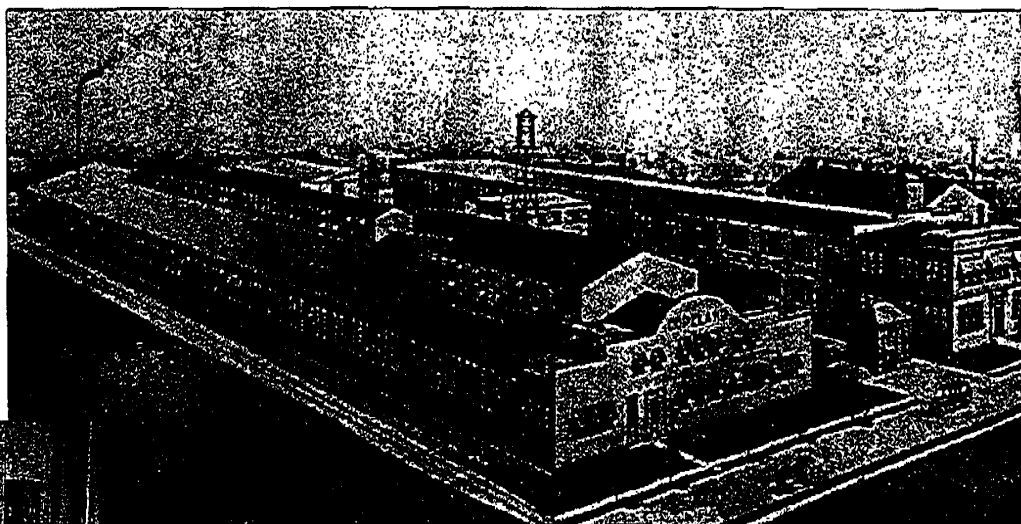
COPELAND
ELECTRIC AUTOMATION



The stock market collapsed two years later. Still, in 1929 the company was advertising the "greatest year in Copeland's history" and promising "a greater year is just ahead." And it was an exciting year for Copeland.

Product lines expand while a company struggles



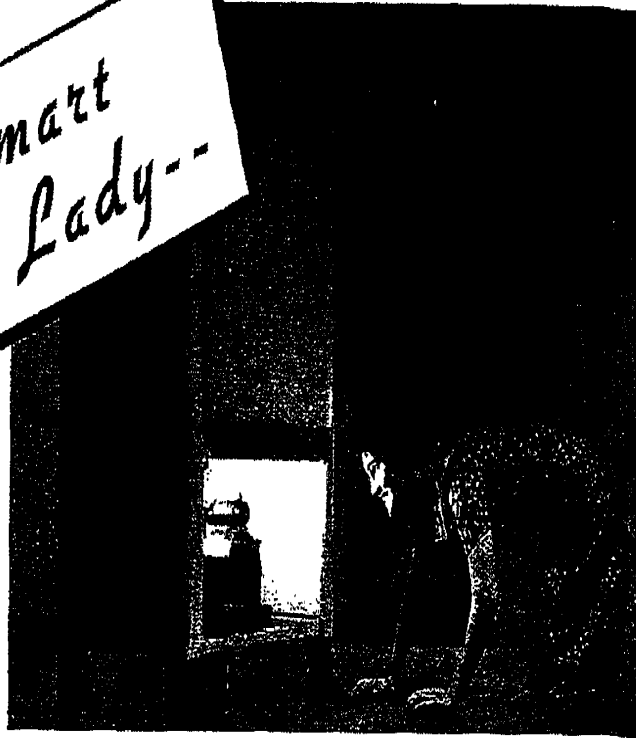
The company moved its operations to a new plant in Mt. Clemens, Michigan, near Detroit. The new facility — acquired from the National Candy Company — provided the young company with 50 percent more room than its old plant.

It also improved service, allowing Copeland Products to ship goods from rail sidings that ran the entire length of the building. Louis Ruthenburg, President of Copeland Products, said the move “will shortly be reflected in maximum service to our distributing organization, and in even better products and better earnings.”

Copeland

PRINCIPALLY OF REFRIGERATION

Smart Lady--



COOLING UNITS

COPELAND
ANNOUNCES
A COMPLETE LINE OF REFRIGERATORS



...with the most attractive
selling set-up in the industry

At this time in the present state of many branches of credit planning—
for those who are looking for the best possible field we know that, in general, there is no other line so certain a product, so
immediately useful, so immediately useful and so immediately useful
that it would sell itself.

Now, we know that in many other branches of credit planning
which you shall find profitable returns, there are many plans
and many advantages and many advantages.

So that you can judge for yourself we have incorporated all
this, we make you a visit or write to the full details. Address:
Mr. J.D. McLeod, General Sales Manager, Copeland Refrigerator
Corporation

COPELAND
REFRIGERATOR CORPORATION, DETROIT, MICH.

PRINCIPAL MANUFACTURERS OF REFRIGERATION

But his optimism was short lived. By 1933, the collapse of the nation's banks coupled with field problems with a new self-contained refrigerator brought the company to the verge of bankruptcy, denying rumors that it was going out of business. Adding to its problems, Copeland had sold thousands of its refrigerators on credit. And in the midst of the Depression, many of its customers could not meet their payments.

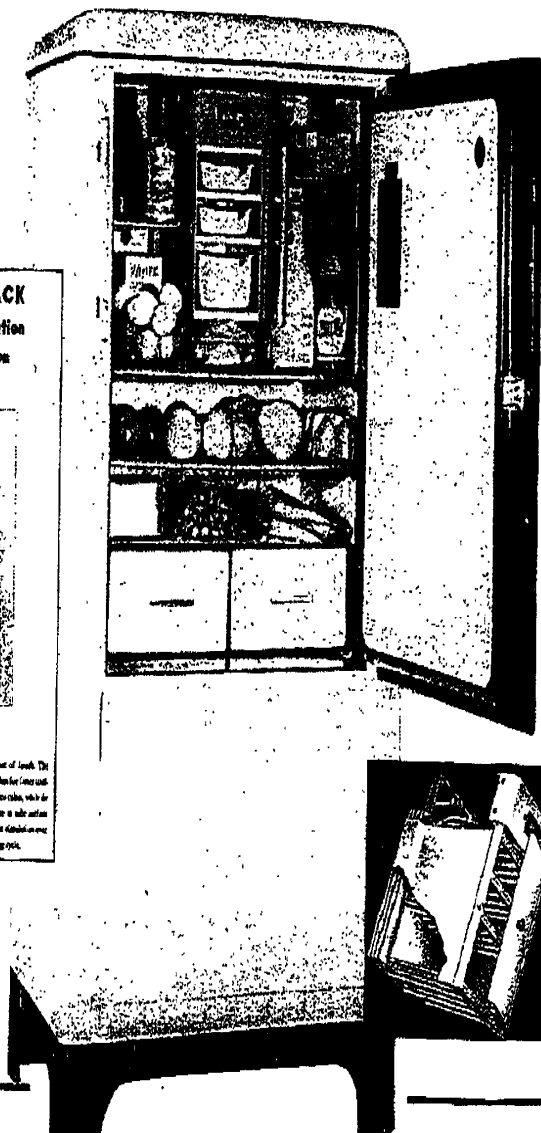
From Copeland Products to Copeland Refrigeration Corporation

Copeland HUMIDI-PACK The Latest Scientific Innovation in Household Refrigeration



The new Copeland refrigerator with built-in Humidi-Pack, pioneered by Copeland, is the latest development in household refrigeration. This scientific innovation maintains 90-95% humidity in the box and also prevents the

dehydration or drying out of foods. The Copeland Humidi-Pack makes for longer lasting and better tasting of the foods, while the scientific action of the moisture in the air also helps to keep the refrigerator clean and free from odor.



A new model Complete electric refrigerator at \$215
Revolutionary in design
in service - economy

ITS INSIDE DESIGN
First among its class, the Copeland refrigerator is designed to provide the most efficient use of space and the most effective use of the refrigerator's interior.

STORAGE SPACE
The new Copeland refrigerator is designed to provide the most efficient use of space and the most effective use of the refrigerator's interior.

COPELAND

The Copeland refrigerator is a new model complete electric refrigerator at \$215. It is revolutionary in design and in service economy. The new Copeland refrigerator is designed to provide the most efficient use of space and the most effective use of the refrigerator's interior.

COPELAND PRODUCTS CO. 1000 N. 10TH ST. MINNEAPOLIS, MINN.

THE MOST IMPORTANT ANNOUNCEMENT IN COPELAND HISTORY

A Statement by Dallas E. Winslow, President

COPELAND is one of the oldest and most highly respected names in the refrigeration industry.

In 1937 we shall embark upon a program whose purpose is to provide refrigeration dealers with a product which, because of its beauty and excellent features, is 90 per cent sold when it leaves the factory, and likewise to provide practical sales and advertising support which will make Copeland the easiest-to-sell and most profitable refrigerator line in the industry.

These plans have been in development for many months. We have strengthened and will continue to strengthen our force of experienced field men, whose primary activity will be to assist our dealers in multiplying their profits. We have provided the factory for increased production. We have placed at the command of our engineers, our inspection forces, our manufacturing experts, the very finest and most modern tools, machines and equipment. We have engaged national advertising agencies to carry out our plans for a far more vigorous and more dominating advertising program.

We are adding new popokeywood and popokeywood refrigerators to our line, all equipped with the improved Copeland twin refrigeration unit, so as to give our dealers a complete line.

In the commercial field, in which Copeland has won its greatest laurels, we shall promote equally forward-looking plans for expansion.

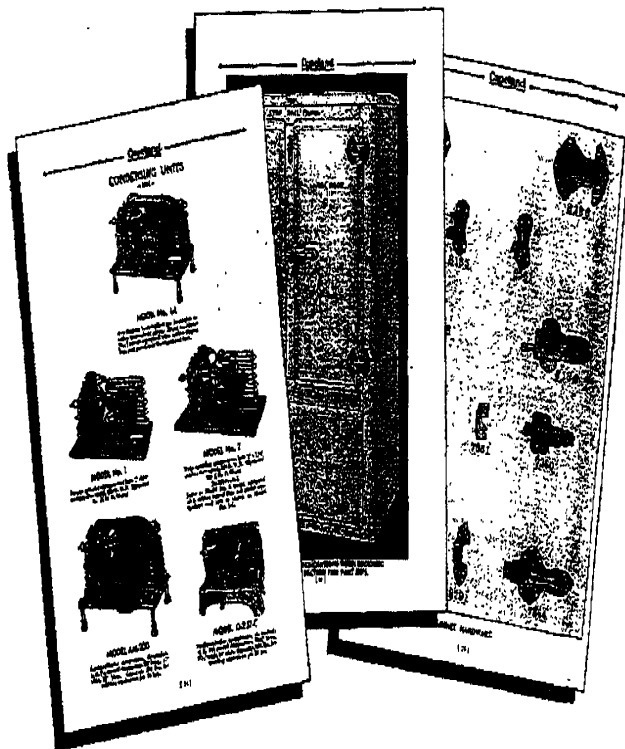
To undertake this entire program, we have organized our own factory-controlled sales force, taking over as of December 1, the sales work accomplished by the Truston Steel Company Inc. Copeland in 1936—a year in which marked progress was made.

In a word, we propose to make Copeland one of the leaders in the industry and we are backing up this purpose with men, management, product and strong financial resources.

We invite dealers everywhere to join with us in the opportunity which awaits us—and it is our firm conviction that it is the greatest opportunity in our history. We welcome inquiries about our program. Write us today.

COPELAND
REFRIGERATION CORPORATION, DETROIT, MICH.

So in March 1933, a group of creditors took control of the company. In August it was sold to a group of financiers from Chicago. That deal was never completed, and in September another group of financiers — this one from Detroit — purchased the assets of Copeland Products. That group, the Winslow-Baker-Meyering Corporation, continued to keep Copeland's doors open while it liquidated the company's assets. But now, the company was known as Copeland Refrigeration Corporation.



Copeland

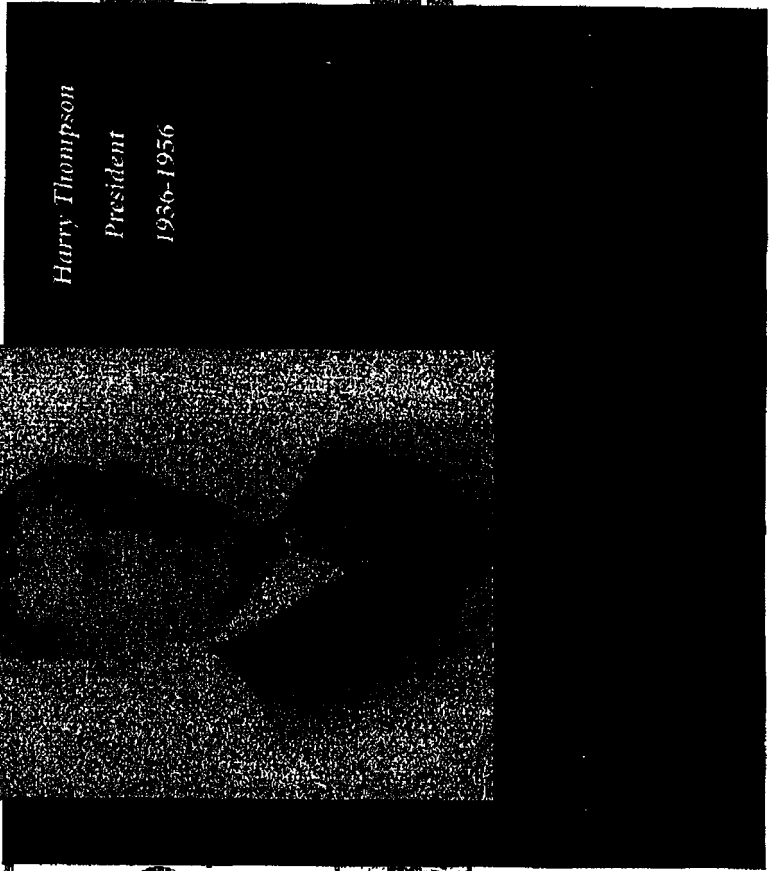


Co



CO

REFRIGERA



Harry Thompson
President
1936-1956

ELAND

REFRIGERATION, DETROIT, MICH.

ELAND®

Copeland

COPELAND

ELECTRIC REFRIGERATION



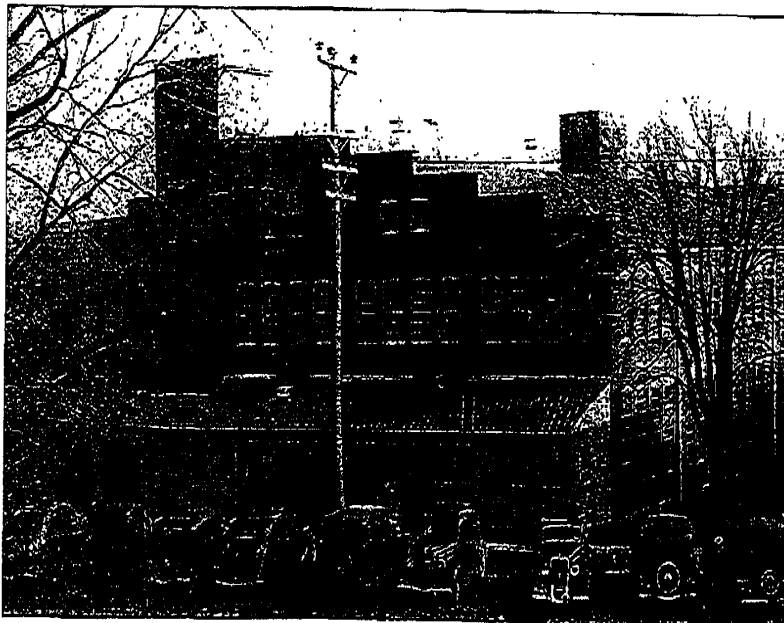
The Move to Sidney

Dallas E. Winslow, president of the liquidating firm that purchased the assets of Copeland Products, could have merely sold off the pieces of the company for profit. Instead, he took steps to ensure it would once again be a thriving operation. And the first step was moving the company yet again, to a new home in Sidney, Ohio.



The Four Horsemen signal a major transition at Copeland

In 1937, encouraged by a group of local businessmen, Dallas Winslow moved Copeland's manufacturing operations and executive offices to Sidney, Ohio, the site of two other Winslow-owned companies. The Sidney businessmen raised nearly \$10,000 to help pay for the relocation.



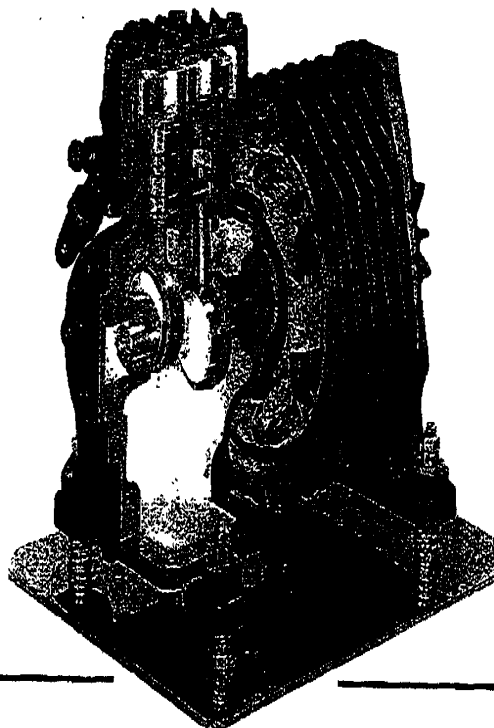
◀ Site of Copeland's first manufacturing operations and executive offices in Sidney, Ohio



After arriving in Sidney, Winslow began efforts to sell off the company to a quartet of industry pioneers who had worked together at Universal Cooler and Brunner Manufacturing Company. It was a sale that would transform Copeland Refrigeration. The four new owners — collectively called “The Four Horsemen” throughout the industry — included, shown above from left to right) Oskar H. Buschmann, Frank J. Gleason, Harry E. Thompson, and Charles L. Curtis. Thompson, who became president and general manager, had once worked for Edmund Copeland in the early days of the company. Thompson also patented the thermostatic control valve, a design that remains virtually unchanged today. At first, the four partners simply wanted to run the company for Winslow, who insisted they purchase it for \$400,000. The four could raise just \$15,000. Winslow loaned them the remaining \$385,000, holding the company as collateral.

Copeland's wholesaler network gets a strong start

Early on, The Four Horsemen made a number of critical decisions that would affect Copeland for decades. First, they retrieved key patents that had been sold by Winslow as he liquidated the old Copeland Products. Among those was the patent for an accessible hermetic compressor design, a design today known as Copelametic®.



Your Store with Copeland Neon Advertising

Sign No. 1858

24 inches, total height
 12 inches. Complete with trans-
 formers and cord, ready to plug in.
 Metal construction, with
 chrome plated to Alcoa
 and locked by silhouette
 of refrigerator. Chrom-
 e-plated trim, black base.
 "Copeland" in red neon tubing
 and "Refrigeration" in white
 neon tubing. Letters with rounded
 ends.



Price \$18.00

Sign 1858



Neon Sign No. 1859

An inexpensive sign of high qual-
 ity and very effective in ad-
 vertising value. Height 12 1/4 inches;
 length 23 1/4 inches. Complete with
 transformers and cord, ready to
 plug in. This sign has a red neon
 border around the entire name
 plate.

Price \$9.50

Get
 THESE NEON
 DEALER
 IDENTIFICATION
 Signs

signs in your windows? If not, they should be there

Thousands of people living in YOUR trade area are reading
 about Copeland constantly and YOU can CASH
 in on this interest by identifying YOURSELF as an
 Copeland dealer.

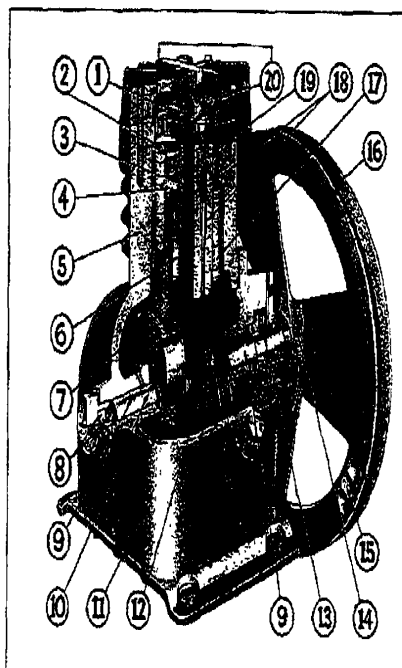
Neon signs are as new as tomorrow's newspaper,
 and are constantly advertised with chromium trim and
 messages. Large enough to be seen from across the
 street, they will not bulky or heavy and can be moved about
 to accommodate each new display.

Our new owners also began placing emphasis on supplying
 parts to original equipment manufacturers of commercial
 refrigeration equipment instead of building household refrigerators,
 which led to the eventual elimination of its original product line.
 At the same time, they began organizing a strong wholesale network to
 provide field support and replacement compressors and parts.



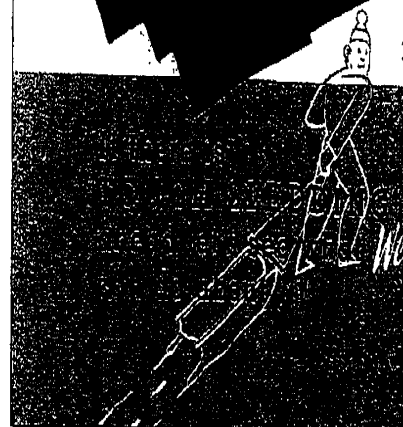
A focus on commercial refrigeration needs

All these decisions would play a vital role in Copeland's successes over the coming years. As the 1930s ended, Copeland, already a refrigeration pioneer, was quickly turning its attention to two new industries: storing and distributing perishable food and air conditioning. It would not be long before the company would help alter those industries as well.



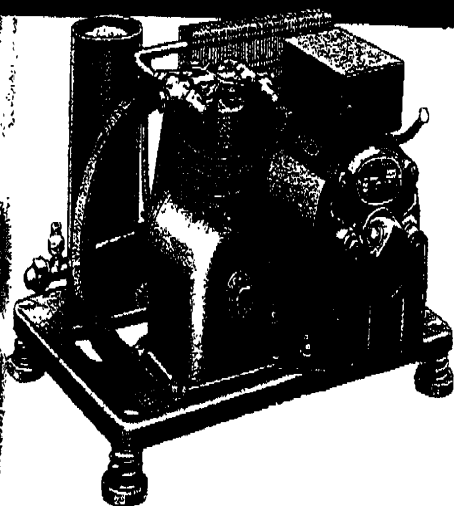
1938

Let's Face
1938's PROFIT
Problems
Squarely



Here's **EXTRA VALUE** that
only **COPELAND** offers!

The **COPELAND**
REFRIGERATING MECHANISM



Engineered and perfected by Copeland, the industry's pioneer, incorporating advantages of design and construction which are the result of an unparalleled experience in the solving of the most difficult problems in the field of industrial and commercial refrigeration.

Twin cylinder, oversized compressor of more than ample capacity.

Balanced to a hair with bearing surfaces, pistons and all cylinder walls mirror-bored.

Cylinders and bearings are diamond bored.

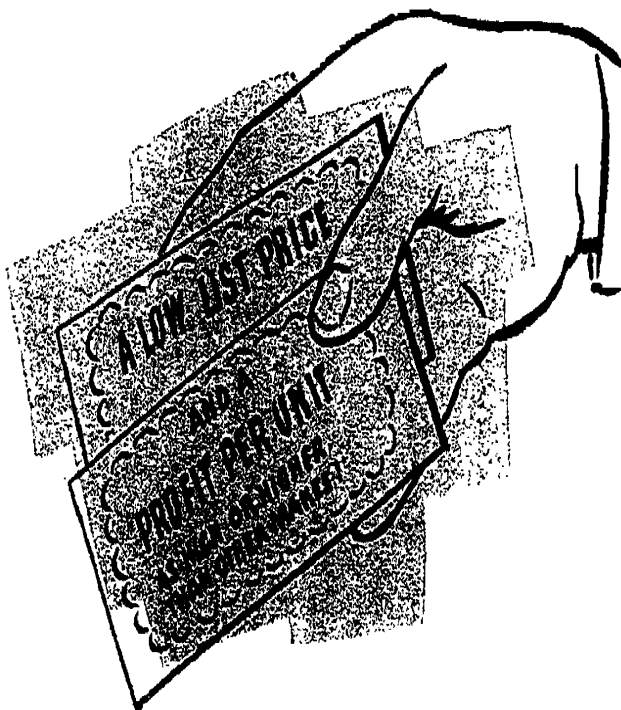
Uses Methyl Chloride, a harmless, odorless, non-injurious refrigerant with a 20% higher refrigerating efficiency rating.

—Carries Underwriters' Laboratories label.

—Automatic cut-out to protect motor from overload.

—Reduced running time and reduced current consumption.

—Special and exclusive Copeland life-time Oiling System, insuring uniform lubrication of all moving parts and a never-failing, protective film of oil even where pressure is greatest between metal surfaces. Multiplies life of unit many fold.



The War Years

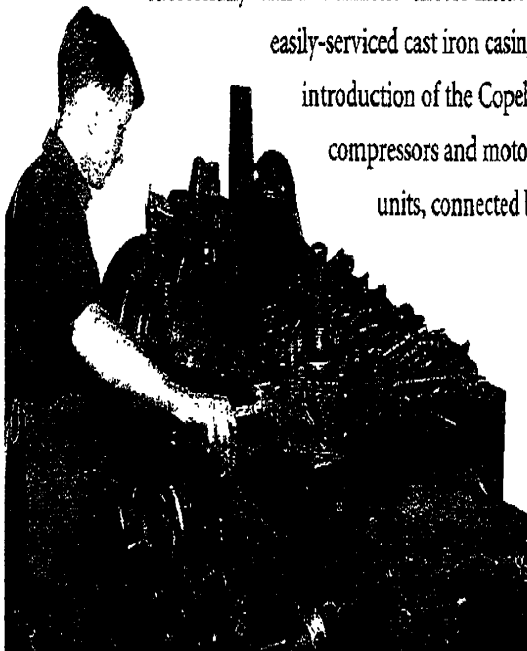
The late Thirties and early Forties saw the new Copeland return to prosperity. Those years between the end of the Great Depression and the beginning of another great war offered the company an opportunity to rejuvenate itself and prepare for unprecedented growth. But not, however, before taking time off to completely, but temporarily, revamp its operations.



Copeland gears up to support the war effort

The return to profitability following 1937's move to Sidney didn't happen overnight. Copeland continued to show a loss through 1939 before earning the first profit for its new owners in 1940: all of \$34,691 on sales of \$1,474,661.

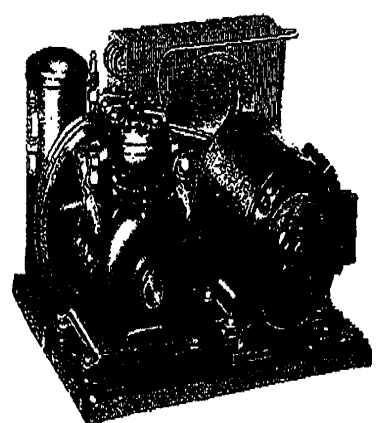
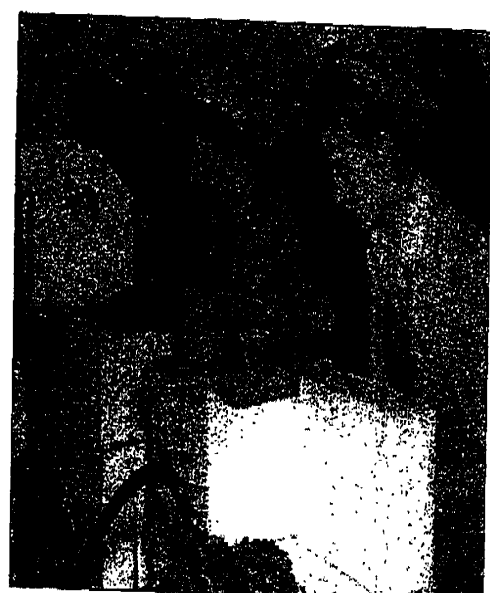
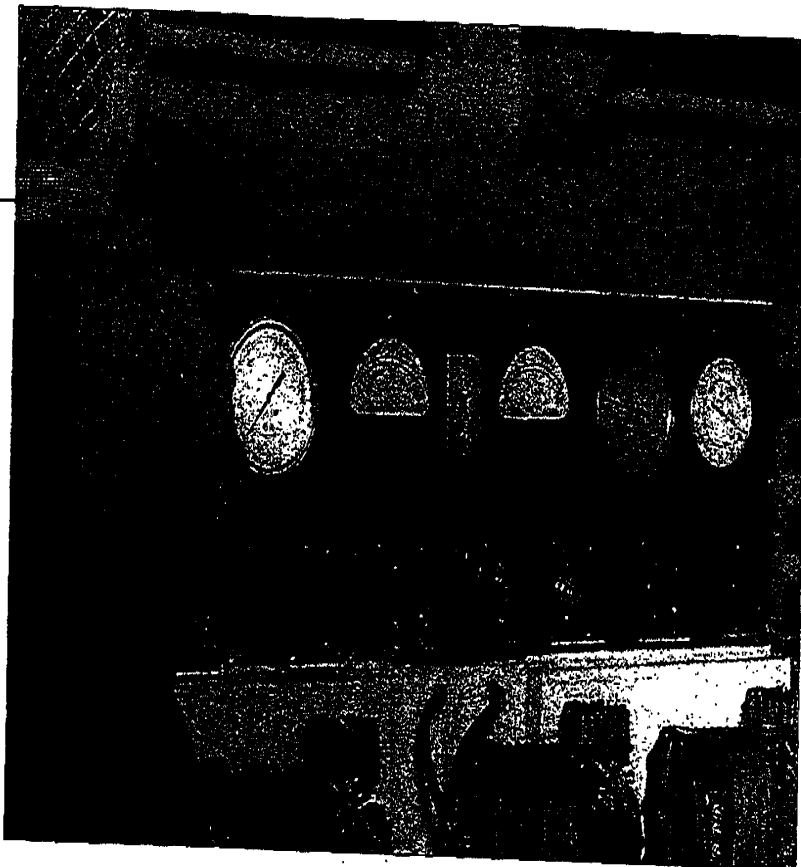
But Copeland's focus during the pre-war years was on more than its bottom line. The company was investing heavily in research and development activities. It was an investment that paid off in 1941 with the launch of the Copelametic compressor. The Copelametic revolutionized the compressor industry. It was the first compressor to operate successfully with a "hermetic" motor inside a bolt-fastened, easily-serviced cast iron casing. Before the introduction of the Copelametic, compressors and motors were separate units, connected by belts.



Refrigeration, Heat, Air-Conditioning
 Parts for these, illustrated above, are typical of Copeland's
 line products. It is worth at the most over \$100,000 and is
 the dependability and accuracy required of flying equipment
 ... which we qualified because of outstanding ability
 in precision manufacturing. The volume of our engineering, design
 and testing has been commensurate with our production
 plant—doubling out twice over. (We continue to produce
 refrigeration for government and other essential needs, the
 in parts to maintain maximum production of Copeland with
 preserving heat or doing other special duty. (Then we
 are creating our future. NOW, to speed Victory.

Copeland Refrigeration Corporation, Sidney, Ohio

General Refrigeration, Air-Conditioning, Heat, and Air-Conditioning
 also have to be met. When the "Cope-
 land" is a good and great to the
 complete Copeland also produce
 and with regard to the
 the entire production of the
 and maintenance, Copeland also
 engineering, heat, and air-
 and also have to be met. When the
 complete Copeland also produce
 and with regard to the
 the entire production of the
 and maintenance, Copeland also

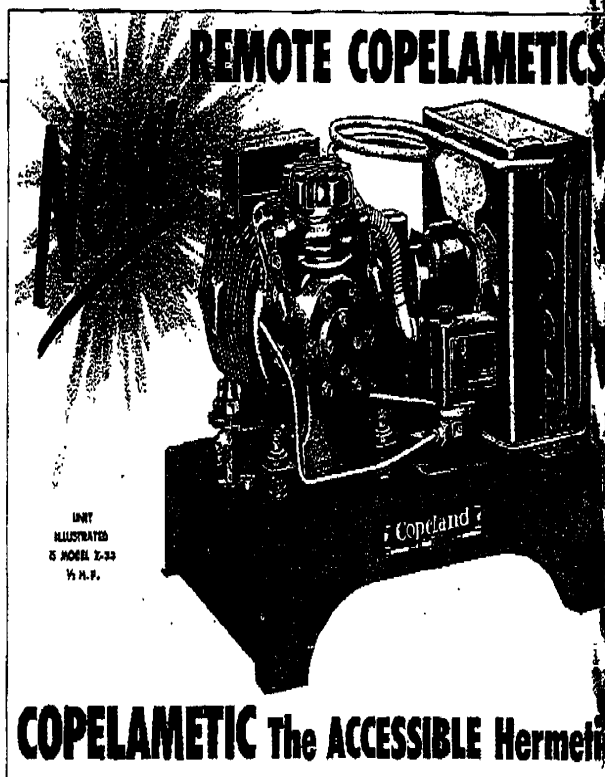


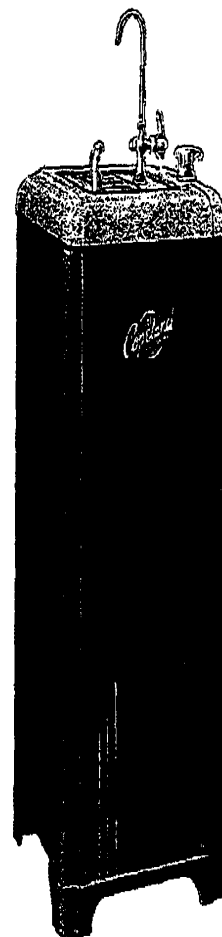
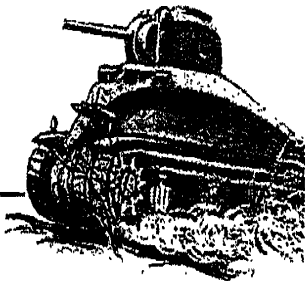
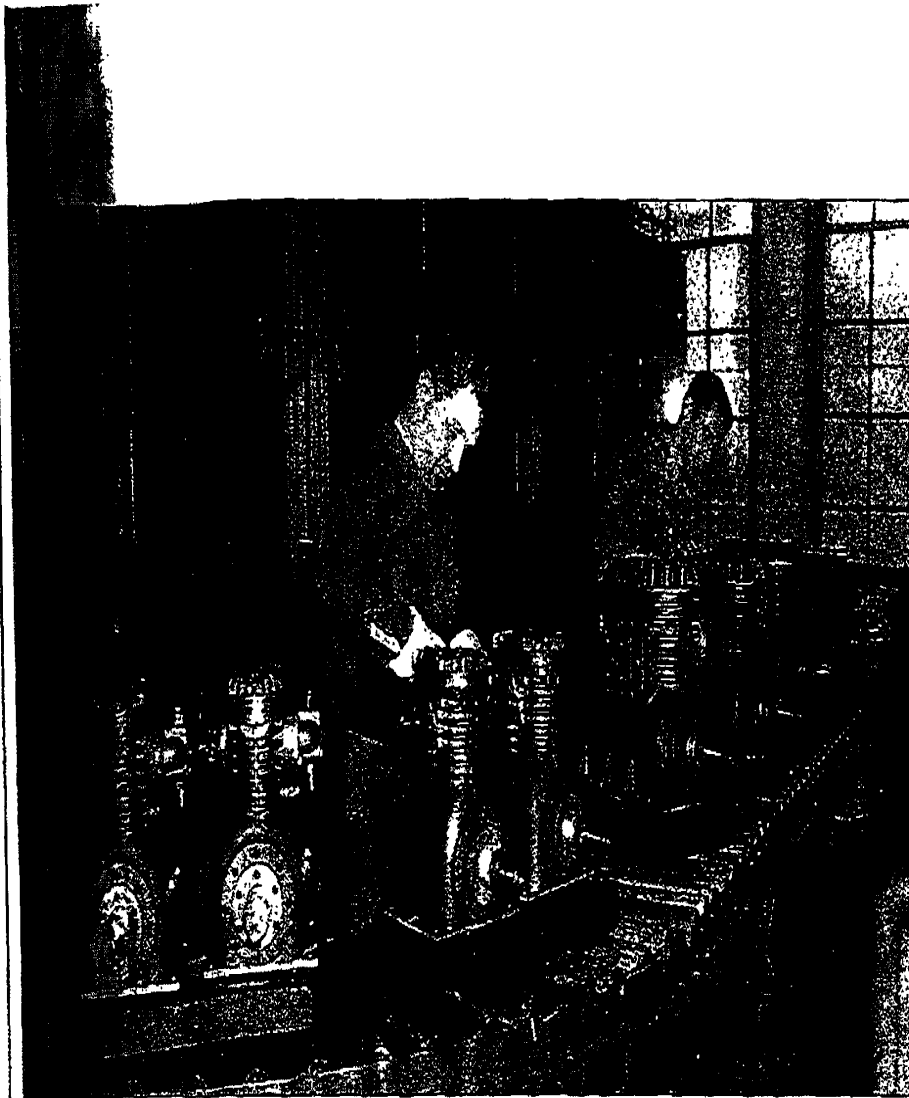
...st as enthusiasm for the
...amic was rising, World
...reached Sidney. The
...ates entered the war in
...1. Early the next year,
...and ceased production of
...civilian product lines and
...ed its efforts to wartime
...ufacturing. Throughout the
...company built refrigera-
...ment for the U.S.
...avy, Maritime
...ission and other govern-
...encies. The Sidney plant
...ade other war materials
...ks, airplanes and guns.

Sales continue to soar through the '40s

The conversion from war to peacetime production began in 1945, and proceeded effortlessly... and profitably. By the end of the year, Copeland had passed the \$4 million sales mark for the first time. In fact, the company was doing so well that it was strong enough to borrow the money it needed to repay Dallas Winslow the balance of the \$385,000 it had borrowed from him in 1937.

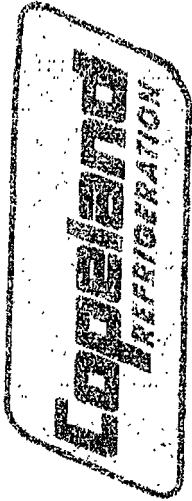
By 1947, sales had more than doubled to nearly \$11 million. And Copeland paid its shareholders its first ever quarterly dividend of 15 cents per share.



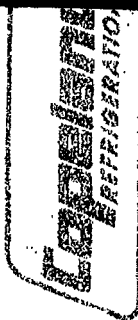


The next year two major milestones were reached. First, the company extended its Copelametic line through 7 1/2 horsepower. And second, Copeland officially dropped its line of household refrigerators, ending production of the product line on which Copeland originally built its success.

Copeland

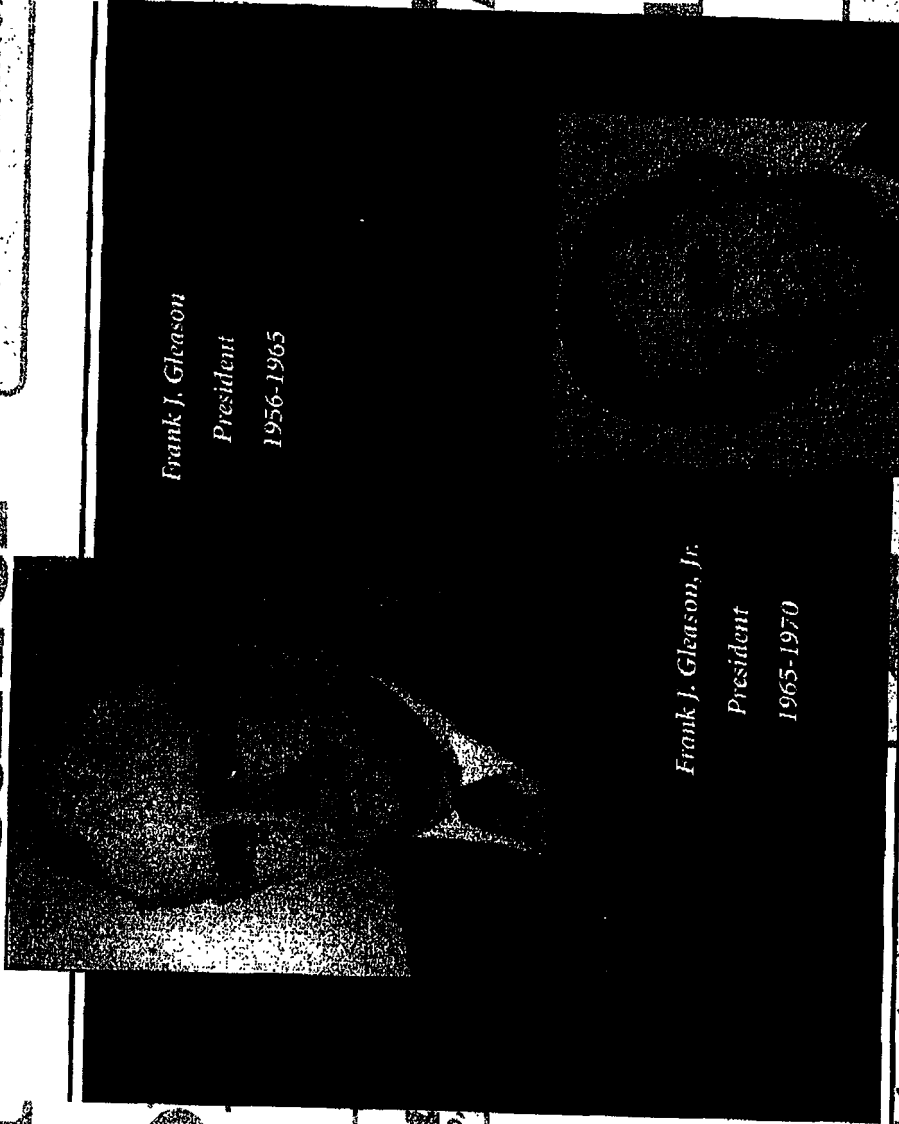


CO



CO

COPELAND REFRIGERATION



Frank J. Gleason
President
1956-1965

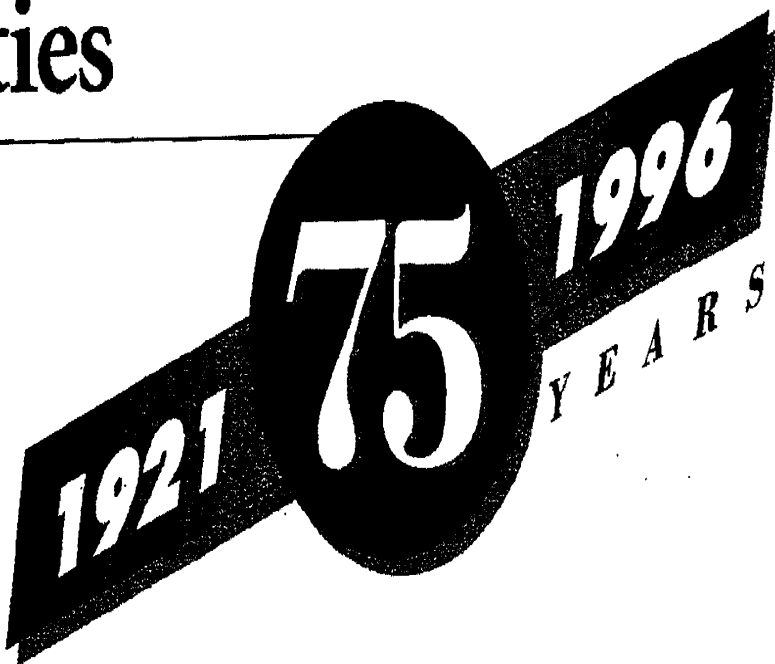
Frank J. Gleason, Jr.
President
1965-1970

COPELAND
ELECTRIC REFRIGERATION

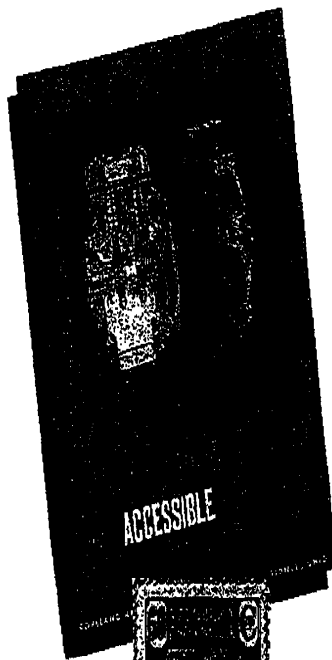
COPELAND
DEPENDABLE Electric REFRIGERATION

The Fifties and Sixties

Copeland cruised into the Fifties on the success of its Copelametic line, and by mid-decade launched its original line of hermetic compressors. But the company was also seeking out additional opportunities for expansion and growth. And whether that involved new construction right here at home or exploration beyond the borders of the United States to the potential of global marketing and international sales around the world, Copeland — as it had before — seized the moment.



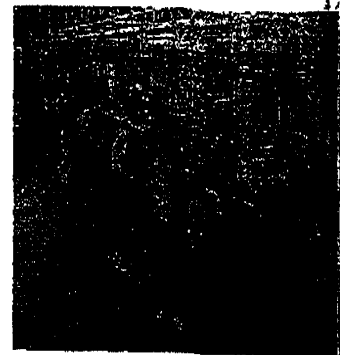
A new Sidney plant becomes Copeland's home base



In the middle of the 1950s Copeland's Copelametic line was so successful that just 20 percent of the compressors it built were the old open belt-driven models. And in 1955, the company introduced its newest line: the original Copelaweld® hermetic compressors. The introduction of two Copelaweld models and the extension of the Copelametic line to 10 horsepower helped the company pass the \$25 million milestone in sales that year.

The late Fifties brought even greater growth to Copeland. Frank Gleason took the reins in 1956 upon the retirement of two of the original "Four Horsemen" — Thompson and Curtis. A year later, the company opened the headquarters facility on Campbell Road, Copeland's home base for almost 40 years. This new plant doubled production capacity. Then in 1959, Copeland expanded its Copelametic line yet again, with the introduction of the four- and six-cylinder models and extension of the product line through 30 horsepower.

"Everybody Sells at Copeland"



In 1958 more than 4,000 persons (our employees and their families) — about 20% of Shelby County's population — received a total income of close to \$5,000,000 from the Copeland payroll. Further, this high rate of activity has permitted Copeland to take substantial part in the development of Sidney through the City Income Tax, United Fund and Hospital Building Program as well as the participation of members of the Copeland organization in civic affairs.

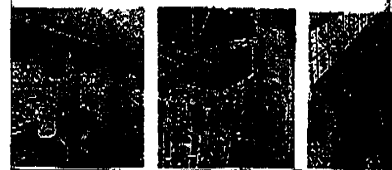
In addition, other local industry and the bankers, the brokers, the millmen and even the baby sitters in Sidney shared a part of the

wages earned by our employees from one of the highest payrolls in our history.

The credit for our 1958 showing is shared by every Copeland employee — the work of many only consists of people working together to produce and sell a good product at a reasonable price.

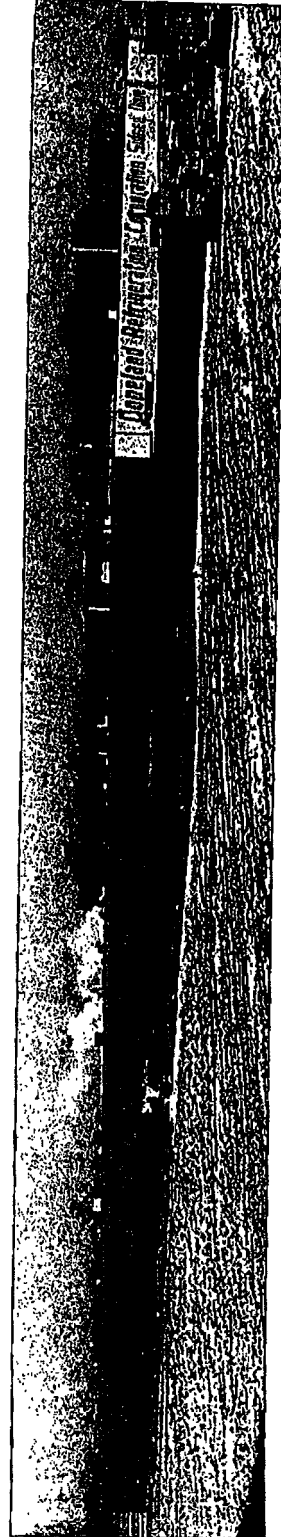
To promote this prosperity our company, we have adopted a simple motto: "Everybody Sells at Copeland." It means the efforts of all of our employees, putting their (and the best they know) to help insure our continued security.

"Everybody Sells at Copeland"





Ground is broken for a new
Sidney, Ohio headquarters and
manufacturing facility



Stability and growth in the '60s

By the end of the 1950s, Copeland had seen the vast potential of the international marketplace and begun taking steps to realize it. Among the first of its global marketing efforts was the licensing of companies in Germany, England, France and Spain to produce its product lines. That was followed closely by the formation of a joint venture with three of those companies. By 1960, Copeland also had its own manufacturing operations running in Canada and Mexico. Increasing activity around the world was just a part of a larger expansion effort at Copeland during the turbulent Sixties, a decade that saw the company reach new heights, despite some unique

challenges. On June 17, 1960, the company's stock was listed for the first time on the New York Stock Exchange. It would remain there for more than 20 years.



FIRST line of welded hermetics to offer

INTERNAL INHERENT ACROSS-THE-LINE MOTOR PROTECTION

4U Copelaweld.

WELDED HERMETIC MOTOR COMPRESSORS
Single phase and three phase

The 4U Copelaweld is the first welded motor compressor in the industry to offer internal, inherent, across-the-line motor protection. It is internally protected against short-circuit, ground fault, overcurrent, or overload. No other hermetic motor compressor is available. Also, protection of the motor is provided against high-voltage and low-voltage protection and is independent of external ambient conditions.

QUIET, VIBRATION-FREE OPERATION... ensured by Copeland's low speed, long-life design, even in high-pressure, high, and external aging conditions.

LASTING RELIABILITY... made possible by use of light weight, self-lubricating parts, precision, lubrication, and other proven Copeland design features.

Whether you're concerned with compressing today's air conditions and later pumps to existing new designs for the future, you should know what the 4U Copelaweld has to offer. Request Bulletin No. 4000.

Welded Hermetics, Accessible Hermetics or Belt-Driven - COPELAND has what it takes!

**4 cylinders • 1750 R.P.M.
2 1/2 H.P. • 3 H.P. • 5 H.P.
4 H.P. • ... and now 5 H.P.**

COPELAND, NEW YORK

Sidney Daily News

SEIDNEY, OHIO, FRIDAY EVENING, JUNE 3, 1964

Daily Circulation
(Average and paid as filed with State)
Month of May 19,847
Year to Date 1,046,566
Single Copy 10¢

Ground Is Broken For Copeland Plant Addition

A major expansion of production facilities at Copeland Refrigeration Corp. was announced Thursday in conjunction with groundbreaking ceremonies at the Copeland new plant of the company.

Frank J. Glasse, Jr., president of Copeland, in making the announcement, said the expansion program was "necessary to improve efficiency and meet the increasingly competitive market conditions."

The new addition will be located immediately to the south of the present manufacturing facilities at Copeland's new plant at the west city limits of the city. It will have 100,000 sq. ft. of floor space for manufacturing the new addition is also expected to include expanded office space for the company.

Overlooking for the new facilities came on the eighth day of the groundbreaking.

Construction of the expanded office space is expected to give additional floor, now located.

The Copeland plant has been a part of the industrial life of Sidney for approximately 40 years. Operations were moved here from Mt. Carmel, Ohio, in 1927.

Original manufacturing facilities were in the building now on the west side of the city.

**quiet, compact
packaged air conditioners,
Copeland has what it takes!**

Welded hermetics, 2%, 3, 3%, and 4 H.P. . . .
1750 R.P.M. . . . 4-pole . . . 4-cylinder . . . minimum
space requirements . . . internal spring mounting
for quiet, vibration-free operation . . . inherent
motor-protector internally mounted, hermetically
sealed . . . rotalock service valves rotate 360°
statically and dynamically balanced
crankshaft . . . positive displacement gear oil pump,
automatic reversing . . . heavy duty motor

NEW COPELAWELD welded
hermetics pack more value into
packaged air conditioners

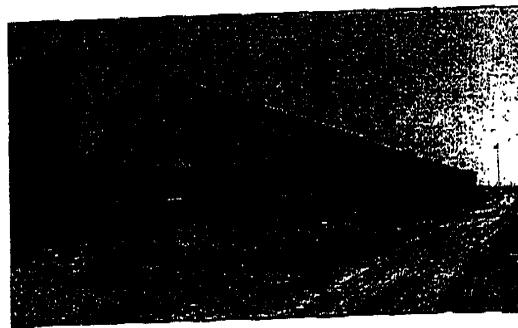
Put "like performance" into your packaged air
conditioners with these four-cylinder Copelaweld
welded hermetic motor-compressors. You'll get top
B.T.U. capacity and operating dependability. For
complete specifications, request Bulletin 5928.
For smaller sizes, investigate Copelaweld two-
cylinder models, 1/4 through 1 1/4 H.P., and
Copelaweld Super Series, 1/2 and 3/4 H.P.



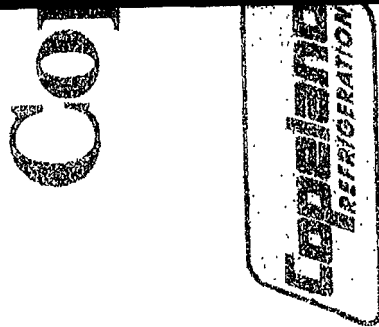
Copeland
Refrigeration

But in 1965, with sales surpassing \$50 million, a West Virginia businessman began attempting to take over the company. He started buying up Copeland shares with the intention of merging the company into his existing empire. Frank Gleason turned to Henry L. Hillman, a prominent Pittsburgh investor who owned one of Copeland's wholesaler distribution companies, asking him to become a major Copeland stockholder to prevent the hostile takeover. Hillman did, and later bought the stock owned by the raider. In 1968, he was named to the company's Board of Directors.

Meanwhile, Copeland was continuing its rapid growth. It opened a new plant in Fostoria, Ohio, in 1968, to produce condensing units for commercial refrigeration applications. The next year, Copeland completed a remanufacturing subsidiary in Wichita, Kansas, and began construction on another plant in West Union, Ohio. By the end of the decade, sales had reached \$100 million a year. And activity would only speed up in the years ahead.



Copeland

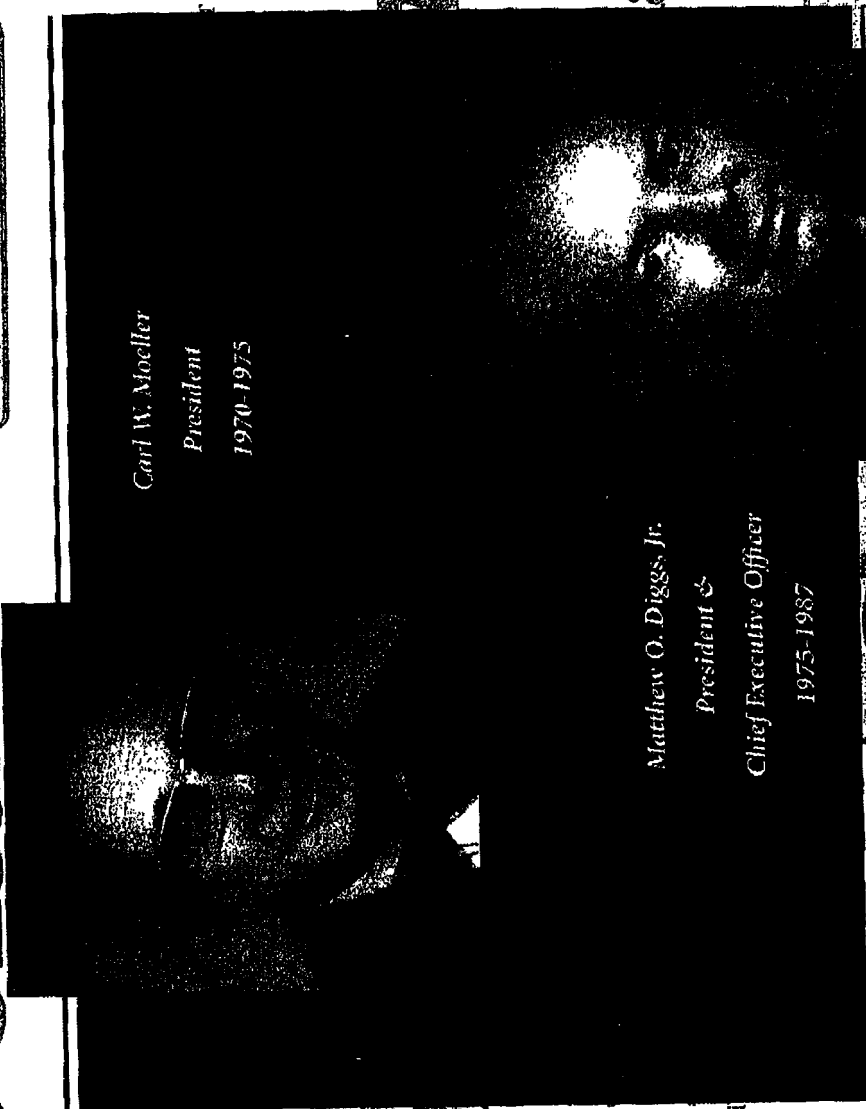


CO

REFRIGERATION

COPELAND

ELECTRIC REFRIGERATION



Carl W. Moeller
President
1970-1975



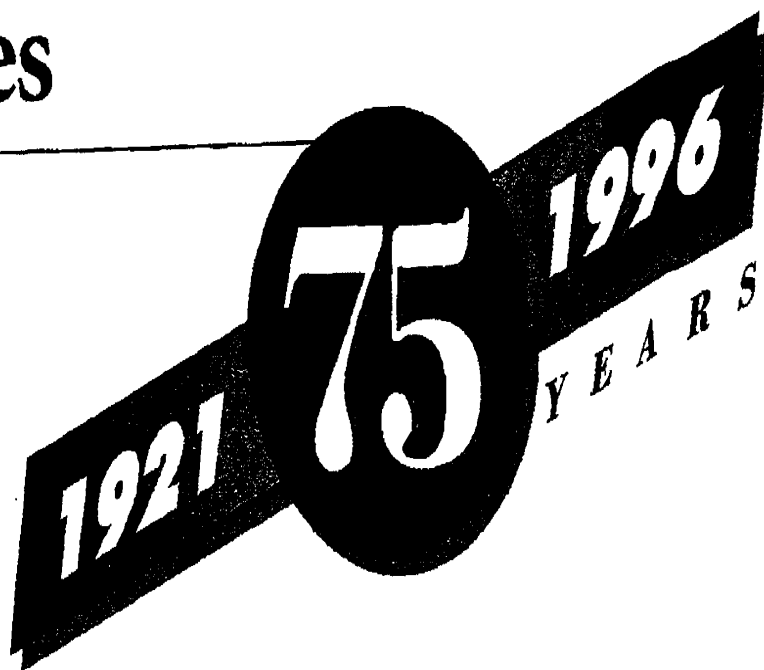
Matthew O. Diggs, Jr.
President &
Chief Executive Officer
1975-1987



DEPENDABLE Electric REFRIGERATION

The Seventies

The Seventies brought unprecedented change to Copeland. With Frank Gleason's retirement in 1970, the last of the "Four Horsemen" was gone. Challenged by market demands for even more efficient air conditioning and refrigeration systems, new leaders at Copeland responded with their own visions for the future. Carl Moeller and Matt Diggs moved Copeland to the forefront during the decade. The unveiling of the CR – the most popular compressor ever in its range – and the launch of the Discus® semi-hermetic reciprocating compressor – the "refrigeration workhorse" – established new industry standards for air conditioning and refrigeration and Copeland's leadership in the industry.



Moving into air conditioning leadership with the CR Compressor

During the early 1970s, Copeland began developing new products to meet the needs of a changing industry. Under the leadership of Henry Hillman, chairman, and Carl Moeller, president and chief executive officer, the company began building high-efficiency welded hermetic compressors, introduced large BR Copelaweld units and expanded the Copelametic line yet again to 40 horsepower.

However, the most significant product development at Copeland in the Seventies not only created a new compressor but ushered in a whole new era of air conditioning efficiency and



reliability. The oil embargo of 1973, growing out of the creation of the Organization of Petroleum Exporting Countries (OPEC) and the region's political instability, challenged Copeland as never before to develop technologically advanced air conditioning and refrigeration products to combat the rising cost of energy. While Copeland responded quickly to make existing products more energy efficient, its real triumph was the new CR Compressor.

Heralded as the compressor for the Eighties, the CR was designed, tested and manufactured to meet specific product demands for high efficiency and reliability in heat pump and air conditioning systems. The CR's performance, coupled with timely delivery, competitive cost and guaranteed customer satisfaction, not only demonstrated Copeland's commitment to the future needs of its customers but moved the company to the forefront of the air conditioning industry.



Heat pump designed compressors with efficiencies for the 80's...

Criterion 80

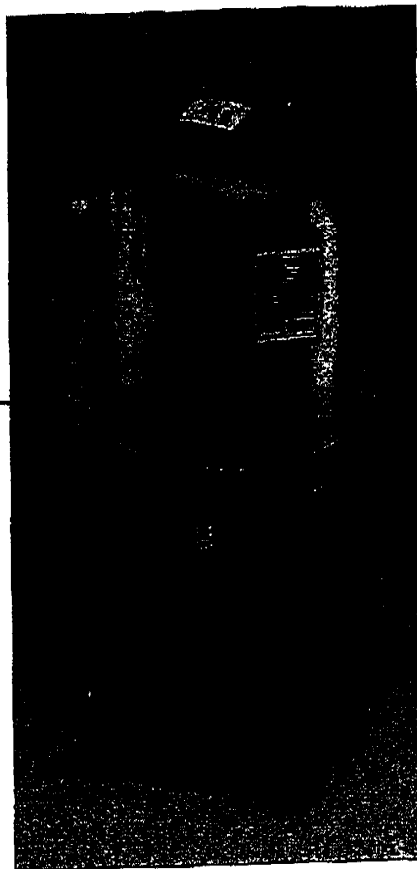
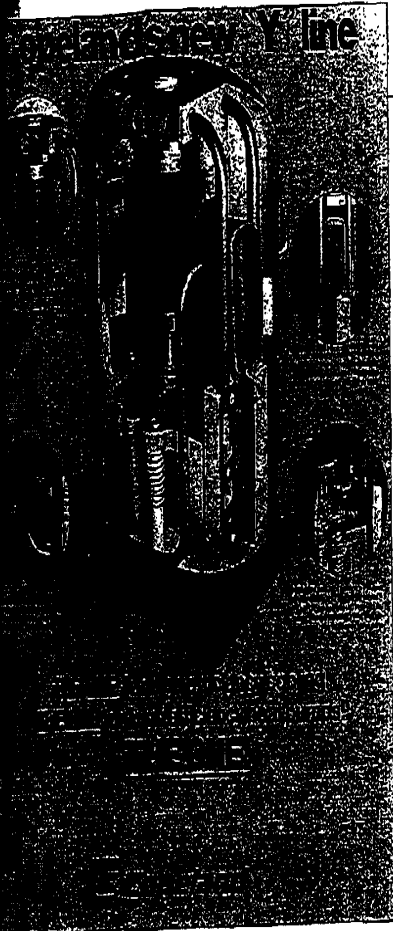


The CR Line

The CR Line is the most advanced, efficient and reliable CR line yet. It offers you the highest efficiency and lowest energy consumption of any CR line. The CR Line is the most advanced, efficient and reliable CR line yet. It offers you the highest efficiency and lowest energy consumption of any CR line. The CR Line is the most advanced, efficient and reliable CR line yet. It offers you the highest efficiency and lowest energy consumption of any CR line.

Copeland

Copeland's new Y line



Other new additions to its product lines included the first variable-speed Copelaweld CR compressors, an eight-cylinder Copelametic model developed with the company's European joint venture, and an improved Copelaweld compressor.



New leadership and the new Discus® compressors

The tragic crash of Copeland's corporate plane in 1972 killed two senior marketing executives — Vice President Russell Comstock and General Sales Manager Lawrence Baker — and the corporate pilot and co-pilot — Paul Clark and Kenneth Bolten. As a result, Chairman Henry Hillman appointed Matthew O. Diggs, Jr. as Vice President of Marketing. Diggs, who had served Copeland as a consultant since 1969, filled the company's marketing void. Later, in recognition of his vision and leadership, he was named Executive Vice President. Upon Carl Moeller's retirement in 1975, Diggs became President and Chief Executive Officer.

During the Diggs Era, Copeland launched a six-year development program to address changing market conditions and customer needs in commercial refrigeration and air

Copeland has over 360 wholesaler outlets for replacement compressors.



You have one near you.

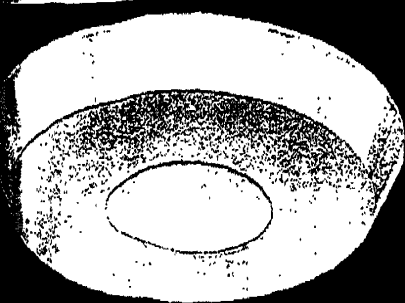
Copeland's new Discus® compressors are the only ones in the world that are designed to be replaced in the field. They are the only ones that are designed to be replaced in the field. They are the only ones that are designed to be replaced in the field.

Other brands of compressors are designed to be replaced in the shop. They are not designed to be replaced in the field. They are not designed to be replaced in the field.

Copeland

Going out of our way to be your way.

Copeland Division • Skaneateles, New York

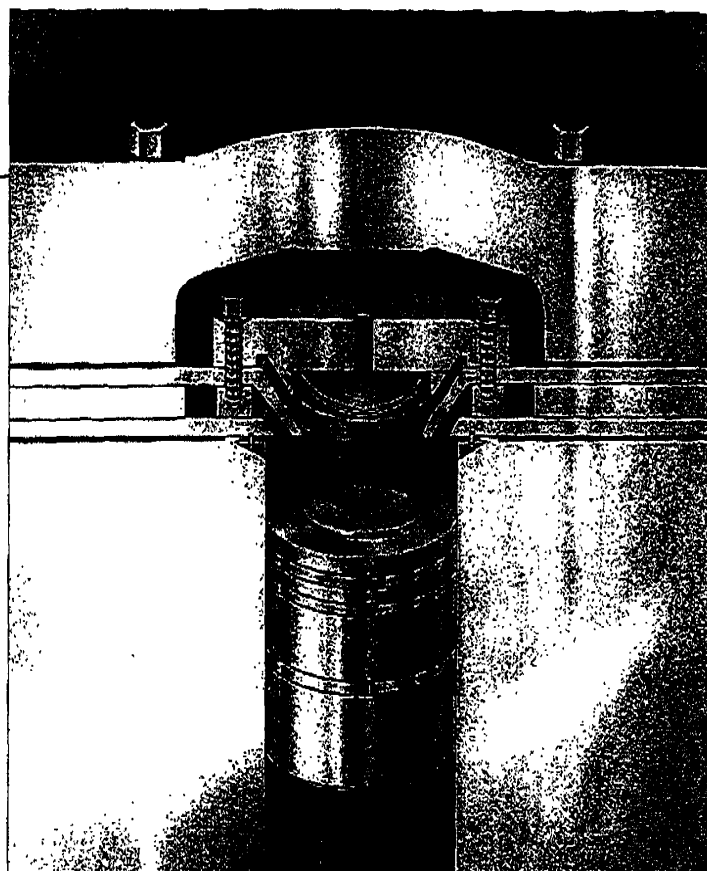


THE DISCUS IS HERE!

Copeland

compressors

For more information, call 1-800-451-4515



conditioning applications. The result was a complete redesign of the Copelametic compressor. The Discus semi-hermetic reciprocating compressor was launched in 1981, bringing to the marketplace Copeland's exclusive Discus Valve that delivered dramatic increases in energy efficiency, capacity, reliability, compressor selections, quality and availability. Known throughout the marketplace as the "refrigeration workhorse" today, Discus compressors are the standard for refrigeration and commercial air conditioning throughout the world.

Focused plants serve specialized product markets

But the Seventies saw Copeland develop more than new products. The company began focusing its manufacturing operations to create plants dedicated to a single product line. This merging of advanced manufacturing processes and plants resulted in ultimate reliability built into the process, high productivity and mass production economics.

In Hartselle, Alabama, Copeland opened a plant in 1978 designed specifically to mass produce standardized CR compressors.

That same year, another focused facility, this one in Rushville, Indiana, opened to specialize in remanufacturing Copelametic compressors for the replacement market.

The synergies of these facilities were so successful that Copeland continued its focused facility approach to manufacturing into the Eighties. The company built a 160,000 square

*Copeland President
Matt Diggs announced
the location of the new
Hartselle, Alabama plant*



HIGH EFFICIENCY VS COST EFFECTIVENESS



Copeland has a WINNER.

Needly you want higher energy efficiencies in your industrial utility air conditioning. But what about cost effectiveness? Can you afford and do you need a special high efficiency compressor for the competitive, high volume utility market? We don't think so!

Use our standard Copeland® "S" series. Capacities extend from 8,000 to 34,000 BTU/H. The heart of the utility market. These compressors are delivering efficiencies up to 10% higher than a year ago. You've already proved their reliability and durability. Today they'll give you more capacity and higher performance. At no reduction in maximum load run-down capability. When you need an even higher SEER or a heat pump retrofit, it's available, as part of the same proven line.

Energy efficient? Cost effective? You win both ways with Copeland. Ask your Copeland District Sales Manager.



Shown at the International Air Conditioning, Heating, and Refrigeration Exposition, Booth #1571, McCormick Place, Chicago, ILL. 10-17, 1977.

foot semi-hermetic facility in 1980 in Shelby, North Carolina, that produced Copeland's Copelametic Discus and large reed compressors. A few years later, the company revitalized its headquarters facility in Sidney by splitting it into two distinct operations, a "plant within a plant." One segment of the new facility focused on Copelametic compressors, the other on Copelaweld products. In Welkenraedt, Belgium, Copeland built a focused manufacturing facility to serve the European Market.

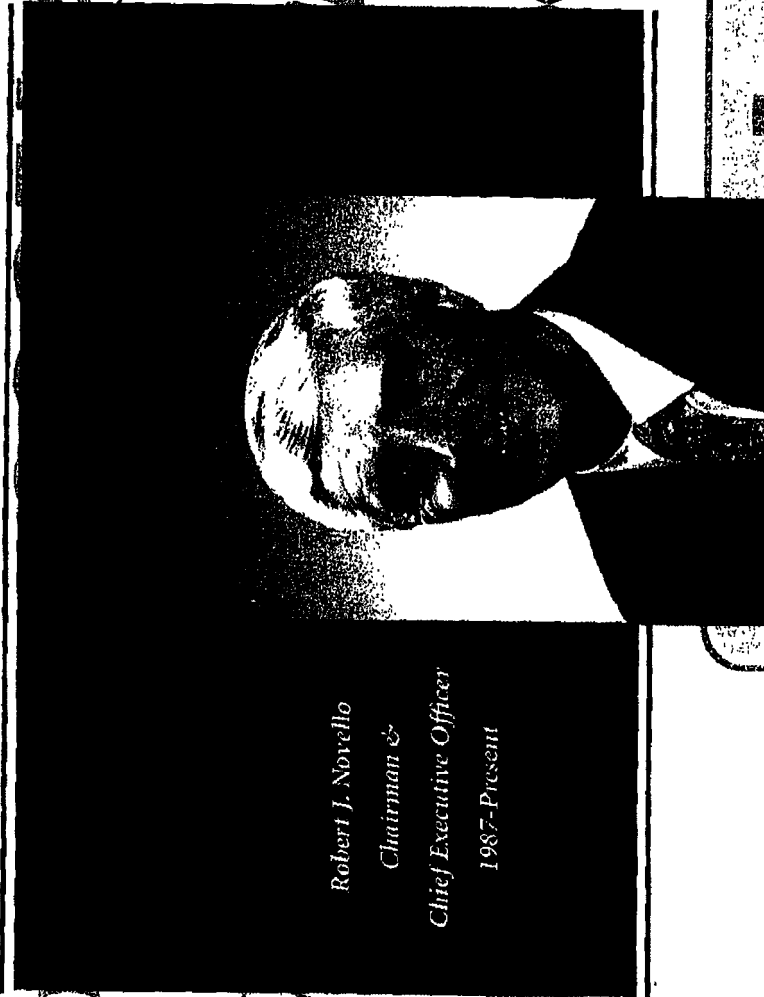
Copeland



Cop



COI
REFRIGERATION



Robert J. Novello
*Chairman &
Chief Executive Officer*
1987-Present

COPELAND
ELECTRIC REFRIGERATION

Copeland
DEPENDABLE Electric REFRIGERATION

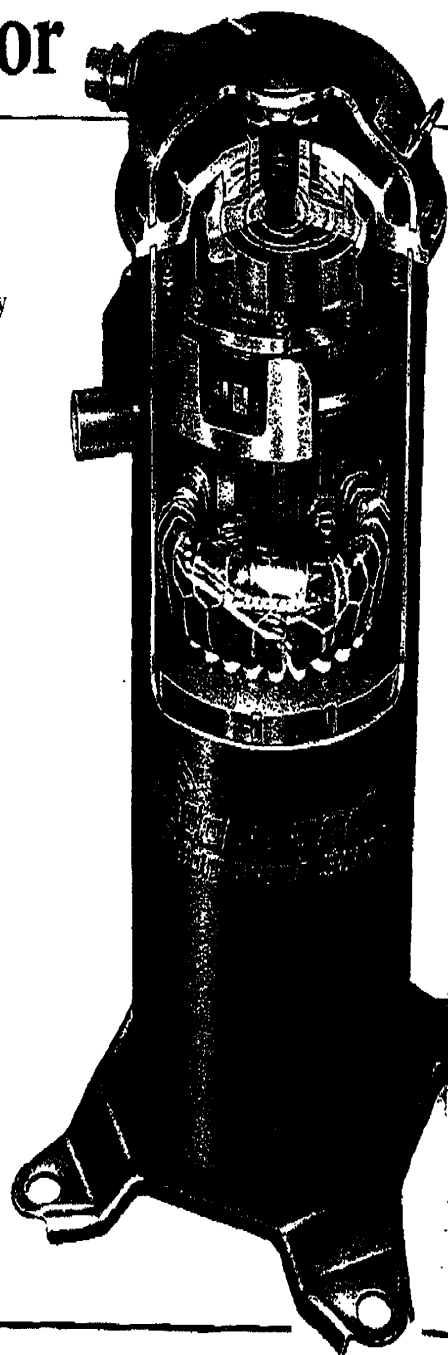
The Eighties... Copeland Revolutionizes the Industry with Compliant Scroll™

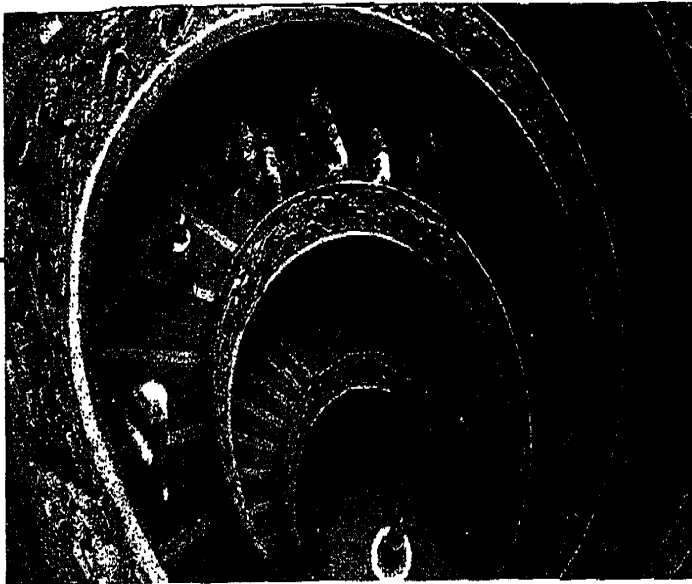
Copeland brought scroll compressor technology to the marketplace in the Eighties, and changed the industry forever with the launch of the Compliant Scroll™ compressor. Its unprecedented acceptance by manufacturers, contractors and homeowners alike established Compliant Scroll as the premier compressor technology. Today, the third generation of Compliant Scroll compressors continue to demonstrate their versatility and superiority in more than seven million air conditioning and heat pump systems worldwide. And it all began with the Eighties.



Copeland launches the first scroll compressor

The Eighties brought new leadership once again when Copeland became a subsidiary of Emerson Electric Company in 1986, and Robert J. Novello was named Chairman and Chief Executive Officer in 1987. Later that year, on November 14, Copeland officially became the first U.S. manufacturer to develop compressors using scroll technology, producing the first Compliant Scroll compressor.





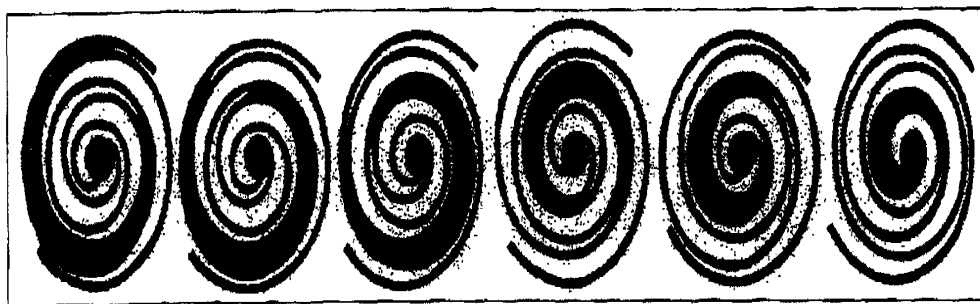
People working in real comfort — this is Copeland Compliant Scroll on the job.

For decades, scroll compressors have been the industry standard for residential air conditioning and heat pump applications. The Compliant Scroll™ is the latest in scroll technology, offering a smooth, nearly continuous compression cycle. It's the result of a new design that allows the scroll to compress gas more efficiently than ever before. The Compliant Scroll™ is the only scroll compressor that can handle a wide range of operating conditions, from low to high pressure, without any loss of efficiency. It's the only scroll compressor that can handle a wide range of operating conditions, from low to high pressure, without any loss of efficiency. It's the only scroll compressor that can handle a wide range of operating conditions, from low to high pressure, without any loss of efficiency.



Copeland
Compliant Scroll

The following year, Copeland made its first significant investment in dedicated scroll manufacturing, when the company selected Sidney as the primary manufacturing site for a \$250 million Compliant Scroll program. The 285,000 square foot facility brought state-of-the-art advanced machining and assembly equipment to scroll manufacturing, and was the first American plant to produce scroll compressors for the residential air conditioning and heat pump market.



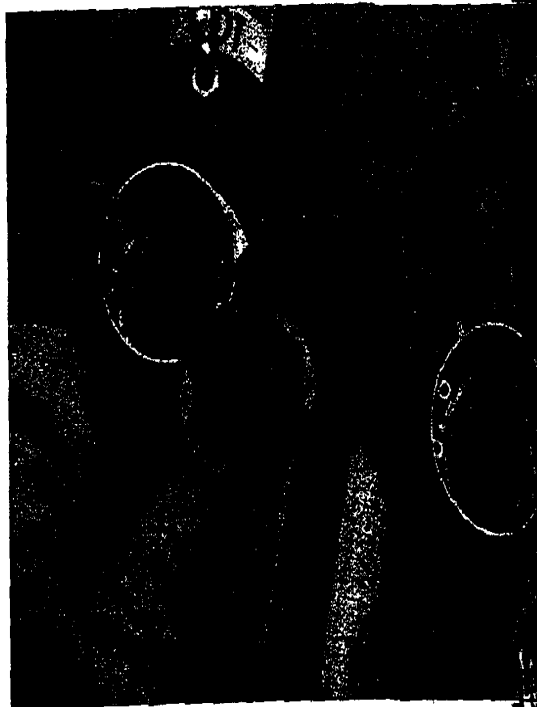
- ▲ The Compliant Scroll technology is conceptually simple. Two spiral shaped members fit together—forming crescent shaped gas pockets. Several pockets of gas compressed simultaneously provide a smooth, nearly continuous compression cycle.

Copeland's vision for scroll

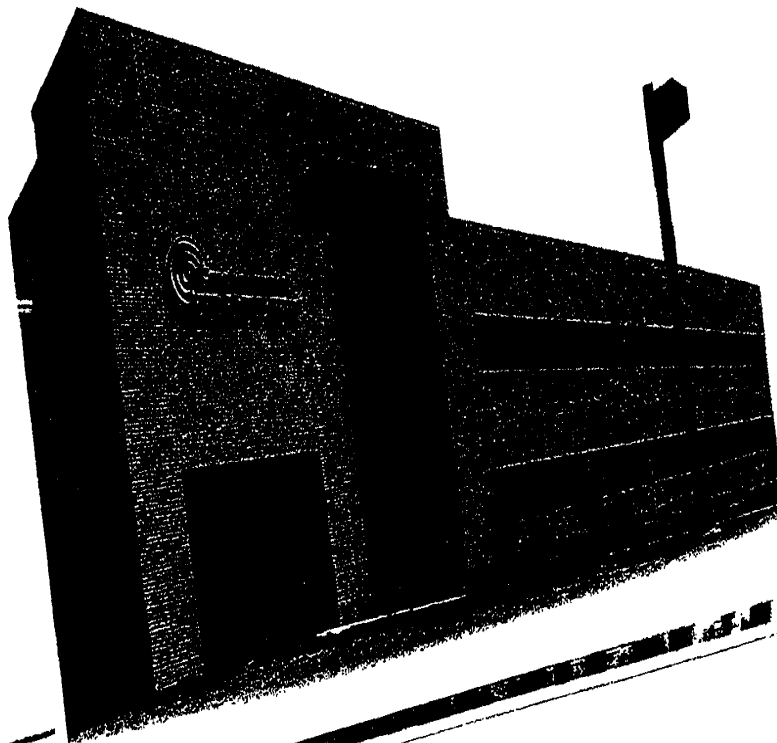


▲ Bob Novello, Matt Diggs and Dean Ruwe cut ribbon to open the first scroll production plant in North America

Copeland always understood the inherent superiority of Scroll compressor technology and its potential for air conditioning and refrigeration applications. But bringing scroll's higher efficiencies, quieter operation, lower applied costs and greater reliability to the commercial market took over seven years of design, engineering and manufacturing research. Copeland found the answer in compliance, the method in which the two scroll members interact to achieve simultaneously both high efficiency and durability.



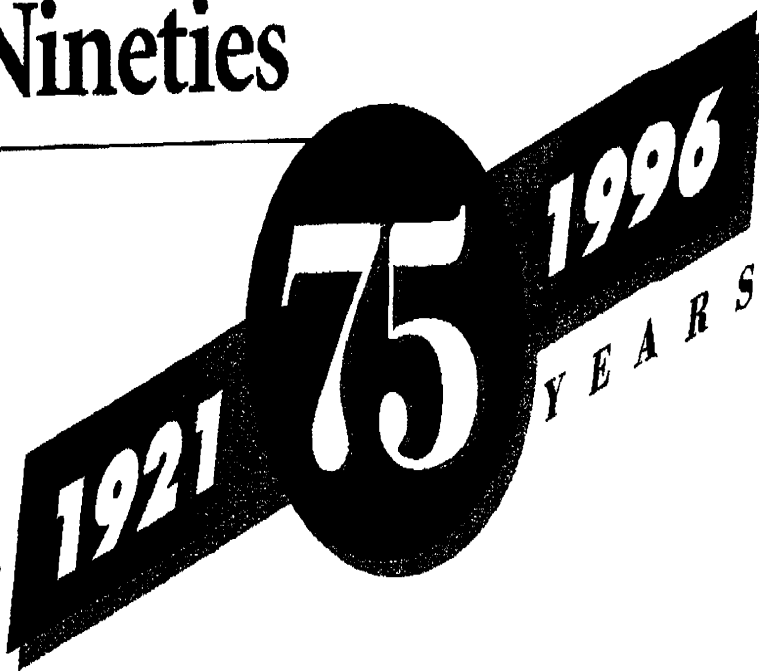
The result was Copeland Compliant Scroll, the scroll compressor which set the industry performance standards for scroll technology.



COP 0053

Copeland Leadership for the Nineties

Copeland's industry leadership continued to grow as its compressors moved into more and more applications around the globe. In this ever-more-aggressive international economy, the company realized it must produce the finest products in the world. So it launched Vision for the Nineties, an 11-point quality program. Committing itself to reaching the twenty-first century as the premiere quality compressor producer in the world. The company implemented a major organizational change in 1993, divisionalizing its business operations by refrigeration and air conditioning segments and added two global divisions. The objective was to apply better focus on each market and deliver increased customer responsiveness.



Copeland realizes the scroll dream

The final decade of the Twentieth Century began in the midst of a national recession and with another new sales record for Copeland in 1991. Although the Sidney plant doubled its output of scroll compressors between 1990 and 1991,

▼ *Copeland's Compliant Scroll Manufacturing Plant in Lebanon, Missouri*



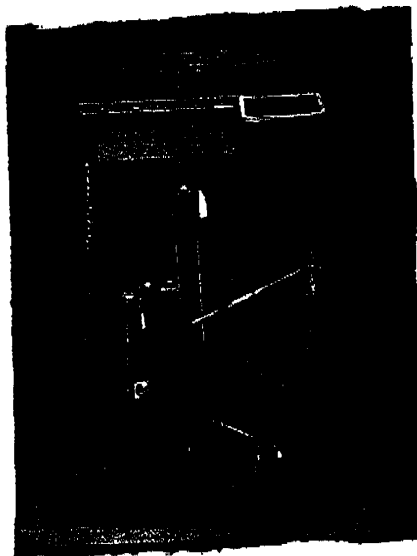
the company could not keep pace with customer demands. So it built a second state-of-the-art, dedicated scroll facility in Lebanon, Missouri.

The Lebanon plant alone increased manufacturing capacity for Compliant Scroll compressors to more than two million pieces annually for the residential market. These operations brought advanced machining and assembly equipment, exclusive scroll element manufacturing processes and research facilities for future product development, thereby ensuring the expansion of Compliant Scroll into new markets with new customers.

Scroll technology has emerged as the compressor design of the future, and the Glacier™ line of refrigeration scroll compressors, introduced in 1995, represents Copeland's vision for the future of the refrigeration industry. Glacier's advanced design and smooth



Rheem is now 100% scroll.



Model 30000 Copeland Scroll Unit
Refrigerant: R-22, Capacity: 30,000 Btu/hr

There's nothing in the world
quite like a scroll compressor. It's the only
compressor that can handle
the full range of refrigerants
and pressures. It's the only
compressor that can handle
the full range of capacities.
It's the only compressor that
can handle the full range of
applications.



It's the only compressor that
can handle the full range of
applications. It's the only
compressor that can handle
the full range of capacities.
It's the only compressor that
can handle the full range of
refrigerants and pressures.
It's the only compressor that
can handle the full range of
applications.

A scroll compressor. The Copeland
Scroll compressor. The only one.

It's the only
compressor that
can handle the
full range of
applications.

A scroll compressor. The Copeland
Scroll compressor. The only one.

A scroll compressor. The Copeland
Scroll compressor. The only one.



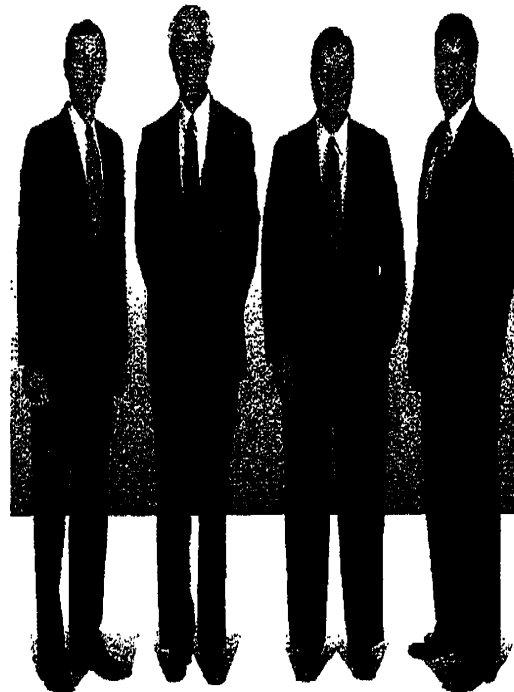
The Copeland Scroll compressor
is the only scroll compressor
that can handle the full range
of applications. It's the only
compressor that can handle
the full range of capacities.



If it works like a dream, it works like a Rheem.

Model 30000 Copeland Scroll Unit
Refrigerant: R-22, Capacity: 30,000 Btu/hr

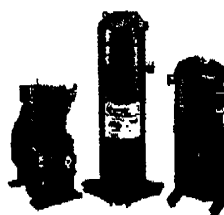
compression cycle deliver high performance levels in a compact, lightweight package, bringing superior reliability, greater efficiency and lower sound levels in low and medium temperature applications. In April of 1996, Copeland broke ground on a 65,000 square foot plant in Shelby, North Carolina — adjacent to its existing semi-hermetic compressor manufacturing facility — dedicated to fulfilling the market's need for Glacier refrigeration scroll compressors.



Copeland executives: (from left) Tom Bettcher, President-Copeland Air Conditioning; Dean Ruwe, President & COO; Howard Lance, Group Vice President; and Ed Purvis, President-Copeland Refrigeration

COP 0057

More importantly, the company increased its international presence. Establishing sales offices and technical support centers in every corner of the world — Canada, South America, Europe, Asia, Australia — brought the company closer to its customers and their unique and specific needs for air conditioning and refrigeration solutions. Building new focused manufacturing operations ensured not only the largest product offering available globally but a steady stream of quality products for international customers.



Depend on it.

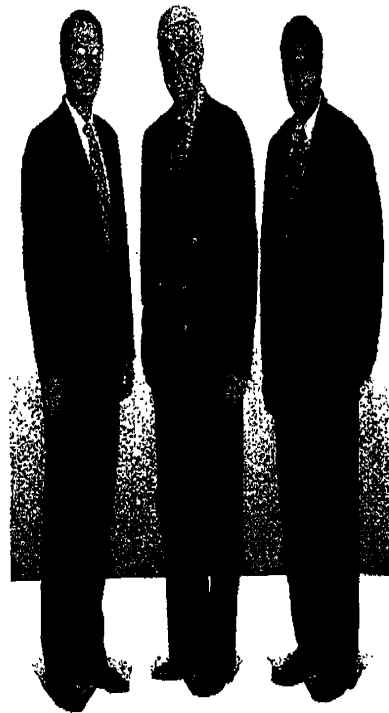
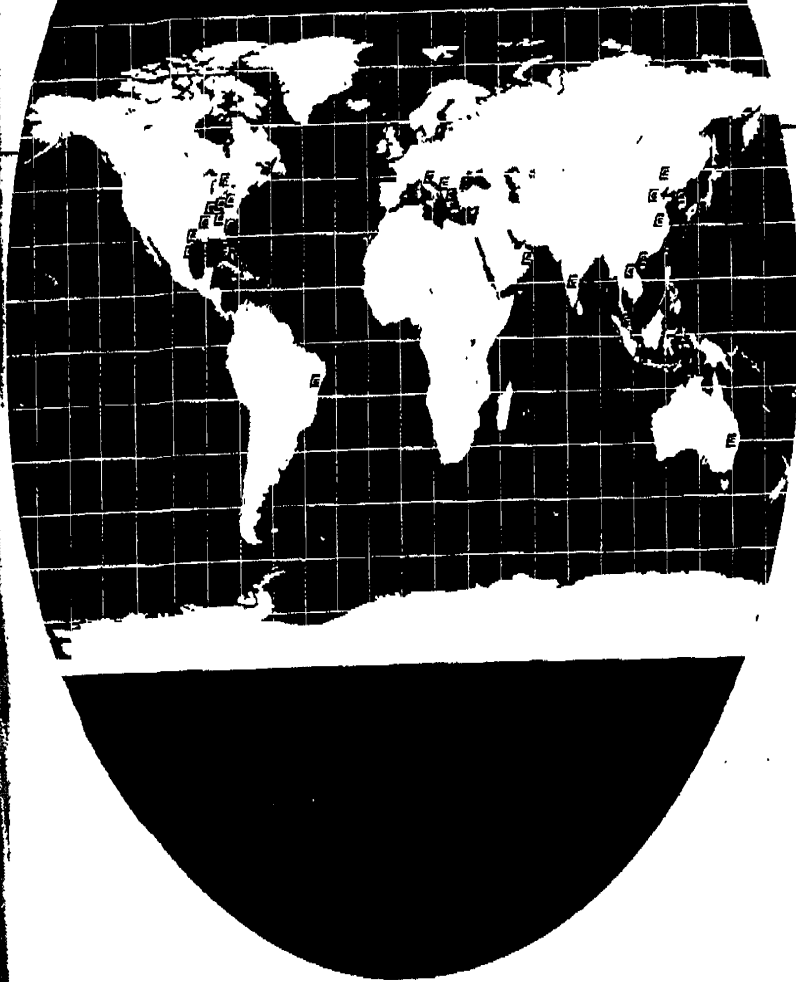
Copeland is changing the world of architecture and construction. We've learned the broader process from which today's buildings are created. It's a combination with a clear, focused plan: giving our customers with a powerful, practical program for change for buildings that preserve the environment. So we're not just making world of difference with our customers - we're making a difference in the world.



1575-76, 1576-77, 1577-78, 1578-79, 1579-80, 1580-81, 1581-82, 1582-83, 1583-84, 1584-85, 1585-86, 1586-87, 1587-88, 1588-89, 1589-90, 1590-91, 1591-92, 1592-93, 1593-94, 1594-95, 1595-96, 1596-97, 1597-98, 1598-99, 1599-1600, 1600-1601, 1601-1602, 1602-1603, 1603-1604, 1604-1605, 1605-1606, 1606-1607, 1607-1608, 1608-1609, 1609-1610, 1610-1611, 1611-1612, 1612-1613, 1613-1614, 1614-1615, 1615-1616, 1616-1617, 1617-1618, 1618-1619, 1619-1620, 1620-1621, 1621-1622, 1622-1623, 1623-1624, 1624-1625, 1625-1626, 1626-1627, 1627-1628, 1628-1629, 1629-1630, 1630-1631, 1631-1632, 1632-1633, 1633-1634, 1634-1635, 1635-1636, 1636-1637, 1637-1638, 1638-1639, 1639-1640, 1640-1641, 1641-1642, 1642-1643, 1643-1644, 1644-1645, 1645-1646, 1646-1647, 1647-1648, 1648-1649, 1649-1650, 1650-1651, 1651-1652, 1652-1653, 1653-1654, 1654-1655, 1655-1656, 1656-1657, 1657-1658, 1658-1659, 1659-1660, 1660-1661, 1661-1662, 1662-1663, 1663-1664, 1664-1665, 1665-1666, 1666-1667, 1667-1668, 1668-1669, 1669-1670, 1670-1671, 1671-1672, 1672-1673, 1673-1674, 1674-1675, 1675-1676, 1676-1677, 1677-1678, 1678-1679, 1679-1680, 1680-1681, 1681-1682, 1682-1683, 1683-1684, 1684-1685, 1685-1686, 1686-1687, 1687-1688, 1688-1689, 1689-1690, 1690-1691, 1691-1692, 1692-1693, 1693-1694, 1694-1695, 1695-1696, 1696-1697, 1697-1698, 1698-1699, 1699-1700, 1700-1701, 1701-1702, 1702-1703, 1703-1704, 1704-1705, 1705-1706, 1706-1707, 1707-1708, 1708-1709, 1709-1710, 1710-1711, 1711-1712, 1712-1713, 1713-1714, 1714-1715, 1715-1716, 1716-1717, 1717-1718, 1718-1719, 1719-1720, 1720-1721, 1721-1722, 1722-1723, 1723-1724, 1724-1725, 1725-1726, 1726-1727, 1727-1728, 1728-1729, 1729-1730, 1730-1731, 1731-1732, 1732-1733, 1733-1734, 1734-1735, 1735-1736, 1736-1737, 1737-1738, 1738-1739, 1739-1740, 1740-1741, 1741-1742, 1742-1743, 1743-1744, 1744-1745, 1745-1746, 1746-1747, 1747-1748, 1748-1749, 1749-1750, 1750-1751, 1751-1752, 1752-1753, 1753-1754, 1754-1755, 1755-1756, 1756-1757, 1757-1758, 1758-1759, 1759-1760, 1760-1761, 1761-1762, 1762-1763, 1763-1764, 1764-1765, 1765-1766, 1766-1767, 1767-1768, 1768-1769, 1769-1770, 1770-1771, 1771-1772, 1772-1773, 1773-1774, 1774-1775, 1775-1776, 1776-1777, 1777-1778, 1778-1779, 1779-1780, 1780-1781, 1781-1782, 1782-1783, 1783-1784, 1784-1785, 1785-1786, 1786-1787, 1787-1788, 1788-1789, 1789-1790, 1790-1791, 1791-1792, 1792-1793, 1793-1794, 1794-1795, 1795-1796, 1796-1797, 1797-1798, 1798-1799, 1799-1800, 1800-1801, 1801-1802, 1802-1803, 1803-1804, 1804-1805, 1805-1806, 1806-1807, 1807-1808, 1808-1809, 1809-1810, 1810-1811, 1811-1812, 1812-1813, 1813-1814, 1814-1815, 1815-1816, 1816-1817, 1817-1818, 1818-1819, 1819-1820, 1820-1821, 1821-1822, 1822-1823, 1823-1824, 1824-1825, 1825-1826, 1826-1827, 1827-1828, 1828-1829, 1829-1830, 1830-1831, 1831-1832, 1832-1833, 1833-1834, 1834-1835, 1835-1836, 1836-1837, 1837-1838, 1838-1839, 1839-1840, 1840-1841, 1841-1842, 1842-1843, 1843-1844, 1844-1845, 1845-1846, 1846-1847, 1847-1848, 1848-1849, 1849-1850, 1850-1851, 1851-1852, 1852-1853, 1853-1854, 1854-1855, 1855-1856, 1856-1857, 1857-1858, 1858-1859, 1859-1860, 1860-1861, 1861-1862, 1862-1863, 1863-1864, 1864-1865, 1865-1866, 1866-1867, 1867-1868, 1868-1869, 1869-1870, 1870-1871, 1871-1872, 1872-1873, 1873-1874, 1874-1875, 1875-1876, 1876-1877, 1877-1878, 1878-1879, 1879-1880, 1880-1881, 1881-1882, 1882-1883, 1883-1884, 1884-1885, 1885-1886, 1886-1887, 1887-1888, 1888-1889, 1889-1890, 1890-1891, 1891-1892, 1892-1893, 1893-1894, 1894-1895, 1895-1896, 1896-1897, 1897-1898, 1898-1899, 1899-1900, 1900-1901, 1901-1902, 1902-1903, 1903-1904, 1904-1905, 1905-1906, 1906-1907, 1907-1908, 1908-1909, 1909-1910, 1910-1911, 1911-1912, 1912-1913, 1913-1914, 1914-1915, 1915-1916, 1916-1917, 1917-1918, 1918-1919, 1919-1920, 1920-1921, 1921-1922, 1922-1923, 1923-1924, 1924-1925, 1925-1926, 1926-1927, 1927-1928, 1928-1929, 1929-1930, 1930-1931, 1931-1932, 1932-1933, 1933-1934, 1934-1935, 1935-1936, 1936-1937, 1937-1938, 1938-1939, 1939-1940, 1940-1941, 1941-1942, 1942-1943, 1943-1944, 1944-1945, 1945-1946, 1946-1947, 1947-1948, 1948-1949, 1949-1950, 1950-1951, 1951-1



Copeland



Copeland executives: (from left) Eric Evans, Senior Vice President; Egon Wiethoff, President-Copeland Europe; and Ajeet Singh, President-Asia

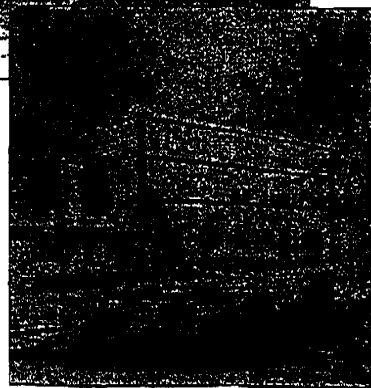


◀ Emerson Electric Company Chairman and Chief Executive Officer Charles F. Knight lays the cornerstone for Copeland's Scroll Plant in Rayong, Thailand

▼ Copeland facility grand opening near Tokyo, Japan



Today, with plants in Thatchum, England; Welkenraedt, Belgium; Berlin, Germany; Shenyang, China; and Karad, India, Copeland has installed more compressors worldwide than any other manufacturer. New international scroll plant locations are under construction in Rayong, Thailand and Belfast, Northern Ireland. Copeland will continue to respond to the demands of a global marketplace, with scroll plants on the drawing board for China, Mexico, and a third plant in Asia.



▲ Copeland's Scroll Manufacturing Plant in Northern Ireland

INVESTING WORLDWIDE TO MEET CUSTOMER DEMAND FOR COMPLIANT SCROLLS

First to
Market

Today Over Eight Million
Compliant Scroll Compressors
Are Installed Worldwide

2000

1996

1987



1989



Corktown, Ireland



Cherry Hill, New Jersey, USA



Rayport, Thailand



Westermark, Belgium



Lebanon, Missouri, USA



Salem, Ohio, USA

With 75 years behind us, we're just getting started

The years leading up to the next century, and all those beyond, hold exciting promise. New products like Star™ and Summit™ — scroll compressors that will let Copeland expand into new markets such as room air conditioning and large commercial air conditioning applications — are already in production. And in 1997, the company will build its 25 millionth CR reciprocating compressor and maintain its leadership in the development and use of new environmentally-responsible refrigerants.

Copeland will also intensify its commitment to the global marketplace by expanding its people, products, and plants, thereby ensuring the delivery of superior products, value-added customer service and comprehensive support wherever and whenever they're needed throughout the world.

The keys to Copeland's future success are the very ones that have guided us throughout our 75 year history: innovation and excellence. We hold today firmly in our hands because of Copeland's heritage. Because we bring the best to our customers wherever they may be. Because we commit ourselves to breakthrough technologies, superior products and unequalled service. Because Copeland employees are the industry's most dedicated men and women. Because we work with great suppliers and for great customers. And that's not only a legacy unequalled in this century. It's a vision for tomorrow.

Master

1989

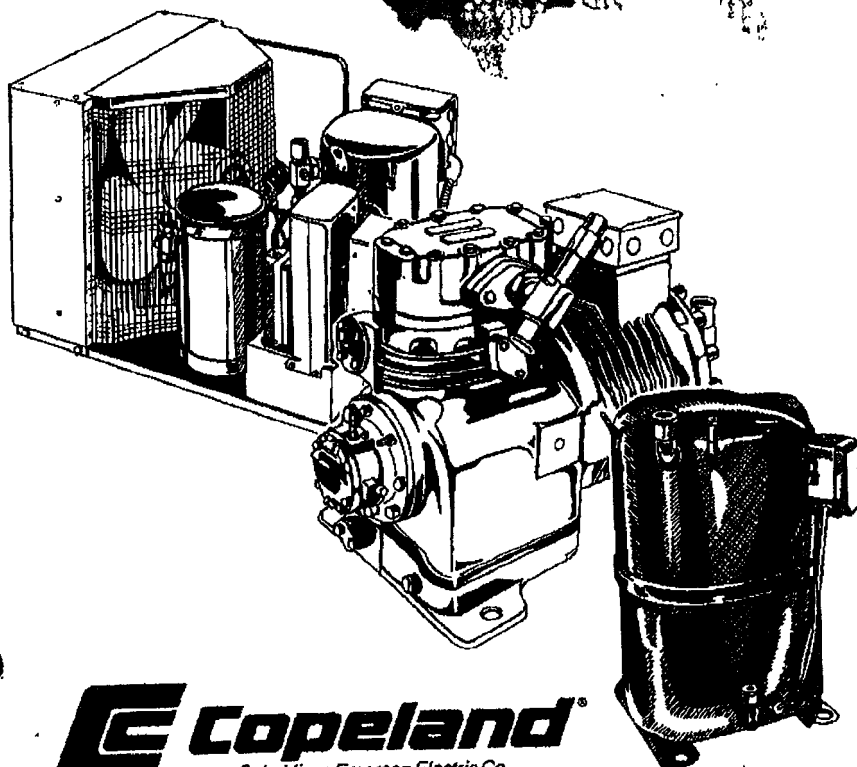
Directory of
Authorized Wholesalers

**CERTIFIED
COPELAND**

SM

**Certified
Copeland**

**Our Product
Service
Commitment
To Our
Wholesalers
And
Customers**



Copeland®
Subsidiary, Emerson Electric Co.

COP 0062

COPELAND WHOLESALERS

HAWAII

HONOLULU
Pameco-Aire
420 Keawe St. (96813)
P.O. Box 333 (96808)
Phone: 808-536-4484

IDAHO

BOISE
Pameco-Aire
426 S. 10th St. (83702)
Phone: 208-342-6834

Thermal Supply, Inc.
3100 Pleasanton Ave. (83702)
P.O. Box 6498 (83707)
Phone: 208-336-0590

IDAHO FALLS
Pameco-Aire
1395 N. Gate Mill Road (83401)
Phone: 208-522-3270

POCATELLO
Pameco-Aire
953-B S. Main St. (83204)
Phone: 208-233-4201

ILLINOIS

ALSIP (CHICAGO)
H - Chase Supply Co.
4100 W. 127th St. (60658)
Phone: 312-785-0500

ARLINGTON HEIGHTS (CHICAGO)
Sid Harvey Midwest, Inc.
3104 N. Arlington Hgts. Rd. (60004)
Phone: 312-253-8503

AURORA
Sid Harvey Midwest, Inc.
918 Industrial Drive (60606)
Phone: 312-892-7700

BELLEVILLE
Crescent Parts & Equip. Co.
1525 S. 59th St. (62221)
Phone: 618-277-0770

BLOOMINGTON
United States Electric Co.
804 S. Bunn St. (61701)
Phone: 309-827-6194

CALUMET PARK (CHICAGO)
Sid Harvey Midwest, Inc.
12534 S. Ashland Avenue (60643)
Phone: 312-389-0347

CHAMPAIGN
Duncan Supply Co., Inc.
217 S. Locust St. (61820)
Phone: 217-352-7888

H - Rogers Supply Co., Inc.
350 N. Walnut St.
P.O. Box 279 (61820)
Phone: 217-356-0166

CHICAGO
Chase Supply Co.
3008 Montrose Ave. (60618)
Phone: 312-588-4050

Sid Harvey Midwest, Inc.
3680 N. Milwaukee Ave. (60641)
Phone: 312-777-8181

DANVILLE
General Refgn. Supply Co., Inc.
124 N. Hazel St. (61832)
Phone: 217-442-6807

DECATUR
Rogers Supply Co., Inc.
333 E. Wabash (62523)
Phone: 217-429-8151

EAST ST. LOUIS
Crescent Parts & Equip. Co.
540 Wimmer Place (62205)
Phone: 818-271-2500

ELMHURST (CHICAGO)
Chase Supply Co.
758 Industrial Dr. (60126)
Phone: 312-834-8433

KANKAKEE
Rogers Supply Co., Inc.
194 N. Alma Ave. (60901)
Phone: 815-939-0333

LINCOLNWOOD
Chase Supply Co.
6815 N. Lincoln Avenue (60646)
Phone: 312-677-8181

LOMBARD
Sid Harvey Midwest, Inc.
641 N. Main Street (60148)
Phone: 312-627-6810

MARION
H - Crescent of Marion, Inc.
205 Commercial Dr. (62959)
Phone: 618-997-5608

MATTOON
National Temperature Control
Centers, Inc.
213 South 21st St. (61938)
Phone: 217-235-1414

MELROSE PARK (CHICAGO)
H - Service Parts Co.
2811 Lake St.
P.O. Box 1128 (60161)
Phone: 312-344-0810

MOLINE
Dennis Co.
2815-17 23rd Avenue (61265)
Phone: 308-762-0438

MOUNT VERNON
National Temperature Control
Centers, Inc.
816 S. 17th St.
P.O. Box 761 (62864)
Phone: 618-242-5560

NAPIERVILLE
Chase Supply Co.
1815 Diehl Road
Suite 300 (60540)
312-420-7400

PEORIA
H - Polar Supply Corp.
422 N.E. Adams St. (61603)
P.O. Box 1486 (61655)
Phone: 309-674-9245

QUINCY
H - Crescent of Quincy, Inc.
635 N. 3rd St. (62301)
Phone: 217-223-8760

ROCKFORD
Gustave A. Larson Co.
3016 Eastrock Dr. (61109)
Phone: 815-398-4922

SKOKIE
Service Parts Co.
5425 W. Fargo Ave. (60077)
Phone: 312-583-1321

SOUTH HOLLAND
Service Parts Co.
695 W. 172nd St. (60473)
Phone: 312-596-0290

SPRINGFIELD
H - United States Electric Co.**
301 N. 1st St. (62702)
Phone: 217-522-3347

United States Electric Co.
1475 S. Taylor Avenue (62707)
Phone: 217-528-9643

H - Wholesaler Headquarters Location
() - City in parentheses represents adjacent city. Primary listing denotes actual location.
* Outlet for Copeland products only
** Administrative office, not a store outlet.

COPELAND WHOLESALERS

INDIANA

BLOOMINGTON
National Temperature Control
Centers, Inc.
2051 Vernal Pike (47401)
Phone: 812-333-8848

EVANSVILLE
National Temperature Control
Centers, Inc.
1500 N. Heidelberg Ave. (47711)
P.O. Box 4 (47701)
Phone: 812-422-3204

FORT WAYNE
F.H. Langenkamp Co., Inc.
3801 Northrop St. (48805)
Phone: 219-484-1585

GARY
Chase Supply Co.
4120 Broadway (46408)
Phone: 219-887-5181

INDIANAPOLIS
H - Duncan Supply Co., Inc.
910 N. Illinois St. (46204-1087)
Phone: 317-634-1335

H - F.H. Langeenkamp Co., Inc.
915 S. Meridian St.
P.O. Box 1106 (46206)
Phone: 317-636-4321

KOKOMO
Duncan Supply Co., Inc.
1100 S. Ohio St. (46902)
Phone: 317-452-5628

LAFAYETTE
H - General Refgn. Supply Co., Inc.
2100 N. 9th St. (47904)
P.O. Box 734 (47902)
Phone: 317-423-5356

MUNCIE
Duncan Supply Co., Inc.
601 E. 15th St. (47302)
Phone: 317-288-5549

SOUTH BEND
F.H. Langeenkamp Co., Inc.
1139 Mishawaka Ave. (46615)
Phone: 219-233-8222

TERRE HAUTE
National Temperature Control
Centers, Inc.
1633 Harding
P.O. Box 1076 (47808)
Phone: 812-232-3715

VINCENNES
National Temperature Control
Centers, Inc.
21 S. 13th St. (47591)
Phone: 812-882-3820

IOWA

CEDAR RAPIDS
Dennis Co., Inc.
203 30th St. Dr., S.E. (52403)
Phone: 319-366-3351

COUNCIL BLUFFS
Dennis Supply Co.
3326 Nebraska Ave.
P.O. Box 1546 (51501)
Phone: 712-322-8824

DAVENPORT
Dennis Co., Inc.
3016 Brady St.
P.O. Box 2774 (52809)
Phone: 319-324-0435

DES MOINES
H - Wayne Dennis Supply Co.
319 New York Ave.
P.O. Box 4100 H.P. Stn. (50333)
Phone: 515-244-1105

SIOUX CITY
H - Dennis Supply Co.
300 W. 7th St. (51103)
P.O. Box 3376 (51102)
Phone: 712-255-7637

WATERLOO
Wayne Dennis Supply Co.
326 W. 8th St. (50702)
Phone: 319-291-2061

KANSAS

OVERLAND PARK (KANSAS CITY)
Superior Supply Co.
10701 El Monte (66211)
Phone: 913-381-4053

SALINA
Superior Supply Co., Inc.
225 N. 5th St.
P.O. Box 883 (67401)
Phone: 913-825-2171

TOPEKA
Superior Supply Co.
2935 Van Buren (66611)
Phone: 913-266-3571

WICHITA
H - Superior Supply Co., Inc.
215 Laura Street
P.O. Box 1147 (67211)
Phone: 316-263-6212

KENTUCKY

BOWLING GREEN
Brock-McVey Refgn. Supply
704 31-W Bypass
P.O. Box 1540 (42101)
Phone: 502-782-0484

CORBIN
Brock-McVey Refgn. Supply
U.S. 25 By-Pass
P.O. Drawer G (40701)
Phone: 606-528-0740

FLORENCE
Williams & Co., Inc.
7944 Tanners Gage (41042)
Phone: 606-525-0040

HOPKINSVILLE
National Temperature Control
Centers, Inc.
2418 Ft. Campbell Blvd. (42240)
Phone: 502-886-8679

LEXINGTON
H - Brock-McVey Refgn. Supply
1100 Brock McVey Dr.
P.O. Box 5487 (40555)
Phone: 606-255-1412

LOUISVILLE
H - S.W.H. Supply Co., Inc.
242 E. Main St. (40202)
Phone: 502-589-9287

Williams & Co., Inc.
1109 S. Preston St. (40203)
Phone: 502-582-3321

MAYSVILLE
Brock-McVey Company
1109 Forest Avenue
P.O. Box 160
Phone: 606-564-3335

OWENSBORO
National Temperature Control
Centers, Inc.
412 E. 12th St. (42301)
Phone: 502-683-5336

PADUCAH
National Temperature Control
Centers, Inc.
3000 Clark St. (42001)
P.O. Box 360 (42002-0360)
Phone: 502-442-3547

PRESTONSBURG
Brock-McVey Refgn. Supply
374 S. Lake Dr. (41653)
Phone: 606-886-8801

H - Wholesaler Headquarters Location
() - City in parentheses represents adjacent city. Primary listing denotes actual location.
* Outlet for Copeland products only
** Administrative office, not a store outlet.

FORM NO. 86-50W-R2 (3-88)
Supersedes Form No. 86-50W-R1
Printed in USA
© Copeland Corporation

Copeland Corporation, Sidney, Ohio 45365

COP 0065