

For Immediate Release

EMERSON CLIMATE TECHNOLOGIES INTRODUCES HANDOUT TO HELP CONTRACTORS EXPLAIN 13 SEER REGULATION TO HOMEOWNERS

Quick Facts handout explaining the new efficiency standard and how it affects homeowners is available through the company's Contractor Connection

ST. LOUIS, OCTOBER 19, 2005 – Emerson Climate Technologies, a business of Emerson (NYSE: EMR), today announced the availability of its *Quick Facts on 13 SEER* handout for contractors. The handout is designed for use by contractors to help explain the new efficiency standard and its possible effect on residential systems to homeowners. The handout also features a chart that helps homeowners estimate their annual electric bill savings if they were to upgrade to a 13 SEER system. It is available for download through the company's Contractor Connection, EmersonClimateContractor.com.

Emerson's recent 2005 Home Air Conditioning Test, a national survey of homeowners with central air conditioning, found that 90 percent of homeowners do not know the efficiency rating of their central air conditioning system and are unaware that new air conditioners soon must meet a higher minimum federal efficiency standard. The survey also found that 55 percent of those homeowners unaware of the efficiency rating say they are concerned that they had not heard of this new mandate. Eighty percent of all the homeowners also said there is a need for more consumer education on the upcoming transition to 13 SEER.

"These results echo the findings of our 13 SEER surveys, which show that contractors are very concerned about homeowners' understanding of the 13 SEER transition and that they need tools to help them explain the new efficiency regulation to their customers," said Karl Zellmer, vice president of air conditioning sales for Emerson's Copeland Corporation. "We've developed this handout so when homeowners question why the price of a unit has increased or why their entire unit needs to be replaced, contractors have something they can give to homeowners that helps explain the new regulation."

Educating the public on the SEER rating system is an ongoing challenge for the HVAC industry and a priority for Emerson Climate Technologies. The company has been working closely with manufacturers that are redesigning product lines to meet the higher efficiency

standard by January 23, 2006, as well as with HVAC contractors to increase their awareness of and preparedness for the 13 SEER transition.

The Quick Facts on 13 SEER handout is just one of the ways that Emerson Climate Technologies is continuing to help contractors prepare for the 13 SEER regulations. The company also encourages contractors to take advantage of other opportunities to learn more about the transition, including talking to suppliers, attending product information meetings, developing strategic marketing plans, determining up sell strategies, revising sales tactics and pricing, preparing for the increased size in equipment and educating service technicians on the new technologies in 13 SEER systems.

The 13 SEER Homeowner Handout, along with the 2005 Home Air Conditioning Test and 13 SEER Surveys, is a part of Emerson's "Get SEERious™" campaign, which is designed to educate contractors, distributors and homeowners on 13 SEER and help lead the HVAC industry through a smooth transition.

About Emerson

Emerson (NYSE: EMR), based in St. Louis, is a global leader in bringing technology and engineering together to provide innovative solutions to customers through its network power, process management, industrial automation, climate technologies, and appliance and tools businesses. Sales in fiscal 2004 were \$15.6 billion. For more information, visit www.GoToEmerson.com.

About Emerson Climate Technologies

Emerson Climate Technologies, a business of Emerson, is the world's leading provider of heating, ventilation, air conditioning and refrigeration solutions for residential, industrial and commercial applications. The group combines best-in-class technology with proven engineering, design, distribution, educational and monitoring services to provide customized, integrated climate control solutions for customers worldwide. Emerson Climate Technologies' innovative solutions, which include industry-leading brands such as Copeland Scroll™ and White-Rodgers, improve human comfort, safeguard food and protect the environment. For more information, visit emersonclimate.com.

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