MEPNN Supplier Scouting Opportunity Synopsis

Section 1: General Information

Scouting Number	2026-601
Item to be Scouted	BABA: Fan Coil Units
Days to be scouted	14
Response Due By	11/18/2026
Description	The products are factory-assembled indoor HVAC fan coil units designed to provide heating and cooling air distribution in residential, multifamily, and light-commercial buildings. The equipment utilizes refrigerant-based heat transfer

Section 2: Technical Information

Type of supplier being sought	Manufacturer
Reason	BABA
Describe the manufacturing processes (elaborate to provide as much detail as possible)	Manufacturing involves sheet-metal cutting and forming, aluminum coil fabrication, refrigerant piping assembly, blower motor installation, electrical integration, insulation installation, refrigerant circuit testing, and final equipment performance testing. Required manufacturing equipment includes CNC sheet-metal cutting machines, stamping presses, press brakes, aluminum fin presses, tube-bending equipment, brazing stations, refrigerant charging equipment, electrical assembly equipment, motor testing equipment, automated leak detection systems, and HVAC performance testing stations.
Provide dimensions / size / tolerances / performance specifications for the item	Refrigerant: R-454B. Metering device: Factory-installed thermostatic expansion valve (TXV). Blower: Five-speed ECM motor. Configuration: Horizontal, cased fan coil. Electrical supply: 208/230 V, single-phase, 60 Hz. Cooling capacity range for the product family: 18,000–36,000 BTU/hr. Construction: Galvanized steel cabinet with aluminum coil construction. Intended application: Ceiling-mounted or horizontal ducted HVAC installations. Refrigerant: R-454B. Electrical supply: 208/230 V, single-phase, 60 Hz. Indoor fan motor: DC motor, approximately 150 W input. Fan speeds: Three. Indoor coil: Three-row coil with copper tubing and louvered fins. Application: Slim-ducted ductless heat pump indoor unit. Airflow varies with fan speed and external static pressure.

The units incorporate aluminum evaporator coils, ECM blower motors, galvanized steel cabinets, condensate drainage assemblies, electrical controls, refrigerant metering devices, and internal insulation. Depending on the model, the equipment is designed for horizontal ceiling-mounted, concealed ducted, or multipoise installation configurations.

The fan coil units operate in conjunction with compatible outdoor air-conditioning or heat pump equipment to provide building temperature control and indoor air circulation.

Minnesota

List required materials needed to make the product, including materials of product components	Galvanized steel sheet metal Cabinet, housing, structural panels, blower supports, mounting brackets and access panels Aluminum sheet metal Internal panels, coil fins, brackets and selected heat-transfer components Copper tubing Refrigerant heat-exchanger coils and connecting tubing Aluminum coil-fin stock Heat-transfer fins mechanically bonded to copper tubing Steel wire and fasteners Cabinet assembly, motor mounting, brackets, screws, bolts and hardware Stainless steel Corrosion-resistant fasteners, drain components and selected fittings Closed-cell foam insulation Cabinet insulation, thermal barriers and condensate-pan insulation Fiberglass insulation Thermal and acoustic insulation, where specified Plastic polymers Drain fittings, electrical enclosures, grilles, fan components and protective covers Rubber and elastomers Vibration isolators, gaskets, seals, tubing supports and condensate connections Powder-coating materials Protective and corrosion-resistant exterior cabinet finish Evaporator coil Copper tubing, aluminum fins, steel end plates and headers Transfers heat between refrigerant and conditioned air Blower wheel Galvanized or coated steel, or engineered polymer depending on design Moves conditioned air through the unit Blower housing Galvanized steel or engineered polymer Directs airflow through the unit Fan motor Copper windings, electrical steel laminations, permanent magnets, bearings and insulation Drives the blower assembly ECM motor electronics Printed circuit boards, copper conductors, semiconductors and electronic components Controls motor speed and operating efficiency Condensate drain pan Galvanized steel, coated steel or polymer, with insulation Collects and removes condensation Air filter Synthetic fiber or fiberglass filter media and supporting frame Removes airborne particles Refrigerant tubing Copper tubing, fittings, brazed joints and insulation Carries refrigerant through the system Expansion device Brass or stainless steel, copper connections and precision internal components Regulates refrigerant flow Electrical control board PCB, relays, connectors, capacitors and electronic components Controls fan operation and system functions Wiring harness Copper conductors, PVC insulation, connectors and protective sleeves Supplies electrical power and control signals Cabinet insulation Fiberglass or closed-cell elastomeric foam Reduces heat transfer, condensation and sound Drain connections PVC, ABS or other specified polymer fittings Connects condensate drainage Mounting hardware Steel brackets, fasteners and vibration isolators Supports and secures internal components
Are there applicable certification requirements?	Yes
Certification(s) required	UL
Are there applicable regulations?	No
Are there any other stndards, requirements, etc.?	Yes

Details	AHRI 440 Performance Rating of Fan-Coil Units. Establishes definitions, testing, performance ratings, published data, operating requirements, and nameplate information. AHRI 210/240 Performance rating of unitary air-conditioning and air-source heat pump equipment. Relevant to complete residential split-system combinations. AHRI 260 Sound rating of ducted air-moving and air-conditioning equipment. AHRI 350 Sound performance rating of non-ducted indoor air-conditioning and heat pump equipment. ASHRAE 37 Methods of testing for rating unitary air-conditioning and heat pump equipment. ASHRAE 41 series Measurement methods for temperature, pressure, airflow, and other HVAC performance parameters, as applicable. AHRI certification program Independent verification of published equipment performance ratings when the applicable product category and certification program cover the equipment.
Additional Technical Comments	

Section 4: Business Information

Estimated potential business volume	6 units for community spaces at a 92-unit multifamily project
Estimated target price / unit cost information (if unavailable explain)	Best available. This cannot be provided due to needing a vendors quote, additional cost from roof curb/controls/ freight delivery/ Installation.
When is it needed by?	Immediate
Describe packaging requirements	Palletized
Where will this item be shipped?	Minneapolis, MN

Additional Comments

Is there other information you would like to include?	Funding: MHFA; Minnesota Housing Finance Agency POC: Nick Hoelscher, nick.h@noorcompanies.com