

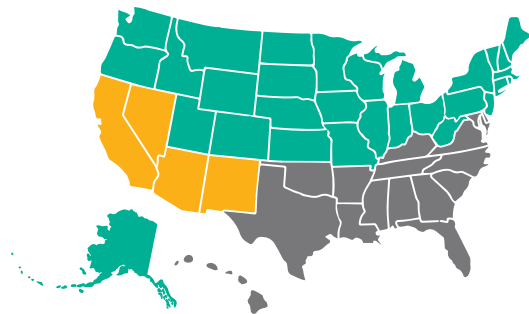
# New HVAC Efficiency Standards are coming soon for residential and commercial systems.

## Are You Prepared?

Are you aware of the major HVAC changes this coming year?

## What is changing:

- Pricing
- Availability
- Compliance
- Sizing/Dimensions
- Technology



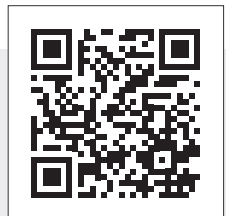
Learn more about the new standards and access our convenient mapping tool to identify the new requirements for your state.

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**We're Here to Help**



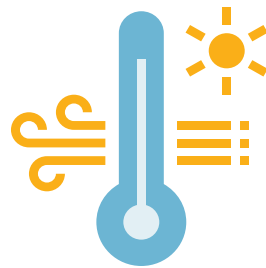
Contact your sales representative or scan the QR code to find your local ferguson location





# Are you aware of the major HVAC changes this coming year?

Effective January 1, 2023, the Department of Energy's increased efficiency standards will influence residential heat pumps, air conditioners, packaged units, light commercial equipment, and the compliance landscape of each nationally. As new testing procedures, efficiency minimums, and regional installation nuances are implemented, products will start to shift starting in late 2022. The time to start planning is NOW!



Ferguson is the nation's leading provider of HVAC products and solutions, and we have a dedicated team that has researched these new requirements. We will work with you to navigate these changes and quickly find the solutions you need to ensure compliance.

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## What You Need to Know NOW

- Minimum efficiencies are increasing over 8%, and testing requirements are more stringent to reflect more accurate installed efficiencies.
- Unlike previous efficiency increases, compliance and installation guidelines are not the same nationally for all products. What equipment you have and where it's located will have to be considered based on the Department of Energy's compliance rules for your region.
- The new regulations apply to all single phase unitary equipment (residential and multifamily) as well as some three phase commercial equipment, so the impact will affect commercial properties, multifamily applications, and mix used developments and not just residential applications.



### Protect Your Business

These new requirements may cause project changes and lead time issues, and will also bring pricing increases. Now is the time to prepare and scope out upcoming HVAC repairs, changes, and installs to minimize the impact on your property. Key things to keep in mind:

- **Plan ahead.** As manufacturers start to convert to the new compliant models later this year, certain products will become discontinued. Some manufacturers have already cut off final purchase orders for current product.
- **Communicate.** If you are planning your budgets or renovations for this year, start working with us now.
- **Think “Outside the Box.”** This may have more downstream influence on your property than just the actual HVAC equipment. Due to the nature of redesign and increased efficiency thresholds, other factors such as sizing and space constraints, controls and wiring and structural framing may have to be considered, depending on the changes each manufacturer implements.

### What Do I Need to Do?

Becoming compliant can range from merely replacing current units all the way to requiring reconfiguration of the current layout (including interior and exterior spaces) and depends on several factors such as the make/model of your current system.

You'll also need to keep accurate and updated records of products purchased and installed under these new requirements, including the following details:

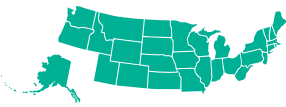


- **Product model**
- **Serial numbers**
- **Location of installation**
- **Sell and installation date**

Records recommended to be kept for 60 months. Compliance will be locally enforced on the county and state level.

Visit [ferguson.com/DOE2023](https://www.ferguson.com/DOE2023) or **contact your local Ferguson HVAC expert** for assistance with next steps.

## Why is This Happening?

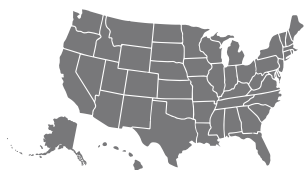
When defining the new standards, DOE calculated that, in total, households using central air conditioners or heat pumps will collectively save \$2.5 billion to \$12.2 billion on energy bills during the 30-year period following implementation of the standards.

RESIDENTIAL SPLIT-SYSTEM AIR CONDITIONERS				
<b>Region:</b>	 NORTH	 SOUTH	 SOUTHWEST	
<b>Compliance Deadline:</b>	Date of Manufacture	Date of Installation	Date of Installation	
<b>Inventory Management:</b>	Any non-compliant equipment manufactured prior to January 1, 2023 can be sold and installed		All non-compliant equipment must be sold for installation prior to January 1, 2023 or shipped to the North for installation	
<b>Split-System Air Conditioners with a Certified Cool Capacity &lt;45,000 Btu/h</b>	13.4 SEER2	14.3 SEER2	14.3 SEER2	11.7 EER2** (**9.8 EER2 if ≥ 15.2 SEER2)
<b>Split-System Air Conditioners with a Certified Cool Capacity ≥45,000 Btu/h</b>	13.4 SEER2	13.8 SEER2	13.8 SEER2	11.2 EER2** (**9.8 EER2 if ≥ 15.2 SEER2)

RESIDENTIAL SINGLE PACKAGE AIR CONDITIONERS			
All new residential single package conditioners will have SEER2 rating, however there is not an efficiency increase, existing inventory can be sold because it meets the continued efficiency standard (14 SEER)	<b>Nationwide (North+ South Regions)</b>	<b>Southwest Region</b>	
	13.4 SEER2	13.4 SEER2	10.6 EER2

SPLIT SYSTEM AND PACKAGE HEAT PUMP SYSTEMS NATIONWIDE STANDARD FOR ALL STATES		
 NATIONWIDE	<b>Compliance Deadline:</b>	Date of Manufacture
	<b>Inventory Deadline:</b>	Any non-compliant equipment manufactured prior to January 1, 2023 can be sold and installed
	<b>Split System Heat Pumps (any size)</b>	14.3 SEER2 and 7.5 HSPF2
	<b>Single Package Heat Pump</b>	13.4 SEER2 and 6.7 HSPF2 (This is not an efficiency increase)

For commercial guidelines, visit [ferguson.com/DOE2023](https://ferguson.com/DOE2023)