

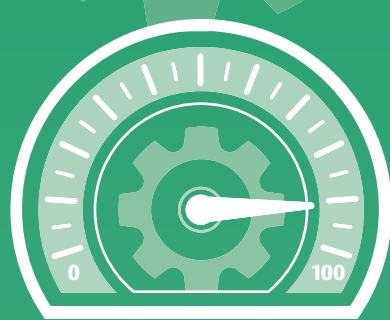
2023 DOE EFFICIENCY REQUIREMENTS

The year has finally come. Are you prepared for big changes?

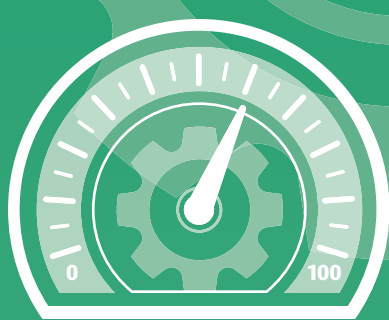
Significant changes have taken effect in our industry. With the increase in federal minimum SEER/IEER efficiency requirements mandated for AC systems and heat pumps by the U.S. Department of Energy as of January 1, 2023*, we followed up with HVAC contractors and wholesalers about their knowledge of and preparation for the changes.

*13 states have requirements for chillers to transition in 2024. Heat pump pool heaters and heat pump water heaters are not currently in scope.

Regulations awareness is on the rise.



91% are aware of the upcoming regulatory changes



61% have at least a basic understanding of requirements



21% have an extensive understanding of these regulations and requirements

80% of respondents say their operations are affected by the new standards. Here's how they're responding:

- ⚙️ Talking to original equipment manufacturers
- ⚙️ Attending product information meetings
- ⚙️ Creating a new inventory plan
- ⚙️ Training service personnel
- ⚙️ Developing new marketing plans for new standards

More contractors and wholesalers plan to act on the new ratings procedure and the change from SEER to SEER2 in central air conditioning

44%
this year

as opposed to

14%
last year

Here are the biggest challenges faced by contractors and wholesalers regarding residential and commercial AC energy efficiency regulations



Creating new inventory plans



Developing new marketing plans

How can Emerson industry professionals help overcome these challenges?

- ⚙️ We offer numerous tools that help businesses manage their inventory with more efficiency and less risk.
- ⚙️ Emerson has a broad range of manuals, guides, data sheets and marketing materials to help keep customers up to date on the latest key product information.

Emerson's here to keep you regulation-ready in 2023 and beyond. Here's how:



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Source: Emerson Commercial and Residential Solutions "Market Research Report HVAC Regulations Tracker" July 2022