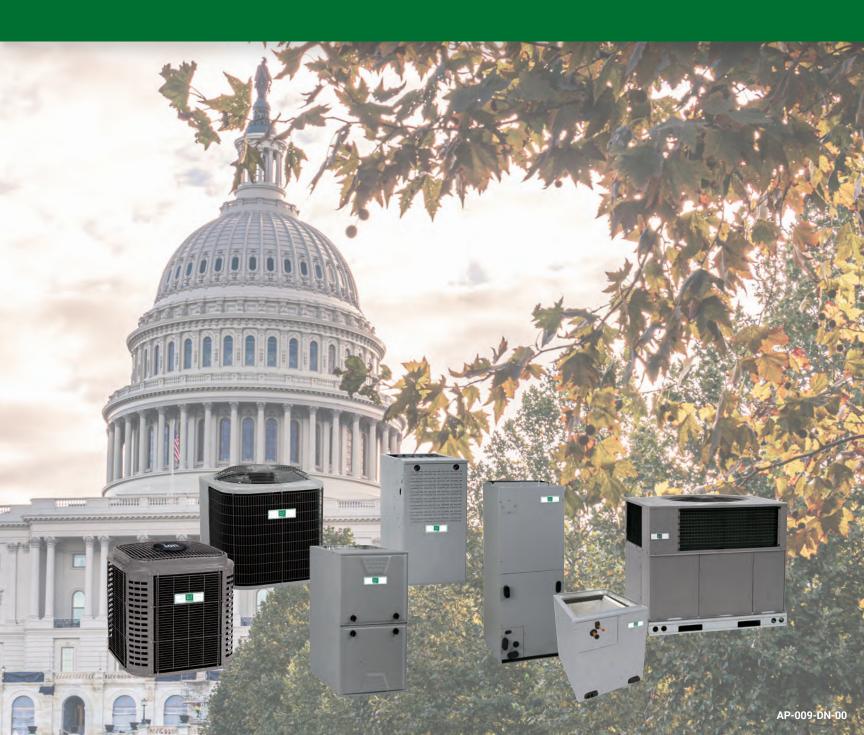


### 2023 REGULATORY REQUIREMENTS & PRODUCT OVERVIEW FOR DEALERS





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### 2023 Regulatory Overview

### New Minimum Efficiency\_

#### CHANGE IS NEAR. WILL YOU BE READY?

- Beginning January 1, 2023, the DOE is increasing the minimum efficiencies for central air conditioners and heat pumps. The testing procedures for determining those efficiencies are changing as well.
  - For air conditioners in the North, the minimum efficiency will increase from 13.0 to 14.0 SEER and in the South from 14.0 to 15.0 SEER<sup>†</sup> under today's test procedure.
  - The national heat pump minimum efficiency will increase from 14.0 to 15.0 SEER.
- Day & Night will be required to comply with a new M1\* testing procedure for developing efficiency ratings. Compared to today's M\*\* test procedure, the external static pressure used when testing will be increased by up to 5X to better reflect field conditions.
- In 2023, there will be new metrics and nomenclature – SEER2, EER2 and HSPF2.
  - The new SEER2 ratings will be lower, and the minimum efficiencies will be reduced to account for the more difficult test procedures.
  - The new test procedure will also drive changes to the airflow set point on indoor blowers (fan coils and furnaces).
    - \* DOE Appendix M1 Ratings
    - \*\* DOE Appendix M Ratings



2023 Minimum Efficiencies									
System Type	Current Minimum	New Minimum with M Ratings	New Minimum with M1 Ratings						
Split System AC	13.0 SEER	14.0 SEER	13.4 SEER2						

# Southeast Region

2023 Minimum Efficiencies											
System Type	Current Minimum	New Minimum with M Ratings	New Minimum with M1 Ratings								
Split System AC (AC < 45k Btu/h)	14.0 SEER	15.0 SEER	14.3 SEER2								
Split System AC (AC ≥ 45k Btu/h)	14.0 SEER	14.5 SEER	13.8 SEER2								

### **Southwest Region**



2023 Minimum Efficiencies										
System Type	Current Minimum	New Minimum with M Ratings	New Minimum with M1 Ratings							
Split System AC	14.0 SEER	15.0 SEER	14.3 SEER2							
Split System AC (AC < 45k Btu/h)	12.2 EER	12.2 EER*	11.7 EER2**							
Split System AC	14.0 SEER	14.5 SEER	13.8 SEER2							
(AC ≥ 45k Btu/h)	11.7 EER	11.7 EER*	11.2 EER2**							

\* 10.2 EER if equipment is at or above 16.0 SEER

\*\* 9.8 EER2 if equipment is at or above 15.2 SEER2

### **National**



2023 Minimum Efficiencies										
System Type	Current Minimum	New Minimum with M Ratings	New Minimum with M1 Ratings							
Split System HP	14.0 SEER	15.0 SEER	14.3 SEER2							
Spiit System HP	8.2 HSPF	8.8 HSPF	7.5 HSPF2							
SPP AC and Gas Electric	14.0 SEER	14.0 SEER	13.4 SEER2							
(EER applies to SW only)	11.0 EER	11.0 EER	10.6 EER2							
SPP HP and	14.0 SEER	14.0 SEER	13.4 SEER2							
Dual-Fuel HP	8.0 HSPF	8.0 HSPF	6.7 HSPF2							

### 2023 Regulatory Overview

#### AIR CONDITIONER RATINGS\_

The new 2023 minimum efficiency standards for air conditioners continue to follow the regional borders established in 2015: North, Southeast and Southwest. Additionally, the Southwest includes an EER/EER2 requirement. SEER and EER are ratings tested under the pre-2023 test procedure while SEER2 and EER2 are tested under the 2023 test procedure with higher external static pressures as detailed below.

	Split System Air Conditioners − 2023 Regional Standards <sup>†</sup>											
System Type	Norti	n Region	Southe	ast Region	Southwest Region							
System Type	New SEER	New SEER2	New SEER	New SEER2	New SEER	New SEER2						
Split System ACs (AC < 45K Btu/h)	14.0 SEER	13.4 SEER2	15.0 SEER	14.3 SEER2	15.0 SEER and 12.2 EER*	14.3 SEER2 and 11.7 EER2**						
Split System ACs (AC ≥ 45K Btu/h)	14.0 SEER	13.4 SEER2	14.5 SEER	13.8 SEER2	14.5 SEER and 11.7 EER*	13.8 SEER2 and 11.2 EER2**						

<sup>\* 10.2</sup> EER if SEER ≥ 16.0 SEER \*\* 9.8 EER2 if SEER2 ≥ 15.2 SEER2

#### **Sell-Through Deadlines**

For the North Region, any 13.0 SEER AC built before January 1, 2023, can still be installed on or after January 1, 2023.

For the Southeast and Southwest Regions, any AC that does not meet the above requirements cannot be installed on or after January 1, 2023.

#### HEAT PUMP RATINGS.

Heat pump minimum efficiency requirements follow national standards. In 2023, the new minimum efficiency standards for heat pumps will increase by 1.0 SEER to 15.0 SEER. Split-system heat pumps must also achieve a minimum of 8.8 HSPF.

Split System Heat Pump − 2023 National Standards <sup>†</sup>							
System Type	National Efficiency Standard						
System Type	New SEER & HSPF	New SEER2 & HSPF2					
Split System HPs	15.0 SEER & 8.8 HSPF	14.3 SEER2 & 7.5 HSPF2					

### **Sell-Through Deadline**

Any 14.0 SEER heat pump built before January 1, 2023, *can still be installed* on or after January 1, 2023.

#### SMALL PACKAGED PRODUCT RATINGS\_

Small Packaged Products will not increase in minimum efficiency from 14.0 SEER and 8.0 HSPF, but will be required to comply with the new test procedure.

	Packaged Systems – 2023 National Standards <sup>†</sup>											
Custom Tune	National Ef	ficiency Standard	Southw	rest Region								
System Type	New SEER & HSPF	New SEER2 & HSPF2	New EER	New EER2								
Packaged ACs & Gas/Electric ACs	14.0 SEER	13.4 SEER2	11.0 EER	10.6 EER2								
Heat Pumps & Dual-Fuel HPs	14.0 SEER & 8.0 HSPF	13.4 SEER2 & 6.7 HSPF2	N/A	N/A								

#### **Sell-Through Deadline**

Any 14.0 SEER SPP unit built before January 1, 2023, can still be installed on or after January 1, 2023.

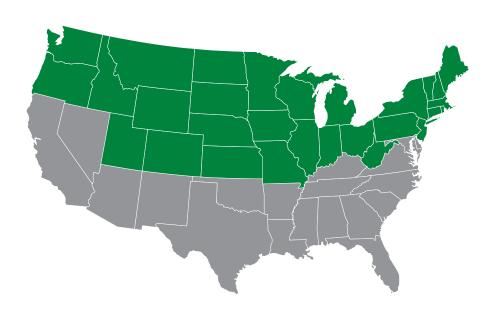
<sup>†</sup> SEER, EER, and HSPF values shown are based on the current test procedure and are for reference only. Beginning January 2023, products must comply with the SEER2, EER2 and HSPF2 values developed using the 2023 test procedure.

### Sell Through & EnergyGuide Information

### 2023 Sell Through Requirements \_

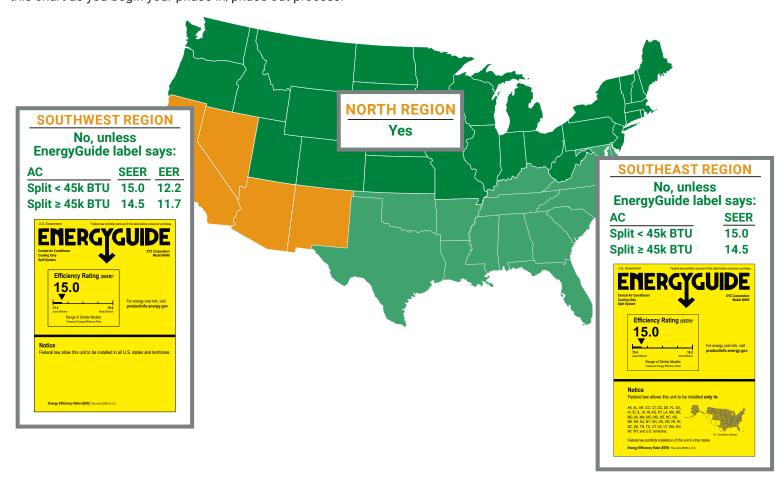
For the North region, any 13.0 SEER AC built before January 1, 2023 can still be installed on or after January 1, 2023. For the Southeast and Southwest regions, any AC that does not meet the above requirements CANNOT be installed on or after January 1, 2023. All Split System Heat Pumps and Small Package Product built before January 1, 2023 can still be installed on or after January 1, 2023.

	North	South
Air Conditioner	Date of Manufacture	Date of Install
Heat Pump	Date of Manufacture	Date of Manufacture
SPP	Date of Manufacture	Date of Manufacture



### Inventory Management of Pre-2023 Units \_\_\_\_\_

In order to be certain you understand the Sell Through deadlines, ask yourself the question *Can I install an air conditioner that was manufactured before 2023 after the January 1, 2023, deadline?* The chart below will help you get your answer depending on the region where your business is located. Be sure to check the EnergyGuide labels on your current air conditioner inventory against this chart as you begin your phase in/phase out process.

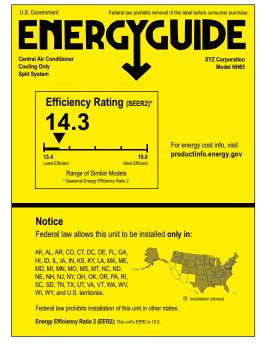


### Sell Through & EnergyGuide Information

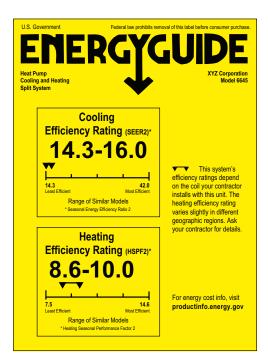
### New 2023 EnergyGuide Label Samples \_

The Federal Trade Commission requires energy labeling for major home appliances and other consumer products to help consumers compare the energy usage and costs of competing models. As a result of the DOE's new minimum efficiencies and testing requirements, the FTC published rule amendments updating the EnergyGuide labels with new descriptors - specifically the SEER2, EER2 and HSPF2 ratings.

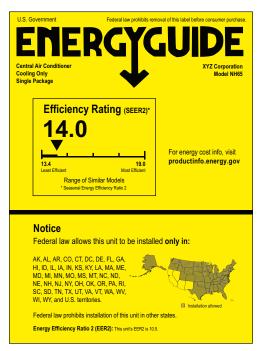
Consequently, all 2023-compliant products will include a new EnergyGuide label with the SEER2, EER2 and HSPF2 ratings clearly noted as applicable. Examples of what the new Split System Air Conditioner, Split System Heat Pump, and Small Package Product labels will look like can be found below. 2023-compliant products that begin shipping in calendar year 2022 will have these new labels.



**Split System Air Conditioner** Sample Label



**Split System Heat Pump** Sample Label



**Small Packaged Product** Sample Label

### DOE Enforcement \_

#### THE COSTS - AND CONSEQUENCES - OF NON-COMPLIANCE

As with the 2015 standards, we anticipate penalties for non-compliance in 2023 as well. The DOE has been aggressively enforcing efficiency standards in a number of industries, including HVAC, and violations can be costly.

- Dealers and contractors caught installing non-compliant equipment will be forced to replace the equipment at their cost. Repeat violators can be put on a national do-not-sell list.
- Distributors are subject to the same do-not-sell penalty if they knowingly and repeatedly supply non-compliant equipment to contractors who install that equipment in violation of the regional minimum.
- Any distributor or contractor identified as a routine violator will be prohibited from purchasing any of the seven classes of products identified in the Code of Federal Regulations, 10-CFR-430.32.
- Manufacturers knowingly selling non-compliant equipment will also face stiff fines.

We anticipate the DOE will allow easy and confidential reporting of suspected violations, and will make every effort to investigate credible complaints. In addition, manufacturers will be obligated to report any potential violations we identify or become aware of to the DOE within 15 days of discovery.



In 2015, the DOE cracked down with big fines for violators, including a \$1.2 million fine to HVAC manufacturers.

### **Protect Your Business**

#### TRAINING -

So how can you prepare to safeguard your business? The first step is training. As 2023 draws nearer, the 2023 minimum efficiency standards will be easily accessible on the Internet, including the DOE web site. Day & Night will also be creating training materials and continually communicating with you as we get closer to the deadline. We will make every effort to ensure that you are being supplied with region-appropriate products that meet all efficiency requirements for your area. However, it is important for you to protect your business by learning the efficiency standards for your region and placing product orders accordingly.



Visit MLCtraining.com today and search 2023 in the online course catalog and video section to access available training.



#### FUTURE RECORD KEEPING \_

Beginning in 2023, be prepared for record keeping. Dealer/contractors, distributors, and manufacturers will all be required to track the model and serial numbers of equipment sold, delivered and installed, as well as delivery addresses and installation locations. This includes cash sales. These records will protect you in the event of a DOE investigation. If 2015 is any indication for 2023, they will need to be kept for up to 60 months, depending on the type of business:

- 48 months for dealers / contractors
- 54 months for distributors
- 60 months for manufacturers

In summary, treat this information like you would treat your tax records, just to be safe.

#### MAKE THE COMMITMENT

Remember, we ALL have a stake in this. As your trusted supplier, we will invest the time and resources to make compliance as easy as possible. That includes training, updated product labeling, and continued communications about this topic.

In the end, we encourage you to make the commitment as well. Start preparing now by getting up to speed on the upcoming 2023 regulations and taking advantage of your resources. Visit DayandNight.HVACpartners.com for the very latest on the 2023 regulatory requirements and product information.



### **Key Messaging**



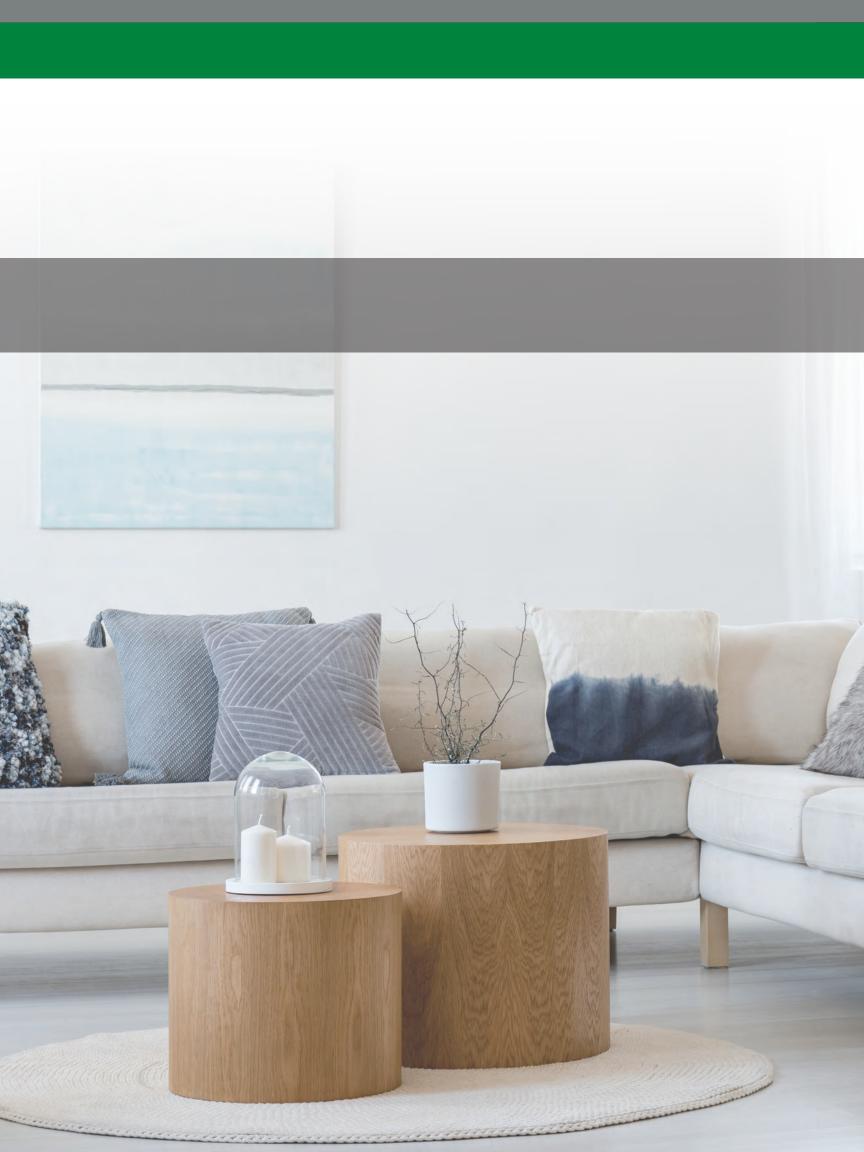
New government regulations will be changing products throughout the entire HVAC industry, affecting manufacturers of residential cooling and heating products. Here's a brief outline of what's happening:

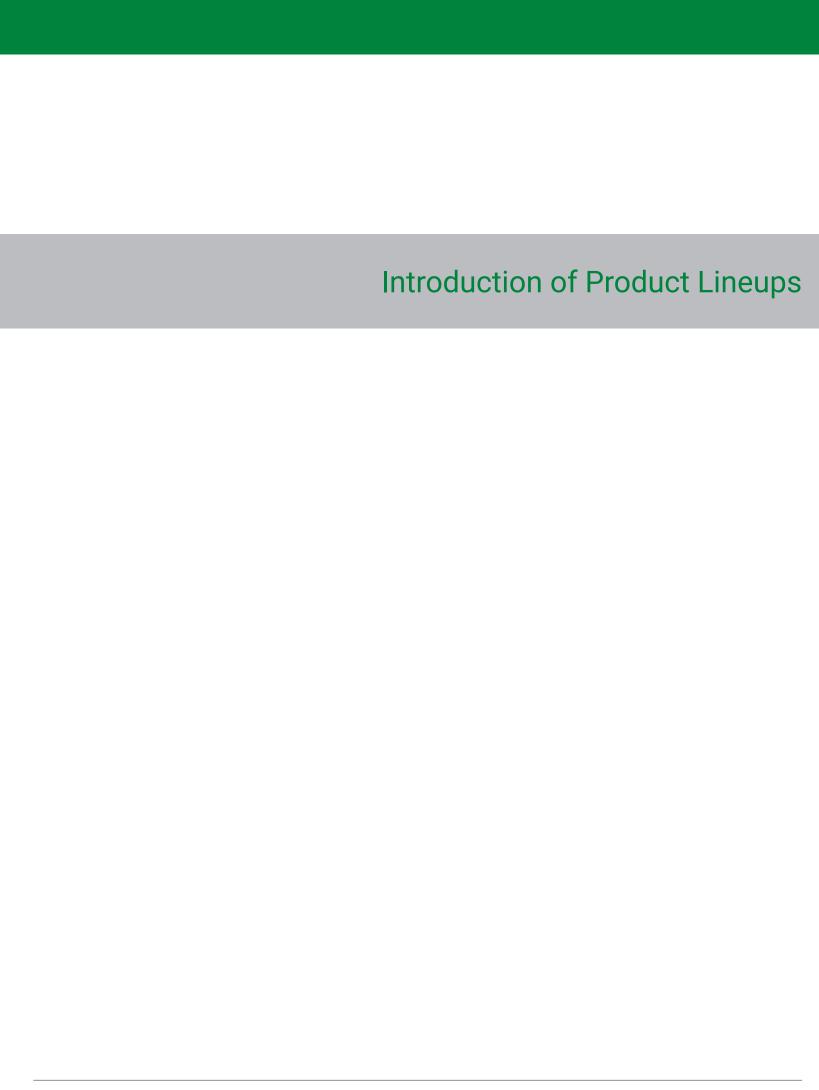
### **Dealer Messaging**

- Every six years the U.S. Department of Energy (DOE) reanalyzes the effect of energy usage, sets minimum efficiency requirements and manages the testing standards by which those efficiencies are measured. For 2023, the DOE is increasing the minimum efficiencies for central air conditioners and heat pumps. The testing procedures for determining those efficiencies will change as well.
- The DOE's new minimum efficiency standards and testing procedures will be enforced for all HVAC manufacturers starting on January 1, 2023.
- To meet these new standards, 100% of current products across all tiers will need to be re-rated using the new test procedures.
- The majority of product tiers and tonnages will be available on or before January 1, 2023.
- We are instituting a phased roll out, with products launching ahead of deadline starting early 2022, to ensure readiness before January 1, 2023.
- In addition, our regulatory-ready products are being redesigned with an expected change in refrigerant to minimize future product transitions. We expect the new refrigerant requirements to take effect in 2025.

### Consumer Messaging

- Dependent on what area of the country a homeowner lives determines what air conditioners they can buy. That's because the DOE has put in place new minimum efficiency standards by region.
  - The DOE regional breakdown by state:
    - · Southwest: Arizona, California, Nevada, and New Mexico
  - · South: Alabama, Arkansas, Delaware, Florida, Georgia, Hawaii, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Virginia, the District of Columbia, and the U.S. territories
  - · North: The remainder of the United States
- Homeowners buying new Day & Night 2023-compliant systems will benefit from:
- A higher energy-efficient system leading to potentially reduced monthly utility bills.
- Enhanced comfort benefits such as more consistent indoor temperatures and improved humidity control.





### Air Conditioner Product Lineups

	Pre-2023									2	2023		
Tier	Model Family	Stage	Region	Coastal Option	Grille	Tonnage Range		Model Family	Stage	Region	Coastal Option	Grille	Tonnage Range
	CVA9	5	SW/SE	No	Posts	2 - 5		CVA9	5	SW	No	Posts	2 - 5
ystem	CCA7	2	SW	No	Posts	2 - 5		C4A7T	2	SW	No	Posts	2 - 5
lon™ System	CSA6	1	SE	No	Posts	1.5 - 5		04460	1	SW	No	Posts	1.5 - 5
	CSA5	1	SW	Yes	Posts	1.5 - 5		C4A6S		300	INO	Posis	1.5 - 5
	N4A7	2	SW	No	Dense	2 - 5		N4A7T	2	SW	Yes	Dense	2 - 5
	NH4A4	1	SW	No	Horizontal	1.5 - 5		S4A5S	1	SW	No	Horizontal	1.5 - 5
ries	N4A6	1	SW	No	Dense	1.5 - 5						Dense	
Performance Series	NXA6	1	SE	No	Dense	1.5 - 5				1 SW			
formar	N4A5	1	SW	No	Dense	1.5 - 5	-	N4A5S 1	1		Yes		1.5 - 5
Perí	N4A4	1	SE	Yes	Dense	1.5 - 5							
	NXA4	1	SE	No	Dense	1.5 - 5							
	N4A3	1	N	Yes	Dense Op	1.5 - 5		N4A4S	1	N	No	Dense	1.5 - 5
	R4A5	1	SW	No	Dense Op	1.5 - 5						_	
R-Series	R4A4	1	SE	No	Dense Op	1.5 - 5		R4A5S	1	SW	No	Dense	1.5 - 5
~	R4A3	1	N	No	Dense Op	1.5 - 5	_	R4A4S	1	N	No	Dense	1.5 - 5

Note: There will be no changes to three-phase product.

### 2023 Region Key

SW = Compliant in all regions

SE = Compliant in Southeast and North

N = Compliant in North only

### Air Conditioner Nomenclatures

As part of the 2023 Regulatory project, we took this opportunity to update our nomenclatures. This change provides added identifiers for airflow type and updated efficiency levels.



#### **New 2023 Air Conditioners**

	1	2	3	4	5	6 7	8	9	10	11	12
Title	Brand & Airflow Type	Refrigerant Type	OD Type	Efficiency	Design Type	Nominal Cooling Capacity	Feature	Voltage	Special Feature	Region	Major Series
Product #/Letter	N	4	Α	4	s	18	Α	К	А	N	Α
Descriptions	N = Non-Brand Specific Vertical S = Horizontal Discharge C = Ion System R = R-Series	4 = R-410A	A = AC	4 = North Compliant 5 = Southwest Compliant 6 = 16 SEER2 7 = 17 SEER2 8 = 18 SEER2 9 = 19 SEER2	S = Single-Stage T = Two-Stage V = Variable-Speed	18 = 1.5 tons 24/25 = 2 tons 30 = 2.5 tons 36/37 = 3 tons 42/43 = 3.5 tons 48/49 = 4 tons 60/61 = 5 tons	A = Standard C = Coastal	K = 208-230-1 or 208/230-1 H = 208-230-3 or 208/230-3 L = 460-3 S = 575-3 W = 230-1-50	A = Standard	N = Standard North AC W= Standard Southeast and Southwest AC	A - Z

Note : lon System CVA9 follows the pre-2023 nomenclature and meets the 2023 regulatory requirements.



### **Heat Pump Product Lineups**

	Pre-2023							4	2023		
Tier	Model Family	Stage	Coastal Option	Grille	Tonnage Range		Model Family	Stage	Coastal Option	Grille	Tonnage Range
	CVH8	5	No	Posts	2 - 5		CVH8	5	No	Posts	2 - 5
stem	CCH6	2	No	Posts	2 - 5		C4H7T	2	No	Posts	2 - 5
lon System	CSH6	1	No	Posts	1.5 - 5		C4H5S	1	No	Doots	1.5 - 5
	CSH4	1	No	Posts	1.5 - 5		C4H3S	1	INO	Posts	1.5-5
	N4H6	2	2 No Dense 2 - 5		N4H7T	2	Yes	Dense	1.5 - 5		
Series	NH4H4	1	No	Horizontal	1.5 - 5		DLCURA	1	No	Horizontal	1.5 - 5
Performance Series	NXH6	1	No	Dense	1.5 - 5						
Perfori	NXH5	1	No	Dense	1.5 - 5	-	N4H5S	1	Yes	Dense	1.5 - 5
	N4H4	1	No	Dense	1.5 - 5						
						ĺ					
R-Series	R4H4	1	No	Dense Op	1.5 - 5		R4H5S	1	No	Dense	1.5 - 5

 $\textbf{Note} \hbox{:}\ There\ will\ be\ no\ changes\ to\ three-phase\ product.}$ 

### **Heat Pump Nomenclatures**

As part of the 2023 Regulatory project, we took this opportunity to update our nomenclatures. This change provides added identifiers for airflow type and future refrigerant change.



#### **New 2023 Heat Pumps**

	1	2	3	4	5	6 7	8	9	10	11	12
Title	Brand & Airflow Type	Refrigerant Type	OD Type	Efficiency	Design Type	Nominal Cooling Capacity	Feature	Voltage	Special Feature	Region	Major Series
Product #/Letter	N	4	Н	5	s	18	A	К	A	Α	Α
Descriptions	N = Non-Brand Specific Vertical H = Ion System R = R-Series	4 = R-410A	H = HP	5 = National Compliant 6 = 16 SEER2 7 = 17 SEER2 8 = 18 SEER2 9 = 19 SEER2	S = Single-Stage T = Two-Stage V = Variable-Speed	18 = 1.5 tons 24/25 = 2 tons 30 = 2.5 tons 36/37 = 3 tons 42/43 = 3.5 tons 48/49 = 4 tons 60/61 = 5 tons	A = Standard C = Coastal	K = 208-230-1 or 208/230-1 H = 208-230-3 or 208/230-3 L = 460-3 S = 575-3 W = 230-1-50	A = Standard	A = HP	A - Z

Note : lon System CVH8 follows the pre-2023 nomenclature and meets the 2023 regulatory requirements.



### Furnace Coil Product Lineups

	F	Pre-2023	
Tier	Model Family	Orientation	Cased
A-Coil	EAM4X/ EDM4X	Multi-Poise	Yes
A-(	EAA4X	Vertical	No
	END4X	Vertical	Yes
N-Coil	ENW4X	Transition	Yes
Ż	ENA4X	Vertical	No
	ENH4X	Horizontal	Yes
oil			
Slab Coil	EHD4X	Horizontal	Yes

		2023				
	Model Family	Orientation	Cased			
	EAM4X	Multi-Poise	Yes			
	EAA4X	AA4X Vertical				
V-Coil	EVD4X	Vertical	Yes			
	EVM4X	Multi-Poise	Yes			
	EHD4X	Horizontal	Yes			

### Get to know our new Post-2023 furnace coil lineup below.

		Performance Series									
Model	EAM4X	EAA4X	EVD4X	EVM4X	EHD4X						
Cased	Yes	No	Yes	Yes	Yes						
Orientation	Multi-Poise A-Coil	Uncased Vertical A-Coil	Vertical V-Coil	Multi-Poise V-Coil	Horizontal Slab Coil						
Factory-Installed TXV	Yes	Yes	Yes	Yes	Yes						
Special Features	-	-	Power-V Technology	Power-V Technology	-						

### Furnace Coil Nomenclature



### **Current Furnace Coils** (A-Coil and Slab)

	1	2	3	4	5	6-7	8-9	10	11
Title	Component	Coil Type	Coil Configuration	Refrigerant Type	Metering Devices	Unit Capacity	Tubing Design	Cabinet Width	Major Series
Product #/Letter	E	Α	D	4	х	18	L	17	Α
Descriptions	E = Furnace Coil	A = A-Coil H = Slab	A = Uncased D = Vertical (UPF/DNF) M = Multi-Poise H = Horizontal	4 = R-410A	P = Piston X = TXV	18/19 = 18k BTU 24/25 = 24k BTU 30/31 = 30k BTU 36/37 = 36k BTU 42/43 = 42k BTU 48/49 = 48k BTU 60/61 = 60k BTU	L = Aluminum	14 = 14.2" wide 17 = 17.5" wide 21 = 21" wide 24 = 24.5" wide	A = Revision

### New Furnace Coils with Power-V Technology (V-Coil and Slope)

	1	2	3	4	5	6-7	8-9	10	11
Title	Component	Coil Type	Coil Configuration	Refrigerant Type	Metering Devices	Unit Capacity	Tubing Design	Cabinet Width	Major Series
Product #/Letter	E	٧	D	4	х	36	М	17	Α
Descriptions	E = Furnace Coil	V = V-Coil S = Slope	D = Vertical M = Multi-Poise R = Replacement H = Horizontal	4 = R-410A	P = Piston X = TXV E = EXV	18/19 = 1.5 tons 24/25/26 = 2 tons 30/31 = 2.5 tons 36/37/38 = 3 tons 42/43 = 3.5 tons 48/49/50 = 4 tons 60/61 = 5 tons	M = Power-V	14 = 14.2" wide 17 = 17.5" wide 21 = 21" wide 24 = 24.5" wide	A = Revision



### Fan Coil Product Lineups

		Pre-	2023	3					2	.023		
Tier	Model Family	Motor	Stage	Dehum	Blower Insulation		Model Family	Motor	Stage	Modular Cabinet Option	Dehum	Blower Insulation
Deluxe	FCM	VCA	VS	Yes	Yes		FCM	VCA	VS	Yes	Yes	Yes
Mid	FVM	VCA	2	Yes	Yes		FVM	VCA	2	Yes	Yes	Yes
	FXM4X	FCT-5	1	No	Yes							
Entry	FEM4X	FCT-5	1	No	Yes	<b>—</b>	FJM	FCT-5	1	Yes	No	Yes
	FEM4P	FCT-5	1	No	Yes							
	FMA4X	FCT-5	1	No	Yes		FMA4X	FCT-5	1	No	No	Yes
amily	FMA4P	PSC	1	No	Yes		FMA4P	PSC	1	No	No	Yes
Multifamily	FMC/U4Z	FCT-5	1	No	No		FMC/U4Z	FCT-5	1	No	No	No
	FMC/U4X	PSC	1	No	No		FMC/U4X	PSC	1	No	No	No

### **Motor Key**

VCA = Variable-Speed Constant Airflow Motor

FCT = Fixed-Speed Constant Torque Motor

PSC = Permanent Split Capacitor

### Fan Coil Nomenclature



### New 2023 Fan Coils

	1	2	3	4	5	6 7	8	9	10	11	12
Title	Unit	Туре	Position	Major Series	Refrigerant Type	Metering Device	Nominal Cooling Capacity	Coil Type	Feature	Cabinet Width	Sales Code
Product #/Letter	F	V	М	Α	4	х	24	L	0	В	Α
Descriptions	F = Fan Coil	V = Variable-Speed C = Communicating ECM J = ECM Five-Speed	U = Upflow M = Multi-Poise	A - Z	4 = R-410A	X = TXV	18/19 = 18,000 24/25 = 24,000 30/31 = 30,000 36/37 = 36,000 42/43 = 42,000 48/49 = 48,000 60/61 = 60,000	L = Aluminum	0	A = 14" B = 17" C = 21" D = 24"	А

### **New 2023 Multifamily Fan Coils**

	1	2	3	4	5	6 7 8 9	10	11
Title	Unit	Туре	Installation Type	Refrigerant Type	Metering Device	Nominal Cooling Capacity	Revision	Sales Code/ Features
Product #/Letter	F	М	U	4	Z	2400	Α	L
Descriptions	F = Fan Coil	M = Multifamily	U = Uncased C = Cased A = Aparment	4 = R-410A	X = TXV & PSC Motor Z = TXV & ECM Motor	1800 = 18,000 = 1.5 tons 2400 = 24,000 = 2 tons 3000 = 30,000 = 2.5 tons 3600 = 36,000 = 3 tons	A = Marketing Revision	L = Aluminum Coils



### 90% Gas Furnace Lineups

		Star	ndar	d Pre	e-202	13					St	tand	ard 2	.023	}		
Tier	Family	Motor	Htg	Cool	Dehum	Blr Ins	AFUE (up to)	SKUs	Family	Motor	Htg	Cool	Dehum	Blr Ins	AFUE (up to)	SKUs	Timing
lon System	G97CMN	VCA	Mod	VS	Y	Υ	98.0	6	G97CMN	VCA	Mod	VS	Y	Y	98.0	6	Q4
S uol	G96CTN	VCA	2	VS	Y	Υ	96.7	5	G96CTN	VCA	2	VS	Υ	Υ	96.7	6	2023
QuietComfort	G96VTN	VCT	2	2	Y	Υ	96.0	9	G96VTN	VCT	2	2	Y	Υ	96.5	9	Q3 2023
ce	N96VSN	VCT	1	2	Υ	Υ	96.0	8	N96VSN	VCT	1	2	Υ	Υ	96.5	8	Q3 2023
Performance	N95ESN	FCT-5	1	1	N	N	96.0	11	N96MSN	MCT-18	1	1	N	N	96.5	11	Q4
Perf	N92ESN	FCT-5	1	1	N	N	92.1	9	N92MSN	MCT-18	1	1	N	N	92.1	9	2022
																T	
R-Series	R95ESN	FCT-5	1	1	N	N	96.0	10	R95MSN	MCT-18	1	1	N	N	96.0	7	Q4
R-Se	R92ESN	FCT-5	1	1	N	N	92.1	8	R92MSN	MCT-18	1	1	N	N	92.1	4	2022
	L	Iltra-L	l wo.	NOx	Pre-2	2023	3				Ultra	ı-Lov	v NO:	x 20	23		
Tier	Model Family	Motor	Htg		Dehum	Dle	AFUE (up to)	SKUs	Model Family	Motor	Htg		Dehum	Dle	AFUE (up to)	SKUs	Timing
lon System	G95CSU	VCA	1	VS	Υ	Υ	95.0	3	G95CSU	VCA	1	VS	Y	Υ	95.0	3	Q4 2023
Performance	N95ESU	FCT-5	1	1	N	Υ	95.0	5	N95MSU	MCT-18	1	2	N	Υ	95.0	5	Q4 2022
R-Series	R95ESU	FCT-5	1	1	N	Υ	95.0	4	R95MSU	MCT-18	1	2	N	Υ	95.0	4	Q4 2022

### 90% Gas Furnace Nomenclature



#### 90% Gas Furnaces

	1	2 3	4	5	6	7 8 9	10 11	12 13	14
Title	Brand Identifier	Product Efficiency Level	Motor	Heating Stages	Feature	Heating Input (BTU/H)	Width	Cooling CFM (100s)	Major Series
Product #/Letter	G	97	С	М	N	060	14	08	Α
Descriptions	G = Deluxe N = Entry/ Generic R = R-Series	92 = 92% AFUE 95 = 95% AFUE 96 = 96% AFUE 97 = 97% AFUE	C = Comm. VS Constant Airflow (VCA) ECM M = Multi 18-Speed Constant Torque (MCT) ECM V = VS Constant Torque (VCT) ECM	M = Modulating T = Two-Stage S = Single-Stage	N = Standard NOx L = Low NOx U = Ultra-Low NOx	026 = 26,000 * 040 = 40,000 * 060 = 60,000 * 080 = 80,000 * 100 = 100,000 * 120 = 120,000 140 = 140,000	14 = 14.2" 17 = 17.5" 21 = 21.0" 24 = 24.5"	08 = 800 10 = 1000 12 = 1200 14 = 1400 16 = 1600 20 = 2000 22 = 2200	A B C D

<sup>\*</sup> ULN Models Available

	Motor Summary
Fixed-Speeds Constant Torque (FCT) ECM (Phase-out Q4 2022)	Five speeds, installer-selected by connecting motor wires to control board speed taps (example – one each for heating, cooling, constant fan)  Non-communicating control, single-stage heating
Multi 18-Speed Constant Torque (MCT) ECM (Phase-in Q4 2022)	NEW - Control board controls the motor at 18 speeds (torques)  NEW - speeds are installer-selected by utilizing the control board's Near Field Communication (NFC) connectivity via the app or seven segment LED display with two push buttons  Single-stage heating and cooling capable
Variable-Speed Constant Torque (VCT) ECM (Relaunching with new features in Q3 2023)	<ul> <li>Control board controls the variable-speed motor at various torques</li> <li>NEW - Speeds are installer-selected by utilizing the control board's Near Field Communication (NFC) connectivity via the app or seven segment LED display with two push buttons</li> <li>NEW - RPM feedback from motor for advanced diagnostics</li> <li>Offered in single-stage or two-stage heating configurations with two-stage cooling capability</li> <li>The variable-speed motor reduces the cooling airflow when call for dehumidification</li> </ul>
Variable-Speed Constant Airflow (VCA) ECM (Relaunching with new features in Q4 2023)	<ul> <li>Provides constant airflow regardless of external static pressure changes based on user specified CFM requirement</li> <li>Fully communicating capability allows for self-configuring airflows through the wall control</li> <li>NEW - Seven segment LED display and app capability for added diagnostic capability</li> <li>Features our best humidity control when used with a communicating system (including wall control)</li> <li>Offered in two-stage or modulating heat configurations</li> <li>Compatible with single-, two- and variable-speed outdoor products</li> </ul>

### 80% Gas Furnace Lineups

	Star	ndard	/Lo\	v NO	Ox Pro	e-20	)23			Sta	anda	rd/L	ow N	lOx	2023		
Tier	Family	Motor	Htg	Cool	Dehum	Blr Ins	NOx	SKUs	Family	Motor	Htg	Cool	Dehum	Blr Ins	NOx	SKUs	Timing
lon System	G80CTL	VCA	2	VS	Υ	Υ	Low	8	G80CTL	VCA	2	VS	Υ	Y	Low	8	Q4 2023
QuietComfort	G80VTL	VCT	2	2	Y	Υ	Low	4	G80VTL	VCT	2	2	Y	Y	Low	4	Q3 2023
ce	N80VSL	VCT	1	2	Y	Υ	Low	7	N80VSL	VCT	1	2	Y	Υ	Low	7	
Performance Series	N80ESN	FCT-5	1	1	N	N	Std	14	N80MSN	MCT-18	1	1	N	N	Std	14	Q4 2022
Pe	N80ESL	FCT-5	1	1	N	N	Low	14	N80MSL	MCT-18	1	1	N	N	Low	13	
R-Series	R80ESN	FCT-5	1	1	N	N	Std	13	R80MSN	MCT-18	1	1	N	N	Std	6	Q4
R-S	R80ESL	FCT-5	1	1	N	N	Low	13	R80MSL	MCT-18	1	1	N	N	Low	5	2022
_																	

	U	ltra-L	1 wo	VOx	Pre-2	2023	3			
Tier	Family	Motor	Htg	Cool	Dehum	Blr Ins	NOx	SKUs	Family	Motor
lon System	G80CSU	VCA	1	VS	Υ	Υ	ULN	4	G80CTU*	VCA
e										
Performance	N80ESU	FCT-5	1	1	N	Y	ULN	4	N80MSU	MCT-18
R-Series	R80ESU	FCT-5	1	1	N	Υ	ULN	4	R80MSU	MCT-18

	Ultra-Low NOx 2023												
Family	Motor	Htg	Cool	Dehum	Blr Ins	NOx	SKUs	Timing					
G80CTU*	VCA	2	VS	Y	Y	ULN	4	Q4 2023					
N80MSU	MCT-18	1	2	N	Υ	ULN	4	Q4 2022					
R80MSU	MCT-18	1	2	N	Υ	ULN	4	Q4 2022					

<sup>\*</sup> Releasing with launch of deluxe product.

### 80% Gas Furnace Nomenclature



#### 80% Gas Furnaces

	1	2 - 3	4	5	6	7 - 8 - 9	10 - 11	12 - 13	14
Title	Brand Identifier	Product Efficiency Level	Motor	Heating Stages	Feature	Heating Input (BTU/H)	Width	Cooling CFM (100s)	Major Series
Product #/Letter	G	80	С	Т	L	060	14	08	Α
Descriptions	G = Deluxe N = Entry/ Generic R = R-Series	80 = 80% AFUE	C = Comm. VS Constant Airflow (VCA) ECM M = Multi 18-Speed Constant Torque (MCT) ECM V = VS Constant Torque (VCT) ECM	M = Modulating T = Two-Stage S = Single-Stage	N = Standard NOx L = Low NOx U = Ultra-Low NOx	040 = 40,000 * 045 = 45,000 060 = 60,000 * 070 = 70,000 080 = 80,000 * 090 = 90,000 100 = 100,000 * 110 = 110,000 135 = 135,000 **ULN Models Only	14 = 14.2" 17 = 17.5" 21 = 21.0" 24 = 24.5"	08 = 800 10 = 1000 12 = 1200 14 = 1400 16 = 1600 20 = 2000 22 = 2200	A B C D

	Motor Summary
Fixed-Speeds Constant Torque (FCT) ECM (Phase-out Q4 2022)	<ul> <li>Five speeds, installer-selected by connecting motor wires to control board speed taps (example – one each for heating, cooling, constant fan)</li> <li>Non-communicating control, single-stage heating</li> </ul>
Multi 18-Speed Constant Torque (MCT) ECM (Phase-in Q4 2022)	<ul> <li>NEW - control board controls the motor at 18 speeds (torques)</li> <li>NEW - speeds are installer-selected by utilizing the control board's Near Field Communication (NFC) connectivity via the app or seven segment LED display with two push buttons</li> <li>Single-stage heating and cooling capable</li> </ul>
Variable-Speed Constant Torque (VCT) ECM (Relaunching with new features in Q3 2023)	<ul> <li>Control board controls the variable-speed motor at various torques</li> <li>NEW - Speeds are installer-selected by utilizing the control board's Near Field Communication (NFC) connectivity via the app or seven segment LED display with two push buttons</li> <li>NEW - RPM feedback from motor for advanced diagnostics</li> <li>Offered in single-stage or two-stage heating configurations with two-stage cooling capability</li> <li>The variable-speed motor reduces the cooling airflow when call for dehumidification</li> </ul>
Variable-Speed Constant Airflow (VCA) ECM (Relaunching with new features in Q4 2023)	<ul> <li>Provides constant airflow regardless of external static pressure changes based on user specified CFM requirement</li> <li>Fully communicating capability allows for self-configuring airflows through the wall control</li> <li>NEW - Seven segment LED display and app capability for added diagnostic capability</li> <li>Features our best humidity control when used with a communicating system (including wall control)</li> <li>Offered in two-stage or modulating heat configurations</li> <li>Compatible with single-, two- and variable-speed outdoor products</li> </ul>

### Small Packaged Products Lineup

	Standard Pre-2023												
Tier	Family	Туре	Cool Stage	Heat Stage	Standard HX	Std Indoor Coil	Grille	SKUs					
	PGR5	YAC	2	2	Stainless	Tin-Plated Copper	Dense Wire	38					
nfort	PAR5	PAC	2	2	N/A	Tin-Plated Copper	Dense Wire	21					
QuietComfort	PHR5	PHP	2	2	N/A	Tin-Plated Copper	Dense Wire	27					
Quie	PGS4	YAC	1	1	Stainless	Tin-Plated Copper	Dense Wire	68					
	PDS4	YAC	1	1	Stainless	Tin-Plated Copper	Dense Wire	48					
Ф	PGD4	YAC	1	1	Aluminized	Copper	Standard Wire	82					

	Standard 2023													
Family	Туре	Cool Stage	Heat Stage	Standard HX	Std Indoor Coil*	Grille	SKUs							
PGR5	YAC	2	2	Stainless	Tin-Plated Copper	Louver	38							
PAR5	PAC	2	2	N/A	Tin-Plated Copper	Louver	21							
PHR5	DF	2	2	N/A	Tin-Plated Copper	Louver	27							

e e	PGD4	YAC	1	1	Aluminized	Copper	Standard Wire	82
manc	PAD4	PAC	1	1	N/A	Copper	Standard Wire	34
Performance	PDD4	DF	1	1	Aluminized	Copper	Standard Wire	24
ď	PHD4	PHP	1	1	N/A	Copper	Standard Wire	34
ΗM	PAJ4	PAC	1	1	N/A	Tin-Plated Copper	Louver	6
Σ	PHJ4	PHP	1	1	N/A	Tin-Plated Copper	Louver	6

PGD4	YAC	1	1	Stainless	Aluminum	Dense Wire	68
PAD4	PAC	1	1	N/A	Aluminum	Dense Wire	28
PDD4	DF	1	1	Stainless	Aluminum	Dense Wire	16
PHD4	PHP	1	1	N/A	Aluminum	Dense Wire	28
PAJ4	PAC	1	1	N/A	Aluminum	Louver	6
PHJ4	PHP	1	1	N/A	Aluminum	Louver	6

	Low-NOx Pre-2023												
Tier	Family	Туре	Cool Stage	Heat Stage	Standard HX	Std Indoor Coil	Grille	SKUs					
nfort	PGR5	YAC	2	2	Stainless	Tin-Plated Copper	Dense Wire	26					
QuietComfort	PGS4	YAC	1	1	Stainless	Tin-Plated Copper	Dense Wire	68					
Quie	PDS4	DF	1	1	Stainless	Tin-Plated Copper	Dense Wire	48					

	Low-NOx 2023												
Family	Туре	Cool Stage	Heat Stage	Standard HX	Std Indoor Coil*	Grille	SKUs						
PGR5	YAC	2	2	Stainless	Tin-Plated Copper	Louver	26						

nance	PGD4	YAC	1	1	Aluminized	Copper	Standard Wire	82
Perforr	PDD4	DF	1	1	Aluminized	Copper	Standard Wire	24

PGD4	YAC	1	1	Stainless	Aluminum	Dense Wire	68
PDD4	DF	1	1	Stainless	Aluminum	Dense Wire	16

	Ultra-Low NOx Pre-2023												
Tier	Family	Туре	Cool Stage	Heat Stage	Standard HX	Std Indoor Coil	Grille	SKUs					
QuietComfort	PGR5	YAC	2	1	Stainless	Tin-Plated Copper	Dense Wire	16					
QuietC	PGS4	YAC	1	1	Stainless	Tin-Plated Copper	Dense Wire	14					
a.													

	Ultra-Low NOx 2023									
Family	Туре	Cool Stage	Heat Stage	Standard HX	Std Indoor Coil*	Grille	SKUs			
PGR5	YAC	2	1	Stainless	Tin-Plated Copper	Louver	16			

Performance	PGD4	YAC	1	1	Aluminized	Copper	Standard Wire	23	
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PGD4	YAC	1	1	Stainless	Aluminum	Dense Wire	14
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<sup>\*</sup> Aluminum coil dependent on material availability.

SPP Unit Type Key:

PAC = Packaged Air Conditioner | PHP = Packaged Heat Pump | YAC = Year-Round Air Conditioner (Gas/Electric AC) | DF = Dual Fuel (Gas/Electric HP)

### Small Packaged Products Nomenclature



### **Small Packaged Products**

	1	2	3	4	5 6	7 8 9	10	11 12	13	14
Title	Unit	Туре	Tier	SEER	Cooling BTU	Heating BTU	Voltage	Factory Installed Option	Feature Code	Major Series
Product #/Letter	P	A	D	4	24	060	К	00	0	K
Descriptions	P = Package	A = AC H = HP D = Dual Fuel G = Gas/Electric	D = Standard J = Dedicated Horizontal R = Mainline Up to 16 SEER	4 = 14 5 = 15	24 = 24K/2 Tons 30 = 30K/2.5 Tons 36 = 36K/3 Tons 42 = 42K/3.5 Tons 48 = 48K/4 Tons 60 = 60K/5 Tons	000 = N/A 040 = 40K 060 = 60K 090 = 90K 115 = 115K 120 = 120K 130 = 127 to 130K	K = 208/230-1-60 H = 208/230-3-60 L = 460-3-60	00 = No Options GC = Low Cab Air Leakage + Tin-Plated Cu Evap Tubes TP = Tin-Plated Evap Tubes LW = Low Cabinet Air Leakage	0 = Standard 1 = Low NOx 2 = Ultra-Low NOx	К









### 2023 Readiness Planning

#### PLANNING FOR SUCCESS: REGULATORY READINESS FOR 2023

2023 regulatory changes will be upon the HVAC industry soon, and we want you to be ready. The best way to maintain your competitive edge is to start planning for success today. Below are some tips to help guide you as you prepare your business for 2023.

# **EDUCATE**

The more you know, the better equipped you'll be when regulations change. Start the process now by:

- Studying the 2023 Regulatory Readiness Launch kit and other readiness materials found at your local distributor
- Reviewing 2023 regulatory content on the Department of Energy website
- Familiarizing yourself with new product ratings as outlined by AHRI
- Continue tracking 2023 updates on *Comfortmaker.HVACpartners.com* to learn about new product offerings and model number nomenclatures
- Familiarize yourself with the new 2023 product ratings

#### **RECOMMENDED TIMELINE:**

- Now and ongoing: Start to educate yourself today and continue up to and beyond January 1, 2023
- Q1 2022: Look for the new AHRI product ratings to start to be posted

## **E-PLAN**

The scope of changes to product lines is significant. Start your pre-planning soon by:

- Learning the phase-in/phase-out schedules for new and current products and watch for detailed bulletins with each launch.
- Beginning to forecast inventory needs
- Identifying warehouse space issues and manpower needed to manage the transition
- Developing advertising and other marketing and communication plans to move old inventory out and get new inventory selling

#### RECOMMENDED TIMELINE:

- Q1 and Q2 2022: Establish phase-in/phase out, inventory forecasts, and warehouse and manpower needs
- Q2 2022: Create advertising, marketing and communications plan

### Z

Preparation is the name of the game, and everybody should be in the loop. So plan to make training a top priority.

- Your sales team will need to be aware of the regulatory changes, new model information and how to best position the new products
- Service technicians will need to learn any new installation/service details and if any additional or new tools are required
- Your full team will need to become familiar with the new technologies and product features that will be introduced with these regulatory and testing changes

#### RECOMMENDED TIMELINE:

- Now and ongoing: new product features and technologies
- Q2 through Q4 2022: Sales and technician training

# MPLEMENT

With your plan in place, it's time to put it in motion.

- Start by selling through current minimum efficiency inventory and/or transitioning to sales of the new 2023-compliant products
- Advertise and market the new products following your communications plan
- Keep records of all transactions to create a paper trail of your compliance

#### RECOMMENDED TIMELINE:

- Now and ongoing: Sell-through current product inventory, begin selling new models and keep records of all transactions
- Q3/Q4 2022: Begin advertising/marketing new products

### Frequently Asked Questions

#### 2023 REGULATORY & GENERAL PRODUCT QUESTIONS

#### 1. What are the 2023 Regulatory changes?

The Department of Energy (DOE) is increasing the minimum efficiency requirements on all central air conditioners and heat pumps. They are also requiring HVAC manufacturers to comply with new testing procedures for developing efficiency ratings.

### 2. What are the new efficiency minimums under the current M test procedures?

For air conditioners in the North, the minimum efficiency will increase from 13.0 SEER to 14.0 SEER and in the South from 14.0 SEER to 15.0 SEER under today's M test procedure (Note: for units at or above 45k BTU's the minimum will be 14.5 SEER). The national heat pump minimum efficiency will increase from 14.0 SEER to 15.0 SEER. While SPP has no new minimum efficiency requirements, this product line will be impacted by the new test procedures.

### 3. What will the new efficiency minimums be under the new M1 testing procedures?

For air conditioners in the North, the minimum efficiency will increase from 13.0 SEER to 13.4 SEER2 and in the South from 14.0 SEER to 14.3 SEER2 under the new M1 test procedure (Note: for units at or above 45k BTU's the minimum will be 13.8 SEER2). The national heat pump minimum efficiency will increase from 14.0 SEER to 14.3 SEER2.

#### 4. What is the timing?

These changes will go into effect on January 1, 2023.

#### 5. How will I know if a model is 2023-compliant?

All 2023-compliant products will carry a SEER2 rating. This new nomenclature refers to the new testing procedures required for 2023. Additionally, you can check the AHRI system rating to confirm if the system meets the new 2023 requirements.

#### 6. Can I install current products after January 1, 2023?

Yes, however it depends on where you are located in the country. For the North region, any 13.0 SEER AC built before January 1, 2023 can still be installed on or after January 1, 2023. For the South and Southwest regions, any air conditioner that does not meet the new minimum efficiencies cannot be installed on or after January 1, 2023. For heat pumps, any 14.0 SEER unit built before January 1, 2023 can be installed on or after January 1, 2023.

### 7. What is the difference between "date of manufacture" and "date of installation"?

"Date of manufacture" refers to when the product was produced, and that date therefore determines if a product can be installed after the deadline or not. "Date of installation" refers to only the deadline date as a qualifier on whether a product can be installed or not.

### 8. How will I know if a product was produced before January 1, 2023?

The unit serial number denotes the week and year it was built.

#### 9. Do I have to comply?

Yes. The 2023 minimum efficiency standards are a US Federal law. To avoid costly penalties for non-compliance, it is in your best interest to comply with these changes. The DOE has been aggressively enforcing efficiency standards in several industries, including HVAC.

#### 10. How will the DOE enforce compliance?

We anticipate enforcement will follow a similar pattern to the 2015 standards change – relying on easy and confidential reporting of suspected violations. Also, manufacturers will be obligated to report any potential violations.

### 11. Which manufacturers are impacted?

All HVAC manufacturers must comply with these new requirements and test procedures.

### 12. If the Regulatory changes are for minimum efficiency, why are there changes to higher efficiency indoor and outdoor equipment?

All components in the HVAC system impact the ratings because ratings are system combinations. Additionally, this change includes new testing procedures requiring a higher external static pressure and changes to the airflow set point on the indoor blower motor. Finally, improving pressure drop over the furnace coils will help achieve ratings.

### 13. When will ratings be available for 2023-compliant models?

Ratings for 2023-compliant models should be available approximately two months prior to first ship and will be posted to *ICPeqp.com/AHRIratings/ratings.aspx*. Be sure to also check the AHRI database frequently for the most current information.

#### 14. What are SEER2, EER2 and HSPF2?

These represent the new nomenclature associated with products that have been rated using the new M1 testing procedures.

#### 15. What is an M1 rating?

M1 is the new DOE testing procedure under Appendix M1. An M1 rating has been developed under the new test procedure and will include SEER2, EER2, and HSPF2. The pre-2023 test procedure is M under Appendix M.

### 16. Will the products be labeled for SEER and SEER2?

No. The EnergyGuide label can only include SEER or SEER2 values. All new 2023 products will be launched with SEER2 EnergyGuide labels. Existing products that meet the 2023 requirements will have their EnergyGuide label updated to SEER2 in 2022. For the same system, SEER and SEER2 ratings will be available in AHRI and on ICPeqp.com/AHRIratings/ratings.aspx in 2022.

### 17. Why is the SEER2 rating lower than the SEER rating for the same product?

In most cases, the new SEER2 ratings will be lower, and the minimum efficiencies will be reduced to account for the more difficult test procedures, compared to the SEER

### Frequently Asked Questions

ratings on the same system. The new M1 tests require an increased external static pressure of up to 5x, which increases the blower motor watts and in turn reduces the efficiency rating.

#### 18. How does ENERGY STAR® 6.0 effect current products certified under ENERGY STAR 5.0?

All new products released going forward are required to meet ENERGY STAR 6.0 (or 6.1 when released). Existing products certified to ENERGY STAR 5.0 remain ENERGY STAR certified.

### 19. How does this benefit me (distributor/dealer)?

You can be confident that Day & Night is supporting the DOE's initiative to reduce overall energy consumption in the U.S. by producing compliant products that meet these new minimum efficiencies. And with these changes you will benefit from an overall product SKU reduction which will help you in your inventory management.

#### 20. How does this benefit the homeowner?

Homeowners can be confident that Day & Night is supporting the DOE's initiative to reduce overall energy consumption in the U.S. by producing compliant products that meet these new minimum efficiencies. Homeowners will enjoy more efficient products that are less harmful to the environment.

#### 21. Are there new model numbers and if so, where can I find them?

Yes. Most of the product categories will experience updates to the model number nomenclature. Look on DayandNight.HVACpartners.com for more detailed information.

#### 22. Will the new models be larger in size than the old ones?

This depends on the specific model and size. We have worked tirelessly to minimize any significant changes in product sizing, knowing that retrofitting is critical to your success. Reference launch materials and product specifications for new products to verify unit size.

### 23. Should I be concerned with servicing these new models?

No. There are few to no new installation or service practices required with the 2023-compliant models. We've worked to make things easier with improvements such as longer service valves that will work with mechanical fittings on select 2023 ACs and HPs, lighter weight furnace coils, easier UV light installation and mechanical TXVs on the Fan Coils.

### 24. Will the 2023-compliant products still qualify for financing programs?

Yes. The 2023-compliant products will follow similar financing qualification as pre-2023 products. Reference the specific programs as they are updated within the new models.

#### 25. Will the current accessory kits still work with the new models?

Accessory kits will largely remain the same. Revisions will be made to update accessory kits with instruction sheets and labels which include model numbers.

### 26. Will these changes affect the ductless product offering?

The majority of ductless products have efficiency levels well above the new minimum requirements. However, these products will be impacted by the new test procedures. Look for new SEER2 ratings on ductless products in late 2022.

### 27. Do these changes affect products sold in Canada?

The Canadian government is in the process of developing their own rules for new minimum efficiency and testing procedure requirements. Although these regulations are not finalized, they are proposing similar requirements to the northern region of the United States.

### Where To Go For More Information



### OTHER RESOURCES

U.S. Department of Energy -Energy.gov

U.S. Environmental Protection Agency -Epa.gov

EPA and DOE Energy Efficiency – Energystar.gov

U.S. Government's national archives -Federalregister.gov



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