

ENERGY STAR® Most Efficient 2020 Sales Associate Training

The simple
choice for
energy
efficiency.



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ENERGY STAR Most Efficient is a distinction that recognizes products that deliver **cutting edge energy efficiency** along with the latest in technological innovation. Products recognized as ENERGY STAR Most Efficient are the most efficient products among those that qualify for ENERGY STAR in a given year.

Why Does ENERGY STAR Most Efficient Matter?

ENERGY STAR Most Efficient products typically appeal to consumer audiences considered early adopters of technology and environmentally conscious shoppers.

- **Product Differentiation.** Many customers in the target audience use innovative and advanced technologies. ENERGY STAR Most Efficient identifies leading edge products for your customers to choose from without trade-off in features or functionality.
- **Social Value.** Choosing products recognized as ENERGY STAR Most Efficient helps your customers be environmentally responsible. Saving energy helps protect the environment by reducing greenhouse gas emissions.
- **ENERGY STAR Integrity.** Products that earn the ENERGY STAR are independently certified to stringent performance requirements set by the U.S. Environmental Protection Agency.



ENERGY STAR Most Efficient 2020 Eligible Appliance Products

Products recognized as ENERGY STAR Most Efficient 2020 can be found across the following appliance product categories: clothes dryers, clothes washers, dehumidifiers, dishwashers, freezers, refrigerators, and room air conditioners.

Product Category	ENERGY STAR Most Efficient 2020 Criteria
Clothes Dryers	28% - 43% in energy savings over the federal minimum
Clothes Washers	43% energy savings and 46% water savings compared to federal minimum (> 2.5 cu. ft.) 24% energy savings and 37% water savings (≤ 2.5 cu. ft.)
Dehumidifiers	19% energy savings for portable and 23% energy savings for whole home
Dishwashers	22% energy savings and 36% water savings compared to federal minimum
Freezers	15% energy savings for standard-sized models compared to federal minimum and 20% energy savings for compact models
Refrigerators	10% energy savings for top-mount freezers; 20% energy savings for side-by-side and bottom-freezer models; 25% energy savings for compact models compared to federal minimum
Room Air Conditioners	25% - 35% active mode energy savings compared to federal minimum

Key Product Highlights

Clothes Dryers. ENERGY STAR certified heat pump dryers that meet the 2020 ENERGY STAR Most Efficient criteria use advanced technology that requires less energy than conventional models.

- *How does it work?* Traditional tumble dryers vent the humid air they produce outside. Heat pump dryers are typically ventless. Similar to an air conditioner run in reverse, they take in ambient air, heat it, and then recirculate it in the dryer to maintain the temperature while using less energy.
- *Buying considerations:* Customers with high clothes dryer usage and high electricity rates have the potential for large energy and cost savings. Heat pump dryers are especially well-suited for homes without existing vents, and can be installed almost anywhere.

See how a heat pump dryer works and its benefits in a video from ENERGY STAR at energystar.gov/hpdryer

Room Air Conditioners. ENERGY STAR certified room air conditioners that meet the 2020 ENERGY STAR Most Efficient criteria use the latest variable speed technology to save energy and quietly regulate the temperature.

- *How does it work?* In a conventional room air conditioner, the compressor works either at maximum capacity when the room thermostat calls for cooling or off when the desired temperature has been achieved, typically alternating frequently between full on and off. Room air conditioners with efficient variable speed compressors are able to vary the speed of the internal compressor motor in order to continuously control the temperature.

Recognized models must also meet a maximum sound level requirement offering customers quieter operation than standard models.

Dishwashers. In addition to meeting energy and water efficiency requirements, ENERGY STAR certified dishwashers recognized as ENERGY STAR Most Efficient 2020 must also meet cleaning performance criteria. This helps ensure that these high efficiency products continue to meet the cleaning expectations of customers.

For more information about models currently recognized as ENERGY STAR Most Efficient, as well as rebates visit energystar.gov/moste efficient

