Structured Discussion
ENERGY STAR CAC/ASHP Equipment Specification and Quality Installation

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The Next Frontier for HVAC

Tighten Technical Specs

Address Quality Installation

How do we capture significant energy savings, provide value to market actors, and keep program delivery manageable?
## Capturing Energy Savings

<table>
<thead>
<tr>
<th>option</th>
<th>Savings Range/Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>14 SEER</td>
<td>7%</td>
</tr>
<tr>
<td>Sizing*</td>
<td>2-10%</td>
</tr>
<tr>
<td>Refrigerant charge*</td>
<td>12.5%</td>
</tr>
<tr>
<td>Airflow*</td>
<td>8.1%</td>
</tr>
<tr>
<td>Duct Leakage*</td>
<td>16.8%</td>
</tr>
</tbody>
</table>

What is the most cost-effective combination of options for most homes? Can they be implemented effectively?
Defining Value

**Manufacturer**
- Differentiation of products
- Brand & consumer loyalty
- Sales/profit

**Contractor**
- Differentiated services
  - Sales/profit
  - Consumer loyalty
- Reduced call backs
  - Referrals

**Consumer**
- Energy/$ savings
- Good investment
- Reliability/durability
  - Comfort

**EPA**
- Energy/carbon savings
- Cost effective for consumer
  - Reasonable admin.
  - Brand loyalty

**EEPS**
- Peak savings
- Sustained/quantified savings
- Reasonable admin.
- Cost-effective programs
- Satisfied customers
## Equipment Specification Options

<table>
<thead>
<tr>
<th></th>
<th>Current</th>
<th>From Strawman</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Split</td>
<td>Packaged</td>
</tr>
<tr>
<td>SEER</td>
<td>13</td>
<td>12</td>
</tr>
<tr>
<td>EER</td>
<td>11</td>
<td>10.5</td>
</tr>
<tr>
<td>HSPF</td>
<td>8</td>
<td>7.6</td>
</tr>
</tbody>
</table>
Do we Need an Equipment Spec?

• **YES** – We can still capture some energy savings, address peak, include some other useful criteria, and provide a platform for marketing.
  – What is value to consumers?
  – Will it stay true to the ENERGY STAR brand promise?

• **NO** – We don’t need it anymore. SEER 14 isn’t cost effective for enough consumers. Installation should be the focus.
  – What would we lose?
  – What is impact on manufacturers, contractors, utilities?
Options for an Equipment Spec

- Option I - Increase to SEER 14
  - Is this cost effective? Where?
  - Do EEPS have data on cost effectiveness?
  - What is value to manufacturers? contractors?

- Option II – Keep SEER 13 but increase EER and HSPF
  - Peak value to utilities is maintained
  - Any value to manufacturers? contractors?
  - Relevance to consumers?
What About Additional Elements?

- Evaporator access for purposes of measurement and maintenance
- TXV for sustained performance
- On-board diagnostics

What are the challenges with each? What is the value of each?
Promoting Quality Installation

• What is the Value?
  – for Consumers (Will they ask for it?)
  – for Contractors (Will they sell it?)
  – for Manufacturers (Will they support/train?)
  – for EEPS (Will they promote/subsidize?)

Is there enough value for enough players to motivate the necessary actions?
Building a Market Infrastructure

- ENERGY STAR Installation Guidelines
- Installation by Certified Technicians
- Contractor Accreditation or Third-Party Verification
Installation Guidelines

- Design/proper sizing
- Refrigerant charge
- Airflow
- Ducts
- Collection/analysis of performance data
- Commissioning report for the owner

Are these the correct parameters?
Is there agreement on how to measure them?
What are the challenges? What is the value?
Certified Installers

- Should we specify who is qualified to do ENERGY STAR installations?
  - What are the right qualifications?
  - Who should train the technicians?
  - Who should “certify” them?
  - Who pays for the training & certification?
Verification

• How important is verification?
  – Utility perspective
  – Contractor perspective

• How soon should it be in place?

• Have we identified all possible models?

• What should be verified?
  – Sizing
  – Refrigerant
  – Air flow
  – Other?
Accreditation vs. Third Party

- Is there significant value in someone beside the contractor evaluating the installation?
- What would constitute an acceptable accreditation program for contractors?
- Could we use third parties (HERS, EEPS) as interim step to nationwide accreditation program?
- What is potential role for services like CheckMe!?
Logistics & Pesky Details

- How long to set up accreditation program(s) and accredit qualified contractors?
- What third parties could conduct verifications?
- Who pays for verification?
- What part of system installation is actually verified?
- Will contractors do the extra paperwork?
- What is time lag before consumer knows if their system qualifies/is installed properly?
  - Additional time lag if corrections needed
  - Embarrassment to contractor/technician if rejected
Data Tracking & Reporting

- Should data be collected from each installation?
- Who would collect it?
- Who would it be reported to?
- What is value to consumers?
- How do we streamline this for contractors?
- What is value to EEPS? EPA?