



September 7, 2001

Dear Light Commercial HVAC Manufacturer or Other Interested Party:

I am pleased to inform you that the specification for ENERGY STAR<sup>®</sup> labeled light commercial HVAC has been finalized. Your valuable feedback and input throughout the development process has been integral to the design of the specification and is very much appreciated.

Manufacturers interested in promoting their energy-efficient light commercial HVAC products as ENERGY STAR can expect to receive a customized Partnership Agreement in the coming weeks. The Partnership Agreement and its product-specific Program Requirements provide both the partner commitments and the energy-efficiency specification for light commercial HVAC.

Companies that manufacture both light commercial and residential HVAC need only sign the Partnership Agreement once in order to participate in both product areas. At any time, manufacturers can update or expand their participation (e.g., to boilers, furnaces, geothermal heat pumps, and/or programmable thermostats) simply by completing the ENERGY STAR Commitment Form, which lists all relevant product areas and includes a contact information section. The ENERGY STAR Commitment Form will be included with your Partnership Agreement.

**Manufacturers who sign and return the Partnership Agreement and Commitment Form by December 31, 2001, will be included as Charter Partners in Light Commercial HVAC. As a Charter Partner, your company will be recognized on the ENERGY STAR Web site immediately and highlighted in any upcoming marketing and promotional events.**

To familiarize you with the Partnership Agreement, we have provided the following list of key partner commitments:

- Comply with current product Eligibility Criteria (i.e., the energy-efficiency specification).
- Comply with current ENERGY STAR Logo Use Guidelines (located on the ENERGY STAR Web site at [www.energystar.gov/library](http://www.energystar.gov/library)).
- Qualify at least one ENERGY STAR labeled model within one year of activating the light commercial HVAC portion of the Partnership Agreement.
- Clearly display the ENERGY STAR label in product literature and on your Web site where information about ENERGY STAR qualified light commercial HVAC is provided.
- Provide to EPA, on an annual basis, an updated list of ENERGY STAR qualifying light commercial HVAC models so they can be displayed for interested buyers on the Web-based ENERGY STAR Product Listing.
- Provide to EPA, on an annual basis, unit shipment data of those light commercial HVAC models that qualify as ENERGY STAR. (Please note that EPA is considering an arrangement where a third party would first aggregate the data before distributing it to EPA.)
- Notify EPA of a change in the designated responsible party or contacts for light commercial HVAC within 30 days.



If your company is interested in joining ENERGY STAR for Light Commercial HVAC or if you have any questions about the Partnership Agreement, please contact me by phone at (202) 564-9019 or by email at [Fanara.Andrew@epa.gov](mailto:Fanara.Andrew@epa.gov).

As part of its ongoing evaluation efforts, ENERGY STAR reserves the right to change the specification should technological and/or market changes affect its usefulness to consumers, industry, or the environment. Beginning in Fall 2003 (or approximately two years after the specification takes effect), we will review the specification, particularly for air-source heat pumps at 65,000 Btu/h and above, to ensure that it represents the top energy performers. During this evaluation process, ENERGY STAR will assess the market in terms of overall energy efficiency, new technology, and ENERGY STAR market penetration, and then provide industry and other interested parties with an opportunity to share their data and any other relevant information. If necessary, the specification will be revised so that it recognizes the most energy-efficient models and rewards those manufacturers who have made efforts to improve efficiency.

ENERGY STAR is currently developing its marketing plans to launch the new light commercial HVAC specification. Suggestions from industry and others are welcome. Any company that joins ENERGY STAR for Light Commercial HVAC between now and December 31 (e.g., Charter Partners) will be eligible to participate in all promotional and marketing activities, irrespective of whether the company has qualified products.

Lastly, ENERGY STAR will be launching its new national "Change" campaign beginning in October. The campaign will consist of print and broadcast public service announcements (PSAs), trade press outreach, special product promotions, and more. Partners will have the opportunity to participate in the launch through in-store collateral, Web site links, and creative templates for paid ads or promotions. If interested, please contact Jill Abelson at 202-564-8966 or [Abelson.Jill@epa.gov](mailto:Abelson.Jill@epa.gov).

Finally, thank you again for your input throughout the specification development process. I look forward to an ongoing relationship that will benefit your company, consumers, and the environment.

Regards,

A handwritten signature in black ink, appearing to read "Andrew Fanara".

Andrew Fanara  
Product Development Manager, ENERGY STAR

Enclosure: Eligibility Criteria (Final Energy-Efficiency Specification)